

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, MAY 14, 1884.

NO. 34.



HEADQUARTERS!

—FOR—

Sporting Goods

—AND—

OUT DOOR GAMES,

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

We wish the Trade to notice the fact that we are

Headquarters on these Goods

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

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

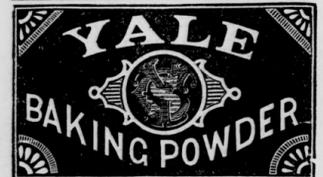
Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, MICHIGAN.



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

42 West Bridge Street,

GRAND RAPIDS, MICHIGAN.

THE MILK IN THE COCOA-NUT.

For many centuries the occult problem how to account for the milk in the cocoa-nut has awakened the profoundest interest alike of ingenious infancy and of maturer scientific age. Though it cannot be truthfully affirmed of it, as of the cosmogony or creation of the world, in the "Vicar of Wakefield," that it "has puzzled the philosophers of all ages," yet it may be safely asserted that for the last three hundred years the philosopher who has not at some time or other of his life meditated upon that abstruse question is unworthy of such an exalted name.

The cocoa-nut, in fact, is a subject well deserving of the most sympathetic treatment at the gentle hands of grateful humanity. No other plant is useful to us in so many diverse and useful manners. It has been truly said of that friend of man, the domestic pig, that he is all good, from the end of his snout to the tip of his tail; but even the pig, though he furnishes us with so many necessities or luxuries—from tooth-brushes to sausages, from ham to lard, from pepsin wine to pork pies—does not nearly approach, in the multiplicity and variety of his virtues, the all-sufficing and world-supplying cocoa-nut. A Chinese proverb says that there are as many useful properties in the cocoa-nut palm as there are days in the year; and a Polynesian saying tells us that a man who plants a cocoa-nut plant meat and drink, hearth and home, vessels and clothing, for himself and his children after him. In fact, the palm-tree might modestly advertise itself as a universal provider. The solid part of the nut supplies food almost alone to thousands of people daily, and the milk serves them for drink, thus acting as an efficient filter to the water absorbed by the roots in the most polluted or malarious regions. If you tap the flower-stalk you get a sweet juice, which can be boiled down into a peculiar sugar called (in the charming dialect of commerce) jagery; or it can be fermented into a very nasty spirit known as palm-wine, toddy, or arrack; or it can be mixed with bitter herbs and roots to make that delectable compound "native beer." If you squeeze the dry nut you get cocoa-nut oil, which is as good as lard for frying, when fresh, and is "an excellent substitute for butter at breakfast," on tropical tables. Under the mysterious name of copra, it forms the main or only export of many Oceanic Islands, and is largely imported into the United States, where the thicker portion is called stearine, and used for making sundry candles with fanciful names, while the clear oil is employed for burning in ordinary lamps. In the process of purification, it yields glycerine; and it enters largely into the manufacture of most better-class soaps. The fiber that surrounds the nut makes up the other mysterious article of commerce known as coir, which is twisted into stout ropes, or woven into cocoa-nut matting and ordinary doormats. Brushes and brooms are also made of it, and it is used, not always in the most honest fashion, in place of the real horse-hair, in stuffing cushions. The shell, cut in half, supplies good cups, and is artistically carved by the Polynesians, Japanese, Hindoos, and other benighted heathen, who have not learned the true methods of civilized machine-made shoddy manufacture. The leaves serve as excellent thatch; on the flat blades, prepared like papyrus, the most famous Buddhist manuscripts are written; the long mid-ribs or branches (strictly speaking, the leafstalks), answer admirably for rafters, posts, or fencing; the fibrous sheath at the base is a remarkable natural imitation of cloth, employed for strainers, wrappers, and native hats; while the trunk, or stem, passes in carpentry under the name of porcupine wood, and produces beautiful effects as a wonderfully colored cabinet-maker's material. These are only a few instances out of the innumerable uses of the cocoa-nut palm.

Apart even from the manifold merits of the tree that bears it, the milk itself has many and great claims to our respect and esteem, as everybody who has ever drunk it in its native surroundings will enthusiastically admit. In this country, to be sure, the white milk in the dry nuts is a very poor stuff, sickly, and strong-flavored, and rather indigestible. But in the tropics, cocoa-nut milk, or, as it is oftener called there, cocoa-nut water, is a very different and vastly superior sort of beverage. At eleven o'clock every morning, when you are hot and tired with the day's work, your black servant clad from head to foot in his cool clean white linen suit, brings you in a tall soda glass full of a clear, light, crystal liquid. The lump of ice bobs enticingly up and down in the centre of the tumbler, or clinks musically against the edge of the glass as he carries it along. You take the cool cup thankfully and swallow it down at one long draught; fresh as a May morning, pure as a New England hillside spring, delicate as well, as cocoa-nut water. None but itself can be its parallel. It is certainly the most delicious, dainty, transparent, crystal drink ever invented. How did it get there, and what is it for?

In the early green stage at which cocoa-nuts are generally picked for household use in the tropics the shell has not yet solidified

into a hard stony coat, but still remains quite soft enough to be readily cut through with a sharp table knife—just like young walnuts picked for pickling. If you cut one across while it is in this unsophisticated state, it is easy enough to see the arrangement of the interior, and the part borne by the milk in the development and growth of the mature nut. The ordinary tropical way of opening cocoa-nuts for table, indeed, is by cutting off the top of the shell and rind in successive slices, at the end where the three pores are situated, until you reach the level of the water, which fills up the whole interior. The nutty part around the inside of the shell is then extremely soft and jelly-like, so that it can be readily eaten with a spoon; but as a matter of fact very few people ever do eat the flesh at all. After their first few months in the tropics, they lose the taste for this comparatively indigestible part, and confine themselves entirely to drinking the water. A young cocoa-nut is thus seen to consist, first of a green outer skin, then of a fibrous coat, which afterward becomes the hair, and next of a harder shell which finally gets quite woody; while inside all comes the actual seed or unripe nut itself. The office of the cocoa-nut water is the disposition of the nutty part around the side of the shell; it is, so to speak, the mother liquid, from which the harder eatable portion is afterward derived. This state is not uncommon in embryo seeds. In a very young pea for example, the inside is quite watery, and only the outer skin is at all solid, as we have all observed when green peas first come into season. But the special peculiarity of the cocoa-nut consists in the fact that this liquid condition of the interior continues even after the nut is ripe, and that is the really curious point about the milk in the cocoa-nut which does actually need accounting for.

In order to understand it one ought to examine a cocoa-nut in the act of budding, and to do this it is by no means necessary to visit the West Indies or the Pacific Islands; all you need to do is to ask a fruit dealer in one of the large cities to get you a few "growers." On the voyage, a certain number of precocious cocoa-nuts, stimulated by the congenial warmth and damp of most shipholds, usually begin to sprout before their time; and these waste nuts are sold by the dealers at a low rate to children and inquiring botanists. An examination of a "grower" very soon convinces one what is the use of the milk in the cocoa-nut.

It must be duly borne in mind, to begin with, that the prime end and object of the nut is not to be eaten raw by the ingenious monkey, or to be converted by lordly man into cocoa-nut biscuits, or cocoa-nut pudding, but simply and solely to reproduce the cocoa-nut palm in sufficient numbers to future generations. For this purpose the nut has slowly acquired by natural selection a number of protective defences against its numerous enemies, which serve to guard it admirably in the native state from almost all possible predators. First of all, the actual nut or seed itself consists of a tiny embryo plant, placed just inside the softest of the three pores or pits at the end of the shell, and surrounded by a vast quantity of nutritious pulp, destined to feed and support it during its earliest unprotected days, if not otherwise diverted by man or monkey. But as what ever feeds a young plant will also feed an animal, and as many animals betray a felonious desire to appropriate to their own wicked ends the food-stuffs laid up by the palm for the use of its own seedling, the cocoa-nut has been compelled to inclose this particularly large and rich kernel in a very solid and defensive shell. And since the palm grows at a very great height from the ground—I have seen them up to ninety feet in favorable circumstances—this shell stands a very good chance of getting broken in tumbling to the earth, so that it has been necessary to surround it with a mass of soft and yielding fibrous material, which breaks its fall, and acts as a buffer to it when it comes in contact with the soil beneath.

Now, when the cocoa-nut has actually reached the ground at last, and proceeds to sprout in the spot where chance has chosen to cast it, these numerous safeguards and solid envelopes naturally begin to prove decided nuisances to the embryo within. It starts under the great disadvantage of being hermetically sealed within a solid wooden shell, so that no water can possibly get at it to aid it as most other seeds are aided in the process of germination. Fancy yourself a seed-pea, anxious to sprout, but coated all round with a hard covering of impermeable sealing wax, and you will be in a position faintly to appreciate the unfortunate predicament of a grower cocoa-nut. Natural selection, however, has come to the rescue of that unhappy plant by leaving it a little hole at the top of the shell, out of which it can push its feathery green head without difficulty. Everybody knows that if you look at the sharp end of a cocoa-nut you will see three little brown pits or depressions on its surface. Most people also know that two of these are firmly stopped up, but that the third one is only closed by a slight film or very thin shell, which can be easily bored through with a pocket-knife, so as to let the milk run off before cracking the shell. So much we have all learned during our pursuit of natural knowledge on half-holidays

in early life. But we probably then failed to observe that just opposite this soft hole lies a small roundish knob, embedded in the pulp or eatable portion, which knob is in fact the embryo palm or seedling, for whose ultimate benefit the whole arrangement has been invented. That is very much the way with man; he notices what concerns his own appetite, and omits all the really important parts of the whole subject. We think the use of the hole is to let out the milk; but the nut knows that its real object is to let out the seedling. The knob grows out at last into the young plantlet, and it is by means of the soft hole that it makes its escape through the shell to the air and the sunshine which it seeks without.

This brings us really down at last to the true reason for the milk in the cocoa-nut. As the seed or kernel cannot easily get at much water from outside, it has a good supply of water laid up for it ready beforehand within its own encircling shell. The mother liquid from which the pulp or nutty part has been deposited remains in the centre, as the milk, until the tiny embryo begins to sprout. As soon as it does so, the little knob which was at first so very small enlarges rapidly and absorbs the water, until it grows out into a big spongy cellular mass, which at last almost fills up the entire shell. At the same time, its other end pushes its way out through the soft hole, and then gives birth to a growing bud at the top—the future stem and leaves—and to a number of long threads beneath—the future roots. Meanwhile, the spongy mass inside begins gradually to absorb all the nutty part, using up its oils and starches for the purpose of feeding the young plant above, until it is of an age to expand its leaves to an open tropical sunlight and shift for itself in the struggle for life. It seems at first sight very hard to understand how any tissue so solid as the pulp of cocoa-nut can be thus softened and absorbed without any visible cause; but in the subtle chemistry of living vegetation such a transformation is comparatively easy to perform. Nature sometimes works much greater miracles than this in the same way; for example, what is called vegetable ivory, a substance so solid that it can be carved or turned only with great difficulty, is really the kernel of another palm-nut, allied to the cocoa-palm, and its very stony particles are all similarly absorbed during germination by the dissolving power of the young seedling.

Why, however, has the cocoa-nut three pores at the top instead of one, and why are two out of the three so carefully and firmly sealed up? The explanation of this peculiarity is only to be found in the ancestral history of the cocoa-nut kind. Most nuts, indeed, start in their earlier stage as if they meant to produce two or more seeds each; but as they ripen, all the seeds except one become abortive. The almond, for example, has in the flower two seeds or kernels to each nut; but in the ripe state there is generally only one, though occasionally we find an almond with two—a philippina, as we commonly call it—just to keep in memory the original arrangement of its earlier ancestors. The reason for this is that plants whose fruits have no special protection for their seeds are obliged to produce a great many of them at once, in order that one seed in a thousand may finally survive the onslaughts of their Argus-eyed enemies; but when they learn to protect themselves by hard coverings from birds and beasts, they can dispense with some of these supernumerary seeds, and put more nutriment into each one of those that they still retain. Compare, for example, the innumerable small round seedlets of the poppy-head with the solitary, large and richly-stored seed of the walnut, or the tiny black specks of mustard and cress with the single compact and well-filled seed of the filbert and the acorn. To the very end, however, most nuts begin in the flower as if they meant to produce a whole capsuleful of small unstoried and unprotected seeds, like their original ancestors; it is only at the last moment that they recollect themselves, suppress all their ovules except one, and store that one with all the best and oiliest food-stuffs at their disposal.

