

The Michigan Tradesman.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, OCTOBER 31, 1883.

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VOL. 1.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

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

MEETINGS:
Regular Meeting for 1883—November 3, December 1.
Annual Meeting—December 28, 1883.

LETTER FROM SECRETARY HILL.

Good Words for "The Tradesman"—Prosperous Condition of the M. C. T. A.

Mr. Geo. W. Hill, the efficient Secretary of the Michigan Commercial Travelers' Association, sends us the following letter, and as it refers mainly to the present condition of the Association—in which nearly every traveling man in the State is directly interested—we print it entire:

Detroit, Mich., Oct. 25, 1883.

EDITOR MICHIGAN TRADESMAN:
Dear Sir—I take pleasure in acknowledging the receipt of several copies of your valuable paper, and should be glad to have done so, had not a press of business prevented. I wish in behalf of the Michigan Commercial Travelers' Association to thank you for the interest you have taken in it. I have heard many expressions of good wishes, and kind words for you, and the success of THE TRADESMAN. Long may it flourish, and be an important factor in building up the business of a city that is everywhere noted for its wide-awake and thorough business men—men who cannot but see that THE TRADESMAN is just such a paper as they need to represent their interests.

The Michigan Commercial Travelers' Association is in a very prosperous condition. Although the mortality has been unusually great this year, it is yet a very cheap insurance. We have had seven deaths, made six assessments, and paid to the several beneficiaries the total of \$17,500. One death loss was paid from the "Reserve Fund." We have concessions from nearly all the leading railroads of the State, and many members are compensated in this way far beyond what they have to pay for their assessments. We have a class of "Social Members," so-called, who are entitled to all the benefits, except to hold office and vote. They do not participate in the insurance class and are not subject to assessment for death losses. A large number of the members reside in, and represent the business houses of Grand Rapids. Very Truly Yours,

Geo. W. Hill, Sec'y M. C. T. A.

A Few Characteristics of Traveling Salesmen.

Says a well-known Philadelphia merchant: The first characteristic of our commercial traveler is that he is a man of wonderful faith in human nature. What his fellow-traveler tells him he lays by in his heart as so much gospel. What the merchant imparts to him in the way of information, as to bargains secured previous to his visit, he believes implicitly, and keeps in everlasting remembrance; and such is the high standard of his faith that he often actually believes what he says himself. Another characteristic of our traveler is his well-known meekness. He takes whatever room is assigned to him by the hotel clerk, without a murmur, "5 a day." Handing a fresh cigar to the baggage-master he pays for his extra baggage with a pleasant smile, and steps into the car to occupy two seats until the conductor comes along and offers him the use of the entire car. When he arrives at his next stopping-place, he diligently inquires if there are any commercial travelers in town, and if such proves to be the case, he quietly remains at his hotel until his fellow-travelers have entirely finished their canvases of that particular place; and he has never been known to make the slightest effort to upset a sale or encourage a countermand. He never goes to a banquet but once a year. Then, too, our traveler is never taken unawares, but always ready on all occasions to take advantage of whatever circumstance may turn up. But the crowning characteristic of our traveler is his truthfulness. Ask him for information and he at once tells you all he knows, and sometimes even more than he knows. He will show you his order book, will tell you the route he intends to take, and he has no hesitation in telling you the prices he asks for his goods. Where under the sun did there ever exist such a model of all that is modest and upright as our commercial traveler? In fact he is a typical George Washington, and would rather tell a thousand lies than cut down a single cherry-tree.

Recklessness at a Restaurant.

It was a Chicago drummer at one of our restaurants one night last week. He was sitting at a table, digesting the hallucinating dream—that mockery of restaurant mockeries—a modern oyster stew. Calling the white-aproned dork to his side, he pointed down into the dish, and said: "This thing must be investigated. It appears that you have given me an oyster stew with an oyster in it. Come! this is hardly fair. And I am a stranger, too!" "Hey?" asked the puzzled waiter. "Repeat, you have given me an oyster stew with an oyster in it. Must I pay anything extra for the oyster?" "No—why?" "Well, that's all right—I'm glad of it," smiled the drummer, straightening up. "Only I don't see how you can make any money if you put an oyster in the stew. Well, it beats me how you can afford to do it! I suppose you'll be putting chickens in chicken-salad—ham in ham sandwiches—and veal in veal pie next!"

The Boston girl is compelled to suffer many criticisms from the illiterate Western journalist on account of her superior culture. One of them recently wrote that the young lady is "so awfully cultured that she won't call it the sweet bye-and-bye." She calls it the "sugared subsequence."

The Western Commercial Travelers' Association has \$2,116 in funds in the treasury.

TELLING A TRADE SECRET.

A Drummer's Story of How He Prepared Himself to Win and Keep Customers.

A reporter recently met a well-known drummer carrying home an armful of newspapers and magazines, and got from him his methods of working up trade. It shows how a man can win success by earnestly working for it and studying his business: "I will reveal a trade secret, and one that I consider a very valuable one. I read every one of those papers nearly every week, and a great many more not included in the list you see here. I read as many papers each week, in all probability, as does the editor of any daily paper, and in addition I keep up with the current literature of the day and with all theatrical, musical and sporting events, and am constantly 'gramming' up on the principal events of the day at home and abroad. It is hard work, as you can well imagine, but I believe it to be necessary, and also believe that it pays. I know it has paid me.

