

The Michigan Tradesman.

1188-2-1
20

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, SEPTEMBER 26, 1883.

NO. 1.

THE FALL TRADE.

ENCOURAGING OUTLOOK IN MOST LINES.

Comprehensive Review of the Business Situation, as Affecting Grand Rapids—Slight Depression in Several Branches of Trade—Excellent Feeling among Business Men, and Prospects of a Complete Revival Soon.

The outlook for fall and winter business is now being discussed with much interest in mercantile circles, and from frequent conversation with merchants in the various branches of trade, the following careful and comprehensive review of the business situation, as affecting this city, has been gleaned. The indications are that the season has never opened more satisfactorily, if volume of business be not considered, nor with such a feeling of confidence. The damage to crops caused by the long drouth and subsequent frosts has had little visible effect on trade as yet, but has caused a somewhat depressed feeling among dealers in staples, some of whom anticipate a decrease in business of about 15 per cent. as compared with last year. The loss in trade, if any, however, is amply compensated for by the improved general feeling that has taken possession of retail tradesmen—a feeling of caution and security that was almost unknown a year ago. Stocks are very generally reduced and are being replenished sufficient to meet present necessities only. This condition of affairs indicates that business is being conducted on a safe basis, and augurs well for the future.

A notable feature of the past year has been the marked inroads Grand Rapids has made in the territory formerly covered by other markets. New fields have been invaded and conquered, and the trade in those already acquired worked over to advantage. Retail tradesmen are coming to regard the wholesalers at this market with an entirely different feeling than formerly, looking upon them as legitimate competitors of Chicago and Detroit. Stocks are now carried here fully as complete as those at the places mentioned, and as the expense of maintaining large establishments is necessarily less, and our wholesalers are content with smaller profits, the country merchants are not slow to take advantage of these facts, and recognize the saving in freight rates. As a consequence Grand Rapids is fast acquiring a superior reputation as a commercial center—a reputation that she proposes to guard with zealous care and augment at every opportunity.

DRY GOODS.

Wholesale dry goods dealers express a feeling of quiet satisfaction at the prospect for a healthy fall trade. A month ago the indications were favorable for a heavy business, but the work of both drouth and frost in this state has been so effective that trade prospects are now less bright. Though something of a disappointment, all classes of tradesmen are inclined to take a common-sense view of the situation. Stocks are generally very low, and this fact will operate to advantage all around. Country merchants have generally paid their bills promptly and have kept a surplus on hand in case of an emergency. Prices are about 2½ per cent lower than last year, which fact will be appreciated by the farmer, who can get his wearing apparel for less farm produce than formerly, while the later brings in an increased revenue. The low prices are the direct result of the overproduction of the last few months, some lines being sold less than manufacturers' cost. The natural tendency of low prices is a proportionately increased consumption. Grand Rapids is rapidly extending her distributive territory from year to year. This is true not only in the dry goods trade, but in almost all other departments. Country dealers are coming to realize that the wholesalers here carry nearly as large and well assorted stocks as the Chicago houses, and that the saving in freight over Chicago and Detroit is considerable. This is operating in our favor, and as a consequence the dry goods trade of this market is annually enlarging at the expense of other centers.

GROCERIES.

The present dullness of the grocery trade began early in the spring, and continued without interruption throughout the summer. One dealer estimates that the volume of trade was not more than 85 per cent. of what it was last year. In the meanwhile prices have been lower perhaps than ever before. Coffees are somewhat different from other groceries. Last December they were so low that the growers in Santos, Brazil, threw away 60,000 bags because they were not worth shipping. Since the establishment of the Coffee Exchange in New York they have become a speculative article, like wheat, especially in New York City; and since May the price of them has gradually risen. The fall trade in groceries is late, some say two weeks and some say six. In volume it is not at present more than 90 per cent. of what it should be. Those who are doing a full fall trade attribute it to new trade rather than to a full trade. There is not only in Michigan, but all over the country, a spirit of economy in the use of groceries.

Retail dealers report to the wholesale merchants that the man who used to buy ten pounds of sugar makes eight do now. They think people are buying little and often, but as much in the aggregate as ever; but other dealers are certain that the aggregate is less also. The cause of the lateness and reduced volume of trade is without doubt the condition of the crops. The uncertainty in which the wheat and corn crops were involved by the late season, has been exactly reflected in the lateness and weakness of the grocery trade. Up to the present time collections have been very good where there has been cautious buying, but in some other instances they have been very poor. There is no despondency, but on the other hand the strongest confidence is felt in the future of the fall and winter trade. Grand Rapids is making steady inroads into the territory formerly monopolized by Chicago, having taken a great step forward in this direction during the last twelvemonth. Especially is this the case in the upper peninsula, from which unusually heavy orders are now being received, owing to the difficulty of transporting goods during the winter months.

CLOTHING.

The clothing trade is reported as in a strong, healthy condition, and the prospects for the season excellent. Collections are rather better than last year, and there have been no failures of any importance. Stocks in the country are reported as far run down, and though buyers held off early in the season, the trade latterly has made up for it. The trade in summer goods was light, owing to the moderate heat of the season, and there is a considerable surplus stock held over, but the trade in the heavier goods has been proportionately active. Both buyers and sellers look forward to a first-class fall and winter trade.

HARDWARE.

Trade in both light and heavy hardware is represented as entirely satisfactory. In the former, prices are low, owing to overproduction, and perhaps they were never lower than they are at present, with the single exception of Russia iron, which is scarcer and dearer than usual. Even nails are now no dearer though the strikes diminished the production 500,000 kegs within the last year. Prices are so low, indeed, that the original manufacturers are making no money at all at present, though, as trade revives, they may improve. In heavy hardware, prices are also very low—as low, it is said, as they were during the panic, just before the revival of business. However, there are signs of improvement in that direction also. A great many small factories have been compelled to close up, and as they had to sell at any price they could in order to sell at all, they used to pull down prices, and their retirement from the field will have a tendency to restore high prices.

DRUGS.

Mr. C. S. Hazeltine, of Hazeltine, Perkins & Company, says that from present indications their business this fall will exceed that of a year ago by fully 15 per cent., and the same is true of other dealers in the same line. The increase is attributed in part to the existence of new tradesmen, but no inconsiderable portion is represented by the business that Grand Rapids has taken away from Detroit, Chicago, and the other drug centers. The drug business is said to have no seasons. It is true certain drugs are bought only or mostly in certain seasons of the year, but as to the volume of business done there is no regular ebb and flow through summer, fall, winter, and spring as in the other lines of business. But though not subject to uniform fluctuations, it is not exempt from occasional depression. Business in the early spring was very slow, but as the spring and summer wore away it constantly and gradually improved. Summer trade was in every respect healthy and satisfactory. It was perhaps rather remarkable for small and cautious buying, but while the purchases were small they were also frequent, so that at the end of the season the sales amounted to more than they did the year before. As the fall opens the trade is better in every respect than during the summer. In this respect this branch of trade seems to be the only one that is entirely independent of the influence of the seasons and the crops. As in the case of hardware, the prices of drugs were never lower than they are at the present time. This condition of things has been aggravated by the revised tariff, which went into effect July 1. On nutmegs the tariff was 20 cents a pound, but now they are free. On oil of lemon the tariff was 20 cents a pound, but now it is free. On oil of neroli the tariff was 50 per cent, but now this also is free. So also the tariff of 20 per cent on asafetida has been removed, and the tariff of \$1 a pound on croton oil has been reduced to 50 cents. Arrowroot is now free that used to be taxed 30 cents on the pound, and cinnamon that used to be taxed 10 cents, cinnamon-buds that used to be taxed 20 cents, and mace that used to be taxed 25 cents. Peppers and pimento have been freed from a five-cent tax, and the tariff on all essential oils has been much reduced. Business has been very little affected by the tariff change, inasmuch as it was anticipated a long time

before it went into effect, and dealers were careful not to get caught with a large stock of a drug that was about to be cheapened. The tariff has left quinine untouched, but for some reason there has been a great falling off lately in the sale of that drug.

HATS AND CAPS.

The spring and summer trade in hats and caps, which was somewhat unsatisfactory, owing to the prevailing cool weather, promises to be redeemed by the fall trade, which has opened up unusually lively. Customers are buying larger bills than usual, and the prospects for a big season were never so good. The country buyers allowed their stocks to run low as a preparation for expected dull times, and bought only with extreme caution until a recent date, but at present trade is rapidly increasing in volume, and it is confidently stated that the increase for the season will be from 20 to 25 per cent over last year. Many buyers who formerly went to Chicago or New York now purchase here, and Grand Rapids is gradually tightening her grip on the hat and cap trade of western Michigan. The general statement is that the tone of the entire western trade was never better than at the present time.

CROCKERY AND GLASSWARE.

Mr. C. H. Leonard, of H. Leonard & Sons, states that while the fall trade in crockery and glassware does not start off as brisk as has been the case in several previous years, the outlook is in no wise discouraging. The feeling of uncertainty generated by the tariff tampering of the last Congress has worn away, and the fact that the volume of business during the summer months was rather below the average is directly traceable to the same conservative feeling that has taken possession of retail dealers in all branches of trade. As a consequence of the desire to get down to hard-pan, stocks have been worked down to their lowest possible point, and when the fall rush renders necessary the placing of orders, they will be for almost full stocks in certain lines, instead of sorts, as is usually the case. The increase in the tariff on imported goods from 40 to 60 per cent., which went into effect July 1, obliged jobbers who wished to take advantage of the former rate to make heavy importations previous to that time, but as a consequence of the importations retailers will be enabled to secure goods at an advance of only about 10 per cent. on former prices. Dealers are coming to realize more and more every year that goods can be purchased here just as cheap, and in some cases cheaper, than in Chicago and New York, while the difference in freight charges is an important item, and the increased number of customers attests the fact that these advantages are appreciated at their full worth.

FURNITURE.