Now, the cocoa-nuts are descended from a great tribe—the palms and lilies—which have as their main distinguishing peculiarity the arrangement of parts in their flowers and fruits by threes each. For example, in the most typical flowers of this great group, there are three green outer calyx-pieces, three bright-colored petals, three long outer stamens, three short inner stamens, three valves to the capsule, and three seeds or three rows of seeds in each fruit. Many palms still keep pretty well to this primitive arrangement, but a few of them which have specially protected or highly developed fruits or nuts have lost in their later stages the threefold disposition in the fruit, and possess only one seed, often a very large one. There is no better and more typical nut in the whole world than a cocoa-nut. It has the largest and most richly-stored seed of any known plant; and this seed is surrounded by one of the hardest and most unmanageable of any known shells. Hence the cocoa-nut has readily been able to dispense with the three kernels which each nut used in its earlier and less developed days to produce. But though the palm has thus

taken to reducing the number of its seeds in each fruit to the lowest possible point consistent with its continued existence at all, it still goes on retaining many signs of its ancient three-fold arrangement. The ancestral and most deeply ingrained habits persist in the earlier stages; it is only in the mature form that the later acquired habits begin fully to predominate. Hence the cocoa-nut in its unstripped state is roughly triangular in form, its angles answering to the separate three fruits or simpler palms; and it has three pits or weak places in the shell, through which the embryos of the three original kernels used to force their way out. But as only one of them is now needed, that one alone is left soft; the other two, which would be merely a source of weakness to the plant if unprotected, are covered in the existing nut by harder shell. Doubtless they serve in part to deceive the too inquisitive monkey or other enemy, who probably concludes that if one of the pits is hard and impermeable, the other two are so likewise.

Though I have now, I hope, satisfactorily accounted for the milk in the cocoa-nut, and incidentally for some other matters in its economy as well, I am loath to leave the young seedling whom I have brought so far on his way, to the tender mercies of the winds and storms and tropical animals, some of whom are extremely fond of his juicy and delicate shoots. Indeed, the growing point or bud of most palms is a very pleasant succulent vegetable, and one kind—the West Indian mountain cabbage—deserves a better and more justly descriptive name, for it is really much more like seakale or asparagus. I shall try to follow our young seedling on in life, therefore, so as to give, while I am about it, a fairly comprehensive and complete biography of a single flourishing cocoa-nut palm.

Beginning, then, with the fall of the nut from the parent-tree, the troubles of the future palm confront it at once in the shape of the nut-eating crab. This evil disposed crustacean is common around the sea-coast of the eastern tropical islands, which is also the region mainly affected by the cocoa-nut palm; for cocoa-nuts are essentially shore-loving trees, and thrive best in the immediate neighborhood of the sea. Among the fallen nuts, the clumsy-looking thief of a crab makes great and dreaded havoc. To assist him in his unlawful object he has developed a pair of front legs, with specially strong and heavy claws, supplemented by a last or tail-end pair armed only with very narrow and slender pincers. He subsists entirely upon a cocoa-nut diet. Setting to work upon a big fallen nut—with the husk on, cocoa-nuts measure in the raw state about twelve inches the long way—he tears off all the coarse fibre bit by bit, and gets down at last to the hard shell. Then he hammers away with his heavy claw on the softest eye-hole till he has pounded an opening right through it. This done he twists round his body so as to turn his back upon the cocoa-nut he is operating upon (crabs are never famous either for good manners or gracefulness) and proceeds awkwardly but effectually to extract all the white kernel or pulp through the breach with his narrow pair of hind pincers. Like man, too, the robber-crab knows the value of the outer husk as well as of the eatable nut itself, for he collects the fibre in surprising quantities to line his burrow and lies upon it, the clumsy sybarite, for a luxurious couch. Alas, however, for the helplessness of crabs and the rapacity and cunning of all appropriating man! The spoil-sport Malay digs up the nest for the sake of the fibre it contains, which spares him the trouble of picking junk on his own account, and then he eats the industrious crab who has laid it all up, while he melts down the great lump of fat under the robber's capacious tail, and sometimes gets from it as much as a good quart of what may be practically considered as limpid cocoa-nut oil. The cocoa-nut palm intends the oil for the nourishment of its own seedling; the crab feloniously appropriates it and stores it up under his capacious tail for future personal use; the Malay steals it again from the thief for his own purposes; and ten to one the merchant beguils it from him with sized calico or poisoned rum, and transmits it to Europe, or America, where it serves mankind in a dozen different ways.

If, however, our cocoa-nut is lucky enough to escape the robber-crabs, the pigs, and the monkeys, as well as to falling into the hands of man, and being converted into the copra of commerce, or sold from a confectioner's front door, it may very probably succeed in germinating after the fashion I have already described, and pushing up its head through the surrounding foliage to the sunlight above. As a rule, the cocoa-nut has been dropped by its mother tree on the sandy soil of a sea-beach; and this is the spot it best loves, and where it grows to the steepest height. Sometimes, however, it falls into the sea itself, and then the loose husk buoys it up, so that it floats away bravely until it is cast by the waves upon some distant coral reef or desert island. It is this power of floating and surviving a long voyage that has dispersed the cocoa-nut so widely among oceanic islands, where so few plants are generally to be found. Indeed, on many atolls or isolated reefs, it is the only tree or shrub that grows in any

quantity, and on it the pigs, the poultry, the ducks, and the land-crabs of the place entirely subsist. In any case, wherever it happens to strike, the young cocoa-nut sends up at first a fine rosette of big spreading leaves, not raised as afterward on a tall stem, but springing direct from the ground in a wide circle, something like a very big and graceful fern. In this early stage nothing can be more beautiful or more essentially tropical in appearance than a plantation of young cocoa-nuts. For the first two or three years the young palms must be well watered, and the soil around them opened; after which the tall graceful stem begins to rise rapidly into the open air. At eight or ten years old the tree flowers, bearing blossoms of the ordinary palm type, degraded likenesses of the lilies and yuccas, greenish and inconspicuous, but visited by insects for the sake of their pollen. The flower, however, is fertilized by the wind, which carries the pollen grains from one bunch of blossoms to another. Then the nuts gradually swell out to an enormous size, and ripen very slowly, even under the brilliant tropical sun.

Even as things stand at the present day, however, it is wonderful how much use we modern Americans now make in our own houses of this far Eastern nut, whose very name still bears upon its face the impress of its originally savage origin. From morning to night we never leave off being indebted to it. We wash with it as old brown Windsor or glycerine soap the moment we leave our beds. We walk across our passages on the mats made from its fibre. We sweep our rooms with its brushes, and wipe our feet on it as we enter our doors. As rope, it ties up our trunks and packages; in the hands of the housemaid it scrubs our floors; or else, woven into coarse cloth, it acts as a covering for bales and furniture sent by rail or steamboat. The confectioner undermines our digestion in early life with cocoa-nut candy; the cook tempts us later on with cocoa-nut cake. We amoint our chapped hands with one of its preparations, after washing; and grease the wheels of our carriages with another to make them run smoothly. Finally some of us use the oil to burn in our reading lamps, and light ourselves at last to bed with stearine candles. Altogether, an amateur census of a single small cottage results in the startling discovery that it contains twenty-seven distinct articles which owe their origin in one way or another to the cocoa-nut palm. And yet we affect in our black ingratitude to despise the question of the milk in the cocoa-nut.

The soap manufacturers in all the leading centers of production are having a prosperous business just now. The business has been marked down to close margins of late years, but the demand is large and is constantly increasing with the steady growth in our population. The consuming public are more or less whimsical in their demands. Bar soap is largely out of fashion, the trade mostly demanding pressed cakes in wrappers. At present soap makers' stock, the base of which is tallow, is moderately low. Considerable cotton seed oil is used, as it imparts an excellent color. Coconut oil is being dropped, not only because it is apt to grow rancid in soap, but because it gives it a reddish color. Many of the best selling soaps to-day are bright yellow.

A lace factory is about to be started at Wilkesbarre, Pa., which will be the only one of its kind in the United States. The project was introduced by J. C. Atkin, a manufacturer of Nottingham, England, who has been interesting Americans in the enterprise. The capital required will be \$150,000, and 25 per cent of this is already subscribed. It is proposed to give workmen a chance to become stockholders in the company, and the shares have been placed at \$100 each. The machinery will be imported from England, and when in running order the factory will give employment to over 200 persons.

The Standard Oil Company has, for some time past, been prospecting for oil throughout the State of Tennessee, and if the telegraphic reports are correct, it has succeeded in discovering some immensely rich fields. The dispatches say that "in the test-well, after a depth of a little over 1,000 feet had been reached, the oil gushed out at the rate of 1,000 barrels a day. Five wells have been drilled, and all of them showed up largely."

Bank of England notes will stand almost anything. They will hold together at the bottom of the sea, and come out of a furnace intact, but they will not outlast the scrubbing, the bleaching, and the mangling of the laundry. That trial, to which they are sometimes subjected through the inadvertence of ladies who send them to wash in their pockets, usually defaces them, though even after it their genuineness is still recognizable.

Hemlock bark, for use by Western tanners, will be peeled earlier than usual this year. The peeling usually begins in June. This year it will begin in May on account of the sap mounting into the trees earlier than usual. Milwaukee tanners are at present paying \$6.50 per cord for old bark, and offering \$7.50 for new.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, MAY 14, 1884.

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

The Messmore *fiasco* began with wind and bluster, and ended in humiliation and disgrace.

The retirement of Messmore from the grocery business is the most auspicious event that has happened at this market for a long time.

It is not the correct thing now to speak of a "corner." The sensitive manipulators suggest the substitution of the word "concentration."

The legal status of the railway pools is made the subject of an important paper in the *Railway Review*, by Judge Cooley, whose position as a jurist and whose study of railway subjects gives his opinion much authority. The Judge sums up the decisions bearing on the pooling policy in this country, and announces the conclusion "that the courts will declare that such contracts are not sanctioned by law."

The final outcome of the Messmore *regime*, which was self-evident from the beginning, and which has been hourly expected for months past, was reached last Friday. Aside from any personal application which the remark may have, the failure emphasizes a principle which some seem unable to learn—that it is utter foolishness for a man to engage in any business for which he has had no previous training.

The decision of Judge Ramsdell in the Lackey matter, set forth in another column, will be welcomed by all honorable dealers as a step in the direction of a protest against fraudulent transfers, a species of business dishonesty that has become altogether too common of late. Let this decision be followed up by others of a similar nature, and it will come to be looked upon as risky business for a dealer to "sell out" to a brother-in-law or other relative. And the latter will be very careful to let crooked transactions alone, for fear of the litigation such an act involves.

For postmasters in general, THE TRADESMAN has nothing but praise. But several isolated exceptions call for sharp and severe criticism. The official at Lowell, for instance, recently sent this office a notice to the effect that A. B. Sunderland refused to take THE TRADESMAN from the office. As A. B. Sunderland happened to be a subscriber, having nearly a year yet to run, inquiry revealed the fact that the paper was invaluable and that the postmaster's notice was unauthorized. And now comes an official notice from the same postmaster to stop the paper addressed to J. W. Covart—a name that does not appear on the mailing list. With such carelessness to contend with, it is not surprising that it is sometimes impossible to serve our patrons satisfactorily.

It has come to the notice of THE TRADESMAN that certain jobbing houses are in the habit of placing their wholesale price-lists in the hands of boarding house keepers and the foremen in lumber camps. It too frequently happens that the lists are not kept properly secluded even then, but are banded about in careless fashion, and left open for inspection by every lounging. Such flagrant disregard of the retailer's interests is manifestly unfair, as it is from the retailer that the jobber receives the lion's share of his business. It is the boast of THE TRADESMAN that no one not connected with trade can secure a copy short of underhanded means, which are seldom resorted to. Dealers realize that they are thus protected, and to this one fact is due in great part the generous reception accorded the paper from the start.

Albert Losey, of Union City, has purchased 680 acres of land adjacent to the village, lying along the line of railroad, and is building a large saw and handle factory thereon. A seventy-horse-power engine will furnish the motive power.

Elbert Pettis, of Flint, has purchased a desirable residence and store property of D. C. Underwood, and will shortly engage in the hardware and lumberman's supplies business.

Geo. W. Bevins, the Tustin general dealer, has lately purchased a forty-acre tract of land near the village and some residence lots of D. C. Underwood.

A survey will be made directly for a branch railroad from Elmira 16 miles northwest to East Jordan, then 14 miles further north to Charlevoix, touching South Arm and Iron-ton. The survey will be made to determine the grades and the expense of building such a spur.

"Have you heard from Smith?" "No. What about him?" "Why, they say he's lying at death's door." "Indeed. Well, that merely shows the truth of the proverb that the miller's neighbor is strong in death."

AMONG THE TRADE.

IN THE CITY.

A. Sommer & Son succeed C. Vaenagle in the grocery business at 10 Plainfield avenue.

S. Millis, druggist at Denver, has added a line of groceries. Arthur Meigs & Co. furnished the stock.

Wm. Bristol has engaged in the grocery business at Lacey, Shields, Bulkley & Lemon furnished the stock.