"When I went into the business of a commercial traveler I intended to make a success of it. You know that I have done it. I had a low for the business. Most men in the profession—for I hold that when a business is properly done it rises to the dignity of a profession—devoted their leisure time to story-telling, billiard-playing and other recreations. I made up my mind to master the business, so that I could not only get, but keep customers. This was a score of years ago. I noticed that a customer was more pleased to meet a drummer who could talk intelligently upon some subject in which he was interested than one whose merits, outside his sample trunk, consisted of his ability to tell a good story and to buy unlimited cigars and drinks. So I began to read. The daily papers gave me a superficial knowledge of everything, and I read both sides politically. The newspapers of those days didn't treat matters so fully or intelligently as they do to-day. Consequently I supplemented the information I got there by reading weekly papers and quarterlies which treated special topics exhaustively. I had both European and American politics, and social, sectional, religious, financial and a hundred other topics at my fingers' and tongue's ends.

"If I had a customer in view I found out his peculiar hobby, called on him and talked with him about his hobby. That pleased him. He became a good ally for the very greedy spider. Of course, I didn't forget to mingle with my specialty as a heavy man, the low comedian element—that is, the story-telling and joke-cracking. Nor did I neglect the social part of my duties—that's what we call cigars and drinks. The scheme worked admirably and paid well. I got new customers and held them, because I kept pace with them on their particular hobby. Some of them, I really believe, would gladly see me come around. I gave up my salaried position, and went to work on commission. The general plan worked so well that in every city I visited I made it a point to read the daily papers thoroughly for their local news alone before I visited a customer. So far as I could, while flying about the country, I kept track of what were distinctive matters of interest to particular localities only. That paid, too. It pleased customers, because it made them think I was interested in their cities and localities.

"My experiment had convinced me that the newspapers were the great educators, and from them I managed to keep posted on art, literature, the sciences and the thousand and one topics which I deemed it necessary to keep acquainted with to meet the as many different hobbies of my customers. There were among my victims a large number of Germans and Frenchmen, and I wanted to cultivate their trade, so I went to work methodically as I had done in my newspaper scheme and studied both languages, and now I speak both, and have added to my list of papers several printed in those languages, and some of them published abroad. I have also learned to read both Italian and Spanish, and to speak a little of each. These accomplishments are trump cards. I find, in the West, where a merchant is pleased to have you chat with him in his own language.

"It has proved beneficial to me in other ways. My knowledge of these languages I have kept a secret so far as my associate drummers are concerned. Some of these are of German or French birth, and are specially engaged to handle that trade in the West and South. They have always been free in talking about their business plans and their engagements with persons of their own nationality, but selling other lines of goods. The secrets they have thus unwittingly put me in possession of were often of much value.

"See what I carry around with me just for use in case of an emergency among the merchants of the Southwest exclusively. I know the record of every trotting horse in the country of any consequence, the exploits of every running horse, the standing of every base-ball club and every individual player, and yet I very rarely attend a horse race or a ball game, because I don't have time. Every merchant in that section is in that sort of thing, though, and I have to be prepared to meet and talk with them on these, their hobbies."

"How in the world can you carry all this information about with you?"

"It is easy enough now. My first experience when I adopted my newspaper-reading plan got me into the habit of memorizing. It came hard at first, but now it has become a second nature with me. I read rapidly, and I don't believe I forget anything I read, though so far as I can see or know I make no special effort at memorizing or charging my mind with anything, unless it is something of special importance, or which strikes me as a specially good point on some subject in which I knew a customer of mine to be deeply interested. The whole system is easy when one begins young and goes to work right. If young drummers would adopt my plan, instead of devoting their energies to the mysteries of draw poker, to the storing up of shady stories, or the cultivation of a capacity for beer-drinking, they would find that they could sell more goods, secure more customers and draw larger salaries.

Sixty thousand commercial travelers make life a burden in the United States.

CROP CONCLUSIONS.

Brief Reports from Various Parts of the State.

The apple crop is very short in Kalamazoo county. A Grand Ledge correspondent writes: Corn is less than a half-crop and many farmers have turned their hogs into the fields, it not being worth cutting and husking.

The clover seed crop in Tuscola county will not average to exceed one-half the crop of last year. The recent rains have in many instances ruined the crop.

A report from Tekonsha says: Farmers hereabouts feel blue over their corn crop. Although the early frosts used it up badly, yet it was thought that the partially matured ear would harden. This it failed to do, however, and little husking will be done.

From Ingham county comes the following doleful report: Very little clover seed. Only here and there a field will be saved in this county this year. Farmers generally turned their stock into the clover fields immediately after the frosts of September 8 and 9. In the best fields the heads are poorly filled, and would not be worth saving in a year of average yield. The crop will be far below that of last year.

