NO. 6.

# MICHIGAN COMMERCIAL TRAVELERS' ASSOCIA'N.

LIST OF OFFICERS:

President—James T. Phillips, 44 Jefferson Avenue, Detroit. Vice-Presidents—H. H. Hodson, Detroit; John H. McIntyre, Grand Rapids; Thos. J. Haywood, Ypsilanti; Wm. E. Saunders, East Saginaw; T. J. Paxton, Monroe. Secretary and Treasurer—George W. Hill, 80 Woodbridge Street, West, Detroit. Board of Trustees, For One Year—R. W. Hawley, Chairman, J. F. Cooper E. H. McCurdy, Detroit; For Two Years—Sam. B. Sinclair, Geo. L. Sampson, Wm. Saxby, Detroit.

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

LETTER FROM SECRETARY HILL.

### Good Words for "The Tradesman" -- Prosper ous 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 val-uable paper, and should ere this 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 bus-

ance. 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.

bargains secured previous to his visit, he be-lieves implicitly, and keeps in everlasting re-"My experiment had convinced me that lieves implicitly, and keeps in everlasting relieves 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 or comes along and offers him the use of the or comes along and offers him the use of the newspaper scheme and studied both lang-Treasury who detect bad money." entire car. When he arrives at his next stopping-place, he diligently inquires if there are any commercial travelers in town, and if in those languages, and some of them pubsuch proves to be the case, he quietly re- lished abroad. I have also learned to read mains at his hotel until his fellow-travelers both Italian and Spanish, and to speak a which has made Sheffield so famous, was have entirely finished their canvas of that little of each. These accomplishments are due to the labor of a multitude of small particular place; and he has never been trump cards, I find, in the West, where a known to make the slightest effort to upset merchant is pleased to have you chat with nown to make the slightest choice of the distribution of the sale or encourage a countermand. He him in his own language.

"It has proved beneficial to me in other other other than the same than the never goes to a banquet but once a year. him for information and he at once tells you all he knows, and sometimes even more than 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 of much value. all that is modest and upright as our com mercial traveler? In fact he is a typical George Washington, and would rather tell a thousand lies than cut down a single cher-

## Recklessness at a Restaurant.

restaurants one night last week. He was mockeries—a modern oyster stew. Calling the white-aproned darkie to his side, he these, their hobbies." pointed down into the dish, and said: "This thing must be investigated. It appears information about with you?" 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. "I repeat, you have given me an oyster stew with an oyster in it. Come! this is hardly fair. Fit 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 given me an oyster stew with an oyster in it. has become a second nature with me. ing up. "Only I don't see how you can make any money if you put an oyster in the unless it is something of special importance, 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 subsequently.'"

The Western Commercial Travelers' Association has \$2,116 in funds in the treasTELLING A TRADE SECRET.

# Incorporated Dec. 10, 1877—Charter in Force for Thirty Years. A Drummer's Story of How He Prepared Him-

A reporter recently met a well-known 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 delly proper and in addition I 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 'cramming' 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 love 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 regressions. 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 beheard 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 insurgance. We have had seven deaths, made six

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 fly 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, were glad to 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 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 about the country, I kept track of what the same of wha faith in human nature. What his fellow-traveler tells him he lays by in his heart as particular localities only. That paid, too. particular localities only. That paid, too.
It pleased customers, because it made them so much gospel. What the merchant imparts to him in the way of information, as to think I was interested in their cities and

Then, too, our traveler is never taken un- ways. My knowledge of these languages I awares, but always ready on all occasions to have kept a secret so far as my associate in the character of the work turned out. take advantage of whatever circumstance drummers are concerned. Some of these are of German or French birth, and are specially engaged to handle that trade in the are of German or French birth, and are effect in improving the skill of the different West and South. They have always been inery has been by degrees putting the cutlery free in talking about their business plans trade into the hands of large establishments, he knows. He will show you his order book, and their engagements with persons of their will tell you the route he intends to take, own nationality, but selling other lines of goods. The secrets they have thus un-

"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 It was a Chicago drummer at one of our player, and yet I very rarely attend a horse race or a ball game, because I don't have sitting at a table, digesting the hallucinat- time. Every merchant in that section is up dream—that mockery of restaurant in that sort of thing, though, and I have to be prepared to meet and talk with them on

"How in the world can you carry all this

Must I pay anything extra for the oyster?" read rapidly, and I don't believe I forget "Well, that's all right-I'm anything I read, though so far as I can see glad of it," smiled the drummer, straighten- or know I make no special effort at memostew. Well, it beats me how you can afford or which strikes me as a specially good point on some subject in which I knew customer of mine to be deeply interested. tianity. - Merchant's Review. The whole system is easy when one begins young and goes to work right. 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 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

ounty.
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 immetheir stock into the clover neads made their stock into the clover neads and diately after the frosts of September 8 and 9. In the best fields the heads are poorly their favor, and are known to a few people as seconds. The real packer of these goods, the seconds to conceal his identity because the second to the second to conceal his identity because the second to the second to conceal his identity because the 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 first growth. Where a crop of hay was taken from the land and the second growh tleft 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

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 this week for a man to candle eggs. "The business of an egg candler," 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

"It takes a quick eye and experience. pays me to keep a candler, because I avoid trouble with customers. I receive no just mare of trade, and it is a matter of surprise 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 im-

# Extinction of the Small Makers at Sheffield.

The development of the cutlery business, 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 Emulation of this character had the highest artisans. Of late years, labor-saving machwhere expensive plant could be provided. And these large manufacturing concerns have been favored by the trade associations wittingly put me in possession of were often 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-Of late the American cutlery demand has been supplied to a great and growing extent by the home makers, and in con-makes all trades satisfactory. sequence 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 cashed.

Many business firms are using two-cent stamps, in place of one-cent stamps, in mailing circulars, thus insuring more certain dedun, a remittance or a patent medicine circular. The two-cent stamp will promote profanity, and put back the march of Chris-American people.

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 "FIDELITY" BRAND.

# Packing Company.

From the California Grocer and Canner. 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, "Ridditty Provided the Columbia River Salmon Company," Ridditty Provided the Columbia River Salmon Company, "Ridditty Provided the Columbia River Salmon Company," Ridditty Provided the Columbia River Salmon Company, "Ridditty Provided the Columbia River Salmon Company," Ridditty Provided the Columbia River Salmon Company, and the Columbia River Salmon Comp A brand of salmon has appeared upon the pany. 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 unsubstantial 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 hind so shallow an artifice, is the firm of A. Booth & Co., of Astoria and Chicago. The reason for not labeling these goods with reason for not labeling these goods with state where the bottom has gold, but it 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 through the worst of trade frauds in the worst of the worst of trade frauds 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 dealers to take much stock in the dealers would do well to buy only enough informant tells us that 5,000 cases of these for present wants. Tobaccos are firm at the 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 L. W. Argely and the count of the extraordinary demand, match manufacturers have got behind with their 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 about good results. Dealers are buying have absolutely nothing to do with any brand of salmon unidentified with the name or well-known label of some reputable packer. This question of fraudulent manipula-

## SEE THROUGH IT NOW.

they manufacture their rotten lard, Chicago

Mr. Heman 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 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 gro cery 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 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." accordingly filled out the order with the 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

## EDITORIAL CONCLUSION.

As Mr. Armsby is a reputable dealerand more especially as the quality of the "Fidelity" salmon has been made publiche will undoubtediy dispose of the hybred fish to some other Chicago dealer. We say "Chicago dealer," because no jobber at any the great fire of Chicago. Though completely charred and black, the paper holds other market would undertake to handle together, and the note was sufficiently legible to establish its genuineness and to be drummers will be offering the Michigan trade "straight Columbia River salmon" 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 livery. We feared trouble. Now a man to be seen whether the trade will reprove can't tell whether he has a love-letter or a such criminal duplicity by refusing to purchase, or make themselves party to one of the vilest frauds ever perpetrated upon the that it will do so thoroughly and well

### How He Guessed Her Weight. A grocer grossly insulted Mrs. McGoffin

the other day without intending it. was an immensely stout woman, and stepping upon the scales playfully requested

TRADE TALK.