C. Helmus has engaged in the grocery business at 88 South Ionia street. Arthur Meigs & Co. furnished the stock.

A. L. Sibley has sold his stock in the Peninsular Furniture Co. to A. B. Knowlson, and retired from that institution.

A. W. Blain has engaged in the grocery business at Dutton. The stock was furnished by Shields, Bulkley & Lemon.

W. T. Lamoreaux left Sunday night for Boston, where he will spend a week or ten days looking over the wool market.

Mr. Henry Spring is in receipt of an elegant present from a lady friend at Pentwater in the shape of a quantity of trailing arbutus.

Judge C. S. Edwards is putting in a stock of groceries and drugs at Furnace. Arthur Meigs & Co. furnished the grocery stock, Mr. Underwood placing the order.

J. F. Trout, manager of Spring & Company's wholesale department, is building a fine \$4,000 residence on his farm on Madison avenue, just south of the city limits.

The furniture business continues to exhibit the same degree of activity that has characterized the market during the past month. Mail orders continue to come in in considerable quantities, and collections are generally quite easy.

H. B. Carhart has retired from the firm of Welling & Carhart, the business of which will hereafter be carried on by S. A. Welling. Mr. Carhart has formed a co-partnership with a man of capital, and under the firm name of Hamilton, Carhart & Co. will engage in the jobbing trade at 118 Jefferson avenue, Detroit, occupying four floors and basement. The line carried will be exclusively gents' furnishing goods, and two floors will be given up to a manufactory of such goods. It is the intention of the firm to cover the entire Michigan trade, and three travelers will be put on the road about August 1.

AROUND THE STATE.

Ellis Bros., grocers at Ewart, have sold out. Mrs. R. A. Quigley, dealer in hardware at Ewart, is about selling out.

Wyman Bros., general dealers at Wyman, have sold out to Winchester & Loveless.

A. J. West, lumber dealer at Edmore, is closing out his business and will go west.

Geo. McCurdy succeeds Drake & McCurdy in the drug and grocery business at Sumner.

E. R. Saxton, general dealer at Lakeview, has traded his stock and business for a stock farm.

W. M. Kennedy has disposed of his meat business at Cadillac, and formed a co-partnership with Wm. Capenick under the firm name of Kennedy & Capenick, putting in a line of groceries and provisions.

STRAY FACTS.

W. J. Hyatt succeeds S. F. Frye in the furniture business at Altona.

H. J. Kolfage, of Detroit, has purchased the C. F. Watson stock of boots and shoes at Belding from W. D. Robinson & Co., of Detroit.

The Acme Creamery and Butter Cooler Manufactory has been removed from Schoolcraft to Kalamazoo.

The people of Goble have offered to take \$7,000 worth of stock in a bedstead factory, in case some one will establish such an institution there.

O. Green, of Martin, hung the picture of a horse upside down, and when reproached by the jobber receives the lion's share of his business. It is the boast of THE TRADESMAN that no one not connected with trade can secure a copy short of underhanded means, which are seldom resorted to. Dealers realize that they are thus protected, and to this one fact is due in great part the generous reception accorded the paper from the start.

William T. Stewart, of Flint, has gone into partnership with A. S. King and Ed. B. Emmons, of Pontiac, and will manufacture buggy and cutter bodies.

Dead men make a live town. This may not appear strictly true, but the Owosso Casket Co. is forced to erect a new four-story building, which makes the third.

The store of Stiles & Brown, Howell, has been closed by Allen Sheldon & Co., of Detroit, by virtue of a chattel mortgage given on demand. The firm began business last September, and all was supposed to be right until the closing up.

A Constantine correspondent writes: Business of all kinds is good in this portion of the State. Farmers are prosperous, crops of all kinds look exceedingly well, fruit is beginning to blossom, and altogether the outlook is very promising.

J. B. Smith's new cheese factory near Wayland is now completed and begun operations on the 12th. A cheese box factory will be run in connection. Motive power for both establishments are furnished by a new steam engine, built in Kalamazoo.

The Rathbun cheese factory, two miles north of Saranac, will be again in operation this season, a sufficient number of cows having been pledged. J. O. Chapman and brother, of Brockville, Ont., both practical cheese makers, will attend to the mechanical details. Under the new arrangement, Ransom Rathbun is secretary, Chas. Jepsen treasurer and Frank Richmond salesman.

The Gripsack Brigade.

On the Easel—Wm. H. Downs, B. F. Parmenter.

Frank Long, with the Hammond Paper Co., Jackson, is interviewing the city trade. F. L. Kelly, formerly with Cody, Ball & Co., has gone on the road for S. A. Welling, covering the C. & W. M., north.

M. C. Field, formerly engaged in the boot and shoe business in this city, is now traveling for A. R. & W. F. Linn, Detroit, covering a portion of Western Michigan.

Those who are acquainted with "Max" Mills, the subject of this week's "Pencil Portrait," need not be told that he is a married man—happily married, too,—and the father of two bright children.

The original idea embodied in the writings of commercial men under the caption of "Pencil Portraits"—that of presenting them in the order of their years of service on the road—has been abandoned, as it has been found impossible to determine each one's rank in this respect. It is the present intention to present one subject each week until the material is entirely exhausted, which promises to be a year or more hence. This statement is made at this time that no one of the "boys" need feel that he will be slighted, as such will not be the case. The direction in which lightning will strike will be indicated two or three weeks in advance, and those mentioned in this manner will kindly govern themselves accordingly.

Attachment Sustained.

A decision of interest to every business man was rendered in the Antrim County Circuit Court at Bellaire last week. The case is known as the "Lackey sell-out," and the points involved are substantially as follows: Sanford F. Lackey engaged in business at Mancelona in May, 1882, carrying dry goods and boots and shoes. Jan. 22, 1883, he made an alleged sale of the stock to his brother-in-law, Leroy Reed, a general dealer at Langston, Montcalm county, who assumed two chattel mortgages aggregating \$900, held by Fox, Musselman & Loveridge and Spring & Company. The claims of the unsecured creditors amounted to \$2,800, Welling & Carhart and E. G. Studley & Co. each being interested to the extent of \$400. Believing that the transfer was a fraudulent one, the two houses mentioned attached the stock on that ground, whereupon Reed repudiated it and removed it to Langston. The matter came up before Judge Ramsdell at Bellaire, Peter Doran representing the attaching creditors and M. A. Dowling, of Mancelona, presenting Reed's side of the case. Judge Ramsdell sustained the attachment, giving them a judgment for \$800, costs and interest.

He Couldn't Fail.

A Grand Rapids drummer the other day ran across a retail grocer in this State who had been in the business and in the same store for thirty-four continuous years.

"And didn't you ever fail?" asked the drummer.

"How could I?"

"Why, any business man can fail."

"Perhaps he can; but when a fellow can't get credit for over \$75 before they draw on him, I don't see the object of shutting up shop."

"And didn't you take advantage of the panic?"

"Not a copper; I didn't owe anything, and the only goods which went up were clothespins and codfish, and I was short on both."

"Never got burned out?"

"Never. Every fire jumps right over me, no fresher comes within ten feet of my walls, and the only cyclone we ever had missed me by forty rods. I tell you, stranger, when I think of how honest I've been obliged to be, it makes me shudder."

Good Words Unsolicited.

John Maartman, hardware, Filmore Center: "I find it a good paper."

D. E. Lattin, general dealer, Cob Moo Sa: "Well pleased with the paper."

E. E. Lee, general dealer, Burton: "Like it very much. Could not do without it."

F. H. Spencer, drugs and groceries, Saranac: "In view of the numberless trade and price lists which I am constantly receiving, I find the average commercial paper of very little practical use, but the manner in which THE TRADESMAN is conducted makes it a noticeable exception to the general rule and a welcome weekly visitor."

Things Heard on the Street.

That Wm. H. Hoops, traveling representative for W. J. Quan & Co., Chicago, has saved an even \$25,000 from his earnings in past years.

That a young man in Meigs' employ has traded his cheap piano for a dog with a cracked voice and a midnight howl, and that the musical standing of the community is greatly improved thereby.

One of the largest jobbers in Philadelphia says that nearly one-half of all the silks now sold in the United States are of home manufacture, spun by American-bred silkworms and woven on American-made looms.

"The best remedy I know for this foot and mouth disease," remarked old Mrs. Blinker, as she looked up from the paper, "is for folks to stay at home more and talk less." And then she resumed her reading.

In Liege, pears and apples are boiled down without sugar into a thick syrup, which is eaten on bread instead of butter. It costs but eight cents a pound.

The tomato packers of New Jersey have contracted for tomatoes for this season at \$6 per ton.

NORTHERN NOTES.

Five Towns, and the Points Picked Up Therein

BUSINESS HISTORY OF EDGERTON.

The pioneer merchant at Edgerton was Friend E. Tryon, who built a small store facing the railroad track in 1868, and carried a general stock and liquors. March 1, 1877, the business was purchased by George Tompsett, who discontinued the saloon business, and continued in general trade until July 16, 1883, when the building and contents were burned. He immediately began the erection of a larger and more commodious store building, in which he resumed business Oct. 29, only to be again burned out on Dec. 14. He is now carrying on a small business in the depot, with the intention of eventually resuming with a larger stock and building. The single store building now standing in the place was erected in 1873 by David Monroe, who engaged in general business there, subsequently selling out to his brother, Chas. Monroe, who failed about eight years ago. John Harding next tried his hand at the business, and was succeeded by Mrs. Hattie L. Stevens, who remained at the helm but a few months, to be succeeded by Fred Moore—husband of the more or less immortal Julia A.—who carried on the business three years. In Dec., 1883, John Dildine and John Post formed a co-partnership under the firm name of Dildine & Post, and took a turn at the business, closing out in February, of the present year, when Dildine removed to West Campbell and engaged in general trade. About three weeks ago the building was again occupied by the new firm of Scovill & McAulay, who have put in a stock of groceries and will shortly add a line of dry goods.

Edgerton is the center of a fairly good farming country, which will in time be thickly settled and afford the business men of the place a steady and profitable support. At present considerable business is derived from the mills in the immediate vicinity, which look to Edgerton for their supplies and make that place their shipping point. Of shingle mills, there are five, owned by the following men and employing hands respectively as follows: P. J. Dahley, 5; John Anderson, 8; Dan Porter, 6; H. R. Davis, 4; M. Davis, 5. L. R. Burch operates a lumber and shingle mill, employing 12 men, and Geo. S. Curtiss a lumber and heading mill, running about 25 hands, and doing an extensive business. Monroe & Neman operate a grist mill with a capacity of 25 barrels per day.

ROCKFORD MATTERS.

The building now in progress at this point is surprising, even considering the number of buildings destroyed by fire last winter. The new buildings are a great improvement in every way over the old structures, and reflect credit on the town and their owners.

John J. Ely announces that he will close out his present stock as soon as possible and enter the employ of some large house, although he has not yet definitely accepted any of the several offers tendered him. "Ely is the best dry goods merchant Rockford has ever had," said one of his business rivals. "He understands how to keep his stock in shape and make it look clean and attractive. But the fire fixed him, financially."

CEDAR SPRINGS WISDOM.

"Speaking of the evils of the credit system, and the means used to lessen them," said a Cedar Springs dealer, "reminds me of the rule adopted by Roys Bros., of this place. The boys own a mill over at Coral, and employ about 60 hands. They give their men to understand that they must pay their store bills or suffer discharge, and the first inquiry from a dealer results in the man's discharge. The men have come to realize that this rule means something, and pay their bills with the alacrity of clock work." For downright justice and fairness to all concerned this system commends itself to every thinking person.

SAND LAKE.

A. Giddings has purchased his old stock, foreclosed under chattel mortgage, of John Caulfield and is feeling more independent than he has for years. He states that the bitter experience of the past has served to open his eyes to the necessity for greater caution in all business transactions, and that the lessons he has learned continuously loom up before him as a warning.

TOLD ABOUT TAYLOR AT PIERSON.

The retirement of Fred F. Taylor from general trade at Pierson, with whose business interests he has been so long identified, naturally creates more or less surprise among the people of the place who had come to fear, if not to respect, him. It is stated as a fact that he leaves no outstanding indebtedness, as the result of his mercantile career, as he was one of the shrewdest collectors in the State. As an illustration of his skill in this direction the following reminiscence is raked up: It appears that a farmer owed Taylor a bill for about \$5, which the latter was unable to collect by any hook or crook. Finally the farmer became involved in some petty litigation, and engaged Taylor to "pettyfog" the case for him, subsequently paying the costs and fees asked. Shortly afterward the farmer bought a piece of land for a home, but before moving upon it—it would be exempt from attachment as a homestead—Taylor attached the property on the store bill and a claim for \$20 as "attorney fee" in the ju-

stice court case. Of course the man was compelled to pay both claims in full, together with the costs involved, amounting in all to about ten times the original account. This experience is but one of many peculiar to Taylor's career, and serves to show the causes that led the people to regard Taylor with fear and a feeling nearly akin to superstition. "The worst dead-beat in the community," said a Pierson dealer, "always paid Taylor in full, and to the latter's wonderful tact in this respect I attribute in great part his success."