Inquiry among farmers in all parts of Gratiot county brings forth the fact that the clover crop is almost a total failure. It is estimated at from one-tenth to one-twentieth of the usual yield, the early frosts having entirely destroyed all but the earliest pieces. The only fields worth harvesting are those which were pastured a short time in the spring and then allowed to mature and ripen early, or those which were taken from the land and the second growth left for seed, in the usual way, the clover was killed while in bloom and never reached maturity. The purchasing price is \$5.50 per bushel for good.

Reports from various parts of Oakland county are united in establishing the fact that the crop of clover seed in that section is very poor. Early in the season there was a fine prospect for a good crop, but the early frosts killed the seed. Some fields which were on high ground and forward yielded well, but the average crop is considerably behind that of last year.

Candling Eggs.

From the New York Commercial Enquirer.

An egg dealer advertised one day that his week for a man to candle eggs. "The business of an egg dealer," said the dealer, "is to hold the egg up against a flame of gas or candle and to tell from the appearance of the egg whether it is good or bad."

"Does it require much skill to be an egg candler?"

"It takes a quick eye and experience. It pays me to keep a candler, because I avoid trouble with customers. I receive no just complaints about bad eggs. Some people, you know, will come and tell a dealer that two of the last dozen they bought were bad and ask for two good eggs in exchange. They can't play that on me."

An importer, who gets eggs from Hungary, Turkey, Italy and Germany, and also from distant sections of this country, employs many candlers. He said: "We get eggs affected with the water rot, black rot or spot. Water-rotten eggs come from sections of the country recently opened and not properly drained, so that the eggs lie on damp ground. The black rot results from the action of gases when the egg lies too long in the nest. The spots and ordinary staleness are caused by age, the former, however, often by improper transportation. The great test of an egg's quality is the free movement of the yolk without its breaking in form. This shows that the white is strong. If it is weak the yolk will flow through it. An air chamber is usually a sign of age. But sometimes an egg will show an air chamber because it has been badly shaken up. An experienced candler can distinguish between these. He has a sharpened instinct, like the men in the Treasury who detect bad money."

Extinction of the Small Makers at Sheffield.

The development of the cutlery business, which has made Sheffield so famous, was due to the labor of a multitude of small workshops, where the labor was done by the proprietor and perhaps his boys and two or three hired hands. This led to close competition in skill, and the whole host of small concerns struggled to eclipse their neighbors in the character of the work turned out. Emulation of this character had the highest effect in improving the skill of the different artisans. Of late years, labor-saving machinery has been by degrees putting the cutlery trade into the hands of large establishments, where expensive plant could be provided. And these large manufacturing concerns have been favored by the trade associations of Great Britain, so that their goods were put upon the market in preference to the productions of small concerns. Under these circumstances the small cutlery makers got to depend upon the American market for orders. Of late the American cutlery demand has been supplied to a great and growing extent by the home makers, and in consequence the extinction in Sheffield of small makers is imminent.

It is a curious fact that so firm in texture is the paper of a genuine Bank of England note that even burning can hardly destroy it. The authorities have in a little glazed frame, the remnants of a note which was in the great fire of Chicago. Though completely charred and black, the paper holds together, and the note was sufficiently legible to establish its genuineness and to be cashed.

Many business firms are using two-cent stamps, in place of one-cent stamps, in mailing circulars, thus insuring more certain delivery. We feared trouble. Now a man can't tell whether he has a love-letter or a dun, a remittance or a patent medicine circular. The two-cent stamp will promote profanity, and put back the march of Christianity.—*Merchant's Review.*

The *Manhattan* is one of the best specimens of magazine literature published in this country. It is handsomely printed, on elegant paper, and profusely illustrated. Its contributors include John G. Whittier, Julian Hawthorne, and many other equally well-known names. The office is at Temple Court, New York City.

The First National Bank of Chicago has notified its 136 clerks that they must all procure bonds, which will range from \$500 to \$40,000 each, and aggregate over \$320,700.

THE "FIDELITY" BRAND.

Salmon That Is Not Salmon at All—Bogus Packing Company.

From the California Grocer and Canner.

A brand of salmon has appeared upon the market, which is in every respect gotten up to deceive and defraud the public. The label reads as follows: "Columbia River Salmon, Packed by the Union Salmon Company, Fidelity Brand, Anderson & Sons, Agents, Astoria, Oregon." The cut upon the label is that of two clasped hands. The Union Salmon Company is a figment of the scheming brain of some packer who cannot realize money fast enough by legitimate means. The firm of Anderson & Sons, Astoria, are of the same flimsy material as the Union Salmon Company, and are too substantial to cast a shadow. In other words, there neither exists such a company as the Union Salmon Company, nor such a firm at Astoria as that of Anderson & Sons. As for the goods thus labeled, they are "short weight," which is probably the only thing in their favor, and are known to a few people as seconds.