### Salmon That Is Not Salmon at All-Bogus 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 vails 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 brocades, 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.

Trade is generally good, but margins are very meager on account of the general drooping in the market on most goods. a source of profit even in confining itself to Sugars are still sick, having declined 1/3c the initial processes. If the first receipts are to be regarded as a fair indication of the state where the bottom has gone, but all are quality of the product. experts regard the Foreign dried fruits are easier on the arriing of the bark. The highest analysis we val of each transatlantic steamer, with a have seen of the extract gives it 10 per cent. tendency to stiffen between steamers. There of quinine. The quinine manufacturers is no change to note in teas. is the usual cry about a prospective advance, but too many are anxious to sell to allow dealers to take much stock in it. Retail 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 orders, and as it is impossible for jobbers to

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 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 mare of trade, and it is a matter of surprise that reputable houses will lend their aid to booming, in consequence of a "corner" on enhance its hideousness. Trade fraud seems the staple in New York, and oil pennyroyal to be epidemic in Chicago, and in falsification, manipulation and fabrification of food myduets, unfit to fatten the horse from which products, unfit to fatten the hogs from which downward tendency.

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 P gal. Celery—Active at 35c P doz. The supply inexhaustable and the quality unsur-

Cabbage—Firm at \$1 \$\to\$ doz. Clover Seed—Rather scarce at \$6 ₽ bu. Timothy—Rather scarce at \$1.65 ₽ bu. Sweet Potatoes—Jerseys, \$4.50 \$\ bbl. Grapes-Firm for choice. Concords are elling at 6c. @ 7c.

Pears—California \$4 \$\text{\$4} case Cranberries—Cape Cod, \$4 \( \mathbb{P}\) bu.; cultivated Wisconsin, \$10.50 \( \mathbb{P}\) bbl.

Poultry—Firm. Spring chickens in good demand, but old rather slow. Dressed chickens, 12c # 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 P lb.; evaprated, 16c.

Honey—In comb, 15 @ 20c # lb. Potatoes—Very plenty in consequence of southern shipments. Choice Rose and Burbanks are quoted at 50c 7 bu. Carload lots are sold at 45c on track.

Apples—Stronger. Winter and fall fruit are selling at \$3 @ \$3.25 \$\mathbb{P}\$ bbl.

Butter-Good demand, firm for choice.

B bu, in sacks. Quinces—New York state fruit, \$3 per bu., or \$8 per bbl.

Squash—Hubbard selling at 2c @ 3c per Buckwheat—New York patent, \$4.60 per 100 lbs.

### ·Fitly 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 Grand Rapids 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 GAN TRADESMAN. This is a weekly paper aiming to fitly represent the commercial interests of Grand Rapids and vicinity, and 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 grocer to weigh her. As he adjusted the weights he remarked that she weighed 190 husband, says;—"Well, he was the healthiest invalid I ever saw. He was about nine-teen feet high and had a foot like a fiddle 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.</code>

weight. "How did you come to guess it?" teen feet high and had a foot like a fiddle enlightened, they will sall the wooden box. You say you never was in a cyclone? Ever been struck by lightning or a pile-driver, or run through a stone-crusher?" desire. This is a progressive age.

### 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 uncrystallised extract of the bark which is obtained in the initial processes in the manufac-ture of its alkaloids. This was said to be quinine in an impure state, but which could be rendered of commercial quality by re-crystallization. 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 saving in the cost of transportation as too There dvance, allow Retail yield of quinne. The quinne mandracturers 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 problems to be proved the party of the bark, as compared with what 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 aptotal salts than the Columbian factory is apparently getting. The latter will probably be able to overcome any defect in its processes and so far perfect them as to be able to recover all the available salt, but this 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 Feet India. The best results are said to of East India. The best results are said to be obtained by working the latter in com-bination 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 foreshadowed 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

# 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 are known to all the South, has already, on his Mississippi plantation, some beautifully flourishing tea plants, and there is undoubt-edly 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 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 Cali-

## 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 Western creamery, 24c.; dairy, 18c @ 22c.
Onions—Dull and slow. Sales of choice yellow were made at \$2.25 \$\pi\$ bbl., and 75c 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 employes is placed at 15,000, and the total number of factories at 120. 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. 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

A JOURNAL DEVOTED TO THE

Mercantile and Manufacturing Interests of the State.

F. A. STOWF, Editor and Proprietor.

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## WEDNESDAY, OCT. 31, 1883.

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

without danger of scaling, or noticeably adding to the thickness of the wall, which Vanderbilt is worth about 4,000 times his own weight in gold, or about 50,000 times ditional coat, from time to time. only material for the purpose not dependent upon glue for its adhesiveness; furthermore his own weight in silver.

it is the only preparation that is claimed An eastern exchange, referring to the new to possess these great advantages, which are essential to constitute a durable wall assignment law in this State, heads the article, "A Code That Favors Criminals."

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

reason-aside from speculative ones-why expensive, as it requires but one-half the the staple should have advanced nearly 50 number of pounds to cover the same amount per cent. in six months.

The adoption of uniform time by the railways 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 unpopular. There is a growing prejudice against this method of making money, on the part of all honest men. What is needed is a law GRAND RAPIDS, - - - MICHIGAN. 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

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 allowed 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-

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

American manufacturers of gold and silver plate turn out some exquisite workmanship, and in the main are credited with much artistic skill and taste in their designs. Com-\*Daily, Sundays excepted. \*Paily.

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. high. This is occasionally discovered when people take old plate or jewelry to a pawnshop or jeweler to sell by weight. The dealer 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 manufactured for sale in the kingdom. No such article can be offered for sale unless it has upon it the stamp of the government assay office, 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.

G'd Rapids & Cadillac Ac.
G. Rapids & Cincinnati Ex.
Mackinac & Cincinnati Ex. 4:35 p m
Mackinac & Ft. Wayı e Ex. 10:55 a m
Cadillac & G'd Rapids Ac. 8:20 p m
All trains daily except Sunday. 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 commodities could not be transported any great distance in warm weather. Now there are some twenty kinds of refrigerator cars to meet this emergency. Heretofore the advent South—Train leaving at 5 p.m. bas Woodruff Sleeping and Chair Car for Mackinac City. Train leaving at 5 p.m. bas Woodruff Sleeping Car for Cincipnati of freezing weather in this rigorous western Sleeping Car for Cincinnati.

A. B. Leet, Gen'l Pass. Agent. 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 effective 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 floor, sides, and ends, and a kerosene stove with special New York express on main line.

R. E. Abbott, Gen'l Agent. in a box underneath. By an automatie arrangement the flow of oil is governed entirely 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 extended use, especially in the West.

# MICHIGAN TRADESMAN. 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

admits of applying as many coats as de

sired, one over another, to any hard surface

is strengthened and improved by each ad-

finish. Alabastine is hardened on the wall

of surface with two coats, is ready for use

-FOR SALE BY-

---MANUFACTURED BY----

M. B. CHURCH, Manager.

A. H. FOWLE,

PAINTER AND DECORATOR,

-AND DEALER IN-

Artistic Wall Papers

Paints, Oils, Glass, Etc., Etc.

37 NORTH IONIA STREET, So. of Monroe.

TIME TABLES.