"Fred must be worth \$50,000 or more," suggested the reporter.

"Fifty thousand!" exclaimed the dealer. "That isn't a circumstance. He is worth \$200,000 at the least calculation, and I understand he claims to go \$100,000 better."

Mr. Taylor is removing his family to Wood Lake, where his mill is located.

The Messmore Failure.

I. E. Messmore, who began business as a grocery jobber a little over a year ago, under the firm name of L. H. Randall & Co., has gone to the wall. The City National Bank holds his paper to the amount of \$20,000, \$7,500 of which is endorsed by Geo. H. White. Last Thursday he gave that gentleman a chattel mortgage on the stock to secure the endorsements, and subsequently gave the bank a second mortgage to secure the remainder of the paper. Both mortgages were foreclosed the following morning, when John H. McIntyre and Capt. H. N. Moore were engaged to inventory the stock. The inventory revealed \$15,500 worth of goods, which at forced sale will probably not bring more than enough to satisfy the White mortgage, leaving the bank in the lurch, and also \$13,000 worth of unsecured accounts. The book accounts, which aggregate about \$12,000 and are probably worth about half that amount, were assigned to his wife, and Charley Messmore brings in a claim for \$2,000, for "borrowed money."

The reason for the failure may be attributed to the loose manner in which the business was conducted. It is a matter of common report that the business was by no means a profitable one, and that Messmore was heartily sick of it. The stock was so near to hard-pan, however, that it was thought he would close it out, and pay all claims dollar for dollar. That he has not done so, forfeits for him the little respect in which he has hitherto been held, and cuts off any sympathy that might otherwise be expressed for a man who has made an unfortunate business investment.

VISITING BUYERS.

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

D. M. Rice, Croton.
C. E. Clapp, Martin.
Quick & Morton, Howard City.
Graham & Sweeney, Hopkins.
C. F. Sears & Co., Rockford.
J. J. Dameron, Bangor.
S. C. Butler, Montith.
E. F. Brown, Grant.
L. A. Gardner, Cedar Springs.
J. C. Benbow, Cannonburg.
Wm. Black, Cedar Springs.
Jackson Coon, Rockford.
J. H. Payne, Ganges P. O.
A. B. Foote, Hilliards.
Robert Carlyle, Rockford.
B. N. Pettigill, Rockford.
John Graham, Wayland.
Byron McNeal, Byron Center.
John Glupker, Zutphen.
R. B. McCulloch, Berlin.
Rockafellow & LaDue, Carson City.
Chas. Mead, Coopersville.
H. J. Moore, Lake View.
F. E. Davis, Berlin.
J. A. Spooner, Cedar Springs.
O. P. McClure, Spencer's Mill.
Gordon Earl, Maple Hill.
Jay Marlatt, Berlin.
J. Omler, Wright.
Mrs. Anna Keazar, Muskegon.
F. C. Brislin, Berlin.
E. F. McClure, Spencer's Mills.
Rose & Carner, Cedar Springs.
S. Millis, Denver.
A. C. Lewis, Lake City.
E. T. Conrad, Cadillac.
W. F. Stuart, Sand Lake.
Fred Ramsey, White Cloud.
G. C. Barker, LaBarge.
C. McCarty, Lowell.
Geo. P. Stark, Cascade.
Lester B. Rice, representing Wincheser & Loveless, Wyman.
M. Heyboer, Drenthe.
H. Bakker & Son, Drenthe.
A. Vollmer, Big Rapids.
F. E. Denning, Freeport.
A. W. Blain, Dutton.
John Den Herler, Jr., Zeeland.
Waite Bros., Hudsonville.
N. Bouma, Fisher.
Geo. A. Sage, Rockford.
Geo. J. Shackleton, Lisbon.
E. H. Remick, Corunna.
H. B. Smith, Cadillac.
C. H. Denning, Dutton.
J. E. Thurklow, Morley.
A. DeKruif, Zeeland.
F. Stadt, Spring Lake.
P. M. Lonsbury, Reed City.
M. V. Wilson, Spring Lake.
C. I. Biddle, Ft. Wayne.
J. B. Watson, Coopersville.
Nagler & Beeler, Caledonia.
S. T. Colson, Alaska.
Waite Bros., Hudsonville.
G. F. Richardson, Jamestown.
Visser & Mastenbrook, Lamont.
Holland & Ives, Rockford.
C. E. & S. J. Koon, Lisbon.
D. M. Rice, Croton.

From ten to fifty per cent. of the fruit shipped from foreign countries to New York is rotted on the way, the greatest loss being in oranges and the least in coconuts.

Some of the butter in cold storage is getting gray-haired. It is never old enough, however, to be bald, though the balded butter often seems oldest.

The A. B. Page referred to on another page as having rich mining claims on Alamosa Creek is a brother of Abel T. Page, of this city.

LATEST Stan'd Quotations JOHN CAULFIELD

—THE—
WHOLESALE GROCER,
—AND JOBBER IN—
Teas, Tobaccos, Spices Etc.,
85, 87 and 89 Canal Street

FACTORY AGENT
For the following well-known brands of Tobaccos and Cigars:
FINE CUT.

Fountain74
Old Congress64
Good Luck55
Good and Sweet45
American Queen38
Blaze Away35
Hair Lifter30
Gonover, 2 oz. foil60
In half barrels or four pail lots, 2¢ per lb off above list.

PLUG.
Horse Shoe50
McAlpin's Green Shield48
McAlpin's Sailor's Solace45
Red Star, extra quality, same style as Sailor's Solace48
Big Chunk or J. T. Mahogany Wrapper40
Hair Lifter, Mahogany Wrapper37
D. & D. Dark, ¼ and 16 oz. pounds37
Ace High35
Duck, 2x13 and flat35
Nobby Spun Roll50
Black Spun Roll50
Canada Plug (Virginia Smoking)50
Cresent Plug, 6 lb cads45

SMOKING.
Peerless, case lots25
Rob Roy, case lots25
Uncle Sam28
Tom and Jerry24
Good Enough23
Mountain Rose20
Lumberman's Long Cut26
Home Comfort24
Green Back, Killicknick25
Two Nickel, Killicknick25
Star Durham, Killicknick25
Rattler, Killicknick25
Honey Dew, Killicknick25
Posey, Killicknick, ¼, paper25
Canary, Killicknick, Extra Virginia36
Gold Block, Killicknick, ¼32
Peek's Sun, Killicknick, ¼ and lbs.18
Golden Flake Cabinet40
Traveler, 3 oz. foil35
Rail Road Boy, 3 oz. foil37
Nigger Head, Navy Clippings26
Sewter's Chips, Navy Clippings, paper26
Leidersdorfs' Navy Clippings, cloth bags26
Old Rip Fine Virginia Long Cut55
Lime Kiln Club45
Durham Long Cut60
Durham, Blackwell's, ¼60
Durham, Blackwell's, ¼57
Durham, Blackwell's, ¼55
Durham, Blackwell's, lb.51
Seal of North Carolina, ¼52
Seal of North Carolina, ¼50
Seal of North Carolina, ¼48
Seal of North Carolina, lb.46

CIGARS.
Smoke the Celebrated "After Lunch" Cigar.
After Lunch\$30 00
Clarrissa45 00
Clara32 00
Mirella35 00
Queen Marys35 00
Josephines30 00
Little Hatchets30 00
Old Glories23 00
Twin Sisters23 00
Moss Agates18 00
Magnolia12 50
Commercial55 00
Delumos60 00
Mark Twain55 00
Golden Spike55 00
Storm's Bouquet65 00
Owl Captain60 00
S. & S. Capadura32 00

In addition to the above brands of Tobaccos and Cigars, I keep in stock an ample supply of all other well-known brands of Plug and Fine Cut. Our stock in the Tobacco and Cigar line is one of the largest and best assorted to be found in the city.

TEAS.
Japan ordinary23@30
Japan fair32@35
Japan fair to good35@37
Japan fine40@50
Japan dust18@20
Young Hyson25@50
Gun Powder35@50
Oolong35@50
Congo30@35

STRUPS.
Corn, Barrels@ 35
Corn, ½ bbls.@ 35
Corn, 10 gallon kegs@ 38
Corn, 5 gallon kegs@ 1 90
Corn, 4½ gallon kegs@ 1 85
Pure Sugar Drips, bbl.30@ 37
Maple Syrup, 5 gal kegs@ 3 10
Maple Syrup, 10 gal kegs@ 6 00

SPICES.
Ground Pepper, in boxes and cans16@22
Ground Allspice12@20
Cinnamon16@30
Cloves20@25
Ginger17@25
Mustard15@35
Cayenne25@35
Pepper, ½ lb 8¢ doz.@ 75
Allspice ½ lb@ 75
Cinnamon ¼ lb@ 1 00
Cloves ¼ lb@ 75
Pepper, whole@ 18
Allspice@ 10
Cassia@ 12
Cloves@ 22
Nutmegs No. 170@75

We call the especial attention of those desiring to purchase new stocks to our superior facilities for meeting their wants. Our guarantee is first-class goods and low prices. Careful attention given mail orders. Special quotations mailed on general line of groceries when requested.

John Caulfield.

Drugs & Medicines

The Examination of White Lead.

The most common attendant of white lead is permanent white or sulphate of baryta. This admixture may be recognized by boiling a small quantity of the pigment in a glass tube or flask with nitric acid diluted with an equal measure of water. The white lead dissolves, but the sulphate of baryta remains as a white residue. To prevent any chance of error, the residue should be allowed to settle, the clear liquid poured off, and the deposit again treated with nitric acid, and the boiled with water. Other adulterants of white lead, such as whiting and plaster, cannot be detected by any simple test.

Rubbing Out the Cents.

There are several men engaged in buying up all the new five-cent pieces which do not bear the word "cents" from the conductors of the street car lines, paying from 15 to 20 cents apiece for them. Each buyer has his own price. The conductors say the pieces are becoming very scarce. "Among the things that we have to look out for," said a buyer of these coins, "are five-cent pieces which have the word 'cents' scraped off. These pass for the genuine with some people, but the real coins of the suppressed issue have the inscription 'E Pluribus Unum,' where the word 'cents' is in the corrected issue."

"Do you keep arsenic for rats?" she asked in a Woodward avenue drug store yesterday. "Yes'm." "I'll take a dime's worth." When it was weighed out and paid for she stood for a moment in deep thought and then said: "Lots of people mistake arsenic for baking powder and put it in the biscuit." "Yes'm." "Well, I don't want to commit any such foolishness. Here is a half-pound can of baking-powder. You may empty it out and do it up in paper and put the arsenic in the box. When I see the words 'baking-powder' on the box I can remember that it's arsenic, and if you'll write 'poison' on the baking-powder I won't forget that it's all right for biscuit. Nothing like being a leetle keeful about handling dangerous things."

Teething—Bromide of Sodium.

From the Medical Summary.

A few grains dissolved in a tumbler full of water, so that each teaspoonful may represent half a grain, will quickly quiet the nervous disturbance of teething infants, or fever not dependent upon the onset of an inflammation or other grave trouble, but rather such as may follow excitement of any kind. The dose should be repeated every ten or fifteen minutes.

A Cruel Thrust.

From the Merchants' Review.

The patent medicine men are busy trying to protect the retail druggists. When a man gets ten cents a grain for a salt that costs two cents a pound, and sells a glass of soda at a thousand per cent. profit, he don't seem to be suffering for "protection" so much as his customers do.

Who are sustaining the Campaign?

Nearly or quite nearly every drug gathering that has convened, either regularly or specially, during the past month, have passed resolutions favoring it. The druggists of Albany and Greenbush, the R. I. Pharmaceutical Association, N. Y. Druggists' Union, and a large number of other bodies.

It is to be hoped that the Druggists' League will succeed in raising the price of patent medicine. The stuff has been getting so cheap lately that people are beginning to lose their faith in it. There's nothing like a dollar a bottle, and three Washington Territory testimonials to establish a reputation for new nostrum.—Boston Globe.

An effort was made in the British Parliament to secure the passage of a bill introduced by Mr. Wharton to "restrict the sale of patent medicines," this being, however, confined to those articles which on analysis were found to contain poisonous articles. It appears to have elicited much discussion, but finally failed to pass.