Major James G. MacBride, of Messrs. Nelson, Matter & Company, upon being asked to state the present condition of the furniture trade, said: "It is gradually recovering from the evils of over-production. A conservative feeling prevails in all the branches of the industry, from manufacturer to retailer. All of the factories here are carrying lighter stocks than a year ago, and are proceeding more cautiously than they have before for ten years. Salesmen report that both jobbers and retailers will not buy goods for which there is not a pressing demand, even though prices are made way down, being determined to keep their stocks as near to hard-pan as possible. As it is poor policy to crowd sales, goods are usually held up to the regular prices, to await the return of a more active demand. I do not attribute the prevailing slackness in trade to the prevalence of poor crops in some sections, but to the fact that a business reaction has set in. We were going along too fast, and are suffering from over-production. In my opinion it is very fortunate that we have taken a common-sense view of the situation, for if we had gone on as we have for several years, a fearful panic could not fail to have resulted. As it is, I consider the feeling among business men to be better than it has been for twenty years." Conversation with a number of other furniture manufacturers at this market revealed the fact that they held opinions similar to the above and that Mr. MacBride had summarized the situation correctly.

LEATHER.

While there is no occasion for serious apprehension in the leather trade, the outlook for the fall and winter is not as promising as in most other lines of trade. The failures in the east have had no effect upon this state, but the short crops cause small dealers to be decidedly conservative in buying. Business has been unusually quiet since the beginning of the year, and promises to remain so for some time to come.

HIDES, PELTS AND FURS.

Traffic in hides is somewhat "blue" just at present, as prices are on a downward tendency, and promise to keep getting lower as the season advances. The outlook for pelts is somewhat brighter. At this writing it is difficult to state just how the fur trade will pan out as the season has not yet fairly opened.

BOOTS AND SHOES.

Contrary to general expectation, the boot and shoe trade during August and September was considerably larger in the aggregate than during the same months last fall. Grand Rapids has lately become the recognized headquarters for honest, substantial goods in this line, and to this fact, more than any other, is mainly attributed the increase. Some dealers are inclined to accept the increased trade as a criterion of what is to come, and on this basis the season's business, as a whole, will have an increased percentage far outstripping that of any other line. There are one or two merchants who do not speak so confidently, but the general feeling is of the most healthy character. Collections have been good, and trade in home-manufactured goods is on the increase, and the territory of distribution is gradually extending.

CONFECTIONERY.

The wholesale manufacture of confectionery is a business that is usually but little affected by the fluctuations of trade, but notwithstanding this fact the business has been somewhat quiet during the past summer and spring. The wholesale trade in Grand Rapids last year was unusually large, but as it is rapidly picking up this fall, the prospects are that this year's business will be fully up to the average. Messrs. Putnam & Brooks are of the opinion that the trade is in good shape, and is in a healthy condition. Collections are reported to be excellent. As in other lines, Grand Rapids is gradually enlarging the territory covered by dealers in this staple.

MILLINERY GOODS.

The millinery trade in Grand Rapids has undergone a great change for the better since the spring. In the spring it was about 10 per cent less in volume than it should have been, judging by past years. But, unlike other lines of business, it has opened up this fall at least two weeks earlier than usual. Not only has it begun earlier, but it is from 10 to 15 per cent greater in volume than is usual at this time. This is owing partly to an increase in customers, and partly to the size of the bills, though some customers are buying cautiously. Prices are low, and probably never were lower than they are at this time, with the exception of velvet goods. These goods are at present very fashionable all over Europe, as well as in this country. But the supply does not keep up with the demand owing to the expensiveness of the machinery and the scarcity of the skilled labor by which they are produced. There is a similar increased demand for feather goods, but prices remain low. There is little or no indication from the retail dealers who come to this city to buy that the consumers are inclined to spend any less money on millinery than usual. As to collections, there are at least no complaints. Wholesalers are very confident that they will do an unusually heavy business this fall, unless all the reports they have turn out false and all signs fail.

WINES AND LIQUORS.

The outlook in the wine and liquor trade is comparatively good—rather better than last year. Collections have been good, and there have been very few failures. The trade in imported goods is reported as in excellent condition, with the prospect of a first-class season. The outlook for the whisky trade is only fair. The usual amount of goods will no doubt be handled by the wholesale dealers, but at a small profit. Especially is this the case with Kentucky goods, on account of the large amount of those goods, on which the tax must be paid this fall in excess of the actual requirements of the trade, the three years' bonding period having expired on them. The distillers of the Western Export Association have formed another pool, to run for a year from Sept. 1, and on account of the large quantity of goods which will be forced on the market for the reason stated they have decided to run only 25 per cent of their producing capacity during the year. In case the legislation to extend the bonding period which has been asked for from Congress should be put in force the outlook for the trade would be very favorable, and even the wholesale dealers would make money on the goods they now carry.

SILVERWARE AND JEWELRY.

Silverware and jewelry trade just at present is quiet, but an average traffic is looked for from now on. Locally, the business is mainly retail and is influenced to a considerable extent by the weather. If the fall is pleasant and money no tighter, a good trade is anticipated. It is not believed there will be any boom, but the amount of transactions will be a good average.

EXTRACTS AND BAKING POWDERS.

Manufacturers of extracts, perfumeries and baking powders report an excellent trade, heavier in every respect than last year, and more profitable than was anticipated earlier in the season. Grand Rapids has of late years achieved a reputation for pure goods in these lines which has made the city known in a commercial way not only throughout the state, but all over the west and northwest.

TOBACCO.

The indications are that the tobacco business will be unusually lively during the fall, and that the winter trade will be heavier than it has been for some years. The growing crop is said to be plentiful but of inferior quality, and a slight advance in prices is anticipated. The only cloud in the horizon is a threatened disturbance of the revenue tax, it being rumored that an effort will be made when Congress meets in December to abolish the tax entirely. Manufacturers, however, do not believe that the national legislature will so soon again unsettle their business, and look forward to a profitable fall and winter trade.

BOOKS AND STATIONERY.

In books and stationery the season has opened better than was expected, and dealers are confident that business will increase as the winter approaches. The general feeling seems to be one of solid contentment with the present, and no fears for the future.

SADDLERY GOODS.

Dealers in saddlery goods state that while their stocks in the aggregate were somewhat reduced as compared with this season last year, their assortment of fall and winter goods is heavier than ever before. Business is getting in better shape, and while the outlook is not first-rate, there is reason to expect a fairly prosperous fall and winter season.

COAL.

The coal trade continues to show increasing activity, and dealers report their hands full. Those parties who have been holding off for a decline are realizing that there will be no lower prices and are coming into the market. Prices are somewhat stiffer, and there appears to be little or no disposition to make concessions. An advance, however, is not expected for some time. The retail trade is in much better condition than heretofore, and the demoralization so long prevalent is disappearing. The late cool weather has made people anxious to lay in their supplies. Teams are scarce.

WHEAT, CORN AND OATS.

While the wheat crop of the country is only medium, prices give not the slightest indication of mounting to war figures, and unless fall sowings are poor, there is no probability that the staple will be very high in the spring. But the spring is a long way off, and it will not do to look that far with too great confidence. The receipts of wheat thus far have been quite moderate, but they will improve as the farmers finish their fall work and get around to their year's marketing, although some show a disposition to hold for bigger prices. In Michigan there is from year to year an increasing acreage of red wheat sown at the expense of white wheat. The latter, Clawson variety, is too soft for milling purposes.

In Michigan the corn crop has failed with many farmers and they will be obliged to buy for personal use. This will make them feel poor, but their necessities, and their willingness to buy, which is as a sober second thought, will make a good average trade in corn.

The oat crop is very large—larger by far than either wheat or corn. In some respects it makes up for their deficiencies. The prices for all three are medium. Other cereals are about as usual, both in quantity and quality, as well as in price.

PRODUCE.

The potato crop of the state will be fully 50 per cent less than usual, but dealers do not anticipate anything like the prices farmers look for. The crop in Kentucky, Tennessee and Missouri is greater than for years, and much of it will find a market in the northern states. In Tennessee alone there was a surplus of nearly 100,000 barrels of the early yield. Several leading commission men predict that 50 cents per bushel will be the average price, with probably a slight rise when winter closes in.

Apples generally through the state will be less than half a crop. In some localities reports are at hand of a full yield, while in others an almost total failure is reported. It is not expected that enough can be got in the state to supply the local demand, and unless the crop in the southwestern states turns out better than is expected there will be a scarcity in the market here. Dealers figure on \$2 and \$2.50 per barrel as the prospective prices.

The unusual wet weather during the summer has had a depressing effect on the butter market, and but little choice stock is looked for. A good deal has been made, but it is what is known as "wet grass butter," and won't keep long, and while strictly first-class when fresh, it can't keep the standard on the market. Oleomargarine, too, is affecting the market more and more every year, and has entirely superseded the real article in the Lake Superior region trade. Even when offered up to within a few cents of genuine butter it finds ready sale there. Many of the commission men refuse to handle it, and one of them stated that his trade this year will be 200,000 pounds less than last year.

The bean crop will be only fair. Contin-

ual rains have caused many fields to blossom continually, a good deal of the blossoms blasting, but with a favorable fall the yield will be up to the average. Reports from foreign sections warrant the belief that moderate prices will prevail. Onions and roots being an immense crop, low prices and a dull market will be the rule. Grapes and peaches will command a high price during the season, as the supply is limited.

THE BREWERIES.

The brewing business, despite the increased proportions which it assumed last year, is still growing, as the additions to the large brewing establishments in the city amply testify. The prevailing cool weather during the summer tended to lessen consumption to a considerable extent, and the prospect for the winter business is not first rate. The prices of the raw products used in the manufacture of beer are lower than they have been for several years, and even if production is curtailed, the indications are that profits will be about a fair average.

FREIGHT SHIPMENTS.

A tour of inquiry among the freight agents having headquarters in this city revealed but one general opinion as to the business outlook for the coming season. None anticipate a boom in freight traffic in any line of trade, but all look for a healthy business. It is claimed that Grand Rapids is the only furniture center that is holding shipments up to a fair average.