Michigan Central-Grand Rapids Division.

DEPART.

Detroit, Grand Haven & Milwaukee.

GOING WEST.

Grand Rapids & Indiana.

GOING NORTH.

SLEEPING CAR ARRANGEMENTS

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Chicago & West Michigan.

Detroit Express.....

Night Express.. Mixed.....

Day Express..... New York Fast Line...

plied by any one.

simply adding water, and is easily ap-

THE UNITED STATES

320 and 322 Broadway, New York.

perfected by many years of experiments. It is the only permanent wall finish, and RATES OF STOCK COMPANIES.

# \$70,000,000 of Insurance in Force!

NOT ONE DOLLAR OF INDEBTEDNESS. HAS PAID 2,000 CLAIMS.

NO CLAIMS UNPAID.

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 once when the special property of the company of the

The following are examples of more than 1,000 similar letters of commendation from nembers 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 Mer-ALL Paint Dealers. chant), Portsmouth, Ohio - "I am well with the working of the Association." pleased with The United States Mutual Accident Association and can heartily recagainst accident." THE ALABASTINE COMPANY

WARREN E. CORY, Grand Rapids, Mich. and respect." -"I am well satisfied with the management of the Association, and believe that all just

J. R. SOUTHARD, Newark, N. J.-"I am thoroughly pleased with the Associa-

T. D. IVES, St. Louis, Mo.-"I cheerfully recommend it to those I come in contract 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 ciation is conducted." you have settled my claim. I have had a GEO. S. SANFORD, you exercise in handling and paying out the the 'United States' is the leading accident policy-holders' money."

A. E. SWIFT, Buffalo, N. Y .- Accept my cordial thanks for your prompt settlement." PHILIP M. WALES (Manufacturer),

THEO. M. JOSLIN, Hillsdale, Mich. 'The association is becoming very popular ommend it to parties wishing to insure in our city. It meets squarely and promptly all its obligations, and has my confidence

GORDON N. SQUIRES, Rochester, N. Y. -"I have nothing but good words to say of claims have been cheerfully and promptly The United States Mutual Accident Asso-

CHARLES W. RANNENBERG, Hart ford, Conn.-"I consider the Association AA, A1."

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

D. F. ALVERSON, Canandaigua, N. Y.-"I am pleased with the promptness and despatch with which the business of the Asso-

chance to see the inside workings of your "Although an agent for a stock company, company, and feel gratified with the care and therefore a competitor, I fully believe company in the United States to-day.

# CALKINS BROTHERS.

97 OTTAWA STREET.

Agents for GUN AND BLASTING POWDER, and Dealers in

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

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# A B KNOWLSON

---WHOLESALE DEALER IN---

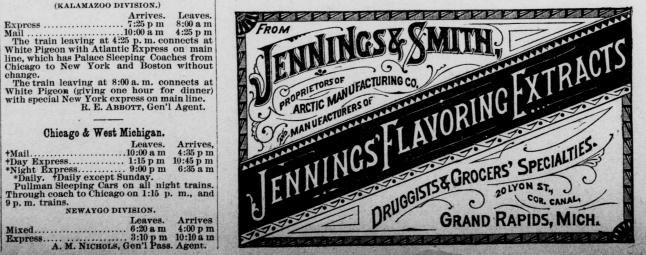
AKRON SEWER PIPE.

# Cincinnati & G. Rapids Ex. 9:30 p m Cincinnati & Mackinac Ex. 9:50 a m Ft. Wayne & Mackinac Ex. 4:25 p m G'd Rapids & Cadillac Ac. 7:45 a m

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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# Wholesale Grocers!

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

GRAND RAPIDS, - MICHIGAN,

-WE ARE SPECIAL AGENTS FOR THE SALE OF-

# Weisinger & Bates' "Hold Fast" Plug!

JAMES R. PITCHER, Secretary. McAlpin's COLD SHIELD Plug,

Harris' SENTINEL Plug.

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Troy, N. Y.—"I am thoroughly well pleased And We Particularly Invite the Attention of Buyers to these Brands, as THEY POSSESS REAL MERIT, and will Please Both Dealer and Customer.

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

# "RIVERSIDE."

Which We Guarantee Equal to Any Made, Both in RICHNESS OF FLAVOR AND KEEPING QUALITIES. Never Buy a Cheap Cheese for Winter Stock.

WE KEEP THEFINEST AND LARGEST LINE OF-

## TEAS, COFFEES, SYRUPS and SPICES

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

# SPRINC & COMPANY

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FANCY AND

# STAPLE DRY GOODS

CARPETS.

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MATTINGS

ETC., ETC.