As a necessity, warm weather brings increased thirst which must be assuaged. Stimulants of an alcoholic nature should be avoided. In England the authorities have offered a large reward for a new and acceptable "Temperance Drink."

This is a Joke.

From the Cedar Springs Clipper.

The patent medicine combination has resolved to put up prices on its goods, but the life insurance companies have not yet lowered their rates on policies.

It is asserted that if bees are kept in any locality where aconite grows, and collect the sweets from its flowers, that such honey will exhibit the poisonous quality of that drug.

The druggists of Racine, Wisconsin, have decided not to sell liquor for any purpose, as they decline to pay a license of \$50.

What She Wanted.

Give him urb called Boaneced. Urb grose in feld country. 5 cents.

In 1878 the importation of quinine was 17,549 ounces; in 1883 it was 1,053,764 ounces.

There are 28,000 retail druggists in the United States.

WHOLESALE PRICE CURRENT.

Table listing various commodities and their prices, including items like Hazeltine, Perkins & Co. quote as follows for quantities usually wanted. For larger amounts write them for quotations: Advanced-Balsam, Peru; Oil Wintergreen; Terpentine. Declined-Gum oium; Gum Camphor; Oil lemon; Balsam Tolu.

Table listing various commodities and their prices, including items like Sarsaparilla, Mexican; Spices, whole (Powd 35); Valerian, English (Powd 30c); Valerian, Vermont (Powd 28c); SEEDS; Anise, Italian (Powd 20c); Bird, mixed in 1/2 packages; Canary, Smyrna; Caraway, best Dutch (Powd 18c); Cardamon, Aleppo; Cardamon, Malabar; Celery, 1 lb English; Coriander, 1 lb English; Fennel; Flax, clean; Flax, pure grd (1/2 3/4); Foenugreek, powdered; Hemp, Russian; Mustard, white; Black 10c; Quince; Rape, 1 lb; Worm, Levant; SPONGES; Florida sheeps' wool, carriage; Nassau do do; Velvet Extra do do; Extra Yellow do do; Grass do do; Hard head, for slate use; Yellow Reef, do.

HAZELTINE, PERKINS & CO., Wholesale Druggists! 42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.

IMPORTERS AND JOBBERS OF Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Glassware. MANUFACTURERS OF ELEGANT PHARMACEUTICAL PREPARATIONS, FLUID EXTRACTS AND ELIXIRS. GENERAL WHOLESALE AGENTS FOR WOLF, PATTON & CO., AND JOHN L. WHITE, NEY, MANUFACTURERS OF FINE PAINT AND VARNISH BRUSHES.

Druggists' Sundries. Our stock in this department of our business is conceded to be one of the largest, best-assorted and diversified to be found in the Northwest. We are heavy importers of many articles ourselves and can offer Fine Solid Back Hair Brushes, French and English Tooth and Nail Brushes at attractive prices. Our line of Holiday Goods for the approaching season will be more full and elegant than ever before, and we desire our customers to delay their fall purchases of those articles until they have seen our elegant line, as shown by our accredited representative who is now preparing for his annual exhibition of those goods.

Wine and Liquor Department. We give our special and personal attention to the selection of choice goods for the drug trade only, and trust we merit the high praise accorded us for so satisfactorily supplying the wants of our customers with Pure Goods in this department. We control and are the only authorized agents for the sale of the celebrated

Withers Dade & Co's. Henderson Co., Ky. SOUR MASH AND OLD FASHIONED HAND MADE COPPER DISTILLED WHISKYS. We not only offer these goods to be excelled by no OTHER KNOWN BRAND in the market, but superior in all respects to most that are exported for sale. We GUARANTEE perfect and complete satisfaction and where this brand of goods has once been introduced the future trade has been assured.

HOW GOULD WORKS. The Difficulty Experienced in Getting an Audience. A New York correspondent gives an interesting pen picture of the manner in which Jay Gould conducts his daily routine of work. Since the great speculator's return from his recent cruise, there has been an unusual pressure at his office, but few, however, are favored with an interview. No man has more enemies on Wall street than Jay Gould, and there is no telling what shape their enmity may assume. Scores, and even hundreds, of ruined speculators ascribe their misfortunes to him, and many of them are only waiting a suitable opportunity of Wall street. He rarely leaves his office, and no one can obtain admittance until a series of statements has been made. A card is placed in the visitor's hands, on which is printed as follows: "State name," "State residence," "State business." These being printed one above the other, with long blanks to be filled out, have a rather forbidding appearance, and many who wish to see Gould are deterred at the very outset. When the card is sent in the chances are much against an interview. There are not more than a score of persons whom Gould wants to see. Among these are Russell Sage, H. N. Smith, Washington Conner, Col. Hain, John T. Terry and General Eckert. When Gould was the moneyed man of the Tribune, he allowed its reporters admittance, but at present he excludes all of this class. Gould reaches his office with a perfect scheme of operations. He is not obliged to look at the morning paper for stock reports, as these have been read from the "ticker" as they took place and if he should be at his house they are sent up by telegraph. Before he goes to bed Gould has a complete idea of all that has been done in Wall street, and he awakens in the morning with a clear and decisive system for the day's work. It is this anticipation of the future which gives him such advantage over other operators. As soon as he is seated at his desk Morosini brings in the telegrams and also all newspaper articles that have a financial importance. This is all Gould wants to know. He cares nothing for politics or other public matters, except as they bear upon his interests. It will take from one to two hours to reply to dispatches and telegraph orders, and as Gould controls nearly 5,000 miles of railroad track, this is no small task. While sitting in his office, he may be conferring with men in St. Louis, Chicago, and San Francisco almost at the same time. Then the Stock Exchange ticker begins its report, and a half-dozen brokers are kept under telegraphic orders. By this time business calls are made and each man whose card is approved has a brief space given him. In this manner Gould does a tremendous amount of business in a short time. He seems self-possessed and generally holds the vantage ground, but even when cornered he concedes in a handsome manner what might be demanded under a legal process.

ALAMOSA CREEK. Visit to the New Camp On the Alamosa River. Correspondence of the Summitville Nugget. This wonderfully rich camp is located along the Alamosa river, one of the finest streams in Southern Colorado for mills and water-power. The valley is beautifully located, having a delightful climate both winter and summer; so that mines and mills, without any trouble from snow or cold, can be operated as well in winter as in summer. A town site has been located south of Summitville at the foot of Look-out mountain, and arrangements are being made to start a store there soon. The near future certainly has in store for this camp a very brilliant future, and we anticipate that ere very many months the whistle of the iron horse and the rumbling, thundering noise of the stamp-mill will greet the ear as it echoes and re-echoes from peak to peak above this beautiful valley. The Alamosa camp is on one of the finest mineral belts in the state; and when developed will show up equal to any camp in Colorado. Commencing at Jasper, some very rich discoveries have recently been made, the ore running several hundred dollars per ton. Although the Jasper mines have heretofore been in a dormant state, they will now be opened up in good shape, considerable work being done on the principal claims. 750 feet of tunnel and shafts have been run on the various mines up to the present time. We say let old Jasper wake up; "there is a good time coming," and it is not far distant either. In going up the Alamosa we find a large number of fine prospects; the Alps, owned by the Timber Line Co, in which a tunnel is being run, shows up well. The owners contemplate shipping ore from this property at an early day, as they now have an abundance of ore that mills from forty to sixty dollars per ton. On the south side of the river we find several promising claims owned by Chicago parties. Next we come to the Red Mountain. After carefully examining the immense wealth displayed here we can no longer say that South Mountain is the only place where untold millions lie buried beneath the terra firma. This mountain when further developed will open wide with wonder the eyes of the entire world. The ore is mostly free milling, and runs as high as \$700.00 to the ton. The oldest locations are the Ute Chief, Silver King and Golden Eagle; owned by E. G. Okerlund and A. B. Page. The Ute Chief at a depth of 18 feet assayed \$88.00 per ton. The Tenderfoot and Nugget are owned by O. P. Bulow. The ore from these claims is among the richest on the mountain. The Dew Drop, owned by E. T. Loy seems to be a little Aztec, it carries a large body of sulphurates, running as high as \$700 and \$800 to the ton; we think this the boss: go down on it Loy and your fortune is made. Among the rest of the future bonanza kings of this mountain we notice Cy. F. Newcomb and J. M. Hanks of Del Norte. Hanks thinks he has the best mine on the mountain and we have no reason to doubt it. There are other valuable claims on this mountain that are being worked by Chicago parties. Next to Red Mountain comes Lookout; here we stop and wonder, for such a vast body of quartz we never saw before. Could we only look into the bowels of this gold-rimmed monument it is our opinion that Bowen's Ida would have to take a back seat. Mr. Abbey is the oldest locator on this mountain, and owns the Empire and Mammoth lodes; the former has a vein of free milling ore 150 feet in width; joining the Empire is the Uncle Sam and Josephine lodes, owned by Judge Jones of Jasper, which is also valuable property. On the south-eastern slope is the Prima donna group of mines, six in number, owned by Loy and Bulow. This property is excellently located and very promising, with large veins of ore similar to that of Red Mountain. We might say a great deal more about this camp, so wonderful in mineral wealth, but will not tax your patience too much at once. A Swindle That May Be Imported. A gentleman writing to the London Times says: A cheat of an impudent sort has just come to my knowledge. One dark evening in March last a "gentleman" entered a large shop in Baker street, and giving my name, selected a prime York ham, which he ordered to be sent to my house as soon as possible. The van being then at the door, the ham was presently dispatched. When it arrived, I was at dinner, but my servant received it. Soon afterwards "a highly respectable looking female" called and asked "If a ham intended for Colonel Wilson, of Montague square, had come here by mistake." My servant, impressed by the air of the plausible lady, surrendered the dainty to her. The result may be easily imagined; Messrs. G—were swindled. As the lady and gentleman may attempt the "plant" elsewhere, you would kindly put tradesmen on their guard by publishing this note? It is not improbable that so ingenious a swindle may find its way to this country, and our dealers would do well to keep their eyes open for it and give those who try it a warm reception. One of the Boston papers says that the weekly sales of oleomargarine in that city amount to 100,000 or 150,000 pounds, that all the regular jobbing stores down-town keep it for sale for just what it is at prices ranging from 12 to 15 cents a pound. A choice article can be bought for 15 cents, and it is largely consumed in manufacturing communities.

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.
[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, MAY 14, 1884.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

Mental Capacity—To Make a Contract.
Although the mind of an individual may be to some extent impaired by age or disease, still, if he be able to transact his ordinary business—if he understands the nature of the business in which he is engaged, and the effect of what he is doing, and can exercise his will with reference thereto, his acts will be valid and binding.—Supreme Court of Illinois, English vs. Porter.

Transferring Note.

The Supreme Court of the District of Columbia, in the case of Keyser vs. Shepherd, holds that "when a holder chooses to part with a promissory note during the pendency of a suit, it may be agreed upon between him and the assignee that, although delivery takes place, the legal title shall be considered as remaining in the original holder for the purpose of prosecuting the suit."

Tender—To Stop Interest Must Be Kept Good.

A tender of the amount due by the purchase for land to his vendor, who is not in a position to make a clear title according to his bond, by reason of an incumbrance placed by him on the premises sold, to be available to stop the running of interest after such tender, must be kept good. To have that effect the tender must be kept in money at all times ready to be paid and subject to the order of the creditor at any time when he shall comply with his contract so as to be authorized to receive it.—Supreme Court of Illinois, case of Aulger vs. Clay et al.

Notes and Payment.

A bank lent H money on seven promissory notes as collateral security. The notes were not due and were endorsed by H, but on presenting them for payment when due the makers said that they had fully paid them to H. Action was brought and the court said: "The law presumes the assignment of the notes to the bank to be for value, and no proof was offered to show that the consideration was not sufficient to sustain the right of the bank to the notes. Unless, therefore, the bank authorized the makers to pay H, or consented before or after the payment, the bank was entitled to judgment on the notes."—City Bank vs. Taylor, Supreme Court of Iowa.

Good Will—Subject to Barter.

The good will connected with the establishment of any particular trade or occupation may be the subject of barter and sale, according to the decision of the Supreme Court of Iowa in the recently decided case of Carey vs. Gunnison. The court in this case defined the good will as being "the advantage or benefit which is acquired by the establishment beyond the mere value of the capital, stocks, funds or property employed therein in consequence of the general public patronage and encouragement which it receives from constant or habitual customers on account of its local position or common celebrity or reputation for skill, affluence or punctuality, or from other actual circumstances or necessities, or even from ancient partialities or prejudice."

Payment to Broker by Purchaser.