AT THE BANKS.

In banking circles the feeling prevails that the retrenchment and moderation which has ruled during the past spring and summer will be continued in a less marked degree during the fall and winter. In northern Michigan, much of course depends upon the condition of the weather, as a certain amount of sleighing is necessary in order to move the wood products, upon which the success of the season is mainly based. Should there be an open winter, and a failure to get in the usual amount of logs, business could not fail to be depressed, but under ordinarily favorable conditions, there is every promise of a profitable season. The money market is fairly active, with rates firm.

CHARACTER IN SMOKING.

The Peculiarities of Smokers as Seen by a Chicago Dealer.

"It's twenty years," said a Chicago dealer, "now since I began to sell tobacco, and in that time I have closely studied the characters of my patrons, forming my conclusions from the kind of company they keep. I mean by the kind of cigars they smoke. I can always tell. An even tempered, quiet fellow, never goes to the extreme in choosing tobacco; a nervous man wants something strong and furious; a mild man something that smokes and nothing more. Then there is a great deal in the way men handle their cigar. If a man smokes his cigar only enough to keep it lighted and relishes taking it between his lips to cast a whirling curl of blue smoke into the air, set him down as an easy going fellow, who cares little for how the world goes and no more for himself. He has keen perceptions and delicate sensibilities. He will not create trouble, but is apt to see it out when once begun. Beware of the man who never releases his cigar from the grip of his teeth and is indifferent whether it burns or dies. He is cool, calculating and exacting. He is seldom energetic, physically, but lives easily off those who perform the labor. A man who smokes a bit, reads a bit and fumbles the cigar more or less is apt to be easily affected by circumstances. He may be energetic, careful, generous, and courageous, but he is vacillating and liable to change on a moment's notice. If the cigar goes out frequently the man has a whole-souled disposition, is a devil-may-care sort of fellow, with a lively brain and a glib tongue, and generally a fine fund of anecdotes and yarns. To hold half of the cigar in the mouth and smoke indifferently is a lazy man's habit. They are generally of little force and their characters are not of the higher strata. A nervous man or one under exciting influences, fumbles his cigar a great deal. He is a kind of popin jay among men. Holding the cigar constantly between the teeth, chewing it occasionally, and not caring whether or not it has been lighted at all, are characteristics of men with the tenacity of bulld-dogs. They never forget anything and never release a hold. The top stands his cigar on end and the inexperienced smoker either points it straight ahead or almost at right angles with his course."—Chicago News.

When Shootwell died the boys clubbed together to buy him a tombstone. They could not agree upon the inscription. Fogg suggested this: "His gun never missed fire. Let us hope he may be like his gun." But this was considered rather personal, and was rejected without a division.

An Iowa family gave a tramp a dinner, and the tramp gave the family the small-pox. Don't blame the poor man; perhaps it was all he had to give.

A noted physician says that nearly all women have smaller chests and trunks than they ought. Baggage men don't think so.

MICHIGAN TRADESMAN.

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

E. A. STOWE, Editor and Proprietor.

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

WEDNESDAY, SEPT. 26, 1883.

THE MICHIGAN TRADESMAN.

Recognizing the fact that for several years the various branches of the wholesale trade of this city have felt the need of an authorized representative of their interests, and that the retail dealers who look to this market for their supplies have felt the want of a reliable commercial guide, we are pleased to present to the business men of the northwest the first number of THE MICHIGAN TRADESMAN, a weekly journal, issued from the Grand Rapids market, paying particular attention to the wants of the patrons of this mercantile center, and yet being of such a general character that it will be of interest to all engaged in wholesale or retail traffic anywhere.

Numerous reasons exist for the inauguration of the journal. Grand Rapids is the only trade center of importance where a similar publication is not maintained, several cities of the same commercial standing having one for each separate line of trade. The influence they exert for good, when properly conducted, and the remarkable advances certain markets have made with their ready assistance, are beyond peradventure. The retail merchants of Michigan are deluged with price-lists from Chicago, Detroit and New York houses, but they have, until now, had no means at hand of knowing the ruling quotations at Grand Rapids. These reasons, even were they not accompanied by others equally as cogent, are sufficient to explain the advent of THE MICHIGAN TRADESMAN.

The object in view can be briefly stated. We shall labor faithfully and earnestly for the upbuilding of the wholesale trade of Grand Rapids, believing that it should penetrate fields now included in the territory of other markets and be extended and enlarged even where it already exists. We shall labor with equal zeal to promote the interests of retail tradesmen and trust that the paper will afford a pleasant and profitable medium of communication between wholesaler and retailer.

Duly conscious of the arduous nature of the enterprise, and the exacting demands which will be made, we do not deem it advisable to anticipate judgment upon the merits of the paper, the worth of which can only be tested by experience. A few general statements relative to the future policy of the journal, however, may be pardoned. It will be the aim of the editor to make its contents as varied and interesting as possible. One entire page will be given to current quotations, furnished by representative wholesalers, and corrected up to the hour of going to press. A weekly review of home and foreign markets will be carefully prepared. The movements of retail dealers and the business changes of all who are in any way connected with the various branches of trade will be chronicled. The "Gripsack Brigade" will be given due prominence in a department of their own. Original and selected articles of interest to the trade and a judicious compilation of the mercantile news of the day will also be an especial feature. Although much labor has been expended on the initial issue, it is necessarily imperfect and liable to contain errors and omissions from which future numbers will be free. While the present general plan will be carried out, it will be elaborated and improved from time to time, and such changes made as will tend to better the contents of the paper, increase its influence, and enable it to better serve the interests of those it represents.

It is generally conceded among business men, that all men have not the same end in view in doing business. Business is generally supposed to be done to make money, but this is not always the case. There are firms who seem to have other motives for conducting business than making money. Certain it is that they don't make money. Their prices are too low for that. Why, then, do they do business? No one knows. Perhaps for pleasure, or for glory. This class of men are very disagreeable to have in a community where most men labor for money and their daily bread. They seem to have adopted the policy of working for nothing, and forcing others, if possible, to do the same thing. This is the class of men who sell goods cheaper than they can buy them, and pay for freight and cost of handling besides.

Quotations of extracts, carpets and other goods next week.

STOCK-TAKING.

Taking account of stock is not generally an easy or pleasant task, and for this reason not a few merchants omit entirely to perform this business duty, while others do so only at rare intervals. The majority of merchants, however, find it necessary and proper to keep themselves fully informed as to the present condition of their business, and hence never allow a year to pass without taking an inventory of stock, while many even take a semi-annual inventory. In special lines of trade, particularly in some branches of the wholesale trade, inventories are taken two or three times during the busy seasons, in order that the exact condition of the stock may be ascertained.

The labor of taking account of stock is often great, particularly if the goods to be invoiced are bulky, difficult to handle, very numerous, or are kept in broken packages. Occasionally one finds an unfortunate trader who does not know how to take an account of stock, or has allowed his goods to get into such a condition as to make it next to impossible to make a correct account of them. In some stores goods are hurriedly unpacked and without marking placed on the shelves, the dealer relying upon his memory in determining the price at which they will be sold. It will readily be seen that in invoicing such goods there is little to go by, particularly if the parties taking stock are not posted as to their present market value.

Once in a great while a merchant is found who lacks the courage to take an inventory, fearing that the revelation will prove anything but pleasant. This, it is needless to say, is a sort of moral weakness which it is not creditable to possess, and which should be sternly overcome. If one has reason to fear that there is something wrong in his business, the sooner he can locate the cause the better, for if a remedy be needed, the earlier it is applied the sooner will be the recovery. Thousands of business men drift through life, not knowing whether they are making substantial progress or not. Some awake to find that they have been going gradually but surely down hill while they were thinking that they were going the other way. If one takes a frequent inventory of his business he is likely to be informed as to his true financial condition all the time. It cannot well be otherwise unless fraud or deception is practiced upon him. Besides this, the taking account of stock necessitates a frequent thorough overhauling of the latter. This not only shows the merchant the amount of goods on hand, but also the character of the stock. It often happens that certain lines of goods accumulate faster than the merchant is aware. Sometimes quantities of goods get stowed away out of the owners' sight, and these are brought to light when stock-taking occurs. In the case of a hardware merchant, he may find concealed in some out-of-the-way place a few gross of knives, or a lot of butts, or screws, or some other equally valuable article, which he supposed had been disposed of. Finding them, he places them in their proper receptacle, and in time sells them in the regular course of business. Had there been no annual invoicing he would not, perhaps, have discovered these articles for years.

Insurance companies advise the frequent taking of inventories, so that in case of loss by fire there will be some criterion whereby a just settlement may be made. It is highly unsatisfactory to leave the adjustment of such matters to those who have to depend upon their power of guessing to determine the extent of the claim of the insured. If an inventory reveals the true condition of one's business affairs, it must frequently be exceedingly serviceable in sounding a note of warning to the over-confident trader. It may tell him that he is trusting too much, or that he is carrying too large a stock, or that the kind of goods he is keeping is unsuited to the wants of his trade, or that he is venturing upon dangerous and risky grounds. To be forewarned is to be forearmed. A word of caution a year before a failure would be far more valuable than a whole sermon of reproofs after its occurrence.

Some deceive themselves when taking inventories by over-valuing their stock. The tendency of dealers who are not well posted is to do this, and in fact there is a reluctance even on the part of the better class of merchants to write off an amount sufficient to cover depreciation. Thus it can be readily seen that if one inventories a line of goods at cost when the market value of the same at the time of taking is \$2,000 to \$3,000 less, he is actually misleading himself.

An inventory to be valuable should not only be as nearly accurate as possible, but should also be taken with reference to the present actual value of the goods. No business is too small to require this attention, and no business of magnitude can be intelligently conducted without it.