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CURRENT QUOTATIONS.	STAPLE GROCERIES.  AXLE GREASE.	Climax	DRUGS, DYES AND CHEMICAL  DRUGS, DYES AND CHEMICAL  Advanced—Oil Pennyroyal, Castor Oil	Blue Pill (Powd 70c) 71/2@	14 ONE CRATE WHITE GRANITE WARE.
FURNISHED BY LEADING DEALERS.  STAPLE DRY GOODS.	Dry, No. 2	Hold Fast "76"  Dog On It McAlpin's Gold Shield Nickle Nuggets 6 and 12 th cads	248 Declined—Balsam Peru, Calomel, Cor Sublimate, Roman Chamomile Flower Bergamont, Iodine, Red Precipitrate. 251 Hazeltine, Perkins & Co. quote as foll	crosive capsicum Pods, African	1 40 Knowles, Taylor & Knowles—Cable Shape— 18 Diamond C. 20 18 6 doz Plates 5inch 54 3 24 4 00 3 6 6 6 1 98 20 7 7 7 78 15 60 20 7 9
Spring & Company quote as follows:  WIDE BROWN COTTONS.  And oscoggin, 9423 Pepperell, 10425 Androscoggin, 8421 Pepperell, 11-4271/2	Liquid, 4 0z, 65 Liquid, 8 oz. doz. 65  BROOMS.	Chocolate Cream 4 and 8 b cads.  My Choice 3 oz pocket pieces.  My Choice 16 oz pieces.  Cock of the Walk 6s.  Nimrod.	@48   Carbolic	Cassia Buds. Calomel, American	70 3 "Bakers 3 " 78 2 34 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Pepperell, 7-4. 16½ Pequot, 7-4. 18 Pepperell, 8-4. 20 Pequot, 8-4. 21 Pepperell, 9-4. 22½ Pequot, 9-4. 24 CHECKS. Caledonia, XX, oz. 11 Park Mills, No. 90. 14	No. 1 Hurl         2 00           No. 2 Hurl         1 75           Faney Whisk         1 25           Common Whisk         85	Acorn Red Seal Crescent Black X Black Bass	@48         Citric           @45         Muriatic 18 deg         3 @           @42         Nitric 36 deg         11 @           @35         Oxalic         14½@           @40         Sulphuric 66 deg         3 @	© 5   Chloral do Scherin's do © 12   Chloral do do crusts	1 90
Caledonia, X, oz 10 Economy, oz 10 Park Mills, No. 50 10 Park Mills, No. 60 11 Otis Apron 10½ Park Mills, No. 60 11 Otis Furniture 10½	CANNED GOODS.  Pie Peaches 1 25   Corn, Trophy 1 15   3tbStandard 2 0062 25   Corn, Yarmouth 1 35   Apples, 3 tb 1 25   Peas 75@1 25@1 50   do. 6 tb 2 15   String Beans 85   do. gallons 3 40   Lima Beans 85	True Grit	AMMONTA	@ 15   Cochineal   Copperas (by bbl 1c)	38 2 'Indiv'i
Park Mills, No. 7012         York, 1 oz	Strawberries   1 @1   10   Lewis B d Beaus, 1   10   Blackberries   1   15   Pumpkin   1   25   Raspberries   1   40   Succotash   1   65@90   Chorries red   1   25   Oysters   1   10   1   10	Standard Old Tom. Tom & Jerry Joker. Traveler	Carbonate   P D 19   Carbona	(2) Cream Tartar, grocer's, 10 to box 15 Creasote	15 3 "Cup Plates 30 90 50 14 "Casseroles 7 inch 5 10 1 27 24 14 "S 8 " 5 70 1 43 26 2 "Dishes 3 " 72 1 44 8 3 " 9 " 1 50 50
Kentucky brown. 10½ Toledo plaid	2 Cherries white. 1 90 Oysters, 2 10 1 83 Pineapples 1 75 Salmon 1 600 Damsons 1 25 Lobsters, Stars 1 75 Egg Plums 1 50 Sardines, Am 8 Georgia 1 50 Sardines, Linorf 13	Topsy Navy Clippings Honey Dew Gold Block Camp Fire	28 BALSAMS. 24 Copaiba	@ 55 Epsom Salts. 2½@ 40 Ergot, fresh. 250 2 50 Gelatine, Cooper's Gelatine, French 45 @	50 1-6 "Ewers and Basins, No 9 9 90 1 65 90 15 "Fruit Saucers
Avondale, 36		Oronoko  Nigger Head  Durham, ½ fb  do ½ fb  do ½ fb  do 1 fb	BARKS	Classware, flint, 60 off, by box 50 off	17 1
Ballou, 5-4. 6 bric, 4-4. 11½ Boott, O. 4-4. 8½ Boott, E. 5-5. 7 Boott, A.G., 4-4. 9½ Lonsdale, 4-4. 9½ Lonsdale cambric, 12 Boott, R. 3-4. 5-½ Langdon, GB, 4-4. 9½	Green Mocha. 27 @29   Ground Rio. 10 @16   Roasted Rio. 1134@18   Ground Mex. @17   Roasted Jaya23 @32	Holland German Long Tom National Time	@21       Elm, powdered, pure         @15       Sassafras, of root         @28       Wild Cherry, select         @26       BERRIES         @26       Cubeb, prime (Powd \$1)	13 Grycerine, pure S5 (6) 15 Indigo S5 (6) 10 Insect Powder, best Dalmatian 32 (6) 12 Iodine, resublimed S5 (6) 13 Indigo S5 (6) 14 Indigo S5 (6) 15 Indigo S5 (6) 16 Indigo S5 (6) 17 Indigo S5 (6) 18 Indigo S5 (6) 19 Indigo S5 (6) 10 Indigo S5	1 50   1/2
Blackstone, AA 4-4. 734 Langdon, 45	CORDAGE.  72 foot Jute 1 20   60 foot Cotton 2 00   60 foot Jute 1 00   50 foot Cotton 1 75	Love's Dream	(22)   Carrier   Carrier	@ 7   Lime, chloride, (½s 2s 9c & ¼s 10c).   Mace   Madder, best Dutch   12½@   Manna, S. F.	1
Cabot, 44. 74 New Fork Jill, 74-71 New Jorsey, 44. 8 Canoe, 34. 4 Pocasset, P. M. C. 74 Domestic, 36. 74 Dwight Anchor, 44. 10 Davol, 44. 994 Fruit of Loom, 44. 994 Victoria, AA. 9	Loose Muscatels Raisins, old	Hiawatha VINEGAR.  50 Pure Cider VINEGAR.  White Wine VINEGAR.	Logwood, ½s do	Mercury   Mercury   Morphia, sulph., P. & W   P oz	\$86 11 40 Any assortment packed to order. 10 12 ASSORTED PACKAGE MAJOLICA—NO. 33. 30 1 Tea Set, 44 Pieces, Shell 6 50
Fruit of Loom, 7-8. 8¼ Woodbury, 4-4. 53, Fruit of the Loom, cambric, 4-4. 12 Gold Medal, 4-4. 7 Gold Medal, 4-4. 7 Gold Medal, 7-8. 6¼ Williamsville, 36. 10½	Turkey Prunes 63/4@7 Currants 63/4@7	Gillett's 1 75   National	1 75 1 85   Fluid Extracts—25 & cent. off list.   FLOWERS.   Arnica	Mustard, English. Mustard, grocer's, 10 to cans. Nutgalls. Nutmegs, No. 1.  © 12 Nux Vomica. 25 Ointment, Mercurial, ½d	18 1 dozen Sauce Plates, " 1 25 20 2 Fruit Sets, 7 Pieces " 2 00 4 00 55 4 Covered Butters " 75 3 00 10 3 Hand Teas " 30 90 40 1 2 Hend Coffees " 40 1 29
Corset Jeans.   State	FISH. 6½@7  Whole Cod. 6½@7  Boneless Cod. 6@9  Herring ½ bbls. 3 25	Bath Brick imported do American 234 Burley 234	95   Chamomile, German	24 Pepper, Black Berry	18     3 Hand Moust. Coffees     50     1 50       3 00     3 Molasses Cans, Sunflower.     55     1 65       7     6 Bread Plates, Strawberry.     18     1 08       2     7     6 Bread Plates, Oak.     37     2 22       1 85     3 Pitchers, No. 12, Bose.     58     1 74
