

The Michigan Tradesman.

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COMMERCIAL REPORTING.

Some of the Difficulties that Have to be Encountered.

There are difficulties surrounding every line of occupation, and those that beset commercial reporting are perhaps no greater than those attendant upon the pursuit of other vocations. But they are different, and are comparatively unknown, or, at least unrecognized. The first difficulty that the reporter meets with in his rounds amongst business men is to find the right man in the right place. It is an astonishing thing, but it seems almost literally true, that in every business firm there is only one partner who knows enough about what is going on to be able to talk to a reporter; and this is not on account of unwillingness, but to all appearances is due to inability to know what to say. "Well, no, there's nothing new," says an active, energetic prominent member of the firm, perhaps the head of the house, "there's nothing new. I should be glad to give you any information in my power, but the fact is I haven't given my attention to these things; you had better see my partner—he's out just now—he may be able to tell you something." And this is a fair sample of what would be received in a great majority of leading wholesale houses. This difficulty being overcome through finding the right man, others follow quickly. The merchant oftentimes seems to regard the reporter as he would a rival in business, and at once sets himself on the defensive, as if saying to himself: "This man has come to find out something, but he'll have to wake up pretty early to get ahead of me. Let me see: I won't tell him the first word about our business, but I will tell him a lot of stuff that don't amount to anything, and if he can make anything out of it he's welcome." With a little tact the reporter sometimes manages to get some real information out of such a customer, but the task is not an easy one. Then there is the merchant who has an axe to grind. He regards the reporter simply as an instrument that he can use to further his own interests, and so, whatever may be the actual state of the market, he reports it, honestly enough no doubt, in accordance with what his books and his opinions declare it ought to be. Out of such a party, if the reporter knows how to weigh and sift news, he can often glean much excellent material for a true report. But, unfortunately, there is the merchant who has little or no regard for the truth. He will report dealings in volumes and at prices that others in his line know nothing about and that many will not hesitate to say it is impossible should have taken place without their knowledge. This makes a real stumbling block for the reporter. He knows not whether to accept or reject the statement made, and the correctness of his report necessarily hinges upon his decision. To leave out important matter must greatly impair, if not wholly destroy, the value of all the rest of his work, but to make a misstatement of facts and so give the market a false coloring is far worse. Of course it is open to him to give the statement and throw as much doubt upon it as the occasion seems to warrant, and this is perhaps usually done, but the difficulty is to know to what extent it may be doubted, and as the reporter himself has been driven into confusion as to the actual state of the market, his report can hardly be a clear and satisfactory one. Of all the difficulties that beset commercial reporters, misrepresentation is undoubtedly the worst. Then there is a spirit of playfulness or jest often found amongst the merchants, who so far forget the difference between business and pleasure as to seek to make the reporter the victim of a joke by giving him, with all apparent seriousness, a greatly exaggerated or purely imaginative account of what has been going on. This class is not so difficult to deal with; the reporter soon learns to know their ways, and is then prepared to make them valuable auxiliaries in throwing lights and shades upon the markets. Finally, there is the competent, common-sense, outspoken man of business, who recognizes the importance of a faithful report of the market, and gives all the information he deems fit freely. Fortunately there is usually more than one such business man in every line of industry, and so it is that notwithstanding many an obstacle and many a disappointment, it is generally possible to give not only a faithful, but reasonably full and intelligent report of the markets, but the task, as we have endeavored to point out, is not an easy one.

Dull Trade and Its Remedies.

From the St. Louis Grocer.

The general business situation in all parts of the country is one approaching stagnation. The only movement of merchandise but is taking place is to fill immediate wants, and this makes orders small. There are occasional spurts of business, to be sure, that nothing that partakes of a general and permanent improvement. As is usually the case, the western markets are less affected than the eastern by the prevailing dullness.

While this is naturally the dull season of the year, the dullness has been intensified by the New York bank panic, and also by the fact that this is the presidential election year, which always causes more or less disturbance in all industrial interests. The country has plenty of financial strength as is evidenced by the quick recovery from the

panic, but it must not be forgotten that the evils which caused the panic have not been removed. The rascals and swindlers who mismanaged the banks have not yet been punished, and each day brings to light new cases of villainy among those who hold positions of financial responsibility. Bank after bank goes down because the managers have been unfaithful to their trust, and the idea is rapidly spreading that none of our banks are what they should be, and this impairment of public confidence is one of the most serious features of the times.

The facilities for gambling on our so-called trade exchanges are so great that thousands are drawn into the snare only to ruin themselves and drag down their friends with them. People with money do not know whom to trust, and consequently the funds are kept out of investment, and we have the anomalous condition of a surplus capital and a scarcity of loanable funds. There is now a general demand for laws regulating our banking institutions, but whether this demand will ever amount to anything remains to be seen. Certain it is that so long as dishonest men and speculators are allowed to remain at the head of banks, all the laws in the world will avail nothing. The gamblers and embezzlers must be punished, or no bettering of conditions can take place. One of the most discouraging features of the times is the ease with which embezzlers secure immunity for their crimes. Their "high social position" and a "regard for their innocent families" allows them to go free, and they may again be reinstated if they only promise to disgorge. Add to this misrepresentations of railroad and other corporations as to their earnings, and it is not hard to understand why public confidence, that indefinable something, should be badly shattered. Under such circumstances trade will be kept down to the narrowest limits of necessity. When public confidence is again restored, capital will once more seek investment, and trade and industries will soon be in a rapidly improving condition.

Antiquity of the Corset.

From the London World.

As long ago as the days of the Greeks and Romans, a slight *clancee* figure was admired, and stoutness looked upon as a deformity. Martial ridiculed fat women, and Ovid put large waists in the front rank of his remedies against love. Several remedies were tried then as now, not only to restrain an expanding figure, and to enhance the beauties of a very slight one. But they were of a different kind from those with which we are familiar. Bandages were worn with the generic name of *fasciae mamillares*. These consisted of the *strophium*, the cloth worn around the bosom; then *tenia* a simple band below, and the *zona*, or waist-belt. When bandages failed, those who valued the beauty of their figures had recourse to a remedy prescribed by Serenus Sammonicus. They enveloped their busts with garlands of ivy, which were thrown on the fire as soon as withdrawn, and afterward rubbed all the upper part of their bodies with goose fat mixed with warm milk or with an egg of a partridge. Men were as vain as women, if we are to believe Aristophanes and other writers. The great comic dramatist mocked his cotemporary Cinesas for wearing busks of lindenwood, and Capitollus, in his biography of the Emperor Anthony, mentions that he also had recourse to them to compress his swelling figure. Testimony is conflicting, however. Some contend that the ancients wore veritable corsets, arguing that when Homer in describing Juno's toilet when she wishes to captivate Jupiter speaks of the two girdles worn around her waist—the one bordered with gold fringe, the other borrowed from Venus—he was really describing a Greek corset, and that the *egide* or cuirass of Minerva which Virgil describes is to be interpreted in the same manner. But this view is surely mistaken, for no monument of antiquity, no artistic work, no evidence gleaned from other scores, point to the use of stiff, unyielding whalebone corsets.

Strawberries and Peas.

From the Baltimore Trade.