There was a time, many years ago, before bookstores, pure and simple, became extinct that books, pens, ink, paper, and other articles directly relating thereto, constituted the bookseller's and stationer's stock in trade. Now the proper thing seems to be for a stationer to carry anything in his store that will sell. Wall paper, notions, toys, and many other lines are now a part of the stationer's stock.

There are men who pay their bills promptly. There are men whose goods are as good as their samples. There are men with whom it is a pleasure to do business. And it is generally conceded that Grand Rapids comes nearer to the ideal in this respect than any other commercial market in the country.

THE STATE OF TRADE.

Despite the apparent depression in general commercial circles, there is nothing in the condition of trade to create apprehension. On the contrary, to those who look below the surface and seek causes for effects, there is reason for hope and the anticipation of a strong natural and healthful revival of commerce in the near future. The wheat crop as a whole is almost an average one, corn is nearly a fair average, while hay, oats, rye, and the subsidiary crops are bountiful in the extreme. To consume these, to create new wants for houses, clothing, means of transportation and all the results of labor and capital, we have a population increasing with unprecedented rapidity, both in numbers and that wealth which begets new wants. Prices may rule low and the money profit on these products be small, but the material wealth exists undiminished, furnishes the sinews for another year, the broad basis of future prosperity. True, failures of importance have occurred, and these will entail temporary inconvenience and want of confidence, but in every case, some deep-seated cause, independent of the general conditions of the present, can be found. Many, if not the greater part of these, are due to speculation—a cause which is the root of much growing evil in our commerce and, like the parasite, only thrives by drawing blood from legitimate enterprises. It is not too much to say that, except for the temporary depression it would bring about, it would be an incalculable benefit to the honest enterprises of the country if every establishment engaged in speculation should fail beyond the possibility of ever recovering.

Money is plenty and easy and seeks good investments and good commercial paper at low rates of interest. Of course doubtful paper is closely scanned, and many firms in legitimate business whose credit is affected may find trouble in getting funds and go to the wall, but these are the inevitable evils consequent upon the destruction of confidence. But among those best able to form or whose confidence is not shaken. Shrewd men may hold off in making purchases for a time to force prices lower, but the imperative demands of consumption will after a time force them into the market, and the reaction will occur. True, the improvement must and will come slowly; and there will be no "boom," nor is one to be desired, for it stimulates those energies which bring about a reaction. Prices now at the bottom may not advance greatly, it is not expected they will, but history and experience teach that strong demands for legitimate purposes on small margins is the strongest and best condition of trade, and this we are in a fair way to obtain. The present failures are but the stepping-stones to a better state of affairs.

The Financial Situation.

The apprehensions that have been entertained for some months in regard to the financial situation, together with the labor troubles and the check given to manufacturing thereby, as well as the disturbances and failures of midsummer, instead of being precursors of a general stringency in the autumn, are more likely to prove guarantees of a safe and healthy financial condition. The apprehension of a stringency acting upon the minds of the country retailers, together with the very unfavorable weather of the early spring, led them to make lighter purchases than usual and influenced the farming population to exercise a like restraint in their purchase of everything except necessary supplies. The result was that the jobbers who had prepared for a large trade found themselves with unsold stocks on hand, and they in turn have bought less extensively for the fall trade. This has in some cases proved unfortunate to the jobber, but the consumer and retailer are now in better condition financially than they have been at any time during the last two years. The prospect of poor crops made the one prudent, and the fear of light crops made the other cautious. Both have yet in mind the lesson of the great crash. Whatever stringency may now come these two great classes cannot be affected with any serious fear, because neither of them is greatly indebted. The man who is out of debt regards such a convulsion with the utmost composure.

Production was checked by the fear of a strike and by several failures in the iron business early in the season, so that the market is not overloaded, and those who are now producing in most lines of manufacture are doing so on a sound basis.

In leather there has been a diseased state of trade for a long time. A vast amount of capital has been induced by various causes to embark in various branches of the business, and there has been a determined effort to keep up prices in spite of over-production and speculation. The natural result has followed and it is probable that more failures in this line will occur.

The speculative failures at the East and West have been in different lines and were directly traceable to over-speculation. That the effect of these has only been temporary, and that money has at once become as easy as before, shows conclusively that the fear of a stringency during the autumn has forewarned and forearmed, not only the consumer and the retailer, but also the capitalist. In fact almost everyone has been saying for months, "We are going to have a crash this fall, and I am not going to be where I can be hurt." This precaution is the best possible security against the thing feared. It is more likely that jobbers and middle-men will suffer. Failures among such may be looked for during the early fall. The proportion of them during the summer has

been unusually large, for the reasons we have given. Some lines of special and limited manufacture, especially novelties, may suffer from over-production. The early fall trade, like the late spring trade, will be very light. The later fall trade will most probably be heavier, and all of it on narrow margins for an unusual proportion of cash and short, safe credits. In brief, the present outlook is that we shall have a short, early fall trade, a fair, safe later fall traffic, and a brisk midwinter business.—Continued.

To Dealers in Holiday Goods and Notions.

Hazeltine, Perkins & Co., wholesale druggists and jobbers of druggists' sundries and fancy goods, have now one of the most complete and elegant assortments of fine holiday goods to be found in the state. They have lately added very largely to this department of their large and growing business, and are in a position to supply the latest novelties in this line at manufacturers' best prices. The department is in charge of Mr. Hagy, an experienced sundry-man, and Mr. Hampson, formerly with Mr. F. L. Riechel, jobber of brushes, whose large stock they have lately purchased, will continue to represent them on the road. Mr. Hampson has just started out on the fall campaign, and dealers will be interested in looking over the large and complete line which he exhibits. Prices have been made the very lowest, and if attractive goods, and bottom prices can secure orders, he will commend an increasing patronage. The general agency for the Messrs. Stewart Bros. & Co., manufacturers of fine paint brushes, and of the Grand Rapids Brush Co. enable them to offer these lines of goods at attractive prices. Their line of solid-back hair brushes, cloth, nail and tooth brushes is exceedingly complete and will command increased attention. The elegant lines of Langsdorf brush and comb cases are particularly choice and of new styles and desirable designs, and will have a large sale. The new styles of odor cases, work boxes, and other holiday novelties will not fail to be largely sought after, and prove of the special features of the coming Christmas trade. When visiting Grand Rapids a call upon Messrs. Hazeltine, Perkins & Co. will be pleasant, and afford an opportunity to see a line of goods which cannot be described or shown in any other way.

The Carpet Trade Review gives some interesting figures: In the year 1881 Brussels were \$1.95; tapestries \$1.25; three-plys \$1.35, and extra supers \$1.10. In the present year the prices in the same range are \$1.32½, \$1, and 80 cents. The prices are to-day lower than they have been for twenty years except during a short period in 1879.

The London Grocer predicts that Russian petroleum will gradually prove a formidable rival to American oil in the German market, especially in the eastern provinces. Several reservoirs, it says, have recently arrived at Bromberg directly from Baku, delivering their cargo at a price lower than American petroleum via Bremen, and of the same quality.

TRAIN TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.
Detroit Express..... 6:20 a m
Day Express..... 12:45 p m
New York Fast Line..... 6:50 p m
Night Express..... 10:40 p m
Mixed..... 7:30 a m

ARRIVE.
Pacific Express..... 7:30 a m
Local Passenger..... 11:30 a m
Mail..... 4:30 p m
Mixed..... 5:10 p m
Grand Rapids Express..... 10:50 p m

The New York Fast Line runs daily, arriving at Detroit at 11:40 p. m., and New York at 9 p. m. the next evening.

Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.

The Detroit Express leaving at 6:20 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at noon, New York 10:30 a. m., and Boston 2:40 p. m. next day.

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.
+Steamboat Express..... 6:36 a m
+Through Mail..... 10:40 a m
+Evening Express..... 4:05 p m
+Limited Express..... 7:05 p m
+Mixed, with coach..... 7:15 p m
+Muskegon Express..... 10:05 p m

GOING WEST.
+Morning Express..... 1:05 p m
+Through Mail..... 5:15 p m
+Steamboat Express..... 10:25 p m
+Mixed..... 7:45 a m
+Muskegon Express..... 6:00 a m
+Milwaukee Express..... 3:52 a m
+Daily, Sundays excepted. *Daily.

Passengers taking the 6:45 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.

Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has a Parlor Car to Detroit. Milwaukee Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.

D. PORTER, City Pass. Agent.

THOMAS TANDY, Gen'l Pass. Agent, Detroit.

Grand Rapids & Indiana.

GOING NORTH.
Cincinnati & Mackinac Ex. 10:00 p m
Cincinnati & Mackinac Ex. 9:50 a m
Ft. Wayne & Cadillac Ex. 4:50 p m
G'd Rapids & Petoskey Ac. 7:45 a m

GOING SOUTH.
Mackinac & Cincinnati Ex. 6:10 a m
Mackinac & Cincinnati Ex. 4:25 p m
Cadillac & Ft. Wayne Ex. 10:50 a m
Petoskey & G'd Rapids Ac. 8:20 p m
All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 11 p. m. has Woodruff Sleeping Cars for Traverse City, Petoskey and Mackinac City. Train leaving at 10:30 a. m. has combined Sleeping and Chair Car for Mackinac City.

South—Train leaving at 5 p. m. has Woodruff Sleeping Car for Cincinnati.

A. B. LEE, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Express..... 7:25 p m
Mail..... 10:00 a m
The train leaving at 4:25 p. m. connects at White Pigeon with Atlantic Express on main line, which has Palace Sleeping Coaches from Chicago to New York and Boston without change.

The train leaving at 8:00 a. m. connects at White Pigeon (giving one hour for dinner) with special New York express on main line.

R. E. ABBOTT, Gen'l Agent.

Chicago & West Michigan.

+Mail..... 10:00 a m
+Day Express..... 1:15 p m
+Night Express..... 9:00 p m
+Daily. *Daily except Sunday.

Through coach to Chicago on 1:15 p. m., and 9 p. m. trains.

NEWAYGO DIVISION.