The real packer of these goods, who has sought to conceal his identity behind so shallow an artifice, is the firm of A. Booth & Co., of Astoria and Chicago. The reason for not labeling these goods with their firm name is too obvious to require comment. The firm evidently belongs to that class which does not hesitate to realize through the worst of trade frauds, if only tolerably certain of immunity from detection. We are informed, from a trustworthy and reliable source, that the fish packed under the "Fidelity" brand are the variety known as steel-heads, being neither a salmon or a sturgeon, but a sort of bastardized specimen, combining the undesirable qualities of both, being white in color and dry in taste. Our informant tells us that 5,000 cases of these fish have been packed, and are being placed on the market, if, indeed, they have not already found a market. It is reported that J. K. Armsby & Co., of Chicago, bought a lot of Booth's "Columbia river," for \$1.05 per dozen, which we are told Mr. Booth denies. We have just verified the report referred to above, and are in a position to assert positively that J. K. Armsby & Co., of Chicago, have purchased either the whole or a large block of the "Fidelity" brand of the Columbia river salmon. We have further ascertained that they are offering salmon in the East at \$1.32½, guaranteeing it Columbia river, but refusing to name the brand. It is almost beyond belief that such worthless stuff should find a market at such figures. We should advise all those in the trade to have absolutely nothing to do with any brand of salmon unidentified with the name or well-known label of some reputable packer.

While question of fraudulent manipulation of food supplies has become the nightmare of trade, and it is a matter of surprise that reputable houses will lend their aid to enhance its hideousness. Trade fraud seems to be epidemic in Chicago, and in falsification, manipulation and fabrication of food products, unfit to fatten the hogs from which they manufacture their rotten lard, Chicago need fear no rival.

SEE THROUGH IT NOW.

Mr. Herman J. Barlow, with Cody, Ball & Co., who has the reputation of being as well posted concerning the grocery business as any man west of New York, on being questioned relative to the fraudulent "Fidelity" brand, exclaimed, "That settles it! We have been having no end of trouble over the salmon business, and have been unable to see through it. We are unable to sell our customers a good brand of salmon for less than \$1.60, yet our travelling men report a dozen or so cases where our customers have purchased what was claimed to be 'straight Columbia River salmon' of Chicago parties for \$1.37½. The 'Fidelity' is evidently what they have bought, and they are welcome to it. The retailer will be the sufferer by it in the end, for the average buyer is not expert enough to detect the fraud, and upon the table the imposition is calculated to destroy his taste for all salmon. It is nothing more or less than a Chicago fraud, and not half as slick as some that have been originated there."

"ARMSBY WILL MAKE IT RIGHT."

Mr. H. F. Hastings, the elephantine grocery broker, said that he had not seen any of the "Fidelity" salmon, but knew of the purchase by Armsby, although he had not been informed as to their true quality. Armsby contracted with Booth for a large amount of first-grade salmon, and when the time for shipment arrived, the latter found that he had "sold himself short." He accordingly filled out the order with the "Fidelity" brand. Mr. Hastings, who represents Armsby at this market, said that if anything was wrong "Armsby would make it right," and this statement was verified by several jobbers, who affirmed that the Chicago dealer was always prompt in rectifying errors and omissions, and invariably makes all trades satisfactory.

EDITORIAL CONCLUSION.

As Mr. Armsby is a reputable dealer—and more especially as the quality of the "Fidelity" salmon has been made public—he will undoubtedly dispose of the hybrid fish to some other Chicago dealer. We say "Chicago dealer," because no jobber at any other market would undertake to handle such goods. In due course of time, Chicago drummers will be offering the Michigan trade "straight Columbia River salmon" at from 30 to 50 cents less than Grand Rapids wholesalers ask for goods that are "straight" in reality as well as in name, and it remains to be seen whether the trade will improve such criminal duplicity by refusing to purchase, or make themselves party to one of the vilest frauds ever perpetrated upon the American people.

How He Guessed Her Weight.

A grocer grossly insulted Mrs. McGoffin the other day without intending it. She was an immensely stout woman, and stepping upon the scales playfully requested the grocer to weigh her. As he adjusted the weights he remarked that she weighed 190 pounds, which proved to be her exact weight. "How did you come to guess it?" she asked. "I am used to guessing at weights. I weighed hogs for five years in Cincinnati."

TRADE TALK.

Weekly Review of the Business Situation.

DRY GOODS.

Trade is a little quiet in both staples and fancy goods. Prices in the main are steady and unchanged on cotton and some miscellaneous fabrics, but the dullness which prevails somewhat depresses the confident and almost buoyant tone which prevailed at the opening of the present month. There is a slight downward tendency in fine dress goods, such as silks, satins, velvets and broads, which is likely to become more marked during the coming month.

CARPETS.

In the Price Current this week will be found a list of quotations on staple carpets and carpetings, and some grades of curtains. This will be a regular feature of the paper hereafter.

GROCERIES.

Trade is generally good, but margins are very meager on account of the general drooping in the market on most goods. Sugars are still sick, having declined ½c since our last report. No one ventures to state where the bottom has gone, but all are united in declaring that prices cannot go much lower. Coffees are still booming, and are growing stronger daily. They have now advanced fully 2½c to 3c within a month. Foreign dried fruits are easier on the arrival of each transatlantic steamer, with a tendency to stiffen between steamers. There is no change to note in teas. There is the usual cry about prospective advance, but too many are anxious to sell to allow dealers to take much stock in it. Retail dealers would do well to buy only enough for present wants. Tobaccos are firm at the late advance, with good demand. Jobbers advise retailers to be prepared for another advance shortly, as present stocks are daily growing less, and they must pay the manufacturers' advance to replace them; in fact many have and are now doing so. On account of the extraordinary demand, match manufacturers have got behind with their orders, and as it is impossible for jobbers to fill orders promptly, they ask the indulgence of the retail trade for a short time.