A broker who was not entrusted with possession of the property, contracted in his own name to sell the same to a vendee who had no knowledge that the broker was not the real owner but dealt with him as such. The broker notified his principals that he had sold for them and directed where to ship the property to the purchaser. The owners, without any knowledge that the broker had contracted in his own name, and without any conduct on their part clothing the broker with authority to receive payment for them, or any possession, actual or constructive, of the property, delivered the same to the vendee. Held, that payment by the purchaser to the broker, under such circumstances, is not a bar to the right of recovery by the owners.—Crosby vs. Hill, Supreme Court of Ohio.

"I see you are shipping a good deal of prime butter to the city," said a gentleman to a farmer living in the vicinity of New York. "Yes," he replied, "I am doing very well this year." "How many cows do you keep?" "Cows," said the farmer; "I don't keep any cows." "How do you make your butter without cows?" was the astonished query. "I guess you don't know much about the dairy business, replied the farmer, somewhat amused. "I am the proprietor of that bone-boiling establishment over there—Philadelphia Call.

Shippers of butter and eggs would do well to correspond with E. Fallas, wholesale dealer in butter and eggs, Grand Rapids, Mich., who is pickling eggs, as well as selling on the market.

Watch in this paper for the new brand of fine 10 cent cigars, which will be out soon. Manufactured only by Albert Kuppenheimer.

Choice butter can always be had at M. C. Russell's.

DANGER IN THE PIE.

The Trouble Caused by Hurried Eating and Hard Work.

"Doctor, how do you account for the alarming increase of insanity in this country?"

This was the interrogative with which a reporter recently met one of the medical attendants at an insane asylum. For a moment the eminent medical expert was at a loss how to reply. His six feet of stature seemed all at once still higher in the scale of measurement. His fingers toyed with the oddly designed charm that was pendant from his heavy watch guard. His eyes grew suddenly larger and mischievous until at last the spell was broken by a hearty laugh supplemented by the monosyllable.

"Pie!"
The reporter was puzzled.

"Funny, isn't it?"
"Very," answered the reporter.

"When I say pie," said the doctor, "I mean dyspepsia, I mean insomnia, and by insomnia I mean melancholia, hallucination, delusion, illusion, and mania."

"Oh-h-h-h!"
"Yes. The Americans are a pie-eating nation. They feed their stomachs and starve their brains. Rush, rush, rush, work, work, work, is the one thing characteristic of the American people. They are always in a hurry. They will not take enough time to eat. Look at the business men who lunch down town. They spend less time at the table than they consume in getting to it. And as for sleep, well, some take more and some less time than nature intended."

"How much sleep does a man in good health require?"

"That depends upon the man, his occupation, disposition and the place where he sleeps. The old way of dividing the day into three parts is to my mind a good one. Eight hours for work, eight for play and eight for sleep."

"In other words, man should really spend one-third of his life in bed?"

"They should take more sleep than they do at any rate. Insomnia, was until late years, a trouble seldom brought to the notice of the medical practitioner. Now it is a daily occurrence. Besides sleep, man should develop his mental powers by work. There is such a thing as mind-strengthening work. Brains can be strengthened and developed. The exercise of the centers of the nervous system is as essential to their nutrition as activity to the healthful growth of the muscular system."

"But work can be carried too far, can it not?"

"Undoubtedly; work is one thing, overwork another. Just as extreme weakness of the body produces restlessness and loss of control, so extreme exhaustion of the brain produces mental agitation. One of the first indications is irritability. Next comes insomnia or sleeplessness. This is of two kinds. One that makes it impossible to cease to think, and another which renders concentrated thought impossible."

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

CARPETS AND CARPETINGS.

Spring & Company quote as follows:

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

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

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

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

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

HEMPES.	
3-ply, 44 wide, extra heavy.....	27½ @ 30
B, 44 wide.....	@ 22
Imperial, plain, 44 wide.....	@ 18½
D, 33 inches.....	@ 17

OIL CLOTHS.	
No. 1, 44, 5-4, 6-4 and 8-4.....	@ 45
No. 2, do.....	@ 37½
No. 3, do.....	@ 30
No. 4, do.....	@ 25

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

CURTAINS.	
Opaque shades, 38 inch.....	@ 15
Holland shades, B finish, 44.....	@ 13
Pacific Holland, 44.....	@ 10
Hartshorn's fixtures, per gross.....	@ 36
Cord fixtures, per gross.....	@ 10

MILLINERY GOODS.

J. J. Van Leuven quotes as follows:	
HATS.	
Cantons..... per doz	2 25 @ 3 00
Milans.....	4 00 @ 6 00
Fine Milans.....	9 00 @ 12 00
Superfine Milans.....	15 00 @ 18 00
Chip.....	5 00 @ 12 00

BLACK CRAPE.	
Samuel Courtland & Co.'s brand.	
4-4..... per yard	50 @ 75
4-4.....	55 @ 1 25
5-4.....	1 50 @ 2 00
5-4.....	1 75 @ 2 50
5-4.....	2 25 @ 3 00
6-4.....	3 25 @ 4 50

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

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

ARTHUR MEIGS & CO.,

Wholesale Grocers,

55 and 57 Canal Street,

Grand Rapids, Michigan,

Offer the Trade the following Choice Line of Plug Tobaccos—all our own Brands—
and positively the Best ever Offered at the Prices.

Big Drive.....	52
Red Fox.....	50
Apple Jack.....	50
Jack Rabbit.....	42
A. M.....	35

1c less in 5 butt lots; special price on large quantities.

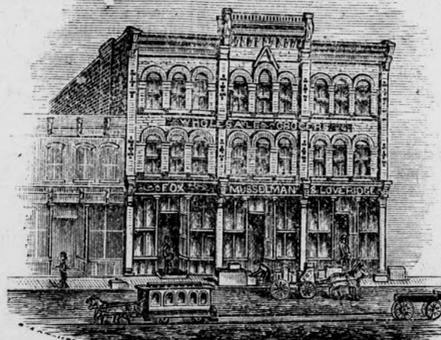
Send us a trial order. We guarantee satisfaction every time.

Arthur Meigs & Co.

Candy We manufacture all our stock and can always give you the best goods.
Oranges We buy in large lots from first hands and ship only in full car lots. We handle 20,000 boxes of Oranges and
Lemons Lemons in a season and our facilities for buying and handling are unsurpassed.
Nuts We carry a heavy stock of Brazils, Almonds, Filberts, Walnuts, Pecans and Cocoa Nuts, and will sell against any market.
Peanuts We lately bought eight car loads of the best re-cleaned and hand-picked Tennessee and Virginia Nuts, and are prepared to fill the largest orders.

PUTNAM & BROOKS

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

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

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

—WE MAKE SPECIAL CLAIM FOR OUR—

Tobaccos, Vinegars and Spices!!

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

CORRESPONDENCE SOLICITED.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

A. B. KNOWLSON

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

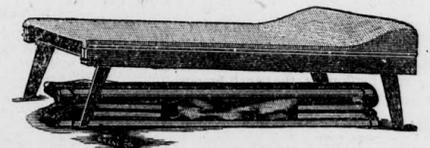
ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.

M. B. Church "Bedette" Co.,

Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

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

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

J. J. VAN LEUVEN,

WHOLESALE

Millinery

-AND-

FANCY GOODS

LACES,

Real Laces a Specialty.

Gloves, Corsets, Ribbons, Fans, Hand Bags,

Pocket Books, Buchings, Yarns,

Silks, Satins, Velvets,

Embroidery Materials, Plumes, Flowers,

Feathers & Ornaments, Stamped Goods.

STAMPING PATTERNS

70 MONROE STREET,

GRAND RAPIDS, - MICHIGAN.

TRY OUR

RAW HIDE WHIP!

SELLS FOR \$1.

OUR TWO SHILLING WHIP IS SURE TO SELL.

Do not sell our goods at cost. We will

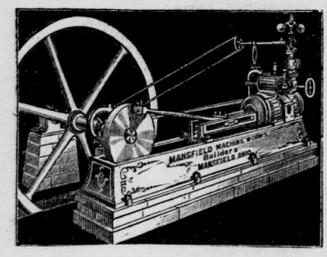
DO BETTER BY YOU

Come and see us. We are here to stay.

G. HOYS & CO.,

No. 4 Pearl Street,

GRAND RAPIDS, - MICHIGAN.



PORTABLE AND STATIONARY ENGINES

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

W. C. Denison,
88, 90 and 92 South Division Street,
GRAND RAPIDS, - MICHIGAN.

SHRIVER,

WEATHERLY & CO.,

Grand Rapids, Mich., Wholesale and Retail

IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,

PLUMBERS, STEAM FITTERS,

-And Manufacturers of-

Galvanized Iron Cornice.

MOSELEY BROS.,

Wholesale

Clover, Timothy and all Kinds Field Seeds
Seed Corn, Green and Dried Fruits, Oranges
and Lemons, Butter, Eggs, Beans, Onions, etc.
GREEN VEGETABLES AND OYSTERS.
122 Monroe Street, Grand Rapids, Mich.

ALABASTINE!



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



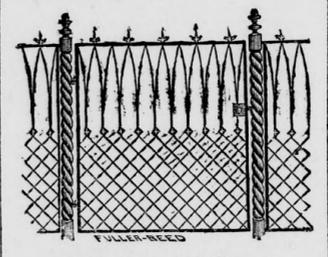
FOR SALE BY

ALL Paint Dealers.

MANUFACTURED BY

THE ALABASTINE COMPANY
M. B. CHURCH, Manager.
GRAND RAPIDS, - MICHIGAN.

Grand Rapids Wire Works



Manufacturers of All Kinds of

WIRE WORK!

92 MONROE STREET.

JOHN MOHRHARD,
-WHOLESALE-

Fresh & Salt Meats

100 CANAL STREET,

GRAND RAPIDS, - MICHIGAN.



SEED CORN

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

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

MICHIGAN COMMERCIAL TRAVELERS' ASSOC'N.

Incorporated Dec. 10, 1877—Charter in Force for Thirty Years.
LIST OF OFFICERS:
President—HANSON W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; L. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEYER, Bay City.
Secretary and Treasurer—W. N. MEREDITH, Detroit.
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MURGER, H. K. WHITE, For Two Years—D. MORRIS, A. W. CUTLER.

Has the Standard of Mercantile Business Been Lowered.

From the San Francisco Grocer.

It is not an uncommon thing in these days to hear prominent merchants say that they have no desire to bring up their sons as merchants. Recently this remark was made by a merchant who is known to have a high standard, who on being questioned stated it had come to be next to impossible to make mercantile business profitable without resorting to many things wholly inconsistent with the standard of mercantile integrity which prevailed in former years. The remark was not intended for local application merely, but applied generally to trade. Is it true that the mercantile standard is being constantly lowered? It is apparent that in some respects trade is a stupendous falsehood; that there is deception in weights, qualities and values, and that many things have by usage and familiarity become common, which it were vastly better to have conspicuous only by being rare. For instance, the terms "pure," "full weight," "strictly pure," and others, have really no significance commercially, for the reason that manufacturers of pure, and adulterated, full weight, and short weight articles employ the terms with equal freedom. In great part the language used on labels really is entitled to no weight at all. In other instances, domestic wines and oils are ornamented with foreign labels; in fact, the situation with reference to labels is so distorted and abused that one is often led to ask if trade is not a gigantic school of fraud. It would seem that in these days the chances for deception in mercantile affairs are many as compared with former years. A vast number of articles are put up hermetically sealed and sold on the word of the dealer. In fabrics, mechanical skill has been turned toward the production of articles which defy detection of fraud, until it is too late to have it remedied. In fact, in every department when one comes to examine carefully into the methods of business, there is evidence of deception on every hand. It is precisely this which makes mercantile life so distasteful to many men, and why those who stop to analyze the situation express the desire that their sons should embark in other channels. But the question is, does not the same rule hold good in other occupations? Is there not the same incentive to deceive in professional life, and in agricultural pursuits? Surely, the merchant is always watching for shortcomings in the farmer, whatever his department, as much as the farmer is looking for what are termed the sharp practices of merchants. There appears to be a lack of trust from the producer to manufacturer, to dealer, back to consumer, and the more the matter is considered, the easier it is to understand why this distrust prevails. It is because the anxiety to make money, and the fierce competition of the times, has led to a perfect work of petty deception, until it has almost become a necessity in order to make business profitable. The hold this idea of untruthfulness has gained is illustrated daily in the preference exhibited by intelligent persons in making selections in purchasing. There choice is generally determined by price, and they either do not believe the pure and full-weight articles are what they are represented to be, or else they are desirous of practicing the same deception others indulge in by distributing the inferior goods. It is not to be wondered at that men of high standard shrink from educating their sons to a business which requires them to act contrary to all their ideas of integrity; but it may well be questioned if there is any department of industry to-day which is not more or less affected by this tendency to deceive. One is apt to think that the business or occupation of which he knows least is freest from objections, and offers the best advantages. There may be exceptions, but as a rule, that is best of which one has the most knowledge, for there he is most likely to succeed. As bad as merchandising is to-day, there are many honest merchants, and in the long run, those succeed best who build a business on the groundwork of honest goods and honest dealing. The man who has honesty of purpose will find opportunity to test it, be he merchant, professional man or farmer.