Mixed..... 6:30 a m
Express..... 8:10 p m
A. M. NICHOLS, Gen'l Pass. Agent.

CODY, BALL & CO.,

Wholesale Grocers!

9, 11, 13 & 15 Pearl Street, and 13, 15, 17 & 19 Campau Street,

GRAND RAPIDS, - MICHIGAN.

—WE ARE SPECIAL AGENTS FOR THE SALE OF—

Allen's Diamond Crown Chewing Tobacco

Allen's DOC ON IT Plug,

Harris' SENTINEL Plug,

Harris' HONEY BEE Plug,

And We Particularly Invite the Attention of Buyers to these Brands, as THEY POSSESS REAL MERIT, and will Please Both Dealer and Customer.

—To Those who Appreciate a Really Fine Cheese, We Say, Buy Only the—

"RIVERSIDE,"

Which We Guarantee Equal to Any Made, Both in Richness of Flavor, and Keeping Qualities.

—WE KEEP THE FINEST LINE OF—

TEAS, COFFEES, SPRUPS and SPICES

In the City, and Solicit Your Orders When in Need of Anything in Our Line.

SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

OIL CLOTHS,

MATTINGS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

CURRENT QUOTATIONS.

FURNISHED BY LEADING HOUSES.

DRY GOODS.

Spring & Company quote as follows:

WIDE BROWN COTTONS.

| | | |
|---------------------|-----------------|--------|
| Androsoggin, 84, 23 | Pepperell, 10-4 | 25 |
| Androsoggin, 84, 21 | Pepperell, 11-4 | 27 1/2 |
| Pepperell, 7-4 | Pequet, 7-4 | 21 |
| Pepperell, 8-4 | Pequet, 8-4 | 21 |
| Pepperell, 9-4 | Pequet, 9-4 | 24 |

CHECKS.

| | | |
|------------------------|-------------------------|--|
| Caledonia, XX, oz. 11 | Park Mills, No. 90, 14 | |
| Caledonia, X, oz. 10 | Park Mills, No. 100, 15 | |
| Economy, oz. 10 | Prodigy, oz. 11 | |
| Park Mills, No. 80, 10 | Otis Apron, 10 1/2 | |
| Park Mills, No. 60, 11 | Otis Furniture, 10 1/2 | |
| Park Mills, No. 10, 12 | York, 1 oz., 10 | |
| Park Mills, No. 80, 13 | York, AA, extra oz. 14 | |

OSKABURG.

| | | |
|--------------------|----------------------|--|
| Alabama brown, 7 | Alabama plaid, 8 | |
| Jewell brown, 7 | Augusta plaid, 8 | |
| Kentucky brown, 7 | Manchester plaid, 8 | |
| Lewis brown, 9 | New Tenn. plaid, 11 | |
| Louisiana plaid, 8 | Utility plaid, 6 1/2 | |

BLEACHED COTTONS.

| | | |
|---------------------------|---------------------------|--------|
| Avondale, 36, 8 1/2 | Greene, G. 4-4 | 6 |
| Art cambrics, 36, 11 1/2 | Hill, 4-4 | 6 |
| Androsoggin, 5-4, 12 1/2 | Hope, 4-4 | 7 1/2 |
| Ballou, 4-4, 7 | King Phillip cam. | 11 1/2 |
| Boott, 4-4, 6 | Linwood, 4-4 | 11 1/2 |
| Boott, E. 5-5, 7 | Lonsdale, 4-4 | 9 1/2 |
| Boott, AGC, 4-4, 9 1/2 | Lonsdale cambric, 12 | |
| Boott, R. 3-4, 5 1/2 | Langdon, GB, 4-4 | 9 1/2 |
| Blackstone, A. 4-4, 7 1/2 | Langdon, 4-4 | 14 |
| Chapman, A. 4-4, 7 1/2 | Masonville, 4-4 | 9 1/2 |
| Conway, 4-4, 7 1/2 | Maxwell, 4-4 | 9 1/2 |
| Cabot, 4-4, 7 1/2 | New York Mill, C. 11 1/2 | |
| Cabot, 7-8, 6 1/2 | Pocasset, P. M. C. 7 1/2 | |
| Canoe, 3-4, 5 1/2 | Pride of the West, 12 1/2 | |
| Domestic, 36, 7 1/2 | Pocahontas, 4-4 | 8 1/2 |
| Dwight Anchor, 4-4, 10 | Shawville, 7-8 | 9 1/2 |
| Dwight, 4-4, 9 1/2 | Victoria, A. A. | 5 1/2 |
| Fruit of Loom, 7-8, 8 1/2 | Woodbury, 4-4 | 5 1/2 |
| Fruit of Loom, 7-8, 8 1/2 | Whitinsville, 4-4 | 7 1/2 |
| Gold Medal, 4-4, 12 | Whitinsville, 7-8 | 11 1/2 |
| Gold Medal, 7-8, 6 1/2 | Williamsville, 36, 10 1/2 | |
| Gilded Age, 8 1/2 | | |

CORSET JEANS.

| | | |
|-------------------------|-------------------------|--|
| Armory, 7 1/2 | Keasage, 8 1/2 | |
| Androsoggin sat., 8 1/2 | Naumkeag satteen, 8 1/2 | |
| Canoe River, 6 1/2 | Pepperell sat., 8 1/2 | |
| Clarendon, 6 1/2 | Pepperell sat., 8 1/2 | |
| Hallowell Imp., 6 1/2 | Rockport, 7 1/2 | |
| Ind. Orch. Imp., 6 1/2 | Lawrence sat., 8 1/2 | |
| Laconia, 6 1/2 | Conegost, 7 | |

FRUITS.

| | | |
|----------------------|---------------------|--|
| Albion, solid, 5 1/2 | Gloucester, 6 | |
| Albion, grey, 5 1/2 | Gloucester, 6 | |
| Allen's checks, 6 | Hamilton fancy, 6 | |
| Allen's pink, 6 | Hartel fancy, 6 | |
| Allen's purple, 6 | Merrimac D., 6 | |
| American, fancy, 6 | Manchester, 6 | |
| Arnold fancy, 6 | Oriental fancy, 6 | |
| Berlin solid, 5 1/2 | Pacific robes, 6 | |
| Cocheco fancy, 5 1/2 | Richmond, 6 | |
| Cocheco robes, 5 1/2 | Richmond, 6 | |
| Conestoga fancy, 6 | Simpson's, 6 | |
| Eddystone, 6 | Washington fancy, 6 | |
| Eagle fancy, 6 | Washington blues, 6 | |
| Garner pink, 6 | | |

FINE BROWN COTTONS.

| | | |
|----------------------------|---------------------------|--|
| Appleton A. 4-4, 8 | Indian Orchard, 40, 8 1/2 | |
| Boott M. 4-4, 8 | Indian Orchard, 36, 8 | |
| Boston F. 4-4, 8 1/2 | Laconia B. 7-4, 10 1/2 | |
| Continental C. 4-4, 7 1/2 | Lyman B. 40-in, 10 1/2 | |
| Continental D. 4-4, 7 1/2 | Mass. B. 4-4, 9 1/2 | |
| Conestoga W. 7-8, 5 1/2 | Nashua E. 40-in, 9 | |
| Conestoga D. 7-8, 5 1/2 | Nashua R. 4-4, 7 1/2 | |
| Conestoga G. 30-in, 6 1/2 | Nashua O. 7-8, 7 1/2 | |
| Dwight Y. 7-8, 6 1/2 | Pepperell E. 30-in, 7 1/2 | |
| Dwight Z. 4-4, 7 1/2 | Pepperell R. 4-4, 7 1/2 | |
| Dwight Star, 4-4, 7 1/2 | Pepperell N. 3-4, 6 1/2 | |
| Elliott Star, 40-in, 6 1/2 | Pocasset C. 4-4, 7 1/2 | |
| Enterprise E. 30-in, 6 1/2 | Saranac B. 7-8, 7 1/2 | |
| Great Falls E. 4-4, 7 1/2 | Saranac C. 7-8, 7 1/2 | |
| Farmers A. 4-4, 7 1/2 | Saranac E. 9 | |
| Indian Orchard, 4-4, 7 1/2 | | |

DOMESTIC GINGHAMS.

| | | |
|--------------------|-----------------------------|--|
| Amoskeag, 7-4, 21 | Renfrew dress style, 10 1/2 | |
| Amoskeag, 8-4, 21 | Renfrew dress style, 10 1/2 | |
| Amoskeag, 9-4, 21 | Bookfold, 12 1/2 | |
| Amoskeag, 10-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 11-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 12-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 13-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 14-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 15-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 16-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 17-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 18-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 19-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 20-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 21-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 22-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 23-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 24-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 25-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 26-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 27-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 28-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 29-4, 21 | Johnson Manf Co, 12 1/2 | |
| Amoskeag, 30-4, 21 | Johnson Manf Co, 12 1/2 | |

WIDE BLEACHED COTTONS.

| | | |
|---------------------|-----------------|--------|
| Androsoggin, 84, 21 | Pepperell, 10-4 | 27 1/2 |
| Androsoggin, 84, 23 | Pepperell, 11-4 | 27 1/2 |
| Pepperell, 7-4 | Pequet, 7-4 | 21 |
| Pepperell, 8-4 | Pequet, 8-4 | 21 |
| Pepperell, 9-4 | Pequet, 9-4 | 24 |

HEAVY BROWN COTTONS.