The packing of strawberries is over, and the commission men who handle these goods for the growers, say that the packing houses have not taken over one-third as many as last season. Early June peas are also closed, and the conditions of the market have been unusual. Prices have been 30 per cent higher than last year for peas, due entirely to the smallness of the yield. Marrow peas are even shorter than were early Junes, and the season will be over by the end of next week. The result is a supply one-third less than was provided for, and consequent high prices. On peas, especially of fine grades, most of the pack has passed out of first hands at low prices, considering the cost of green stock, but as a rule buyers are exceedingly shy of taking hold of goods.

Every one has heard of condensed milk, but condensed, or rather solidified, drinks of a more potent nature are a novelty. An ingenious French chemist has discovered a method by which any wine, spirit, or malt liquor can be solidified into a cake, like chocolate, and so conveniently carried about in the pockets of the thirsty.

STOCK SHIRTS.

Some of the Changes Time Has Wrought.

From the Western Furnishing Reporter.

In spite of a bad spring trade, shirts have been sold, and very many of them at that, by firms who make first-class, well known brands. It is true, general trade has not been up to what was expected, but it has been felt more by the smaller makers and those who do not make first-grade goods than it has been by the largest and most popular houses. This sustains the oft-printed assertion that the manufacturer who aims at a high standard of work is the one who has the steady and most reliable patronage. To be sure, his prices may sometimes strike the superficial observer as being high, but upon careful inspection of details one can readily see that it costs more to produce a perfect article than it does to turn out slop-work; consequently the honest manufacturer does not try to dispose of his goods by underselling, but rather by giving his customers good value and a good article. Adherence to this principle is the secret of the good business done this spring by a few of the shirt manufacturers.

The writer was shown a few days since a stock shirt made before the war, and sold at a high figure. The wonderful improvement made since then in stock shirts was very evident to anyone. This article was made of very inferior muslin: a long, straight, wide-plaited bosom; the shirt was cut like a bag; seams sewed without felling, body very small and short; no yoke and no shaping, excepting a hole cut in the neck, with a collar and cuffs attached. It was certainly a primitive garment, and no wonder everyone desiring a shirt was compelled to have it made. Now it is entirely different. Any person not absolutely deformed can go to a first-class men's furnisher and buy a stock shirt that will fit him perfectly. Thousands of well-dressed men who would not think of buying a ready-made shoe or suit of clothing, no longer have their shirts custom-made, but buy from stock, as their requirements demand. This is not only true of white shirts, but applies to the colored shirt trade. These same manufacturers make large quantities and in great variety of patterns; and as they are also collar and cuff manufacturers, they readily ensure a better made and more perfect-fitting collar than do most of the custom-shirt makers.

The laundering of shirts seem to have kept pace with the other improvements in shirt manufacturing. Most of the largest manufacturers have their own laundries, and strive to excel in fine work. The writer visited one of them a few days ago, and was very much surprised with the peculiar excellence of finish which is attained by the most elaborate machinery and appliances. There may be improvements yet to be made, but one can scarcely see where it can be done.

The Influences of Modern Trade.

From the Baltimore Trade.

There are some truths not sufficiently well known to the hard working merchant and manufacturer of these over-busy times; perhaps not properly brought to his attention. The new powers and consequent methods of commerce, have brought a knowledge of the conditions of the crops of all things that have a value, into the office of the merchant, so that he knows better than the grower and as soon, just what the market value of anything is from day to day. If in business, ignorance is bliss, then do we live in the days of most glorious wisdom. The story is told of a certain Scotch grocer of Auld Lang Syne, that having ordered a "pun" of indigo from the jobbers in London, the latter read it for a "tun" of the article and though sore pressed to find it, shipped that amount to fill the order. By the time the letter reached Edinburgh, the indigo was half way there, and the canny Scot was at his wits end what to do. But he did nothing in haste, and waited for the stuff to arrive. Meanwhile news came to London from the East of disaster to the crop, and the jobber jumping at the conclusion that the Scotchman had acted on knowledge and cornered the market, sent off a special messenger who rebought the entire amount at double or treble what it cost. Those ways have gone forever, so far as we are concerned. The merchant knows just when it is advisable to pick up such lots of any goods as will pay, but he is also aware when it will pay him to let the producers carry the goods for him. The world has shrunk wonderfully during the last fifty years, and we have catalogued and labeled everything within its bowels, and on its back, know the quantity and the value, and lack nothing so much as customers to consume it. But this knowledge is only a trifle of our progress. We have transposed the mental powers of inventive genius into tireless metal, and though Prosper has passed into dust, his spirit is forever harnessed in the treadmill of production. But here again we lack nothing so much as consumers. Many new branches of business have developed with this progress, but they have merely resulted in shifting a portion of the population from old labors into new. The quantities to be consumed have immensely increased, but the number of consumers or their means to purchase have not been proportionally augmented. The consequence is that the earth

is full of people running around looking for those who will buy, and the goods seek the consumer, rather than the consumers seek the goods. The result is a continual depression, only those who can sell below others are worth listening to, there is no longer any such thing as demand, except for a customer, and if the latter has any means, he knows he is at a premium, and that it is a favor for him to give an order. The merchant princes of the earth have become mendicants begging for trade. It is immaterial that they beg by deputy, the overproduction of everything except the circulating medium, makes his stock of a most uncertain value, and produces a feverish anxiety to exchange for money, lest it depreciate on his hands. Competition then drives him to the lowest possible margins of profit, and often conscienceless competition will take his trade from him at prices below cost and he can only meet the prices by doing as do those who care little whether or not they pay for the goods they sell.

An Island of Cocoanuts and Bananas.

Correspondence New York Times.

Bonaeca is an island and in its way is one of the liveliest places in Spanish Honduras. Its liveliness, however, is peculiar to itself, and there are few places like it. The island has two uses. It grows excellent bananas and cocoanuts and affords a refuge for all the flies of the surrounding islands.

There are many bananas raised at Bonaeca, but they do not run so large as on the mainland; the cocoanuts do splendidly. Indeed it is to encourage the cocoanut growers that the fruit men take their bananas. At present there is a sort of a boom in the cocoanut business, and many are starting cocoanut plantations, or "cocoanut walks," as they are called here. It is a safe investment for money, but the return is slow. The trees are planted along the seashore in a sandy soil mixed with loam. From the time a tree is planted it takes seven years before it is sufficiently large to bear nuts. But just as soon as the cocoanuts form on the trees then a steady income sets in. The average number of cocoanuts to the tree is 120 per year. In the best places trees will bear 150 per year. They are sold according to the season of the year, from \$16 to \$30 per thousand. Our captain was paying \$20 per thousand for good nuts. The cocoanut walk needs hardly any care. When ripe the nuts fall off themselves, and all that is necessary is to pick them up. The husking of cocoanuts is the most tiresome work on a plantation, but the native inhabitants are very skillful at it, and they charge very little for their services. After being husked the nuts are piled up, and when the first steamer arrives are loaded into dories and paddled to the ship. As they are passed up the sides they are counted, and a check given immediately to the planter, who on going to the captain or purser, receives his money. The whole business is conducted on a cash basis. There are plenty of small islands which can be bought cheap on which there are now sufficient trees to pay for the money invested in a short time, as well as to support the planter while waiting for his new trees to grow.