Clarendon	Herring Holland 1 10 White Fish ½ bbls 6 00	Bags, American A	20 00 Arabic, extenses select.  10022 Arabic, powdered select.  2 30 Arabic, 2d picked.  2 75 Arabic, 2d picked.  3 Arabic, 2d picked.	45   Seidlitz Mixture. 50   Strychnia, cryst	28   3 " " 30 "
Albion, solid 5½ Gloucester 6 Albion, grey 6 Allen's checks 6 Ailen's fancy 6 Allen's pink 6½ Merrimac D 69	Mackerel half bbls No. 1. 6 50 do. Kits No. 1 1 00 Matches.  Biohardson's No. 2 square 2	Butterine 19 Cream Tartar 5 and 10 lb cans 19 Candles, Star 19 Candles, Hotel 19	9@23 Assafœtida, prime (Powd 37c)	Sal Glauber   Gale   Sal Nitre, large cryst   Sal Nitre, medium cryst   Sal Rochelle   Sal Soda   2   Sal Soda   2   Sal Soda   2   Sal Soda	9 3 " " 36 Co"   62 1 86 9 3 " " 24 " 42 1 26 33½ 3 " 42 " 21 63 2 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 63 2 1 2 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
Allen's purple 6/2 Manchester 9/2 American, fancy 6 Oriental fancy 6 Arnold fancy 6/4 Oriental robes 6 Berlinsolid 5/2 Pacific robes 7 Cocheco fancy 6/4 Richmond 6/6	Richardson's No. 3   do	do   German sweet   10   German sweet   10   Geese full cream choice   11   Gatsup quarts \$\forall dozen   1   3   5   Geoanut, Schepps' 1   5   packages   1   5   December 1   5   December 2   5   December 3   Dece	GZ   Opium, pure (Powd \$5.40)	40 Salicin 3 90 Santonin 40 Snuffs, Maccoboy or Scotch 33 Soda Ash [by keg 3c] 28 Spermaceti 29 Soda Bi-Carbonate, DeLand's 41/40	2 do   2 dozen Individual Butters
Cocheco robes7 Steel River	Richardson's No. 4 round	70 do Felix	00 IRON.	Soap, White Castile	14
FINE BROWN COTTONS.  Appleton A, 44 8 Indian Orchard, 40. 8 Indian Orchard, 36. 8 Boston F, 44 8 Laconia B, 74 16 Continental C, 43 73 Lyman B, 40-in 10	MOLASSES.  Black Strap 19@20 New Orleans f'y. 62@ Porto Rico @35 Syrups, corn @33	Gum, Spruce	(## Sage, Italian, bulk (#4 s & 1/2 s, 15c) (## Senna, Alex, natural	6 Sulphur, flour 3½  ② 20 Sulphur, roll	3 Diamond H. 65 4 doz. Rock, Chambers, No. 4\$4 50 \$1 13
Continental D, 4010 82 Mass. B3, 44 7 Conestoga W, 44 7 Conestoga D, 7-8 5½ Nashua E, 40-in 9 Conestoga G, 30-in 6½ Nashua O, 7-8 7 Nawmarket N	OIL.  Kerosene W. W. 16  do. Legal test. 11  Sweet, 2 oz. square. 17	Jelly in Pails   do Glass Tumblers \$\mathre{9}\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	@ 7½ Senna, powdered	Tar, N. C. Pine, ½ gal. cans \$\pi\$ doz Tar, do quarts in tin Tar, do pints in tin Turpentine, Venice  Wax, White, S. & F. brand	2 70
Dwight Y, 7-8. 6½ Pepperell E, 39-111. 1  Dwight Z, 4-4. 7 Pepperell R, 4-4. 7  Dwight Star, 4-4. 734 Pepperell O, 7-8. 6  Ewight Star, 40-in. 9 Pepperell N, 3-4. 6  Exercise EF 38 64 Pegsset C, 4-4. 7	Castor, 2 oz. square	Macaroni, Imported do Domestic  French Mustard, 8 oz # dozen	(613) Whisky, other brands 1 10 (6 6) Gin, Old Tom 1 35 (6 10) Gin, Holland 2 00 (7 1 7 1 7 1 7 1 7 1 7 1 7 1 7 1 7 1 7 1	@3 50 CANDY, FRUITS AND NUTS	@ 8 1 " Mugs, " 30 65 14 " Tea Pots. " 18 4 00 1 00 14 " " 24 3 25 81 14 " " 30 275 69 14 " Bakers, 7 inch 105 26
Great Falls E, 44 7½ (Saranac R	do 5 b cases, 60 bs \$6 case 60 mperial bbls. 6 0 Quaker bbls. 7 2 Quaker bbls. 926 Dingee's barrels med. 5	Oil Tanks, Patent 55 gallons	25@ Port Wines	Straight, 25 b boxes 11 Twist, do 11 Cut Loaf do	1/2@12 14 " 11 " 230 58
Amoskeag, Persian styles 10½ Bates 8 Berkshire 7½ Clescov checks 7½ Slateryile dress styles 12 Clescov checks 7½ Slateryile dress	Dingee's ½ do smail	do Split prepared   3   50   Powder, Keg.   5   50   Rice   3   Sagro	66 8/2 Citrate, H., P. & Co. 8 solution  66 OILS.  Almond, sweet	Royal, 25 fb pails	
Glasgow checks, Ty 7½ Glasgow checks, royal styles 9 Gloucester, new standard 8 Earlston 6	Cut Loat B Powdered Conf. A.	9 Shot, drop. 1 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	15@   Bergamont	2 20 1 00 95 40 Lemon Drops	
Plunket	Fine C. 744@ Yellow 642@	Tobacco Cutters each	### Cubebs, P. & W  Good Hemlock, commercial (Pure 75c)  Juniper wood  Lunion Homics	1 25 Peppermint Drops	
Androscoggin, 8-4. 23 Pepperell, 7-4. 20 Pepperell, 8-4. 22½ Pequot, 7-4. 22 Pepperell, 8-4. 25 Pequot, 8-4. 25 Pepperell, 9-4. 25 Pequot, 9-4. 25  HEAVY BROWN COTTONS.  Atlantic A, 4-4. 7½ Lawrence XX, 4-4.	do. Savon	6½     Tapioca       6½     Washing Crystal, Gillett's box     1       5½     Wicking No. 1 & gross     1       6½     do No. 2     1       65½     do Argand     1       85½     Washing Powder, 1776 & D     1	@65 Lavender spike do	2 40 A B Licorice Drops.  1 00 Lozenges, plain.  90 Lozenges, printed.  2 00 Imperials  2 20 Mottoes  1 25 Cream Bar.	
Atlantic H, 44. 7½ Lawrence I, 30 Atlantic D, 44. 6½ Lawrence LI, 44. Atlantic P, 44. 6 Newmarket N Atlantic LI, 44. 5½ Mystic River, 44.	614 Goodrich's English Family  104 do. Princess  105 Proctor & Gamble's Ivory  106 Japan Olive	do   Gillett's \$\pi\$ \( \text{D} \)	7@10 Origanum, No. 1	50 Molasses Bar 2 00 Caramels 2 85 Hand Made Creams 65 Plain Creams 5 00 Decorated Creams	
Augusta, 44. 6% Piedmont, 35.  Boott M, 44. 74 Stark AA, 44.  Boott FF, 44. 7% Tremont CC, 44.  Graniteville, 44. 7 Utica, 44.  Indian Head 44. 8 Wachusett. 44.	do.   Town Tank & Box   6   do.   Golden Bar	20   2 ounce B. N. Panel  dozen   15   4   do   do   do   17   75   6   do   do   do   do   18   dozen   19   dozen   19	1 00 Sandal Wood, Turkish Dark 1 75 Sassafras 2 75 Tansy 1 77 Tar (by gal 60c) 1 Winterreson	8 00 String Rock. 65 Burnt Almonds. 4 00 Wintergreen Berries.	$\begin{array}{cccccccccccccccccccccccccccccccccccc$
Indiana Head 45-In.12%   Wachtsett, 30-In   TICKINGS.	Babbitt's   5	No. 4   do   do   do	2 00	5 00 Oranges, \$\varphi\$ case. 1 75 Oranges, \$\varphi\$ bbl	50@ Package, \$1 00. 60 days \$25 20. 50 ——————————————————————————————————