The Commissioner is to receive a salary of \$3,000, and the sum of \$30,000 is to be placed at his disposal to be used in enforcing the law.

There is a great deal of misunderstanding about this oleomargarine butter, and the popular mind has been prejudiced against it by articles written in the interest of the dairy-men. When honestly made and of the best materials, and most of it is so made to compete successfully with the best dairy product, and it is fully as healthy as butter made of pure cream only. None of the ingredients are unhealthful in themselves, and the process of manufacture is cleanly and tends to remove any objectionable substance that may perchance have been introduced accidentally. Suet is being eaten every day by the consumers of butter without a murmur, and, as used, generally with a smack of lips. Lard is also in daily use in every household. But it is the ignorant cry against cottonseed oil that has been largely relied upon to prejudice the people against the use of imitation butter. Whatever objection may be urged against tallow or lard, not a word can be said against the unhealthfulness of cottonseed oil. A hog may be measly and its fat rendered into lard, and a bullock may not have been in the best physical condition, and its fat be cooked and eaten, but there can be no such objection to cottonseed oil, which, being vegetable, is healthy under all circumstances. It is a prejudice, however, that many people have against oils of any kind, and to this the opponents of oleomargarine butter appeal lustily. If there is imitation butter made of a poor quality of lard or tallow, then the product is unquestionably also of an inferior quality and the purchaser can find no fault with the manufacturer. But why not cry out equally against poor butter, some of which is rank enough to turn an ordinary stomach. Surely such stuff, even through made of cream, cannot be healthy food.

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

Bear in mind that the new brand of 10 cent cigars that will be out soon will be one of the best 10 cent cigars that ever was put on the market.

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

TIME TABLES.

Michigan Central—Grand Rapids Division. DEPART.

*Detroit Express..... 6:05 a m
*Day Express..... 12:20 p m
*New York Fast Line..... 6:00 p m
*Atlantic Express..... 9:20 p m

ARRIVE.
*Pacific Express..... 6:45 a m
*Local Passenger..... 11:30 a m
*Mail..... 3:55 p m
*Grand Rapids Express..... 10:25 p m

*Daily except Sunday. *Daily.
The New York Fast Line runs daily, arriving at Detroit at 12:35 a. m., and New York at 10 p. m. the next evening.

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

The Detroit Express leaving at 6:05 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.

A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee. GOING EAST. Arrives. Leaves.

*Steamboat Express..... 6:10 a m 6:15 a m
*Through Mail..... 10:20 a m 10:20 a m
*Evening Express..... 3:20 p m 3:35 p m
*Atlantic Express..... 9:45 p m 10:45 p m
*Mixed, with coach..... 10:00 a m 10:00 a m

GOING WEST. Arrives. Leaves.
*Morning Express..... 12:40 p m 12:55 p m
*Through Mail..... 4:45 p m 4:55 p m
*Steamboat Express..... 10:30 p m 8:00 a m
*Mixed..... 8:00 a m 8:00 a m
*Night Express..... 5:10 a m 5:30 a m

*Daily, Sundays excepted. *Daily.
Passengers taking the 6:15 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.
Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving at 4:55 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.

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

D. POTTER, City Pass. Agent.
THOMAS TANDY, Gen'l Pass. Agent, Detroit.

Grand Rapids & Indiana. GOING NORTH. Arrives. Leaves.

Cincinnati & G. Rapids Ex. 9:02 p m 9:50 a m
Cincinnati & Mackinac Ex. 9:22 a m 4:45 p m
St. Wayne & Mackinac Ex. 3:57 p m 7:15 a m
G'd Rapids & Cadillac Ac. 7:15 a m 7:15 a m

GOING SOUTH. Arrives. Leaves.
G. Rapids & Cincinnati Ex. *6:32 a m
Mackinac & Cincinnati Ex. 4:05 p m 4:32 p m
Mackinac & Ft. Wayne Ex. 10:25 a m 12:32 p m
Cadillac & G'd Rapids Ac. 7:40 a m 7:40 a m
All trains daily except Sunday.

ARRIVING EXPRESS.
North—Train leaving at 4:45 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.
South—Train leaving at 4:32 p. m. has Woodruff Sleeping Car for Cincinnati.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Choice Butter a Specialty!

Also Foreign and Domestic Fruits, Cheese, Eggs, Jelly, Preserves, BANANAS and EARLY VEGETABLES.

Careful Attention Paid to Filling Orders.

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

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF

BOOTS & SHOES,

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

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

JENNINGS & SMITH,

PROPRIETORS AND MANUFACTURERS OF



Jennings' Flavoring Extracts

AND DRUGGISTS' AND GROCERS' SPECIALTIES.
20 Lyon Street, GRAND RAPIDS, MICHIGAN.

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Prov

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,
GRAND RAPIDS, - MICHIGAN.

Spring and Summer Hats and Caps

-I WOULD CALL THE ATTENTION OF MERCHANTS TO MY-

Spring Styles of Fine Hats,
Spring Styles of Wool Hats,
Spring Styles of Stiff Hats,
Spring Styles of Soft Hats,

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

Hammocks Sold by the Dozen at New York Prices!!

Clothing and Cent's Furnishing Goods,

Cottonade Pants and Hosiery.
DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN AND UPWARDS.
Call and get our prices and see how they will compare with those of firms in larger cities.

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

Castor Machine Oil.

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

OHIO OIL COMPANY

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

Hazeltine, Perkins & Co., Grand Rapids.

Groceries.

POISON IN THE COFFEE CUP.

Factories in Brooklyn Where the Coffee Bean is Colored.

From the N. Y. World.

The Board of Health has received a report from Sanitary Superintendent Day upon coffee adulteration. The fraud in question consists in coloring the coffee in the bean, so that Guatemala and Maracaibo coffee look like Government Java.

The analysis shows that every cup of coffee made from the dyed bean contains 1-60 of a grain of arsenious acid, a poison.

Rio coffee, in the unroasted bean, is of a green color. This tint is imparted to inferior coffee by putting it in a revolving cylinder with chrome yellow and Prussian blue.

The Board will not reveal the names of dealers who sell dyed coffee, because the evidence against them is incomplete.

The "Soaked Goods" Bill.

The following is the bill passed by the Maryland Legislature relating to soaked canned goods:

SECTION 1. Be it enacted by the General Assembly of Maryland, That any person, firm or corporation now engaged or who may hereinafter engage in the business of canned fruits, vegetables and other products and who shall can or preserve in cans by hermetically sealing, any description of fruits or vegetables that may have been previously evaporated or dried by the application of heat, and known under the general name of dried fruits or vegetables, shall stamp or cause to be stamped in the cap covering the mouth of the can into which the said dried fruits or vegetables are to be put up or canned, the following words, "Soaked Goods," as also the bona fide name of the person, firm or corporation, canning the said dried fruits or vegetables, and the said vegetables, and the said words to be stamped in the cap of the can shall be of letters not less than three-fifteenths of an inch in height and one-fifteenth of an inch in breadth.

Sec. 2. Any person, firm or corporation who shall neglect to comply with the provisions of section one of this Act, and every person or persons who shall render illegible, conceal or hide in any manner the words to be stamped in the cap of the can as mentioned in section one of this Act, shall be deemed guilty of a misdemeanor, and shall for every such offence, forfeit and pay a fine of not less than five hundred dollars, to be recovered by indictment by any Court of this State having competent jurisdiction for the trial of a misdemeanor, and one-half of said fine shall be paid to the informer and the other half into the Treasury of the State.

Sec. 3. And be it further enacted, That this Act shall take effect on the first day of July, eighteen hundred and eighty-four.

Features of the Week.

The grocery market has been about steady during the past week. Sugars have taken an upward turn, in consequence of the defeat of the Morrison bill, but it is not probable that the advance is permanent.

Oranges are in good demand and prices have advanced quite sharply, and still higher prices are looked for.

"Father," remarked a promising youth to an Ohio wool raiser, "I guess you're going to have opposition pretty soon."

"Farmer Hayes is going into the sheep business."

"Who told you so?"

"Nobody. I heard him talking to a friend this morning about introducing hydraulic rams on the farm."

The latest thing in the way of an advertising card is being distributed by a soap manufacturer of Philadelphia.

M. C. Russell is receiving the very best of Aspenwall bananas and lemons in car lots.

Cove Oyster Bill.

The following is the Cove Oyster Bill, as passed by the Maryland Legislature. We publish this bill, notwithstanding its great length, believing it of great interest and importance to the trade everywhere:

SEC. 1. Be it enacted by the General Assembly of Maryland, That every person, firm, joint stock company or corporation, packing oysters for sale in this State, in hermetically sealed tin cans, commonly known as "Cove Oysters," or by whatsoever name or names the same may be known, shall stamp or caused to be stamped, in legible letters and figures, the word "Oysters," in the cap end of each can, and also the true weight in ounces of the oysters in each of said cans after the liquor or water is properly drained off, which draining of liquor or water shall consist in pouring the contents on a number ten (10) sieve, and allowing it to drain one minute before weighing; and any sale of such packed oysters not so stamped shall be void and the vendor shall not be entitled to recover the price thereof.

SEC. 2. And be it enacted, That every person, joint stock company or corporation who or which shall sell or offer to sell, or have in his or its possession with intent to sell contrary to the provisions of this Act any oysters hermetically sealed in tin cans and required by this section of this Act to be stamped as herein stated, not so stamped, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be fined one hundred dollars, for each offence, to be paid to the State Treasury, and placed to the credit of "The Oyster Packer's Fund," and shall also forfeit the oysters not so stamped, to be destroyed by the Examiner hereinafter provided for, unless already destroyed as hereinafter provided for.

SEC. 3. And be it enacted, That the Governor upon recommendation of the Canned Goods Exchange of Baltimore City, shall appoint two persons who shall give bonds to the State of Maryland in the penalty of ten thousand dollars for the faithful discharge of his duties, which bond shall be liable for any failure or fraud in the discharge of the same, whose duty it shall be to visit, at least once a day, if possible, and as much oftener, as in their judgment may be necessary, and as the duties of their office will permit, every factory or place where cove oysters are being packed in this State, and to examine the goods there packed or being packed, and if the Examiner shall have good reason to believe the cans there packed do not contain the weight as stamped thereon as directed by the first section of this Act, he shall select six cans indifferently from the said lot he suspects and cut them, and after properly draining the liquor or water from the same as heretofore provided, shall weigh the contents, and if the weight of the contents of the said six cans shall be found to be less than the weight stamped thereon, the lot of goods from which said six cans were selected shall be by him condemned as fraudulently packed in violation of the provisions of this Act, and the same shall be forfeited and destroyed by the said Examiner; provided, however, that if the packer or owner of any such goods demands the same, the Examiner shall cut the same in presence of a committee of not less than five persons to be appointed by the Canned Goods Exchange aforesaid.

SEC. 4. And be it enacted, That all persons, firms, joint stock companies or corporations, who use shell oysters for packing as hermetically sealed cove oysters as a condition upon which they shall be permitted by the State to carry on said business shall render a sworn statement at the end of each month to the Comptroller of the State Treasury, of the number of bushels of such oysters so used, and at the same time pay into the State Treasury, one-tenth of one cent for each and every bushel of such oysters used for said purpose to constitute a fund to be called the "Oyster Packer's Fund," from which the said persons so as aforesaid appointed Examiners shall be paid the salary and allowances hereinafter provided, if and so long as the same may be sufficient for that purpose.

SEC. 5. And be it enacted, That the said Examiners shall at the end of each month, make a sworn statement to the Comptroller of the Treasury of the amount of expense, not personal, necessarily incurred in the discharge of their duties under this Act, and the Comptroller of the Treasury shall thereupon draw his warrant on the Treasurer (to the order of the said Examiner for the payment of the same, together with one hundred and twenty-five dollars as monthly salary of such Examiner; provided, there be in the Treasury funds to the credit of the fund aforesaid sufficient to pay the same.

SEC. 6. And be it enacted, That this Act shall take effect upon September the first, eighteen hundred and eighty-four.

White Star Potatoes.

I see our friend O. W. Blain, at 152 Fulton street, agent for Mr. Ensley's White Star Potatoes, takes some exceptions to my offering the genuine White Star Potatoes for \$2 for a 3 bushel barrel, and no charge for barrel, claiming that they may be something else than the genuine.

We have a quantity of choice White Star Potatoes, grown by D. M. Ferry & Co., which we offer to the trade at \$2 per 3 bushel barrel, and no charge for barrel.