The cocoanut industry is increasing every year, while the demand for the nuts in New York and New Orleans is always equal to the supply. The usual method of a planter who comes into this country to start a new plantation is to begin with the banana. Nine months after the banana sucker is planted a yield is obtained. The young shoots are planted eighteen or twenty feet apart, and between them a cocoanut tree is placed. The heavy growth of the banana shades the young plant until it is well rooted, when it soon shoots up ahead. The soil is so rich that banana and cocoanut will soon interfere. Then the banana suckers are cut down and the trees kept clean. Thus, while the planter lives upon and makes a profit from his bananas, the future fortune in cocoanuts is rapidly rearing its consumption. There is little trouble in making plantations in the country. Land costs nothing, and large concessions may be obtained from the Hondurian government.

The Usefulness of Trade Papers.

From the Montreal Monitor.

The best proof of the value of trade papers may be found in the fact that all successful merchants, dealers and retailers acknowledge that they have derived great benefit from them, and continue reading them as long as they do not retire from active business. But there is, on the other hand, a class of dealers and retailers who declare that they have not got time to read trade papers, and that if they have the leisure to read them, they would know beforehand what they contain. To these the *Monteur* replies, that a business man, however little leisure he may think he has left to bestow on reading, ought to find time to inform himself about what in his trade concerns him most and is to him as much a matter of dollars and cents as his current business—i. e., the price of goods and tendency and state of the markets in his specialty; and that the trifling sum of the annual cost of subscription is made up a hundred or often a thousand fold, by the valuable hints a trade paper may contain, not left unheeded by any intelligent reader in his specialty.

The Duties of a Grocery Clerk.

A true and industrious grocery clerk will always appear clean and sober, and will make it his earnest duty to arise from his bed in the morning at a regular time. This will enable him to arrange everything in the store in good order and in good condition. He will see to it that the floor is swept, the counter brushed clean, and what is on the same laid in a good shape, and held in a good condition. The scales should be kept constantly in a bright and clean condition, and also the shelf goods, including the tea canisters should be dusted off regularly and often, and all goods should be kept as clean as possible whenever the opportunity is there to do it. The show windows should also be one of the principal objects with its goods, the same nice and clean, and the vegetables should be nicely fixed up and be in a good trim, as such practice will increase the sale of the same, but he must pay still more attention to the goods which are placed in the cellar, as they are often spoiled before discovered. He should keep over all other goods in the store a watchful eye, and by the sale of the same in time will secure no loss to his employer.

The clerk's duty is further that he must be always both friendly and polite when waiting upon customers, and he will study to please one and all; he must act lively at all times, but will be careful and avoid mistakes in weighing or measuring, receiving or giving change, and he must never stand idle, as there is always something to fix up, or goods wanting overhauling, or whatever it may be to do, he will keep good hours at night and if his time admits he should read some good book to improve himself, but on the other hand, he will not use his time which is due to his own personal rest to an outward ill-practice, which would not alone ruin or harm himself, but would also be a great interference with the business, as he would not be able to attend to his duties in the morning following; it is his duty that when abroad, or when gone to customers, that he may not use more time than required, and at the close of the place at night he will see to it that everything is in good order and in its proper place, all the tender goods to be covered so that the dust or dirt will not get in, or whatever it may be necessary to be done, as it is the clerk's duty to take as much interest in the business as if it were his own.

If his fellow-clerk is second or younger the older clerk's duty is to watch over him as an elder brother would over his younger, and will always be ready for him with good advice and good examples for him, and if a mistake has been made by the younger the former will correct him by using easy and frank language and by showing him the proper and correct way, and it is the older clerk's duty to assist the second or younger clerk at any time when required, such as in helping him in carrying out a basket or two of goods or whatever it may be in the line of business as he should make it as agreeable as possible and should help another as one can.

It is the clerk's duty to respect and obey the orders and also wishes of his employer. Follow your master rather than show an inclination to outrun him, yield to him rather than oppose him, love him and look up to him as to a parent, give credit to his observations and esteem them to be correct; and in case of his employer's absence the clerk will with still more attention watch over the business, and will be polite and be faithful and honest with the money he is trusted with and the goods which he is handling, and aid him on all occasions in regard to the business.

The Necessity of Small Things.

Men pursue business for profit. Details play an important part in business success. They are the foundation on which the after super-structure is reared. Pennies multiply into dollars. Small savings gradually increase the bank account. The merchant who achieves a fortune is practical in details. Little things are carefully scrutinized.

One of the wealthiest merchants in New York always saves the envelopes of his letters, the back of which he utilized for memorandums. This is indicative of his method in business details. Another gathers up loose nails, twine and paper, saving them for future use. How many thousand sweep them aside as rubbish. Little do they imagine that indiscriminate sweeping is but the key to business character which, in succeeding years culminates in loss and failure.

The smallest leak will in time sink the largest ship that floats. And so the small losses in business that daily occur through neglect of details swamp at last the wealthiest firms.

Figures are important to consult. They never lie. Two and two never make five, and yet how many merchants act upon this principle of expansion. Their hopefulness is larger than their caution. Hopefulness within itself never brought fortune. It is a poor anchor in business, for it has no staying power.

Profit and loss should be a daily study. Neglect at this point is dangerous. To many, the dry, practical details of everyday mercantile life are irksome. They shun

them, neglect them, avoid them for more pleasant duties. Do you wonder at their final failure? Why? Have they not ignored the primary principles of commercial success? Must they not, therefore pay the penalty?

The merchant who carefully scans the most insignificant details of his store is master of the situation. He is skilled to plan and organize, and his affairs are conducted by rule and method. Every arch has its keystone, which gives strength and stability to the whole, and so every merchant has a pivotal point which determines the strength or weakness of his business ability. The important thing to do after having discovered the weakness is to overcome it by every effort, care and patience. As single spears of wheat aggregate in their fulness a bounteous harvest so painstaking in business multiplies at last into ample fortune.

The Amount of Wheat in a Barrel of Flour.

E. H. Walker, Statistician of the New York Produce Exchange, gives the following in regard to the amount of wheat necessary for a barrel of flour:

Previous to what is known as the new process in milling, a barrel of flour of 196 pounds was reckoned as equal to five bushels of wheat. The Produce Exchange of 1870 made the change from 5 to 4½ bushels. A large majority of the mills still make flour by the old process. Some of the best flour made takes 5½ to 6 bushels of wheat. The new process takes an average of about 4½ bushels of wheat to the barrel of low grade flour. The year 1879 will be a probable average for the change to 4½ bushels. Some of the very low grades of flour are made from four bushels of wheat to the barrel. The quantity of wheat required depends upon its quality. Years ago New York dealers in wheat made contracts for the manufacture of flour from spring wheat at four bushels and thirty pounds, four bushels and forty pounds, or four bushels and fifty pounds, the miller turning out and delivering a barrel of flour at these rates, he furnishing the barrel and retaining the offal; but the flour turned out was known as Extra State, a low grade of flour. The better grades of flour required more wheat than for their manufacture than they do now. It can, in fact, be said that a barrel of flour is made from 4, 4½, 5, 5½ and 6 bushels of wheat, the quantity of grain required depending on its quality as well as upon the grade of flour to be made. Five bushels were about a fair average in 1879, while now, with many mills changed to the new process, 4½ bushels is probably a fair average, and has been since 1879.