DRUGS.

The drug trade is quiet, and marked by a conservative spirit, both on the part of jobber and retailer, that cannot fail to bring about good results. Dealers are buying cautiously and taking advantage of every break in prices. Jobbers are consequently able to meet the demands of the trade with somewhat smaller stocks, purchased at lower figures, and give the retailer the benefit of the advantage. Castor oil is booming, in consequence of a "corner" on the staple in New York, and oil pennyroyal has advanced 40c. Calomel, iodine, corrosive sublimate and balsam peru are on a downward tendency.

LEATHER.

The leather trade is dull, though no worse than it has been for some time. Dealers do not anticipate a change for the better before spring, even if it comes then. The condition of the Michigan trade is attributed to the general demoralization of the business all over the country, to the failure of crops, and the present nearness to tax-time, the great "bugaboo" with farmers.

COUNTRY PRODUCE.

Cider—Selling freely at 20c per gal.
Celery—Active at 35c per doz. The supply is inexhaustible and the quality unsurpassed.
Cabbage—Firm at \$1 per doz.
Clover Seed—Rather scarce at \$6 per bu.
Timothy—Rather scarce at \$1.65 per bu.
Sweet Potatoes—Jerseys, \$4.50 per bbl.
Grapes—Firm for choice. Concord are selling at 6c, @ 7c.
Pears—California \$4 per case.
Cranberries—Cape Cod, \$4 per bu.; cultivated Wisconsin, \$10.50 per bbl.
Poultry—Firm. Spring chickens in good demand, but old rather slow. Dressed chickens, 12c per lb., and old fowls, 10c.
Eggs—Scarce at 22c @ 25c. Prices are likely to go still higher. Jobbers and commission merchants are unable to fill half the orders received.
Dried Apples—Quarters, 8c per lb.; evaporated, 16c.
Honey—In comb, 15 @ 20c per lb.
Potatoes—Very plenty in consequence of southern shipments. Choice Rose and Burbanks are quoted at 50c per bu. Carload lots are sold at 45c on track.
Apples—Stronger. Winter and fall fruit are selling at \$3 @ \$3.25 per bbl.
Butter—Good demand, firm for choice. Western creamery, 24c; dairy, 18c @ 22c.
Onions—Dull and slow. Sales of choice yellow were made at \$2.25 per bbl., and 75c per bu. in sacks.
Quinces—New York state fruit, \$3 per bu., or \$8 per bbl.
Squash—Hubbard selling at 2c @ 3c per lb.
Buckwheat—New York patent, \$4.60 per 100 lbs.

Fifty Represents the Commercial Interests of Grand Rapids.

From the American Furniture Gazette.

No one among the newspaper men of Grand Rapids is more favorably known than Mr. E. A. Stowe, of the *American Eagle* and correspondent of the *American Furniture Gazette*, and his many friends in the furniture trade will wish him much success in his new publication, THE MICHIGAN TRADESMAN. This is a weekly paper aiming to fully represent the commercial interests of Grand Rapids and vicinity, and that it will do so thoroughly and well the initial numbers prove beyond question. Mr. Stowe is a careful, painstaking, conscientious journalist, and his ability and industry will doubtless make his venture a successful and profitable one.

A sewing machine agent who was caught courting the wife of an alleged "invalid" husband, says:—"Well, he was the healthiest invalid I ever saw. He was about nineteen feet high and had a foot like a fiddle box. You say you never was in a cyclone? Ever been struck by lightning or a pile-driver, or run through a stone-crusher?"

South American Quinine.

From the Oil, Paint and Drug Reporter.

According to the best authorities upon the commercial and industrial position of the cinchona products, the manufacture of quinine in South America does not promise great success. Some weeks ago we announced the receipt of the first shipment of quinine from the factory lately established in the United States of Columbia, and the commercial importance of the event was somewhat magnified by a lack of information concerning the quality of the alkaloid. Samples shown us shortly afterward showed the article to be of a dark reddish color not dissimilar to the uncrystallized extract of the bark which is obtained in the initial processes in the manufacture of its alkaloids. This was said to be quinine in an impure state, but which could be rendered of commercial quality by recrystallization. It was claimed, with apparent reason, that even if the manufacturing process were carried no further in South America than it had been in this case, the saving in the cost of transportation on bark would be so considerable that the South American factory would become a source of profit even in confining itself to the initial processes. If the first receipts are to be regarded as a fair indication of the quality of the product, experts regard the saving in the cost of transportation as too trifling to offset the extra cost of re-working the extract and the loss that is evidently being made at the factory in the first working of the bark. The highest analysis we have seen of the extract gives it 10 per cent. of quinine. The quinine manufacturers here pronounce the article "absolutely worthless," and while this may not be literally true, it is practically so. The yield of quinine is not sufficient to pay for working the bark, as compared with what is obtained from working the extracts made by our domestic factories. In the first place the latter are working richer barks than the South American, and they are also able to extract a larger percentage of the total salts than the Columbian factory is apparently getting. The latter will probably be able to overcome any defects in its processes and so far perfect them as to be able to recover all the available strict equality will not place it in a position of strict equality with the factories here and in Europe which are working the rich cultivated barks of East India. The best results are said to be obtained by working the latter in combination with the South American barks, and such a combination in the South American factory would be out of the question. At first sight, a factory located at the base of bark supplies would appear to have the advantages which were thought to be overshadowed by its first shipment of so-called quinine. The fact that the quality of the product was disappointing has led to a more careful study of the project, which reveals little strength as a competitor of the established factories of the United States or Europe.