The Duluth, Minn., Match Co. recently filed articles of incorporation. It proposes to manufacture matches in Duluth.

WHOLESALE PRICE CURRENT.

Table listing various commodities and their prices, including items like Apples, Beans, Butter, Coffee, Flour, and various oils. Includes sub-sections like 'Imported Clay Pipes' and 'RICE'.

Table listing various commodities and their prices, including items like Apples, Beans, Butter, Coffee, Flour, and various oils. Includes sub-sections like 'Imported Clay Pipes' and 'RICE'.

Table listing various commodities and their prices, including items like Apples, Beans, Butter, Coffee, Flour, and various oils. Includes sub-sections like 'Imported Clay Pipes' and 'RICE'.

Table listing various commodities and their prices, including items like Apples, Beans, Butter, Coffee, Flour, and various oils. Includes sub-sections like 'Imported Clay Pipes' and 'RICE'.

PENCIL PORTRAITS—NO. 13.

L. M. Mills, Better Known as "Max."

Lloyd Marcellus Mills was born at Saegertown, Pa., May 20, 1853, and will consequently celebrate his 31st birthday on Tuesday of next week. His father was a Baptist minister, to which fact may be attributed the frequent changes of residence made by the family during the youth of young Mills. After living at Northeast, Pa., for eight years, the family removed to Line's Mills, Pa., where young Mills gained his first experience in the drug business, entering the store of H. V. Line when but ten years of age. He remained there three years, when the family removed to Boston, N. Y., and "Max" entered the employ of Mark Whiting, a retail druggist, remaining with him two years. In 1868, his father's health broke down, and the family removed to Northport, Mich., then a mere backwoods settlement. Spending one winter on the farm, young Mills went to Trauerse City in the spring of 1869 to accept a position as drug clerk with L. W. Hubbell & Co. He remained with that house until the spring of 1873, when he identified himself with the firm of Page Bros., general dealers at the same place. Four years later he bought the drug stock and business of C. P. Selkirk, at Kalkaska, remaining there until 1881, when he sold out to the present firm of Goodrich & Son, to accept an offer of partnership extended by S. E. Wait, of Traverse City. The new firm of Wait & Mills began business in 1878, and continued with success until Jan. 1, 1881, when "Max" sold his interest to his partner to accept a position as traveler, tendered him by the then firm of Shepard, Haztine & Co.—now Hazeltine, Perkins & Co. His territory at that time included all available towns south and east of Grand Rapids, the "fighting ground," as he appropriately designates it. He still continues his visits to the trade in both directions, and has lately added to his route all the Lake Shore towns between Muskegon and Manistee. Mr. Mills is a typical salesman, possessing all, or nearly all, the points that characterize a successful traveler. He is very careful, never selling a new customer until satisfied that he is reliable, and his knowledge of the resources and liabilities of his patrons in a matter of common acknowledgment. His skill in this direction is evidenced by the fact that during the three years and over he has represented his house on the road he has made but one bad account, and that amounted to only \$9.75. Another peculiarity of his career as a traveler is that he has never offended a customer, and is still selling the same men who bought of him on his first trip out. He enjoys to a marked degree, the confidence of his trade, and has the respect of his house and all who know him.

A Town with a Future.

A North Star correspondent writes: This town is booming, with every prospect of a depot being located here. Dickerson & Gillett, late of Lakeview, have just opened a drug store here, and in addition we have two general stores, a church, a brick yard and a town hall in process of construction. There is an excellent opening here for a physician, who would be assured a good practice from the surrounding country. If a depot is located here, and there is every reason to think that such will be the case, an elevator and grist mill will follow.

Away from the Business Center.

The cluster of stores "on the hill" is about to be supplemented by a bakery, jewelry store and photograph gallery. There are at present four groceries, two drug stores, two meat markets, a boot and shoe store and a barber shop, the combined sales of which probably amount to \$100,000 annually. The "hill" merchants have always been noted for shrewdness in buying and a proper regard for profits in selling, and their prosperity is a matter of common congratulation.

"What's your impression of Texas?" said a traveler to his fellow passenger on a southwestern bound train. "It's a great place for life insurance clerks." "I don't understand you." "Why, they're sure of pretty steady employment." "Explain yourself." "If one is discharged, he shoots a policy holder or two, and the company is glad to take him back again."

A Hartford, Conn., paper makes the charge that there are farmers in the surrounding country who have for years brought into the city butter for dealers and families, who are now, and for a year or two have been, buying oleomargarine in Hartford, moulding it over at home, and supplying it to their customers as the genuine product of their own dairies.

A recent advertisement reads as follows: "If the gentleman who keeps the shoe store with a red head will return the umbrella of a young lady with whalebone ribs and an iron handle to the slate-roofed grocer's shop he will hear of something to his advantage, as the same is the gift of a deceased mother now no more, with the name engraved on it."

"He that takes a wife takes care," says Franklin. Yes, he takes care that his wife doesn't catch him hugging the servant girl.

It is estimated that the dairy region of which Elgin, Ill., is the center, produces 20,000,000 gallons of milk a year.

ALL SORTS.

Howard City has 12 grocery stores.

Eighteen commercial travelers make their home in Hudson.

A. C. Philo has engaged in the agricultural implement business at Trufants.

John Bell & Co. succeed Dr. J. D. Bowman in the drug business at Benton Harbor.

L. W. Hammond will engage in the manufacture of brackets, mouldings, etc., at Harbor Springs.

Abbott & Co., formerly engaged in the grocery business at Hastings, have embarked in the same business at Bellaire.

The Bailey Manufacturing Co., Owosso, manufacturers of all kinds of machinery, are soon to be incorporated with a large increase of capital.

The Detroit Commercial of the 3d publishes an item to the effect that Cole & Stone's shirt factory, at Paw Paw, has been closed up. Mr. Geo. F. Cole called at THE TRADESMAN office last week to deny the statement in toto, claiming that there was no foundation whatever, for the report.

Assignee Telford has paid the creditors who filed proofs of their claims in the Alfred W. Fisher estate their pro rata on the basis of 22.83 per cent. The assets of the estate, after paying all expenses, were \$525.41, and the claims amounted to \$2,301. About \$100 worth of claims were not proven, and the creditors holding them consequently did not participate in the dividend.

Donald M. McClellan, formerly in general trade at Reed City, now a temporary resident of Aiken, S. C., was in town last Wednesday, and was shown some of the interesting features of the city outside the principal business thoroughfares. He expressed genuine surprise at the resources of Grand Rapids, and was free to admit that the spirit of the South was not at all in keeping with the ideas characteristic of a Northern business man. He intends to return to Michigan eventually for a permanent residence.

What He Figured On.

From the Wall Street News. "It was flaxseed that ruined me," he said, as he crossed his legs and heaved a sigh from the bottom of his soul. "You tried to make a corner, eh?" "Oh, no. I was simply calculating on the natural and average demand in the Middle States." "And did the price go down?" "Yes, 15 cents per bushel." "What was the cause?" "Almost total lack of boills in the States of Ohio, Indiana, Michigan and Illinois, that season," he calmly replied. "The number of boills dropped from 750,000 to three or four old crumbles and a felon or two, and I'll be hanged if even those weren't polticed with cornmeal to save expense."

Mistook His Meaning.

From the Detroit Free Press. There is a sign over a butcher's shop on Michigan avenue which reads: "Beef by the quarter." One day lately a man went in and asked for a ten-cent roast, giving the name and number it was to be sent to. Then he was walking out, when the proprietor stopped him and told him he had forgotten to pay for it. "Doesn't your sign read: 'Beef by the quarter?' Send round your bill when the quarter's up and collect." "Look here!" shouted the angry butcher, "you'll pay down now or you'll get no beef. It's war to the knife and no quarters, d'y'e hear?"

Patents Issued to Michigan Inventors. Ed. R. Annable, Paw Paw, whiffletree. Ralph H. Beach, forging machine. S. D. Brown, Farmington, potato digger. James M. Carver, Grand Rapids, condenser for steam or smoke. John D. Gilchrist, Ishpeming, electric bell and annunciator. Chas. H. Magoon, Muskegon, feed water heater. James A. Roberts, Detroit, bell fastener. John B. Wheatley, Detroit, process for manufacturing flour. S. B. Zimmerman, Hudson, car coupling.

A New York shipper of butter and cheese, now traveling in England, writes that Australia, New Zealand and even Russia are shipping butter into England, and selling at lower prices than United States and Canadian butter can be sold for.

Congressman Murphy, of Iowa, says: "Every man who comes to Congress, has only two ideas. The first is that without himself the Government could not exist for a day, and the second, how shall I best secure my re-election?"

The price of this fine Havana cigar will be \$65 per thousand and \$6.50 per hundred. Send in your orders now, so you will be the first. If the goods don't sell return them to us.

The best musk comes from China. Twenty-five pods are packed in a leaden box, which is enclosed in pasteboard inscribed with Chinese characters.

The coming new brand of cigars is made of Vuelta Abajo Havana tobacco and warranted not to be flavored and all straight filler.

A pile of 1,000,000 \$1 bills would be 45 feet high. You can prove it by making a pile yourself.

FOSTER, STEVENS & CO.,

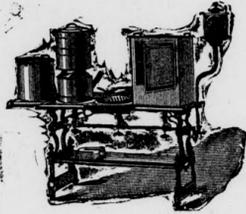
—WHOLESALE—
HARDWARE!

10 and 12 MONROE STREET,
GRAND RAPIDS, MICHIGAN.

WE SOLICIT THE
DEALER'S TRADE,

And NOT the Consumer's.

We are Manufacturer's Agents for the



Crown Jewel Vapor Stove!

And quote factory prices. Send for catalogue

We are Manufacturer's Agents for



Jewett's Bird Cages

And quote factory prices. Send for catalogue

We are Manufacturer's Agents for



Jewett's Filters,

And quote factory prices. Send for catalogue

We are also Headquarters for
Grand Rapids Wheelbarrows and

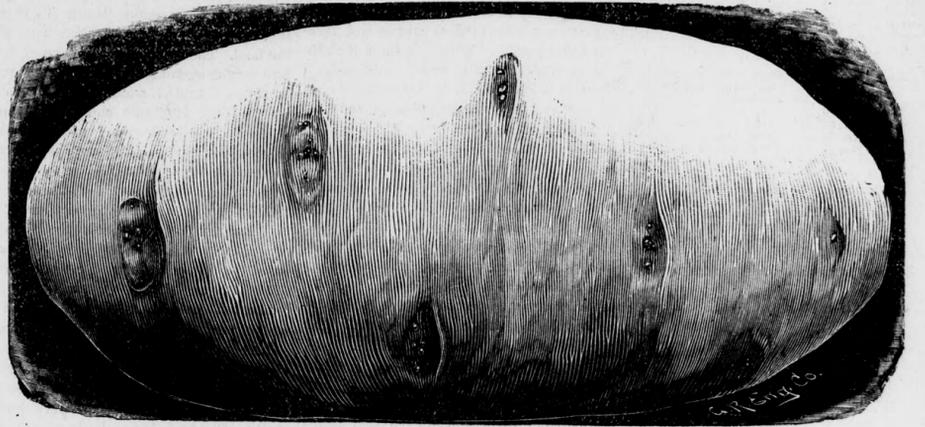
Bacon & Priestly Express Wagons,

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

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

Foster, Stevens & Co.

THE "WHITE STAR"



POTATO.

To Gardeners and Farmers.

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

YIELDING FAR BETTER THAN ANY OTHER VARIETY KNOWN

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

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

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

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

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

FOR FULL PARTICULARS AND TERMS TO DEALERS, ADDRESS

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

Produce Commission Merchants, Fruits, Vegetables, Etc.,

152 Fulton Street, GRAND RAPIDS, MICHIGAN.

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

U. FEETER,

36 South Division Street, Grand Rapids, Mich.

Dealer in

All Kinds of Country Produce

—Also—

STAPLE AND FANCY GROCERIES,
CANNED AND DRIED FRUITS.

EGGS AND BUTTER

A Specialty. Pays Cash on Receipt of Property.

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

Telephone Connection.

A. H. FOWLE,
HOUSE DECORATOR

—And Dealer in—

FINE WALL PAPER

Window Shades, Room Mouldings,
Artists' Materials!

Paints, Oils, Glass, Etc.

37 No. IONIA STREET, SOUTH OF MONROE.

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

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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

ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

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

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, - MICHIGAN.

Send for Prices.

A. A. CRIPPEN,

WHOLESALE

Hats, Caps and Furs

54 MONROE STREET,

GRAND RAPIDS, - MICHIGAN.

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

GRAND RAPIDS

Flower Pots and Hanging Vases

MANUFACTURED FOR

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

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

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

SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich.

W. T. LAMOREAUX, Agent.