Tobacco Show Cards and Romance.

"Pretty girls in Richmond? I should say we had!" exclaimed a passenger from Virginia. "The State is full of them. Ever been there? No? Well, you ought to go down. But I'll bet you've seen the photograph of the prettiest girl in our town a thousand times. You don't think you have, but you have all the same. I'll tell you. You have certainly seen the show window advertisements of a Richmond firm that makes a popular brand of smoking tobacco, the advertisement being adorned by the photograph of a beautiful young lady.

"Of course you have seen it hundreds of times. They are in every tobacco store. Well, that is a real photograph, and the girl is the belle of Richmond. There is a little romance connected with it, too. The young lady was courted by a young man of our town, but he made poor progress in winning her affections. Like all beauties she was vain and ambitious. She became actually envious of Mrs. Langtry and wanted to go on the stage herself.

"One night she was saying how she would love to have her picture hung up in show windows and admired by everybody like Mrs. Langtry's. 'What would you give to have it?' inquired her suitor. 'Anything, everything,' she replied enthusiastically, but not thinking it meant anything serious. So a bargain was made, playfully on her part, that in case within six months her photographs were on exhibition all over the country, she would grant the young man any honorable request. He is a member of the tobacco manufacturing firm spoken of, and is a smart young chap, with an eye to business, as you can see. They are to be married in June."

Growth of the Cream Industry.

Ten years ago butter factories were little known. Five years ago little was thought of the most recent plan—that of collecting the cream for butter making into a central establishment, leaving the milk to be fed on the farms. While it has attracted less attention, the growth of this gathering-cream system has been perhaps as remarkable and rapid in the West as was that of the cheese factory system. It has been estimated that there are now 1,000 creameries in the West, at least 600 in Iowa alone, and the number is steadily increasing. Illinois has 412 butter and cheese factories, most of them in the northern counties.

A number of Chinese farmers in Merced County, California, have begun to cultivate the opium-yielding poppy. As they are making a success of it, it is likely that others will follow in their steps.

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A JOURNAL DEVOTED TO THE
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E. A. STOWE, Editor.

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Organized at Grand Rapids, June 28, 1884.

OFFICERS.

President—Wm. Logie.
Vice-President—Lloyd Max Mills.
Secretary and Treasurer—L. W. Atkins.
Committee on Constitution and By-Laws—Wallace Franklin, Geo. F. Owen, Geo. H. Seymour.
Next Meeting—At Sweet's Hotel reading room Saturday, July 19, at 8 p. m.

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

Hardware dealers should not fail to note the new carriage bolt which has lately been mailed to their address.

As financiers, Colonel Sellers, Ferdinand Ward and Benson Bidwell shrink into insignificance when compared with the inimitable Dunlap. This fertile genius proposed to loan \$5,000 from a \$37 bank account and still have money enough left to conduct his business. The parable of the loaves and fishes is not more wonderful than this!

The attention of druggists is called to the card of Secretary Jesson, printed on the drug page, referring to the coming meeting of the State Pharmaceutical Association at Detroit. The objects of the organization, and the subjects to be discussed at the meeting are near to every druggist, and the call ought to meet with ready response all over the State.

In their gathering on Saturday the commercial men of Grand Rapids proved beyond question that they can bury individual differences and throw aside the little asperities which invariably attend an active business life, in order that all may meet on common ground and enjoy a day of social and fraternal pleasure. And the royal good time experienced by every one present convinced even the most skeptical that the results amply repaid the exertion.

P. Lorillard & Co. have issued a circular to the trade announcing that they have concluded to abolish the contract system in the sale of their goods, as it has been found after a thorough test to be inoperative, on account of the non-co-operation and opposition of a portion of the jobbing trade. Messrs. Lorillard & Co. are the originators of the contract system on a large scale, and were considered the firmest adherents of the policy. Their abandonment of the scheme, after a thorough trial, is significant, and gives reason for the belief that the other manufacturers will follow suit.

The Detroit Commercial came out last week with its usual quota of matter stolen from THE TRADESMAN, and reproduced without thanks or credit. The Commercial is to be congratulated on the convenient source it has for obtaining whatever of brightness or originality appears in its columns, but the wholesale appropriation of such matter suggests a point of honor which newspaper men would readily appreciate. But as the Commercial is run by men without newspaper experience, and without the training requisite to a proper understanding of the duties and responsibilities attending that profession the above stricture will have no effect.

Active Building Operations at Allegan. From the Gazette.

Building operations continue active and on a large scale, and the town is fast assuming a city-like air, and the new structures show their clean and imposing fronts. The additions to the list since our last report, are the two stores of Sherwood & Griswold, those of H. Vosburgh, Mrs. H. Stanley, and C. S. Faer's saloon. The Jenner estate having decided not to build, the National bank will be built alone. Dryden & Sons have their front finished and bricklaying is in progress on other parts. They expect to occupy the new place by the first of August, and will have a large and handsome store. Mr. Sawyer's building is well toward completion and will be occupied by H. P. Dunning with his drug and book stock. Fred Hall's is nearly done. Those of H. B. Peck and L. W. Watkins are about half done. E. B. Bailey, grocer, will occupy the latter place. Calkins & Dunning will go into A. E. Calkins' building, and F. Franks, butcher into Mrs. Wilkes' store. Work is in progress upon the foundations of Sherwood & Griswold's, H. Vosburgh's, and Oliver Bros.' stores, while the walls are nearly up and the floors laid for H. F. Marsh's and Spohn & Vanderhook's block. C. W. Calkins' corner building shows a handsome front and will be completed by August 1, when it will be occupied as before by S. D. Pond and Ed. T. Van Ostrand. All in all, the prospect for future growth and business is very favorable.

It is said that a substitute for genuine human hair is now made out of the bud of the palmetto tree. It can be made of any length, and dyed any color.

Last year Arizona produced over 17,000,000 pounds of copper, and this year the yield will probably be about 25,000,000 pounds.

AMONG THE TRADE.

IN THE CITY.

Chas. W. Jacoy succeeds J. W. Crater in the billiard business on Pearl street.

Dr. C. S. Hazeltine now spends his Sabbaths on Mackinac Island, where his family are comfortably situated for the summer at the Old Mission House.

J. S. Cowan, the East Bridge street druggist, has formed a co-partnership with S. P. Barnard under the firm name of Cowan & Barnard and engaged in the manufacture of flavoring extracts, baking powders, ink, bluing, etc., at 210 East Bridge street. Mr. Barnard will represent the firm on the road.

Another of the stores in the new Gilbert block on Ottawa street has been rented, leaving but one store without a tenant. The store spoken for will be occupied by a wholesale firm from Detroit, but the nature of the business is not known, and Mr. Gilbert refuses to disclose it.

John W. Pugh, of this city, has invented a belt fastener, which consists of two pieces of metal, each slotted, so as to form on one side of it a series of tongues adapted to be bent into U-loops, the two parts being hinged together so that the free ends of the loops will project in opposite directions from the sides of the fastener.