Amoskeag, B. 13 Falls, BBC, 36 1 Amoskeag, C. 12 Falls, awning 1 Amoskeag, D. 11 Hamilton, BT, 32. 1 Amoskeag, E. 10½ Hamilton, D 1 Amoskeag, F. 10 Premium A, 44. 17 Hamilton fancy 1	9	22 2 ounce B. N. Panel 🕏 dozen	1 50 Salad	5 @ 67 Malaga Grapes, \$\forall keg. 5 @ 67 Malaga Grapes, \$\forall keg. 10 50 Figs, layers \$\forall b\$. Figs, fancy do	15@16 15@16 18 18 18 18 18 18 18 18 18 18 18 18 18
Premium B. 16 Methuen AA. 1.1 Extra 4-4. 16 Methuen ASA. 1.1 Extra 7-8. 14½ Omega A, 7-8. 1.1 Gold Medal 4-4. 15 Omega A, 4-4. 1.1  12 Omega A, 4-7.8. 1.1  13 Omega A, 4-7.8. 1.1	4½ Ginger 1500  8 Mustard 1500  1 Cayenne 13 Pepper ½ 15 2 dozen 14 Allsnice ½ 15 15 15 15 15 15 15 15 15 15 15 15 15	25	15 00 4 25 ROOTS.	Dates frails   do   Dates   4 do   do   Dates   5 kin   Dates   4 skin   Dates   4 skin   Dates   5 kin   Dates   7 peanuts	9 6½ 67½ 67½ 6 8½ 8iyer and blue No 366, per doz. 24 00 8 7½ 8 1½ 8 1½ 8 1½ 8 1½ 8 1½ 9 14½ 9 14½ 9 14½ 9 14½ 9 150
CT 44 14 Omega ACA, 44 14 Omega SE, 7-8 2 BF 7-8 16 Omega SE, 7-8 2 AF 4-4 19 Omega M, 7-8 2 Cordis AAA, 32 14 Omega M, 7-4 2	Cloves	JENNINGS' TRUE FLAVORINGS. Full Measure—Wrapped. Lemon.	Arrow, Taylor's, in ¼s and ½s  Blood (Powd 18c)	17 35   Prime Red, raw & b	Verde bronze do 27 00 Verde and Fr bronze do 27 00 Silver bronze do 30 00 Silver and blue br. do 30 00 Ebony and gold do 33 00
Cordis ACA, 32. 15 Cordis No. 1, 32. 15 Cordis No. 2. 14 Cordis No. 3. 13 Cordis No. 4. 11½ Stockbridge A Stockbridge fracy.	Nutmegs, No. 1	Vanilla.	2 50   Calanius, German white, peeled.   5 00   Elecampane, powdered.   7 50   Gentian (Powd 17c(   Ginger, African (Powd 16e).   1	Fancy H P., Va do   NUTS.     3	20 @21 Gold or pol. bronze do
CARPETS AND CARPETINGS.  Spring & Company quote as follows:  TAPESTRY BRUSSELS.  Roxbury tapestry	Muzzy Gloss bulk	95 ½ Pint 8 do do		1 10 Filberts, Barcelona do	(@11/2 121/2@13   No 500 2 light for stores, complete with 7 inch shades, each
Smith's 10 wire	90 Oswego Gloss. 685 Mirror Gloss. 670 Mirror Gloss, corn. 6824 60 Pocket	The Grand Rapids Packing & Provider as follows:  Ortic Pork.  New Heavy Mess Pork	Rhei, from select to choice	35   Walnuts, California do	Brass pendants and Chandeliers. Special quotations made for churches.
Higgins' ***	82½ Saginaw Fine	40 New Family Clear Pork New Extra Clear Pork, A. Webster's New Extra Clear Pork New Boston Clear Pork New Standard Clear Pork On orders less than five bbl. lots 25 cts	15 00   Sarsaparilla, Hondrus	HARDWARE GOODS.   10   Prevailing rates are as follows:   Anvils—Peter Wright's, & b   Augurs—40 and 10 per cent. off.	No 1 do do 85 No 2 do do 1 35 GLASSWARE.
	00 Mixed Bird	On orders less than five bbl. lots 25 cts extra.  DRY SALT MEATS—IN BOXES. Long Clears, heavy, 500 bb. Cases The condition of the cases	Anise, Italian (Powd 20c). Bird, mixed in b packages	Babbett—XXX, \$\mathbb{B}\$. D. & Co., No. X, \$\mathbb{B}\$ b	10½ Pitchers, ½ gallon 2 10 7½ Celeries 2 10
Other makes	82½  Milk Crocks	do Half Cases	74 Cardamon, Aleppee	2 20 % do do 2 50 % do do	5½ Bowls, 8 " " 3 55 5 Bowls, 9 " no " 3 60 -4 70 Comports, 4 inch 30 Goblets 50 HT Wines 35
Other grades 2-ply 52½@ WOOD FILLING AND MIXED. All-wool super, 2-ply 50 @ Extra heavy double cotton chain 42½@ Double cotton chain 35 @ Heavy cotton and wool, double c 30 @	DeLand's pure @ 5½ Cap Sheaf @ 54 Churh's @ 5½ Dwight's @ 40 Taylor's G. M. @ 5½ TEAS.  Japan ordinary 23@251 Young Hyson 2	5 5 5 4 do. light.  5 5 5 4 LARD.  Tierces  30 and 50 b Tubs  5 6 5 0 b Round Tine 100 b Rocks	7½ Foenugreek, powdered	8 @ 9 4½@ 5 100 7½@ 8 Hammers—Maydole's 15 per cent off. Hinges—Strap and T 60 per cent off. Horse Shoes—Burden's \$4.35 per keg. Horse Nails—Au Sable 30 and 10 per cent. off.	Nappies, 4 inch
Half d'l chain, cotton & wool, 2-ply 27½@ Single cotton chain	32½   Japanfair	5@50   LARD IN TIN PALLS. 3   D Pails, 20 in a case	Worm, Levant	14 Iron—Flat Bar \$2 rates. Sheet No. 24 \$3 rates. Swede's bar 5½c \$\mathbb{p}\$ to. Padlocks 30 per cent. off. Lead—Pig \$\mathbb{p}\$ to.	COAL AND BUILDING MATERIALS.  A. B. Knowlson quotes as follows:  Ohio White Lime, per bbl
Imperial, plain, 44 wide	18½ Wide Awake. 17 Daisey. Hiawatha 45 Globe. 37½ May Flower 195 Josephan 195 Josep	38 30 do. light  Shoulders cured in sweet pickle medium. do. light  Shoulders cured in sweet pickle  Extra Clear Bacon  Dried Beef  Extra Oried Reef	14¾   Extra Yellow do do   7½   Grass do do   Hard head, for slate use   Yellow Reef, do	Sheet \( \bar{g} \) \( \bar{b} \)   Sheet \( \bar{g} \)   Sheet \(	6 Akron Cement per bbl. 1 40 7 Buffalo Cement, per bbl. 1 40 13 @14 10 @11 Plastering hair, per bu. 35@ 38 175 175
No. 3, do @ @ @ @ @ @ @ @ @ @ @ @ @ @ @ @ @ @	30   Rose Leaf	Extra Dried Beef  BEEF.  BEEF.  CANNED BEEF.  CANNED BEEF.  Libby, McNeil & Libby, 14 b cans, ½ d	Alcohol, grain (bbl \$2.24) \$\frac{1}{2}\$ gal  Alcohol, wood, \$5\$ per cent ex. ref.  Bay Rum, imported, best	2 34 1 50 2 75 2 25 2 25 3 4	Land plaster, per ton 3 45 Land plaster, car lots 3 00 Fire brick, per M. \$27 @ \$35
Napier A	50 Hero. 6 40 Atlas 6 Royal Game. 15 Silver Thread. 6 18 Old Dog Tray. 10 Seal. 6	10 case 2 b cans, 1 doz. in case do. 2 b cans, 1 doz. in case do. 2 b compr'd Ham, 1 doz. in case 2 b cans, 1 doz in case 2 b cans, 1 doz in case 2 b cans, 1 doz in case 2 b cans, 2 doz in case 2 b cans, 3 doz in case 2 b c	2 85 Alum \$\frac{\pmu}{\pmu}\$ D Alum, ground (Powd 9c) \$\frac{\pmu}{\pmu}\$ D Annatto, prime \$\frac{\pmu}{\pmu}\$ Antimony, powdered, com'l Arsenic, white, powdered \$\frac{\pmu}{\pmu}\$ Arsenic, white, powdered \$\frac{\pmu}{\pmu}\$ D Arsenic, white, powdered \$\frac{\pmu}{\pmu}\$	4½@ 5 Tin—Pig # 10	@28   Anthracite, stove and nut.
	6 Kentucky Clipper Clipper	mail Prices named are lowest at time of	going to Beaus, Touka	00 @0 75 Slab 49 fb	a wir I Blogghire or Chimperiand o vogo wo