| | | |
|------------------------|-------------------|-------|
| Atlantic A. 4-4, 7 1/2 | Lawrence XX, 4-4 | 8 1/2 |
| Atlantic B. 4-4, 7 1/2 | Lawrence Y, 30-in | 8 1/2 |
| Atlantic C. 4-4, 7 1/2 | Lawrence LL, 4-4 | 6 1/2 |
| Atlantic D. 4-4, 7 1/2 | Newmarket N, 7-8 | 7 1/2 |
| Atlantic E. 4-4, 7 1/2 | Mystic River, 4-4 | 6 1/2 |
| Atlantic F. 4-4, 7 1/2 | Pequet A. 4-4 | 2 |
| Atlantic G. 4-4, 7 1/2 | Pequet B. 4-4 | 2 |
| Atlantic H. 4-4, 7 1/2 | Pequet C. 4-4 | 2 |
| Atlantic I. 4-4, 7 1/2 | Pequet D. 4-4 | 2 |
| Atlantic J. 4-4, 7 1/2 | Pequet E. 4-4 | 2 |
| Atlantic K. 4-4, 7 1/2 | Pequet F. 4-4 | 2 |
| Atlantic L. 4-4, 7 1/2 | Pequet G. 4-4 | 2 |
| Atlantic M. 4-4, 7 1/2 | Pequet H. 4-4 | 2 |
| Atlantic N. 4-4, 7 1/2 | Pequet I. 4-4 | 2 |
| Atlantic O. 4-4, 7 1/2 | Pequet J. 4-4 | 2 |
| Atlantic P. 4-4, 7 1/2 | Pequet K. 4-4 | 2 |
| Atlantic Q. 4-4, 7 1/2 | Pequet L. 4-4 | 2 |
| Atlantic R. 4-4, 7 1/2 | Pequet M. 4-4 | 2 |
| Atlantic S. 4-4, 7 1/2 | Pequet N. 4-4 | 2 |
| Atlantic T. 4-4, 7 1/2 | Pequet O. 4-4 | 2 |
| Atlantic U. 4-4, 7 1/2 | Pequet P. 4-4 | 2 |
| Atlantic V. 4-4, 7 1/2 | Pequet Q. 4-4 | 2 |
| Atlantic W. 4-4, 7 1/2 | Pequet R. 4-4 | 2 |
| Atlantic X. 4-4, 7 1/2 | Pequet S. 4-4 | 2 |
| Atlantic Y. 4-4, 7 1/2 | Pequet T. 4-4 | 2 |
| Atlantic Z. 4-4, 7 1/2 | Pequet U. 4-4 | 2 |

TICKINGS.

| | | |
|---------------------|-----------------------|--|
| Amoskeag, ACA, 15 | Falls, XXXX, 18 1/2 | |
| Amoskeag, 4-4, 19 | Falls, XXX, 15 1/2 | |
| Amoskeag, A, 13 | Falls, BB, 11 1/2 | |
| Amoskeag, B, 13 | Falls, BB, 36, 10 1/2 | |
| Amoskeag, C, 12 | Falls, awning, 10 | |
| Amoskeag, D, 11 | Hamilton, BT, 32, 10 | |
| Amoskeag, E, 10 1/2 | Hamilton, D, 10 | |
| Amoskeag, F, 10 | Hamilton, H, 10 | |
| Amoskeag, G, 10 | Hamilton, H, 10 | |
| Amoskeag, H, 10 | Methuen AA, 14 1/2 | |
| Amoskeag, I, 10 | Methuen ASA, 18 | |
| Amoskeag, J, 10 | Methuen A, 18 | |
| Amoskeag, K, 10 | Methuen A, 18 | |
| Amoskeag, L, 10 | Methuen A, 18 | |
| Amoskeag, M, 10 | Methuen A, 18 | |
| Amoskeag, N, 10 | Methuen A, 18 | |
| Amoskeag, O, 10 | Methuen A, 18 | |
| Amoskeag, P, 10 | Methuen A, 18 | |
| Amoskeag, Q, 10 | Methuen A, 18 | |
| Amoskeag, R, 10 | Methuen A, 18 | |
| Amoskeag, S, 10 | Methuen A, 18 | |
| Amoskeag, T, 10 | Methuen A, 18 | |
| Amoskeag, U, 10 | Methuen A, 18 | |
| Amoskeag, V, 10 | Methuen A, 18 | |
| Amoskeag, W, 10 | Methuen A, 18 | |
| Amoskeag, X, 10 | Methuen A, 18 | |
| Amoskeag, Y, 10 | Methuen A, 18 | |
| Amoskeag, Z, 10 | Methuen A, 18 | |

DRUGS, DYES AND CHEMICALS.

Hazeltine, Perkins & Co. quote as follows:

| | | |
|---|--|--|
| Acetic, No. 8, 9 @ 10 | | |
| Acetic, C. P. (Sp. grav. 1.040), 30 @ 35 | | |
| Carbolic, 40 @ 35 | | |
| Chloric, 40 @ 35 | | |
| Muriatic 18 deg., 3 @ 5 | | |
| Nitric 36 deg., 11 @ 12 | | |
| Oxalic, 14 @ 15 | | |
| Sulphuric 66 deg., 3 @ 4 | | |
| Tartaric powdered, 53 @ 53 | | |
| Benzoic, English, 12 @ 25 | | |
| Benzoic, German, 12 @ 25 | | |
| Tannic, 15 @ 17 | | |
| Carbonate, 19 @ 20 | | |
| Muriate (Powd. 220), 19 @ 20 | | |
| Aqua 16 deg or 3f, 6 @ 7 | | |
| Aqua 18 deg or 4f, 7 @ 8 | | |
| Copaiba, 6 @ 55 | | |
| Pir, 4 @ 50 | | |
| Tolu, 3 @ 60 | | |
| Cassia, in mats (Powd 20c), 12 @ 12 | | |
| Chincona, yellow, 12 @ 12 | | |
| Elm, select, 12 @ 12 | | |
| Elm, ground, pure, 12 @ 12 | | |
| Elm, powdered, pure, 12 @ 12 | | |
| Sassafras, of root, 12 @ 12 | | |
| Wild Cherry, select, 12 @ 12 | | |
| Cube, prime (Powd \$1), 1 @ 100 | | |
| Juniper, 6 @ 7 | | |
| Prickly Ash, 1 @ 15 | | |
| Licorice (10 and 25 lb boxes, 25c), 27 1/2 @ 27 1/2 | | |
| Licorice, powdered, pure, 37 1/2 @ 37 1/2 | | |
| Logwood, bulk (12 and 25 lb boxes), 13 @ 13 | | |
| Logwood, 12 (25 lb boxes), 13 @ 13 | | |
| Logwood, 1/2 do, 13 @ 13 | | |
| Logwood, ass'd do, 13 @ 13 | | |
| Fluid Extracts—25 per cent. off list. | | |

FLOWERS.

| | |
|--------------------------------------|--------|
| Arnica, 11 @ | |
| Chamomile, Roman, | |
| Chamomile, German, | |
| GUMS. | |
| Aloes, Cape (Powd 24c), | |
| Aloes, Socotrine (Powd 00c), | |
| Arabic, extra select, | |
| Arabic, powdered select, | |
| Arabic, 1st picked, | |
| Arabic, 2d picked, | |
| Arabic, 3d picked, | |
| Arabic, sifted sorts, | |
| Assafetida, prime (Powd 37c), | |
| Campior (in squares, 28c), | |
| Catechu, 1/2 lb, 34 @ | |
| Guaiac, prime (Powd 45c), | |
| Myrrh, Turkish (Powdered 47c), | |
| Opium, pure (Powd \$4.60), | |
| Shellac, Campbell's, | |
| Shellac, English, | |
| Shellac, native, | |
| Tragacanth, | 30 @ 1 |

MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

WEDNESDAY, SEPT. 26, 1883.

AMONG THE TRADE.

IN THE CITY.

Clark, Jewell & Company are removing into the new Houseman block.

Mr. John Algier, with Cody, Ball & Co., has returned from a week's visit at Fort Wayne.

Mr. Heman Leonard, senior member of the firm of H. Leonard & Sons, is reported seriously ill with typhoid fever.

Mr. Henry Spring, of Spring & Company, is in the eastern markets making purchases for the late fall and winter trade.

Mr. A. C. Sharp, traveling salesman for Cody, Ball & Co., who has been laid up by sickness, has taken to the road again.

Barlow Brothers, binders and paper box manufacturers, are moving from their old quarters in the Ledyard block to the new Houseman block.

Mr. T. B. Johnson, shipping clerk for the Grand Rapids Packing & Provision Co., has gone east on a visit. His place is temporarily filled by Mr. W. P. Granger.

Shields, Buckley & Co.'s new block at the corner of Ionia and Island streets, is rapidly being completed. Connections have been made for a hydraulic elevator.

Up to Sept. 1, 1882, Messrs. Putnam & Brooks disposed of 1,185 packages of peanuts. Up to the same time this year, they sold 2,589 packages—which are equivalent to 120 tons—more than double last year's figures.

Mr. C. H. Bayley, formerly for four years traveling agent for I. M. Clark & Company, but for the past nine months with John Caulfield, has resumed his connection with the former house—now known as Clark, Jewell & Company—and started out on the 24th under the new arrangement. His territory includes everything north along the line of the Grand Rapids & Indiana Railroad.

AROUND THE STATE.

A new cracker factory will be started in Flint.

Bay City is to have a \$50,000 woodenware factory.

Coldwater has a cigar maker only forty inches high.

Taylor & Porter is the style of a new grocery firm at Lansing.

Mrs. D. A. Murray, a Howard City milliner, died on the 20th.

A. Morton, of Muskegon, has started a cigar factory at Whitehall.

A. M. White is making a hundred dozen brooms a week at Kingsley.

W. J. Smith has engaged in the book and stationery business at Cadillac.

Emma Covell has bought the millinery stock of Mrs. A. Hood at Whitehall.

The Muskegon Brewing Company will shortly erect extensive bottling works.

It is about decided that Muskegon will have a cannery with a capital of \$75,000.

George Clark has built a new store at Ensey Center and engaged in the grocery trade.

John Ogelthorpe, dealer in groceries at Manistee, is succeeded by T. N. Reynolds & Son.

L. Posen, late of Syracuse, has opened a general store on Western avenue, Muskegon.

J. L. Handy, formerly in trade at Hudsonville, has sold out and opened a grocery store at Saranac.

The Wilson Creamery Company, of Flint, has been reorganized, with a capital stock of \$20,000.