"The abolition of the contract system in the tobacco business," said a prominent jobber, "will result in every jobber having brands of his own, in order that competitors may not cut prices. In the end, the brands will be so numerous and meaningless that the manufacturer will step in and sell the retailer direct. The jobber protects the retailer as a matter of business and the manufacturer does not stand by the jobber."

"The time has gone by when there is money in the jobbing trade," said an old-time wholesale clerk the other day. "Fifteen or twenty years ago the jobber's expenses were nothing, compared to what they are now, and the profits were twice as great. The house I was in with those times sold \$850,000 worth of goods per year, and only kept two men on the road. The annual profits amounted to \$60,000. Now it takes a half dozen men to swell the sales to that amount, and then the profits don't pan out more than a third as much."

The Kendall matter came up for final action in the Circuit Court Monday. Turner & Carroll, who had hitherto put in a bill for \$250 against the estate, could not itemize but \$150 worth, and their claim was consequently cut down to that amount. Included in the \$150, was a charge for \$50 "as retainer," but it did not retain worth a cent, as the same firm acted as the attorneys for both the other parties to the failure—the assignor and the creditors. Such a proceeding is irregular and unprofessional, and receives the merited condemnation of every business man acquainted with the circumstances.

AROUND THE STATE.

Perry Bros. have started a 99 cent store at Petoskey.

B. Booth has started in the harness business at Pottsville.

Clyde Keep is building a feed and provision store at Rodney.

G. W. Francis is building an addition to his store at Nashville.

Peter Tresche has started in the grocery business at Manistee.

D. C. Bacon, grocer at Charlevoix, is succeeded by E. M. Clark.

E. G. Haney has sold his hardware stock at Big Rapids to his son, Will.

Clark & Hunter succeed W. H. Yerrick in the boot and shoe business at Ovid.

L. E. Woods succeeds W. A. Witherly, in the boot and shoe business at Niles.

R. Waldron succeeds Waldron & Burnett in the grain and feed business at Jackson.

J. W. Braginton succeeds J. L. Davis in the drug and grocery business at Hopkins Station.

Boelkins & Son, grocers at Muskegon, have dissolved. The business will be continued by the son.

Hammond, Standish & Co. have a branch establishment at Mackinaw City, in charge of W. R. May.

E. Rich, clothing and dry goods dealer at Pentwater, has decided to close out his business, on account of failing health.

The Saginaw Salt Association disbursed \$160,000 to manufacturers on Wednesday. The sales of salt have been active of late.

B. B. Forbes has purchased an interest in the entire general stock and business of A. M. Weston, at Harbor Springs, instead of the grocery stock, as stated last week.

Whitman & Barrass have engaged in the crockery business at Ionia. Mr. Whitman was formerly with R. W. King & Co., of Detroit, and Mr. Barrass is from Troy, N. Y.

C. H. Haines succeeds A. De Long in the hotel business at St. Johns.

G. W. Van Buren & Son have taken possession of the Montreal House at Big Rapids.

F. N. Chase succeeds Hicks & Chase in the blacksmith and wagon making business at Boyne City.

Creditors of Pullman & Hinchman, the Shelby handle manufacturers, now expect to realize 27 per cent. of their claims.

Jake Struble has moved his saloon from Petoskey to Harbor Springs, and opened up in the basement of the Lake Park House.

The following changes in the names of stations on the G. R. & I. have been announced: Conger changed to Reynolds, Beltners to Keystone, and Carp River to Carp Lake.

S. P. Creasinger, of Maple Rapids, has rented his banking office to Isaac Hewitt and Fred A. Travis, who will open a bank about the middle of the month. It has stood empty since Creasinger's failure.

Trouble Among the Furnace Companies at Pine Lake and Furnaceville.

The recent failure of R. M. Cherrie & Co., of Chicago, and the consequent embarrassment of the Pine Lake Iron Co., of Pine Lake, and John Otis & Co., of Mancelona, have resulted in considerable uneasiness during the past week. The Pine Lake Iron Co. has not yet made an assignment, but as the stock is all, or nearly all, held by Cherrie it is difficult to see how it will be possible to avoid such a course. Several of the Grand Rapids creditors have been secured and several others are on the verge of uncertainty. In the firm of John Otis & Co., the "Co." is merely nominal, Otis being the sole proprietor of the concern. He visited Grand Rapids on the 4th and gave a chattel mortgage to W. O. Hughtart, for \$6,000. On the day following he made an assignment to Willard Barnhart, of this city. Otis was in Grand Rapids again Monday, and personally assured all his creditors that his available assets are in excess of his liabilities, and that there is no occasion for alarm, as he would be on his feet again within a few weeks. Such exuberance is characteristic of most failures in their early stages, but a few days usually bring about a different view of the condition. It is to be sincerely hoped that Mr. Otis can bear out his statements by facts, as otherwise disaster to several dealers will attend the failure. Otis claims that his plant, real estate, stock and product are worth \$80,000, while his indebtedness is only \$40,000—\$20,000 on real estate and \$20,000 for merchandise and labor—and that he can pay all claims and have money left.

The embarrassment of Otis cripples several dealers at Mancelona and Furnaceville, as they had been in the habit of taking the paper of the concern. H. Freeman immediately gave a chattel mortgage for \$1,900, in favor of Shields, Bulkley & Lemon. T. C. Prout gave a chattel mortgage for \$1,000 to his wife and came to Grand Rapids Monday with a proposition to settle. He did not make any offer, but stated that he wished to sound creditors with a view to ascertaining what percentage would be likely to be accepted. "I know Otis well," said Mayor Charley Belknap, "and any statement he makes can be depended upon. If he says he is solvent and can pull through all right, that settles it. Otis is no rattlehead, but a shrewd business man, who deserves the sympathy of every one in this trouble."

Otis' failure is due to the fact that he holds \$17,000 worth of Cherrie's paper, on which he will not realize anything like face value.

The Gripsack Brigade.

C. H. Bayley left Monday on his regular three weeks' Northern trip.

Graham Roys, of the firm of G. Roys & Co., left Monday for a two months' trip through Ohio and Indiana.

Arizona's "drummer tax" is \$200 a year. Montana's tax is \$100 per year for each county, with \$25 local extra for Butler City.

F. B. McGraw, secretary of the Grand Rapids Wheelbarrow Co., is off on a fortnight's tour through Wisconsin and Minnesota.

N. S. McConnell, with Nelson Bros. & Co., is taking a fortnight's vacation. He proposes putting in the time at Detroit, Pontiac and Ionia.

Gid Kellogg left yesterday for a six weeks' tour of California, Oregon and Washington Territory, in the interest of the Simonds Manufacturing Co.

Denis P. McCarthy, who was identified with the early jobbing trade of Detroit, is in town for a day or two. He is now on the road for a Chicago house.

Thos. A. Stephens, traveling representative for C. A. Jackson & Co., Petersburg, Va., is spending a week or ten days in the city, recruiting his health and rushing the girls.

B. Frank Emery, traveling representative for Gray, Burt & Kingman, is accompanied by nine of his Lake Shore customers—all Democrats—at the Democratic Convention at Chicago this week.