OFFICE IN EAGLE BUILDING, 3d FLOOR.

### WEDNESDAY, OCT. 31, 1883. AMONG THE TRADE.

IN THE CITY.

John J. Ely, the busy Rockford tradesman,

looked over the city trade Monday. Frederick E. Rice, of Rice & Moore, returned yesterday from a brief pleasure trip

to New York. Mr. Sid Bullock, of Hathaway & Bullock, the crack druggists of Howard City, spent yesterday in the city. He was accompanied by his wife.

Shields, Bulkley & Co. expect to be all moved to their new quarters by to-morrow, after which they will be "at home" to their trionds and particular. friends and patrons.

Wentworth & Cannon, lately of Ionia, will open their new store at 92 Canal street the latter part of this week. One man is now out for the firm, and another will take the road soon.

Mr. James Fox, of Fox, Musselman & Loveridge, left this morning on his regular fortnightly trip down the Chicago & West Michigan. Mr. Loveridge goes down the Lake Shore Friday morning.

I. C. Levi, of the Star, Clothing House, left for New York Saturday night, where he proposes to take advantage of the present demoralized condition of the clothing market and purchase largely, especially of over-

### AROUND THE STATE.

Milan is making large shipments of pota-Apples are quoted at \$3 per barrel at Elk Rapids.

Van Buren county sends apples to Dakota

by the car load. The plow factory at Union City has shut down. It did not pay.

Geo. W. Sharer is building an addition to his store at Cedar Springs.

The catch of whitefish is largely increasing in Little Traverse Bay.

The Muskegon mills will begin shutting down about the 20th of November.

C. Teachout & Son have engaged in the meat market business at Big Rapids.

The Commercial House at Fremont is being refitted and made more attractive.

Fearns & Ferguson, dealers in groceries at Big Rapids, are succeeded by J. W. Fearns. Shirk Brothers, bankers of Petoskey, have sold their business to Curtis, Wachtel & Co. Bellaire has a potato-masher and rollingpin factory. Bad place for husbands, that. Safe breakers obtained \$138 from C. C

Moulton's grocery at Muskegon on the 25th. J. R. Abbott has engaged in the grocery and restaurant business on Front street,

Howard City. Promising indications of oil have been discovered on the farm of Eugene Spaulding

The Marcellus apple jelly factory runs night and day. They pay 25 cents per bushel for cider apples.

per cent. The company has already made 4.000 barrels of salt.

The salt brine at Marine City averages 90

for asking a large price for his fa Cleugh, Peirce & Co. succeed G. Cleugh & a general hardware business will be carried

Reed City business men have perfected an organization to be known as the "Citizens' store Business and Industrial Association," the avowed object being to induce manufacturers

to locate at that place. The Star Match Factory at Grand Haven has a daily capacity of 500,000 gross, and employs fifty men, yet cannot fill its orders. John Caulfield, of this city, is financially interested in the concern.

# LESSENING THE CASH DISCOUNT.

Mr. C. S. Hazeltine, of Hazeltine, Perkins & Co., is a member of the Standing Committee on Credits and Cash Discounts of the National Wholesale Drug Association, which National Wholesale Drug Association, which recently held its annual convention in New York. The Committee reported in favor of fixing the term of credit on drugs and medicines at 30 days, with a discount not to exend 1 per cent. for cash; and that such articles as alcohol, linseed oil, quinine, cinchonidia, morphine and opium be held as net cash goods. The report was accepted and adopted. Such a system has been in operation in this State for some time, and has worked to the advantage of both jobber styles and qualities of goods, and prices are styles and qualities of goods, and prices are and retailer.

## VIEW IT WITH DISTRUST.

Mr. L. J. Rindge, who has just returned from a business trip to Detroit, says that the wholesale dealers of that place express great distrust of the new State assignment law, and predict its repeal. While it is in force, however, it will result in shortening credits, and restrict selling only to those having good ratings, as there is no means of enforcing collection except to bring about an assignment, and a consequent depreciation of the creditors' claims.

## SUTFIN ACQUITTED.

Sutfin, the traveler who is alleged to have embezzled \$1,200 from Putnam & Brooks

VISITING BUYERS.

The following retail dealers have visited the market during the past week and placed

W. W. Pierce, Moline. G. W. Reed, Stanwood. G. Thompson, Gowan. F. H. Rogers, Chippewa Lake. E. W. Pickett, Wayland. Norman Harris, Big Springs. Waite Bros., Hudsonville. Hudson & Earl, Maple Hill. M. P. Shields, Hilliards.

John Dildine, Edgerton. L. W. Stiles, Cedar Springs. R. J. Quick, Allendale. John A. Beamer, Dorr. Jacob Bartz, North Dorr. C. F. Sears, Rockford. Geo. H. Force, Morley. F. C. Brisbin, Berlin.

Calvin Durkee, Lakeview. Fred Taylor, Pierson. C. E. Kellogg, Grandville.

M. B. Gascoigne, Gowan. R. McKinnon, Wayland. H. T. M. Treglown, Caledonia. A. & L. M. Wolf, Hudsonville. Pangborn & Canfield, Sand Lake. John J. Ely, Rockford.

Geo. Carrington, Trent. R. G. Bruce, Bellaire. Fred Ramsey, White Cloud. A. M. Church, Englishville.

I. S. Boice, Hastings. F. G. Thurston, Lisbon. C. O. Bostwick & Son, Cannonsburg. G. Bron & Ten Hoor, Forest Grove. J. Onler, Wright.

T. W. Provin, Cedar Springs. S. M. Wright, Big Springs.

W. S. Root, Talmage.

James E. Rogers, of James E. Rogers &
Co., Chippewa Lake.

U. S. Monroe, Berlin. Paine & Field, Englishville. McLeod & Trautman Bros., Moline. Wm. McMullen, Wood Lake. J. H. Moores, Fife Lake.

W. H. Struik, Forest Grove. G. W. Walbrink, Allendale. H. B. Irish, Lisbon. Smeadley Bros., Bauer. Sid Bullock, of Hathaway & Bullock

Howard City.

Morley Bros., Cedar Springs.

Mrs. E. Deacon, Cedar Springs.
H. Kepper, Zeeland.
A. C. Stetson, Bird P. O.
A. B. Foote, Hilliards.
H. Baker, of H. Baker & Son, Drenthe.

Geo. A. Sage, Rockford.
O. W. Messenger, Spring Lake.
C. E. & S. J. Koon, Lisbon.
D. H. Lord, Howard City.

O. S. Richards, Clarksville. C. & F. Delo, Bravo. Mr. Lindley, of Spring & Lindley, Bailey. Fred K. Hotchkiss, Hastings. J. C. Benbow, Cannonsburg.

Crawford, Caledonia. J. D. F. Pierson, Pierson. O. L. Davis, Cadillac. W. H. Hicks, Morley.

R. V. McArthur, Rockford. M. V. Wilson, Sand Lake.

Bradstreet's Mercantile Agency furnishes THE TRADESMAN with the following business changes, embarrassments, etc., occurring

up to the hour of going to press: Alma-Wood & De Witt, agricultural implements, gone out of business.

Argentine—F. M. Bond, general store

closed on chattel mortgage. Battle Creek—S. Adams, fancy goods, sold out to Mrs. H. K. Winnie.

Big Rapids—Geo. A. Rumsey & Co., lumber, succeeded by Rumsey Lumber Co, Authorized capital, \$100,000; paid in, \$80,000.

Burr Oak—Dunn & Hagenbaugh, millers,

Petoskey has a Business Men's Association, whose aim is to advance the interests of the place in every possible way.

Hubert Fuller's store at Wales was burned last Thursday night, with a total loss on Elmira—T. S. Jordan, general store, sold 

Several places in the State want glass factories, because they have plenty of sand. A man near Indiantown gives this as a reason for asking a large price for his farm.

State, Sont out to W. J. Clonk.

Howell—Isaac W. Bush, grocer, sold out to W. L. Brown.

Hubbardston—Geo. F. Roberts, boots and

shoes, partially burned out.