Lee Bros., of Saranac, have opened a dry goods and grocery store at Burton, Shiawassee county.

Messmore Brothers have engaged in trade at Cadillac, putting in a stock of dry goods and boots and shoes.

The Muskegon Chronicle claims that sixty new store buildings will be erected there during the present season.

Frace & Huhn have purchased the grocery stock of C. L. Smith at Saranac, and the latter has entered their employ.

R. W. McGarvie has sold his interest in the St. Ignace News, and will engage in the stationery business at that place.

The Hull butter-plate factory of Wauseon, Ohio, which employs 100 men, will be removed to Mancelona, Antrim county.

Another grocery store at Mancelona, as soon as the building is completed. Thompson Brothers is the style of the firm.

Mrs. D. G. Scroggs has sold her millinery stock at Manistee to Mrs. J. A. Deem, formerly of Cadillac, and late of Grand Rapids.

T. C. Prout, of Howard City, whose grist mill burned last winter, moves to one mile south of Mancelona, to open a general store.

The merchants of Hillsdale are expecting a large fall trade and are bringing on immense stocks of goods. So says the Standard.

Another hardware store at Cedar Springs. Messrs. Hanaball Wagar and James B. Callahan have formed a co-partnership for that purpose.

Messrs. Werner & Rosenberger, the former from Grand Rapids, and the latter from Chicago, have opened a wholesale and retail candy store in Big Rapids. One entire floor is occupied by the firm, and as soon as the basement can be secured, steam will be in-

Parsons Brothers succeed Bert F. Parsons in the grocery and boot and shoe business at Howell.

The western fever has taken a strong hold of some of the prominent business men of St. Johns.

Mr. Charles Lillie has purchased an interest in the mercantile business of G. W. Watrous at Coopersville. The firm name will be Watrous & Lillie.

Freeman & Company of Richmond, Macomb county, are credited with paying out \$600 per day for eggs. They have 230,000 dozen in pickle and cold storage.

Messrs. Cannon & Fisher, proprietors of the Big Rapids Match Factory, began operations on the 14th. The present capacity of the factory is 20 gross boxes per day, and 11 persons are employed. The working force will shortly be increased to 15.

Messrs. Mills & Edsell, of Otsego, have sold their hoe factory there to Messrs. Chase, Taylor & Co. of Kalamazoo. This extensive sale includes the entire factory, with all the manufactured stock now on hand, such as hoes, corn knives, sheep crooks, etc.

The Diamond Match Company, which is a big institution at Ontonagon, will about own the town. They will run their own bank, newspapers and supply stores, build their own tenement houses, as well as shops and offices, manufacture on a large scale, and give local competitors in any line whatever a pretty poor show.

VISITING BUYERS.

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

T. J. Sheridan, Lockwood.
A. S. Hooker, Paris.
C. O. Bostwick, Cannonsburg.
Oliver Seaman, Big Rapids.
Norman Harris, Lisbon.
J. L. Handy, Saranac.
E. M. Dennison, East Paris.
John Tiesinga, Diamond Springs.
Cornell & Griswold, Griswold.
A. Engberts, Vriesland.
U. S. Monroe, Berlin.
M. V. Sinz, Trent.
M. V. Gundrum, LeRoy.
Mr. Osborne, of Osborne & Hammond, Luther.
C. D. F. Pierson, Pierson.
C. J. Burch, Howard City.
Sid Bullock, of Hathaway & Bullock, Howard City.
G. A. Dillenback, Cadillac.
W. H. Hicks, Morley.
W. H. Goodyear, Hastings.
W. A. Severson, Buchanan.
C. Crawford, Caledonia.
Dr. J. A. Wheeler, Whitehall.
M. V. Wilson, Sand Lake.
Mr. Swan, of DeGroat & Swan, Hungerford.
L. W. Stiles, Cedar Springs.
G. Gringhaus, Lamont.
Fred. Hamsey, White Cloud.
S. I. Scott, Twin Lake.

THE OLD OFFICE DESK.

BY H. J. SHELLMAN.

Figure and figure the whole day through,
From morn till night and from year to year;
Column on column must pass review,
And balance sheets be clear:
For the wheels of commerce must never cease,
They turn and turn through the weary years;
And the tired toilers find no release,
Though lives be filled with tears.

I stand by the same old desk to-day,
Mustering numerals one by one,
Chasing and grouping the same old way,
And they have a splashing way.
The work is never done.
It seems like a dream as I recall
The misty memories back to light,
The joys and sorrows, the hopes through all
That things would turn out right.

Right there's a stain from a splattering pen—
It's forty years if it's been a day—
We used to use the gray goosequill then,
And they had a splashing way.
It's forty years—as a slender boy,
I stood by my father's side to learn
The knowledge of signs experts employ,
And for which tyros yearn.

'Twas my first day, and I seized the pen
With a nervous hand and a blushing brow—
'Twas diffidence caused my trembling then;
'Tis age that makes it now.
And here where the oilcloth's blistered up,
The water ran on a later day;
Embarassed, I overturned the cup
Which held love's first bouquet.

And this great spot where the bottle fell,
That deluged the desk with the ink blood-red,
Chanced when the messenger came to tell
My baby-boy was dead.

'Tis thus I can trace the long, long years,
Noting the stains on its quaint old form,
Some standing for joys and some for tears;
Sunshine or passing storm.

A date scratched here means a baby born;
This mark calls to mind a man forlorn,
Crushed to earth in his pride,
When the head of the house learned his loved son!

For forgery lay in a felon's cell;
And that marks the sin of another one,
A trusted one who fell.

Here, where the marks have an aimless trend,
I move my pen in a dreamy way,
For death had taken my life's best friend,
My loving wife, away;

And now, my desk is the only friend
That binds my heart to the days gone—
All else is new. As we near the end
We're desolate and lone.

It seems like a dream when I recall
The misty memories back to light;
The joys and sorrows, the faith through all
That God sets all things right;
Though the wheels of commerce must never cease.

But turn and turn through the weary years,
The tired toilers will find release,
Up!—where there are no tears.

The Hardest Thing on Earth.

A wasp went buzzing by his work,
And various things did tackle;
He stung a boy and then a dog,
Then made a rooster cackle.
At last upon a drummer's cheek
He settled down to drill;
He prodded there for half an hour,
And then he broke his bill.

The Sitter.

Who ish dot comes into mine store,
Undt trives der pizness out der door,
Undt sits der mitte on de floor?
Der sitter.

Who ish dot machten Deutch blood pool,
Undt neffer lets der grackers spoil,
Undt makes me tired 'bout his doll?
Der sitter.

Who ish dot spits upon der stove,
Undt steals der cinnamon undt cloves,
Undt neffer knows euff to move?
Der sitter.

Who's ridin' in der hearse to-day,
Straitfer der grave-yard right away?
Der man I was obliged to slay—
Der sitter.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:

President—JAMES T. PHILLIPS, 44 Jefferson Avenue, Detroit.
Vice-Presidents—H. H. HODSON, Detroit; JOHN H. MCINTYRE, Grand Rapids; THOS. J. HAYWOOD, Ypsilanti; WM. E. SAUNDERS, East Saginaw; T. J. PAXTON, Monroe.
Secretary and Treasurer—GEORGE W. HILL, 80 Woodbridge Street, West, Detroit.
Board of Trustees, For One Year—R. W. HAWLEY, Chairman, J. F. COOPER, E. H. McCURDY, Detroit; For Two Years—SAM. B. SINCLAIR, GEO. L. SAMPSON, WM. SAEBY, Detroit.

MEETINGS:

Regular Meetings for 1883—October 6, November 3, December 1.
Annual Meeting—December 28, 1883.

COMMERCIAL CHRONICLES.

I. And it came to pass that in the land of the Kentuckites there dwelt a man of great wealth.

II. Yea, much had he of worldly goods, and of fine raiment, and of jewels; and the cattle on a thousand hills were his also.

III. And he did keep an inn, and verily many pilgrims, or, in the language of that land, drummers, did tarry and abide with him.

IV. For the food that was upon his table was good, and clean were his beds upon which the stranger within his gates did lie himself down.

V. Now this Kentuckite had a daughter, who was fair to look upon,—yea, fairer than the daughters of that famed land of Kentucky.

VI. Of which it is written in the old Greek, "They kin beat the world for women, whiskey, or fine horses"; which being interpreted, is, "Kentucky is a great, old State, and don't you forget it."

VII. And the name of this innkeeper was Olemman Jones; and mighty was his power in that land.

VIII. Now it came to pass that young Perkins, son of the old man Perkins, journeyed to that land in search of customers, and did take with him many samples.

IX. Yea, many samples of divers goods and of many textures,—for was he not in the dry-goods trade?

X. And these samples did he carry in high trunks; and their size was even a marvel in that land of pilgrims.

XI. Yea, so much so that the porters and baggage-men on the route, when they had gazed on him in the distance, would say, one to another,—

XII. "Helen Blazes (the name of a maiden of Illinois)! 'Here comes Perkins with them two frame houses of his'n.'"

XIII. Now it came to pass that Perkins stopped at the hostelry of Olemman Jones.

XIV. And he did gaze upon his daughter and was paralyzed, yea, he was badly mashed.

XV. And he did gaze on her with eager eyes, and did say, "Hearken unto me, I pray thee, for thou art fairer than the lily to mine eyes."

XVI. And she did say in return, "Oh, cheese that taffy!" which, being interpreted, is, "Do you think so?"

XVII. And young Perkins did come often unto that land, and he soon found favor in the eyes of the daughter, for she said,—

XVIII. "He's a darling, and don't you forget it. Verily he has cheek; but to what amounteth a man who has no cheek in these days?"

XIX. But Olemman Jones looked not with favor on his suit, for he said to himself, "The man who winneth my daughter to wife must be well heeled, you bet!"