Ed. Krekel, formerly with Rindge, Bertsch & Co., has gone West for six weeks' rest and recreation. On his return, he will go to Reed City and assist his partner in the boot and shoe business of Fletcher & Co.

Wm. Logie, Wm. A. Rindge and John H. Palen, Rindge, Bertsch & Co.'s traveling salesmen, started out Monday with the new fall samples. This is Mr. Palen's first trip out. He takes the territory formerly covered by Ed. Krekel.

E. J. Goodrich, for several years past in the employ of F. W. Wurzburg, is now on the road for W. H. & A. D. Rowe, manufacturers of shirts and underclothing at Troy, N. Y. His territory includes the states of Michigan, Ohio, Indiana, Kentucky and West Virginia. He sees his trade but twice a year.

TRAVELERS' PICNIC.

The Most Enjoyable Gathering of the Season.

Barring the heavy wind which prevailed until nearly sundown, a more perfect day for a picnic could hardly be conceived than last Saturday, the occasion of the first annual summer reunion of the traveling men of Grand Rapids. The scene of the festivities was at Reed's Lake, and the boys and their families began to arrive as soon as 10 o'clock, from which time every car brought fresh delegations until the time of adjournment in the evening. Some who could not spend the entire day hurriedly made the rounds, and departed, feeling that the acquaintances formed had amply paid them for the exertion, while those who went early and staid late voted the occasion the pleasantest of the kind within their remembrance. It is seldom that a party so miscellaneous in its make-up is able to throw aside the formalities ordinarily observed, and give itself up to social enjoyment, but the gathering in question found no difficulty in accomplishing that end. Everyone appeared to be bent on making the occasion as pleasant as possible for everyone else, and in that way succeeded in making himself or herself individually happy. There were no uncongenial spirits—no clashing of opinions or sentiments—no incidents to mar the pleasure of the day. As a consequence, July 5, 1884, will be noted in the memory of every one present on the auspicious beginning of a series of reunions from which all have a right to expect beneficial results. Considering the number present, it was almost impossible to secure a complete list, but the following is believed to include everyone who appeared on the grounds during the day. If there are any omissions, it is not intentional:

- Wm. Logie, wife and two children.
- L. M. Mills, wife, two children, and Miss Flora Mc Dowell.
- Mrs. L. W. Atkins.
- Geo. H. Seymour and wife.
- Wm. Bradford and wife.
- J. N. Bradford and wife.
- W. J. Hawkins and wife.
- W. H. Downs and niece.
- Wallace Franklin, wife and daughter.
- Geo. F. Owen and wife.
- N. S. McConnell.
- Ed. P. Andrew and wife.
- W. S. Horn and wife.
- D. S. Haugh and wife.
- Dick Warner and daughter.
- Geo. P. Cogswell and wife.
- L. M. Cary, wife and child.
- E. J. Goodrich and wife.
- A. C. Sharp and wife.
- Thomas P. Ferguson.
- Joe Reed and lady.
- Wm. A. Rindge.
- Algernon E. White and wife.
- B. F. Emery, wife and two sons.
- Valda A. Johnston and wife.
- Wm. B. Collins and wife.
- Frank H. White and wife.
- Wm. N. Rowe.
- R. D. Swartout and wife.
- Al. M. Love and lady.
- C. L. Love and wife.
- Thomas A. Stephens and lady.
- Frank Jewell and lady.
- Silas K. Bolles and wife.
- Henry Ward Beecher.
- P. Coppen and wife.
- L. A. Caro and wife.
- Fred W. Powers.
- Frank K. Drake.
- John F. Gill.
- Chas. J. Hall.
- E. J. Coppen and wife.
- W. H. Allen.
- Mrs. D. E. Stearns.
- G. Frank Miller and boy.
- Robert Hyman.
- W. R. Keasey and lady.
- E. L. Raymond and wife.
- Dr. J. B. Evans and wife.
- J. C. Watson and wife.
- R. B. Orr and wife.
- Jas. B. McInnes, sister and lady friend.
- J. P. Vough.
- A. J. Brown and wife.
- A. B. Cole and wife.
- Nathan D. Ward and wife.
- Walter Holmes.
- E. Holbrook.
- M. H. N. Raymond and wife.
- Gid. Kellogg and wife.
- W. H. Kathan.
- Wm. M. Clark.
- W. A. Beneke, wife and child.

As soon as a sufficient number had arrived to play a match game of base ball, Geo. P. Cogswell and A. B. Cole chose sides and then followed the most exciting game of the season. Thomas P. Ferguson officiated as umpire and scorer. After each side had played nine innings, the score stood 27 to 27, but on the tenth innings, Cogswell's nine won the game, the score standing 31 to 27.

Then followed the fat man's race, the entries being as follows: Gid. Kellogg, Robert Hyman, Dick Warner, L. M. Cary, R. D. Swartout, Geo. P. Cogswell and Thos. P. Ferguson. Dick Warner won the honors easily, and was subsequently presented with an imported leather medal and a bottle of liament, the latter to be used where Cogswell's head came in contact with his knee. In the lean man's race, the entries were as follows: Silas K. Bolles, W. G. Hawkins, L. A. Caro, D. S. Haugh, Fred Powers, Geo. F. Owen, A. J. Brown, Frank K. Drake, Ed. P. Andrew, Wm. B. Collins and M. H. N. Raymond. The race was won by D. S. Haugh, the Hero of Mancelona, Powers second, and Wm. B. Collins third.

The champions of the two races, Dick Warner and D. S. Haugh, then measured degrees of feetness, resulting in a victory for Dick.

In the free for all race, there were sixteen entries as follows: Gid. Kellogg, L. A. Caro, Geo. F. Owen, Geo. P. Cogswell, J. N. Bradford, W. S. Horn, W. G. Hawkins, W. H. Downs, A. C. Sharp, Dr. J. B. Evans, John F. Gill, W. H. Kathan, Jas. McInnes, Fred Powers, A. B. Cole and Wallace Franklin. Victory perched on the banner of W. S. Horn.

A dispute then arose between Cogswell, Cole and Caro as to whom belonged the honor of being the last man in the race, and a jest accorded the title to Cogswell, Cole second and Caro last.

Speeches being in order, a platform was improvised from a lunch table, and Cogswell was assisted to the rostrum. Billy Logie introduced the speaker as one "imported from Australia especially for the occasion," whereupon Cogswell gave an eloquent discourse which was listened to with rapt attention. No ordinary report would do the effort justice. The speaker began by referring to the windiness of the weather, and was not at all disconcerted when some one suggested that it was in perfect keeping with the speech. He complimented his audience as the finest he had ever addressed, whereupon he was presented with a bouquet of chips and a lemonade. Tears and applause greeted the speaker in turns as he swayed the audience by the power of his eloquence. He closed with a thrilling Shakespearean rendition, and almost ruined his pants in the endeavor to be tragic.

Theo. A. Rowley, the designer, was then introduced. He stated that although not a traveling man the boys had his sympathy, whereupon some one in the audience cried out, "We need it." He gave a character selection from "Solon Shingle" and closed with a fine rendition of the "curse scene" in "Richard III."