Kalamazoo—L. C. Lull & Co., manufac-Co. in the stove and tinware business at Big Rapids. Shelf goods have been ordered and turers feed cutters and agricultural implements, Allen Jr. retires, style firm same; ments, Allen Jr. retires, style firm same; Doyle & Scheid, grocers, dissolved, each con-

Lyons — Dougherty & Gleason general store, dissolved, Francis T. Gleason, succeed-

Marpuette - Foard Bros., general store, Plymouth—J. L. Gale, drugs and groceries, sold out to Chas. Miller.

Paw Paw—G. W. Longwell & Co., drugs,-dissolved, G. W. Longwell, continuing.
Reed City—M. Gunsolus, grocery, closed under chattel mortgage.
Rockwood—Wm. Spedding, general store,

Shelby-Ashman & Fuller, furniture, dis

A MODEL ESTABLISHMENT.

# About Voigt, Herpolsheimer & Co.'s Two Stores.

Visiting buyers and others interested are cordially invited to call and examine the stock or send for wholesale prices of carpets, warranted to be as low as at any market west of New York, and in some cases lower than the prices prevailing at that great mer-cantile center. The wholesale dry goods establishment, which now occupies an en-tire building from cellar to garret, is crowded to overflowing with staples and fancy goods. The former were purchased before the recent advance in some grades of goods. and consequently are sold lower than they now command at the manufactories. Country buyers are coming to realize that Voigt, Herpolsheimer & Co.'s store is headquarters for everything in the dry goods line, and are governing themselves accordingly.

# "Will Fill the Bill."

From the Buffalo Mercantile Review. THE MICHIGAN TRADESMAN, as its title about eight years ago, was discharged from indicates is a journal devoted to mercantile trusted to us. about eight years ago, was discharged from custody at Ionia yesterday. Have we no laws in this country?

NEW FIRM AT SHERMAN.

Bradstreet's reports that W. Rutherford & Son have engaged in general trade at ably edited paper and one that will fill the & Son have engaged in general trade at Sherman. They will carry groceries, dry goods, boots and shoes, and crockery and glassware.

RADESMAN bears evidence of being an ably edited paper, and one that will fill the bill. We welcome it to our exchange list, and wish its manager all the success he is bound to deserve.

# THE DEAREST TOBACCO

Is a Poor, Common or Low-Priced Article, As It Gives Neither Pleasure

WHENEVER IT DISCOVERS AN ARTICLE THAT COMMENDS ITSELF TO THE TASTE AND OTHER SENSES.

THE REMARKABLE SALE OF-

ls Ample Evidence of This. This Concern will Sell over 20,000,000 Pounds of their Favorite Brands this Year: or About

# One-Fourth of All the Plug Tobacco Used in this Country! processes supprise & prushes,

AND AS THERE ARE BETWEEN 800 AND 900 OTHER FACTORIES IN THE U. S., IT FOLLOWS THAT THEIR GOODS MUST GIVE

# Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

"CLIMAX," with Red Tin Tag, is their Best Brand

16 MONROE STREET, GRAND RAPIDS, MICHIGAN. -DIRECT IMPORTERS OF-

MAMMOTH STOCK.

PRICES GUARANTEED AS LOW AS ANY HOUSE IN THE COUNTRY. SEE LEADING SPECIALTIES BELOW

Dolls! Dolls! Dolls!

One Hundred Styles, in Wax, China, Bisque, Paper Mache, Rubber, Leather and articles, from the best makers, fully warcloth. Dressed and Undressed. Dolls' ranted and sold at manufacturers' prices. Heads and Bodies Separate. Bathing Dolls, Castors, Cake Baskets, Tea Sets, Water French Dolls, Crying and Sleeping Dolls. Bohemian Glassware.

Cologne Sets, Card Receivers, Vases Mugs, Bouquet Holders, Etc. Lava Ware.

Smoking Sets, Tobacco Boxes, Spittoons, Cuspadores, Match Boxes, and Many Other Articles. Tin and Wooden Toys. Great Variety, Both Imported and Do-

Bisque Figures. Lovely Goods, from \$2 to \$24 per dozen.

Motto and Shaving Cups. Fifty Styles, 30 cents to \$12.50 per dozen.

Holiday Goods.

ONE ASSORTED CASE NO. 1. 1 doz China Motto Teas assorted.....

coffees do do do moust coffe.

Napkin Rings, Knives, Forks, Spoons etc. Fancy Cups and Saucers. Three Hundred Styles, from 75 cents to

\$6 per dozen.

Silver Plated Ware.

Sets, Pickles, Butter's, Card Receivers,

Immense Stock of useful and fancy

Majolica Ware. Immense Assortment Pitchers, Creamers, Sugars, Fruit Sets, Butter Dishes, Begonia Leaves, Bread Plates, Bread and Milk Sets, Molasses Jugs, Fruit Plates, Salad Bowls,

Etc., Etc. Mechanical Toys. For Show Windows. Dancing Figures, Walking Figures, Bears, Etc.

ONE ASSORTED PRCKAGE NO. 3.

-Containing-

1 do china decorated mugs				40							
	1 do	do	do		75						
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	1 do	Assorted	animal whi	stles	60	1-3	do	Horse and	d Boy.		
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\$33 63 Call and See Us When in the City. We Are Headquarters for Staple Crockery, Glassware, Lamps, Chimneys, Lanterns, Etc



### COMMERCIAL PRINTING ---AND-

Eaton, Lyon & Allen, 49 Lyon Street.

Having purchased the Eagle Job Printing Establishment, and having added largely to its facilities, we would respectfully announce that we are prepared to execute in first-class style such orders for Book and Job Printing and Blank Book Manufacturing as may be enterested to us.

Eaton, Lyon & Allen, BOOKSELLERS, STATIONERS

PRINTERS, and BLANK BOOK MANUFACTURERS. paper.

R. J. KIRKLAND, M. D., SPECIALIST IN DISEASES OF THE

12 83

Ear, Eye and Throat WITH DRS. JOHNSON & BOISE,

72 Ottawa Street, Corner of Monroe Street Office Hours: 9 a. m. to 12 m.; 2 to 5 p. m.

# STEAM LAUNDRY

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

WANTED .- A first-class grocery salesman to travel through northern Michigan. Must be well acquainted wilh the trade, and furnish best possible references. Address XYZ, care TRADESMAN office.

# Captured the Whole Town.

From the Cedar Springs Clipper. Mr. E. A. Stowe, of the Grand Rapids

TRADESMAN, was in town Friday, and procured many subscribers for his valuable new

HAZELTINE, PERKINS & CO.,

# THE PUBLIC IS NOT SLOW TO LEARN THIS FACT Wholesale Druggists,

AND DEALERS IN LUBRICATING AND CARBON OILS.

Manufacturers' Agents,

---IMPORTERS AND JOBBERS OF-

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

GRAND HAPIDS, - MICHIGAN.

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

# 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."

PUTNAM & BROOKS

CORRESPONDENCE SOLICITED.

WHOLESALE

# Candy, Fruit and Nuts.

63 and 65 Canal Street,

Grand Rapids,

Michigan.

WHOLESALE

PRICES CUARANTEED

AS LOW AS CHICAGO AND NEW YORK! GOOD FUR CAPS, \$22.50 PER DOZEN. - WOOL HATS, \$4.50 AND UPWARDS.

GENUINE FUR HATS, \$13.50 AND UPWARDS. -LARGE LINE OF-

Imported Scotch Caps, Lumbermen's Goods, Mackinaw Shirts & Drawres.

# Pontiac Fulled Mitts, Socks and Boots!

-AGENCY FOR THE-

EVERY ONE WARRANTED. -LARGE LINE OF-

Clothing and Cent's Furnishing Goods. DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN. Terms-7 per cent. off in 10 days; 5 per cent. in 30 days; net in 60 days.

I. C. LEVI,

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