Tea Culture in the Southern States.

"Among the new avenues to wealth crowding on the opening steps of Southern progress," says the New Orleans *Picayune*, "is especially to be noted tea culture. Mr. C. Menelas, whose experiments with jute are known to all the South, has already, on his Mississippi plantation, some beautifully flourishing tea plants, and there is undoubtedly nothing needed to cause the culture to spring to immediate success on the Mississippi except, as we may so phrase it, the knowledge of manipulating the product. It would be practicable for any wealthy planter, one willing to expend a few thousand dollars for the benefit of his neighbors, to import a man from China or India—say on a five year's contract—to instruct the neighborhood; and we venture that a pot made up for the purpose by a number of planters would return interest in a few years. A little time and patience are requisite. Tea culture ought to be practicable anywhere in Mississippi where there is a deep, rich soil and first-rate drainage—the latter is important. It ought to be successful in many parts of South Carolina and Southern California."

Cash or Credit.

A correspondent of one of our exchanges thus relates his experience of the cash and credit system:

"Eight years ago I commenced business where I now am. I then did a credit business, with a capital of \$3,000, and in about six years was almost busted. I had a stock of worthless bills against A, B, C, or 'will pay when I get ready.' Two years ago I changed to the cash system; the consequence is I have a fine stock of goods perfectly fresh, for I have the money to buy when old stock is gone. Can, and do, sell five per cent. cheaper than when I did a credit business, and that is drawing me more trade every day. Having one price to rich and poor alike, and keeping only first-class goods, is also gaining me trade. I feel as if success would crown my efforts in the end, while I think that a man, to do a credit business, must have a large capital to back him, and must make up his mind in the commencement that he will be a failure in ninety-nine times out of a hundred, if he concludes to trust Tom, Dick, and Harry."

The Rubber Industry.

The rubber industry of the United States has no rival in foreign countries. There is something like \$75,000,000 invested in the business of manufacturing rubber goods, \$30,000,000 of which is confined to the rubber boot and shoe industry. The total number of employees is placed at 15,000, and the total number of factories at 120. According to a recent census bulletin the value of the annual product is \$250,000,000. Some 30,000 tons of raw rubber are imported every year, which, when combined with other materials in manufacturing, amount to 300,000 tons. The market price of the raw materials has been forced up to \$1.25 per pound, while six years ago the price was scarcely 50 cents. In consequence of the advance in price, several substances have been prepared as substitutes for it, of which celluloid is the most important.

The Chinese have become so well civilized as to invent systems of adulteration in tea that are difficult to detect, and no doubt by the time they are all "Europeanized" and enlightened, they will sell us all the wooden jams, imitation nutmegs, and oakleaf tea we desire. This is a progressive age.

MICHIGAN TRADESMAN.

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

E. A. STOWE, Editor and Proprietor.

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

WEDNESDAY, OCT. 31, 1883.

The New York Commercial Enquirer
says editorially: "Coffee is King, and he
rules right royally."

Vanderbilt is worth about 4,000 times his
own weight in gold, or about 50,000 times
his own weight in silver.

An eastern exchange, referring to the new
assignment law in this State, heads the ar-
ticle, "A Code That Favors Criminals."

A commercial exchange which prints a long
article on "Condensed Milk" is accused of
being better informed regarding condensed
milk.

With an immense coffee crop last year, of
which a large amount is yet unsold, and with
a good crop in prospect in Brazil, there is no
reason—aside from speculative ones—why
the staple should have advanced nearly 50
per cent. in six months.

The adoption of uniform time by the rail-
ways of this country may be expected to be
followed by a general use of railway time
in place of local time in many of the larger
cities. As Grand Rapids people have already
set their clocks ahead some ten minutes as a
matter of public convenience, they will not
object to another change. They are getting
accustomed so it.

Firms who fail, and prefer their wives and
brothers and uncles, are getting very unpop-
ular. There is a growing prejudice against
this method of making money, on the part
of all honest men. What is needed is a law
which will cover all these points, so that
when a man fails, he fails—in other words,
he loses all his money, and does not simply
put it out of one pocket into another. Such
a law would lessen failures very quickly in
many cases.