Geo. Owen was then importuned to speak, but as he had left his "speaking machine" at home, he was unable to reply.

L. M. Cary, W. R. Keasey and several others were asked to favor the audience with expositions of their views, but none were in the humor and were consequently excused.

Supper was then announced, and all did ample justice to the tempting viands spread forth on a score or more of tables. After supper, those who "trip the light fantastic" were given an opportunity to display their agility of foot and form, and at 7 p. m. a meeting of Post No. 1 was held on the north piazza. President Logie occupied the chair, and in the absence of Secretary Atkins, Geo. Seymour filled the position. The minutes of the previous meeting were read and approved, and after a rambling discussion the meeting adjourned to meet at the reading rooms at Sweet's Hotel, Saturday evening, July 19. The following new names have been added to the membership list since the last meeting: D. S. Haugh, R. J. Coppes, John McIntyre, Geo. P. Coswell, Wm. H. Pittwood, Geo. F. Miller, W. R. Keasey, Dick Warner, Frank K. Drake, Nathan D. Ward, P. J. Coppens, L. M. Cary.

Dancing continued until about 10 o'clock, when the party broke up, well satisfied with the events and pleasures of the day.

PICNIC NOTES.

Needed a new hat—Cogswell.
The biggest boy in the crowd—Brad.
The little barefoot—Geo. P. Cogswell.
Conspicuous by his absence—John McIntyre.
The clown of the occasion—Geo. P. Cogswell.
A poet as well as a runner—Walter Scott Horn.
The homeliest man in the crowd—W. R. Keasey.
The champions for 1884—Dick Warner, D. S. Haugh, W. S. Horn.
The heavyweight—Gid. Kellogg; the lightweight—E. J. Goodrich.
Frank Conlon was too busy talking politics to find time to attend.
Frank Parmenter forgot all about the picnic until too late in the day to attend.
The handsomest man in the crowd—Robert Hyman, better known as "Up and Up."
M. Wait & Son, Homer, have assigned to James Cook, jr. Liabilities, \$7,000; assets, \$17,000.

Although Haugh was defeated by Warner in the championship race, he still wears the belt that entitles him to the title of "Michigan's Sullivan."

Frank Jewell remarked that he was "born to suffer," and afterwards attempted an operative selection. Then his hearers thought they were "born to suffer," too.

"Pa" Evans, otherwise known as Dr. J. B., was not asked to read his play. He tried to get several of the boys to go off with him to the woods and listen to one act, but they all pleaded previous engagements.

Too much praise cannot be accorded Messrs. Logie, Mills and Seymour, on whom devolved in great part the management of the gathering. They performed their part of the programme to the satisfaction of all concerned, and added greatly to the pleasure of the occasion.

The next entertainment in prospect is a banquet and ball to be given under the auspices of the Post at one of the hotels next winter. By that time the organization will be thoroughly perfected and the minor details will be arranged with systematic thoroughness.

While the boys were at the height of their enjoyment, a delegation of the Salvation Army approached and anxiously inquired for John McIntyre. They said that John had lately manifested considerable interest in their meetings, and that they were confident of finally bringing him into the fold. After vainly pleading with Keasey and Orr, the party departed with the remark that "Drummers are about as hard to move as stones."

Honorable to the End.

"I will venture a prediction concerning N. G. Burt," said a well-known northern traveler, speaking of the tradesmen at Cross Village the other day, "and that is before ten years have rolled around, he will pay his creditors in full—all but Hannah, Lay & Co., who, he thinks' crowded him to the wall. You remember he settled at 35 per cent, but I have the best of reasons for thinking that he never considered that settlement final, and that as soon as he is able he will quietly pay each account against him in full."

LATEST

Stan'd Quotations

JOHN

CAULFIELD

WHOLESALE GROCER,

—AND JOBBER IN—

Teas, Tobaccos, Spices Etc.,

85, 87 and 89 Canal Street

FACTORY AGENCY

For the following well-known brands of Tobaccos and Cigars:

FINE CUT.

Fountain	.....	74
Old Congress	.....	64
Good Luck	.....	55
Good and Sweet	.....	45
American Queen	.....	38
Blaze Away	.....	35
Hair Lifter	.....	30
Governor, 2 oz. foil	.....	60
In half barrels or four pail lots, 2c per lb off above list.		
PLUG.		
Horse Shoe	.....	47
McAlpin's Green Shield	.....	48
McAlpin's Sailor's Solace	.....	48
McAlpine's Chocolate Cream	.....	48
Red Star, extra quality, same style as Sailor's Solace	.....	48
Big Chunk or J. T. Mahogany Wrapper	.....	48
Hair Lifter, Mahogany Wrapper	.....	37
D. & D. Dark, 1/2 and 16 oz. pounds	.....	37
Ace High	.....	35
Duck, 2x13 and flat	.....	48
Nobby Spun Roll	.....	48
Black Spun Roll	.....	38
Canada Plug (Virginia Smoking)	.....	50
Crescent Plug, 6 lb cads	.....	45
In 60 lb quantities 2c per lb off.		

SMOKING.

Peerless	.....	25
Rob Roy	.....	25
Uncle Sam	.....	28
Tom and Jerry	.....	24
Good Enough	.....	23
Mountain Rose	.....	20
Lumberman's Long Cut	.....	26
Home Comfort	.....	24
Green Back, Killiekinick	.....	25
Two Nickel, Killiekinick	.....	25
Star Durham, Killiekinick	.....	25
Rattler, Killiekinick	.....	25
Honey Dew, Killiekinick	.....	25
Posey, Killiekinick, 1/2 paper	.....	25
Canary, Killiekinick, Extra Virginia	.....	36
Gold Block, Killiekinick	.....	32
Peek's Sun, Killiekinick, 1/2 and lbs.	.....	18
Golden Flake Cabinet	.....	40
Traveler, 3 oz. foil	.....	35
Rail Road Boy, 3 oz. foil	.....	37
Nigger Head, Navy Clippings	.....	26
Scotten's Chips, Navy Clippings, paper	.....	26
Leidersdorfs' Navy Clippings, cloth bags	.....	26
Old Rip Fine Virginia Long Cut	.....	55
Lime Kiln Club	.....	45
Durham Long Cut	.....	60
Durham, Blackwell's	.....	60
Durham, Blackwell's	.....	57
Durham, Blackwell's	.....	55
Durham, Blackwell's, lb	.....	51
Seal of North Carolina	.....	52
Seal of North Carolina	.....	50
Seal of North Carolina	.....	48
Seal of North Carolina lb	.....	46
Special prices given on large lots.		

CIGARS.

Smoke the Celebrated "After Lunch" Cigar. After Lunch	.....	\$30 00
Clarissa	.....	45 00
Clara	.....	32 00
Mirella	.....	35 00
Queen Marys	.....	25 00
Josephines	.....	25 00
Little Hatchets	.....	30 00
Old Glories	.....	23 00
Twin Sisters	.....	23 00
Moss Agate	.....	18 00
Magnolia	.....	12 50
Commercial	.....	55 00
Delumos	.....	60 00
Mark Twain	.....	55 00
Golden Spire	.....	55 00
Storm's Bonnet	.....	65 00
Owl Captain	.....	60 00
S. & S. Capadura	.....	32 00

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

Drugs & Medicines

PERFUMES.