XX. And when Perkins had asked him for his daughter's hand, he fell into a great rage, and gritted his teeth and spit white, and said,

XXI. "Get thee gone! What art thou? Naught but a drummer! Get thee hence, for the man who winneth my daughter must have shekels in plenty!"

XXII. "Yea, he must be rich, and own fine horses, sah, or be a member of Congress, or—anyhow you can't have her. Git!"

XXIII. And he got.

XXIV. But he put his head together with a brother pilgrim and told him of his troubles, and they did plan a scheme.

XXV. Yea, verily they did put up a job on Olemman Jones that was entitled to the cake.

XXVI. And it happened in this wise:—

XXVII. On the morrow went the friendly pilgrim to the next railway station, and he sought him out a man of grace,—yea, even a minister,—and he said unto him,—

XXVIII. "Be at the three o'clock train to-day, for verily I have need of thee."

XXIX. And Perkins did get back to Olemman Jones's house and did again open his big sample trunks. Yea, verily, he was busy with his samples as he never was before.

XXX. And Olemman Jones did come unto him and said, "How now! Told I not thee to get? What meanest thou?"

XXXI. And Perkins answered simply, "Jones, I'm busy now. No more foolishness for me; I want to show my samples once more to a customer."

XXXII. "And here, Jones, if thou ever seest me with thy girl again, blaze away with thy shot gun, and I won't say a word."

XXXIII. Then said Olemman Jones unto himself, "Verily, I believe he is cured; yet I will watch him, for these drummers are durned slick."

XXXIV. And after they had eaten the noonday meal, the spring wagon drove up.

XXXV. And the porters did lift unto it Perkins's big trunks, and they did sweat and strain, and one did say,—

XXXVI. "How now, Perkins! His samples be very heavy."

XXXVII. And he did reply, "Yea, they are better samples than usual. I have to-day the best lot I ever had."

XXXVIII. And Olemman Jones, when he had laid his eyes on the youth, and had seen him depart in peace, did put aside his shot gun and he did heave a large sigh of relief and say,—

XXXIX. "Verily I guess I bluffed him off. He will bother me no more."

XL. And it came to pass that when the pilgrim friend and the preacher had journeyed to the station they saw Perkins coming afar off.

XLI. And did wave his hat aloft and yell and shout, "Bully for the Perkins family!"

XLII. And the preacher did say unto the pilgrim, "What maketh thy friend, the drummer, so merry?"

XLIII. And he made speech in reply, "I guess it is because his samples are all safe"; and he did poke the preacher in the ribs and did smile aloud, "Haw! haw!"

XLIV. And when Perkins had driven up he did lift out his sample trunks himself, and did turn to the driver and give him a five-dollar bill, and did say,—

XLV. "Hie thee back to Olemman Jones and tell him to kiss Clara for me (if he can find her)."

XLVI. And when the driver had driven away, Perkins did unlock his largest trunk, and did throw back the lid.

XLVII. And there did quickly emerge therefrom some skirts and calico and blouses and Olemman Jones's pretty daughter.

XLVIII. And she and the pilgrim were quickly wed, and took the train for the city; for what cared they for the old man when Clara was worth fifty thousand in her own name?

XLIX. Verily I say unto you, my brethren, he who getteth ahead of the average drummer must rise very early in the morn, for the atmosphere is quite chilly when he gets lert.—*Evansville Argus.*

PRICE FACTORIES.

How the Exchanges Rule the Commercial World.

While only one bushel hit seven of the wheat crop of the United States is received by the Produce Exchange of New York, its traders buy and sell two for every one that comes out of the ground. When the cotton plantations of the South yielded less than 6,000,000 bales, the crop of the New York Cotton Exchange was more than 32,000,000. Oil wells are uncertain, but the flow on the Petroleum Exchanges of New York, Bradford, and Oil City never hesitates. Pennsylvania does well to run 24,000,000 barrels in a year, but New York City will do as much in two small rooms in one week, and the Petroleum Exchanges sold altogether last year 2,000,000,000 barrels. When the Chicago Board of Trade was founded, its members were required to record their transactions. The dance of speculation has now-days grown to be so rapid that no count is made of the steps. The Board was lately reported to have turned over as much wheat in one day as the whole State of Illinois harvests in a twelvemonth. Its speculative hogs outnumber two to one the live hogs in the United States, and it is safe to say that the Board raises five bushels of grain to every one produced by the farmers of the West. Securities have become as staple an article of production with us as wheat, cotton, oil, or hogs. One million dollars' worth a day of new stocks and bonds is needed in prosperous years to supply the demands of the New York Stock Exchanges and its annual transactions are nearly thrice the taxable valuation of all the personal property in the United States. One of the things that would be new to Solomon, if he lived to-day, is the part played by the modern Exchange in the distribution of the products of labor, and the redistribution of wealth. The honest industry that builds up our greatest fortunes is raising wheat and pork on the Chicago Board of Trade, mining on the San Francisco Stock Exchange, building railroads in Wall Street, sinking oil wells in William Street, and picking cotton in Hanover Square. While the text-books of the science of Exchange are describing in infantile prattle the imaginary trade of prehistoric trout for pre-Adamite venison between the "first hunter" and the "first fisherman," the industry of the cotton plantation, the oil-fields, and the farm is being overlaid by an apparatus of Exchanges which will prove an extremely interesting study to the Ricardo of, say, the twenty-fifth century. These Exchanges are the creameries of the world of labor. The prices of the speculative wheat and spectral hog of the board fix those of the real wheat and the live hog of the field. The negro planter of Georgia who raises his bale and a half must sell it for what the Cotton Exchange says it is worth. The man who works in the ground must take the price fixed for him by the man who works in the air. No one can understand the "corner" who does not comprehend the development and reach of the Exchanges of our time. The manufacture of prices, like other modern industries, is being concentrated into vast establishments, and these are passing under the rule of bosses and syndicates. The markets, like political parties, are run by the machine. The people are losing the power of making prices as well as nominations. The "Free Breakfast Table" pays tribute to some clique, whether railroad pool, trades-union, match monopoly, coal combination, pottery tariff infant, or Board of Trade corner, on pretty much everything upon it. The coffee market of the country has lately gone out of the region of unorganized supply and demand into the hands of the Coffee Exchange, with all the modern improvements for speculation. A price factory to make the quotations of butter and cheese has just been established in New York. It deals in brokers' eggs as well as hens' eggs, and it has all the improved facilities to enable it to count chickens that are not yet hatched out of eggs that are not yet laid.—*North American Review.*

"What county do you represent, sir?" asked one individual of another in front of a saloon in St. Paul, Minn., one day last week. "I'm not a member of the legislature," was the reply, "I'm only a private citizen on a drunk."

"Shakey," said a Canal street clothier to his son Friday morning, "mark up eberything a ca-worter of a tollar, and I put out a sign 'Trade tollars taken here vor a hundred cents.'"
—*Newark Call.*

HAZELTINE, PERKINS & CO.,

Wholesale Druggists,

AND DEALERS IN LUBRICATING AND CARBON OILS.

Manufacturers' Agents,

—IMPORTERS' AND JOBBERS OF—

DRUGGISTS' SUNDRIES & BRUSHES,

Nos. 42 and 44 Ottawa Street., 89, 91, 93 and 95 Louis St.,

GRAND RAPIDS, - MICHIGAN.

Agents for STEWART BRUSH CO. and GRAND RAPIDS BRUSH CO.

PUTNAM & BROOKS,

WHOLESALE

Candy, Fruit and Nuts

68 and 65 Canal Street,

Grand Rapids, - - - Michigan.



CALKINS BROTHERS.

97 OTTAWA STREET.

Agents for GUN AND BLASTING POWDER, and Dealers in

SHOT, CAPS, WADS, CARTRIDGES, FISHING TACKLE, GUNS, REVOLVERS and GUNNING GOODS.

DEALERS SUPPLIED.

The Kind of Business Man A. T. Stewart Was.

It was Mr. Stewart's desire and intention to erect a mansion which should be a monument to the architectural genius of the day. In connection with the building of that marble pile, a very unpleasant story is told of Stewart's dealings with the man who furnished the marble. According to the report, the contract was made for a certain price. It was during the hard times, when everybody was scraping and worrying, and the contractor soon found that he was not only going to make money by the operation, but was likely to lose everything he had. He laid the facts before Mr. Stewart, who coolly replied that he had nothing to do with that; that, if affairs had gone in another direction so that the contractor would have made treble or quadruple what his anticipation was, he, Stewart, would have been in no way benefited, but would have been bound by his contract. Later on the contractor came to him and told him that he had spent every dollar he had, and he had yet much to do. Whereupon Stewart said that he would advance him the money upon a mortgage, and did so. The man went on and completed his agreement, and then, never dreaming that Mr. Stewart cared to hold the quarry, went to him hoping to be thanked and things made easy, instead of which Mr. Stewart told him that he must have either his money or the quarry. The contractor told his wife of it, and she said; "Why, nonsense, Mr. Stewart cannot be such a man as that. I will go down with you." They went together, and, as the gossip runs, Mr. Stewart's response to the womanly interest of her

husband was so brutal that the man fell dead in the office. How much truth there is in that story I do not know, but it is generally believed, and I have heard it in many places. If it is true, it is simply an illustration of the fact that with Mr. Stewart, at all times and all places, business was business, what he gave he gave, what he loaned he loaned, what he advanced on a mortgage he held, unless the money was repaid.—*Boston Herald.*

To Retail Druggists.

We commend to your favorable consideration and attention THE MICHIGAN TRADESMAN. We believe that this paper will be to Druggists throughout the State of great benefit and interest. Particularly would we call your attention to the full and extended list and prices current for the drug market, which is to be one of the features of the paper; and as we shall ourselves make up the market changes and correct the list weekly it will always be fresh, and can be depended upon as containing the latest and fullest reports. We have for some time been issuing a semi-monthly change list of important fluctuations occurring in the market, but have decided after this issue to discontinue the same, believing that this means of advising the trade will be more complete and useful.