The Merchant's Review, of New York,
concludes an editorial reference to the new
assignment law in this State as follows:

It certainly will place the business men of
Michigan at a disadvantage from those of
other states in which a small capitalist is al-
lowed to pledge protection for money loaned
or endorsements given to help him ex-
tend his business or tide over a difficulty. If
the law is not changed as to preferences it
will drive thousands of small traders out of
business and deter young enterprising men
from making a start. But we predict its re-
peal.

The need of a National bankruptcy law
has come to be so generally recognized that
a National convention to promote such leg-
islation is to be called. The New York
Board of Trade and Transportation has re-
ceived upward of 100 friendly responses
from commercial organizations throughout
the country to the proposition to hold a Na-
tional convention in furtherance of the en-
actment of a uniform bankrupt law, and it
has been decided to hold a convention for
that purpose in Washington on January 16
next.

American manufacturers of gold and sil-
ver plate turn out some exquisite workman-
ship, and in the main are credited with much
artistic skill and taste in their designs. Com-
plaint is not infrequent, however, that the
standard of value, or the proportion of pre-
cious metals used in the wares, is not very
high. This is occasionally discovered when
people take old plate or jewelry to a pawn-
shop or jeweler to sell by weight. The deal-
er will give but little, and the customer is
informed that his wares were not rich in
gold or silver, but a very thin alloy. In
England the government exacts a heavy tax
on all articles of plate or jewelry manufac-
tured for sale in the kingdom. No such ar-
ticle can be offered for sale unless it has up-
on it the stamp of the government assay of-
fice, and this stamp is only affixed when the
tax is paid and the quality of the ware shown
to be up to the prescribed standard.

The expansion of the field of rail trans-
portation is not limited by the extent of new
territory opened up to the roads. Formerly
a very large variety of perishable commodi-
ties could not be transported any great dis-
tance in warm weather. Now there are
some twenty kinds of refrigerator cars to
meet this emergency. Heretofore the advent
of freezing weather in this rigorous western
climate has put an end to the safe shipment
of potatoes, and the like. Produce dealers
have gone into all sorts of experiments and
railroad companies have built dozens of
kinds of frost-proof cars, but nothing has
come into general use that proved an effec-
tive protection to the produce. The latest
Yankee invention to solve the question of
potato transportation is a car with double
floor, sides, and ends, and a kerosene stove
in a box underneath. By an automatic ar-
rangement the flow of oil is governed entire-
ly by the temperature of the car. As the
interior grows warm the fire dies down, and
as the car cools off the fire increases, thus
maintaining a nearly even temperature. The
Eastern Railroad company has contracted for
300 of these cars, for the use of which
shippers will pay a royalty. If successful
this invention will no doubt come into ex-
tended use, especially in the West.

ALABASTINE!

Alabastine is the first and only prepara-
tion 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 de-
sired, 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 ad-
ditional 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, or
glue, for their base, which are rendered
soft, or scaled, in a very short time, thus
necessitating the well-known great incon-
venience and expense, which all have ex-
perienced, 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 ap-
plied by any one.



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37 NORTH IONIA STREET, So. of Monroe.

TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.		
Detroit Express.....	6:20 a m	6:45 a m
Day Express.....	12:45 p m	1:10 p m
New York Fast Line.....	6:50 p m	7:15 p m
Night Express.....	10:40 p m	11:05 p m
Mixed.....	7:30 a m	7:55 a m
ARRIVE.		
Pacific Express.....	7:30 a m	7:55 a m
Local Passenger.....	11:30 a m	11:55 a m
Mail.....	4:50 p m	5:15 p m
Mixed.....	5:10 p m	5:35 p m
Grand Rapids Express.....	10:50 p m	11:15 p m
The New York Fast Line runs daily, arriving at Detroit at 11:40 p. m., and New York at 9 p. m. the next evening.		
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.		
The Detroit Express leaving at 6:20 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at noon, New York 10:30 a. m., and Boston 2:40 p. m. next day.		
J. T. SCHULTZ, Gen'l Agent.		

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Arrives.	Leaves.
+Steamboat Express.....	6:38 a m
+Through Mail.....	10:40 a m
+Evening Express.....	4:05 p m
+Atlantic Express.....	10:05 p m
+Mixed, with coach.....	11:00 a m

GOING WEST.

Arrives.	Leaves.
+Morning Express.....	1:05 p m
+Through Mail.....	5:15 p m
+Steamboat Express.....	10:25 p m
+Mixed.....	7:45 a m
+Night Express.....	5:40 a m

*Daily, Sundays excepted. *Daily.
Passengers taking the 6:45 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.
Parlor Cars on Mail Trains, both East and West.
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.....	9:30 p m
Cincinnati & Mackinac Ex.....	10:20 a m
Ft. Wayne & Mackinac Ex.....	5:15 p m
G'd Rapids & Cadillac Ac.....	7:45 a m

GOING SOUTH.

Arrives.	Leaves.
G. Rapids & Cincinnati Ex.....	7:00 a m
Mackinac & Cincinnati Ex.....	5:00 p m
Mackinac & Ft. Wayne Ex.....	10:55 a m
Cadillac & G'd Rapids Ex.....	8:20 p m

All trains daily except Sunday.
SLEEPING CAR ARRANGEMENTS.
North—Train leaving at 5:15 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:20 a. m. has combined Sleeping and Chair Car for Mackinac City.
South—Train leaving at 5 p. m. has Woodruff Sleeping Car for Cincinnati.
A. B. LEET, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Arrives.	Leaves.
Express.....	7:25 p m
Mail.....	10:00 a m
The train leaving at 4:25 p. m. connects at White Pigeon with Atlantic Express on main line, which has Palace Sleeping Coaches from Chicago to New York and Boston without change.	
The train leaving at 8:00 a. m. connects at White Pigeon (giving one hour for dinner) with special New York express on main line.	
R. E. ABBOTT, Gen'l Agent.	

Chicago & West Michigan.

Arrives.	Leaves.
+Mail.....	10:00 a m
+Day Express.....	1:15 p m
+Night Express.....	9:00 p m
*Daily. *Daily except Sunday.	
Pullman Sleeping Cars on all night trains. Through coach to Chicago on 1:15 p. m., and 9 p. m. trains.	

NEWAYGO DIVISION.

Arrives.	Leaves.
Mixed.....	6:20 a m
Express.....	8:10 a m
A. M. NICHOLS, Gen'l Pass. Agent.	

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MUTUAL ACCIDENT ASSOCIATION

320 and 322 Broadway, New York.

INSURES AGAINST ACCIDENTS AT HALF THE
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NOT ONE DOLLAR OF INDEBTEDNESS.

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NO CLAIMS UNPAID.

CHARLES B. PEET, of Rogers, Peet & Co., President.

JAMES R. PITCHER, Secretary.

The following are examples of more than 1,000 similar letters of commendation from members of the Association on file at this office:

G. W. MCCOLLOUGH, St. Ansgar, Iowa.
—"I have nothing but words of praise for the management of the Association."

MARK B. WELLS (Wholesale Merchant), Portsmouth, Ohio—"I am well pleased with The United States Mutual Accident Association and can heartily recommend it to parties wishing to insure against accident."

WARREN E. CORY, Grand Rapids, Mich.
—"I am well satisfied with the management of the Association, and believe that all just claims have been cheerfully and promptly paid."

J. R. SOUTHARD, Newark, N. J.—"I am thoroughly pleased with the Association."

T. D. IVES, St. Louis, Mo.—"I cheerfully recommend it to those I come in contact with, and will do what I can to swell its numbers."

D. GARDNER, Kendall Creek, Penn.—"I am well pleased with the workings of your Association."

W. C. GREENWAY, Kansas City, Mo.—"I am truly thankful and will do all in my power to further advance its prosperity and success."

WM. MANIER, Binghamton, N. Y.—"I am perfectly satisfied with my insurance, and will always stick to it."

A. H. SMITH, North Bloomfield, Ohio.—"Am very much pleased with the result of my membership, in that I have been able to secure protection against the financial loss from accidents at about one-half the cost it would have been in a stock company. I consider the management of our Association worthy the entire confidence of the public and membership."

F. T. SCHWINDEN, Hudson, Mich.—"I feel after an experience of many years in the accident insurance business, that yours is the best as well as the cheapest."

WM. YOUNGBLOOD, Cincinnati, Ohio—"I thank you for the despatch with which you have settled my claim. I have had a chance to see the inside workings of your company, and feel gratified with the care you exercise in handling and paying out the policy-holders' money."

A. E. SWIFT, Buffalo, N. Y.—Accept my cordial thanks for your prompt settlement."

PHILIP M. WALES (Manufacturer), Troy, N. Y.—"I am thoroughly well pleased with the working of the Association."

THEO. M. JOSLIN, Hillsdale, Mich.—"The association is becoming very popular in our city. It meets squarely and promptly all its obligations, and has my confidence and respect."

GORDON N. SQUIRES, Rochester, N. Y.—"I have nothing but good words to say of The United States Mutual Accident Association."

CHARLES W. RANNENBERG, Hartford, Conn.—"I consider the Association A. A. A. I."

W. R. ELLIS (Manufacturer), Detroit, Mich.—The Association has my unbounded approval. You have the reputation of having the best managed institution of the kind in the United States."

W. H. BELL (Manufacturer), Weedsport, N. Y.—"I am thoroughly satisfied with the Association, with its promptness, fairness and good management."

C. D. BROOKS, Geneva, N. Y.—"I commend the Association for good management and prompt business methods."

AUSTIN T. READ, Jamestown, N. Y.—"I think the Association the best institution of its kind in the country. In this city it has always adjusted its claims promptly. It is the cheapest and safest accident association that I know of."

JOHN S. COSSIGAN, Paris, Ill.—"The Association gives the very best satisfaction and is one of the very best in the United States."

R. S. TENNEY CLOUGH, Las Vegas, N. M.—"The Association is honorable and just and well deserves the patronage of the people."

D. F. ALVERSON, Canandaigua, N. Y.—"I am pleased with the promptness and despatch with which the business of the Association is conducted."

GEO. S. SANFORD, Syracuse, N. Y.—"Although an agent for a stock company, and therefore a competitor, I fully believe the 'United States' is the leading accident company in the United States to-day."

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