Fancies and Freaks of People who Use Them.

"Do men and women buy the same kind of perfumery, as a general rule?" I asked the proprietor of a large drug store, whose trade in odors is very extensive.

"No," was the answer. "Men generally prefer the strong, penetrating combination odors, particularly Jockey Club and West End. The ladies ask for the more delicate and subtle perfumes, such as White Rose and Violet. Of course there are exceptions to this; some men of refined tastes reflect the same in the perfumes they use, and there are women who are fond of loud odors, but in the main the rule holds good."

"Do ladies often adopt one perfume, and adhere to it, using no other?"

"No, they do not. They generally want to change about every three months. They get tired of one kind, or they take a fancy to some odor they have noticed somewhere, and they want to try it. I have one customer, though—a gentleman—who has bought from me the same kind of perfumery, and no other, for the past twelve years. It is the old-fashioned Ess Bouquet, put up by Bailey & Co., London, England." And he set upon the showcase a tiny bottle of the golden liquid, valued at \$1.50.

"Is it very nice?" I asked, judging from the bulk and the price thereof that it ought to be.

"I don't know. I never smelled it," he answered, but this gentleman—he's getting to be elderly now—comes just about once a month, as he has done for all these years, for his little bottle of Ess Bouquet. I don't know how long he had used it when he began to buy of me."

I looked at the label meditatively, and thought of this man, who had loved one odor for twelve years. It is not often a man will love anything, even a woman, for that long, and I fell to wondering what manner of man he was. Was this a mere mechanical chain of habit he had gotten into? Did he go just so often for his perfumery, as he did for his box of socks or his shaving soap, or was this a kind of devotion to a lady who had in years back loved this perfumery, and a faint, half tangible way of keeping alive her beautiful memory. I wondered whether he was elegant, handsome, and Sybaritic, or simple common-place, business-like and respectable; whether he was tall and stately, or short and fat; given to festivity, swallows, and white ties, or wedded to cutaways, newspapers and the home circle, and whether his friends always knew him by this rare old-fashioned perfume, as the Corsican in "Two Nights in Rome" knew the presence of the fair but treacherous Antonia by the odor of Parma violets in the room. I wondered if he had ever been on a campaign, or shipboard, camping out, or in exile "twelve miles from a lemon," where it was impossible to get Ess Bouquet, and what his feelings were under those circumstances; and I mentally pictured him shipwrecked on a desolate island, but the thought was too horrible, and I awoke from it, as from a bad dream, as the druggist shut the showcase with a click and set out several bottles for my inspection.

"All English odors," he said. "Do you not think perfumes can be made in this country to equal those imported?"

"Perhaps they can be, but they are not. You see, they are manufactured here from the oils and essences and have not the delicate, exquisite odor of those made right from the great flower farms of France and England. They are in the county of Mitcham, and Mitcham lavender water is famous world over. I took up the bottle he set before me. Lavendar! Ah, what memories and associations the name brought forth! If the precious attar of rose, worth its weight in pearls, and the faint, pungent musk and sandal wood conjured up visions of dark-eyed Sultanas and entrancing Lalla Rookas of the wondrous "serpent of old Nile," dusky-eyed Egyptian queens, and Persian beauties such as Gautier pictured and Constant painted, how different were the thoughts aroused by this old-time perfume of our grandmothers, those pure fair Puritan maidens in their folded kerchiefs and modest gowns. It meant the subtle aroma of the spare room sheets, the linen they had spun with their own fair hands, and laid away with sprigs of lavender in old chests that had come over in the "Mayflower." Why, even the garments of Priscilla must have shaken this perfume from their folds when she said "Why don't you speak for yourself, John?" and how odorous of it her through the Plymouth woods to his own little cabin.

How often are sweet odors associated with the lovely women of poetry and song. Who does not remember the "white, little fragrant apartment" of Owen Meredith's "Lucile," the "hair that floated odors as she went," or the gloves smelling of violets that have been immortalized in fiction and song.

"Do not ladies buy more perfumery than gentlemen?" I asked.

"Well, no, the trade is about evenly balanced; but when it comes to Bay Rum, gentlemen are almost exclusively the purchasers."

"Where does the best come from?"

"St. Thomas, West Indies. The Lord only knows where the barber shop article is made."

"How about the creature known as the dude—I don't mean where is he manufactured—but is he a good customer, and apt to be more fastidious than the rest of mankind about his perfumes?"

"No, he does not purchase as much as others, nor is he as exquisite in his tastes as many quiet-looking, unfashionable gentlemen, who are not noticeable on the street. Sometimes he rushes in to have his handkerchief perfumed when he is going somewhere, and he isn't particular what it is; but then his chief end and aim in life is to be seen, and when he has accomplished that he is happy."

"Does the demand for perfumery increase or decrease?"

"It is greatly on the increase. Colognes of the finest quality are used extensively in the bath of my lady or gentleman, sachet powders perfume the wardrobes, and odors of the most delicate kind are for the handkerchief."

I glanced up at the ranks of shelves, and as I looked at the almost innumerable array of bottles, I asked how many different kinds of perfumery do you keep in stock? to which I received the reply, Between sixty and seventy.—And at what price? Oh, from the cheap cologne to the most expensive essential oils, at \$25 to \$30 per ounce.

As this is Presidential year, the following formulae for colored fires will be found useful to druggists, as they will be in considerable demand. These are unlike the colored fires used for theatrical exhibitions, but are especially for pyrotechnics.

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Call for the Second Annual Meeting of the State Pharmaceutical Association.

The Michigan State Pharmaceutical Association holds its second annual meeting in Merrill Hall, Detroit, Tuesday, Wednesday and Thursday, Sept. 9th, 10th and 11th. A one and one-third rate of fare has been secured on the C. & W. M., G. R. & L., D. L. & N., D. G. H. & M., Grand Trunk, Mich. Central, L. S. & M. S., Chicago and G. T., and F. & P. M., also reduced rates at the hotels in Detroit. The programme will consist of the discussion of trade interests, as well as scientific subjects. The wholesale and retail druggists of Detroit are making great preparations for entertaining the druggists while there. All are cordially invited to attend and become members. The larger the association the more influence it will wield. Many abuses that have crept into the pharmacists' business need correction. A large and intelligent body of men by united action, can accomplish a great deal, where a small number would fail. The association now has a membership of 200. It is desired to enroll 300 or more at the next meeting, and I therefore ask every druggist, whether proprietor of a store or in the employ of another, to become a member. Application blanks can be obtained by addressing me at Muskegon.

JACOB JESSON, Secretary.

The Abuse of Opium.

To the Editor of "The Tradesman." The habitual use of the preparation of opium, as a means of intoxication, is an evil, the extent of which is scarcely appreciated by the profession or by the community at large. There are stores to my knowledge in the outskirts of this city in which laudanum is not only sold, but made. I do not refer to druggists, but shops that keep groceries, notions and odds and ends. They use a "general receipt book" by which all things are compounded, and peddled out to every poor victim who can produce a few pennies to purchase a temporary relief from imaginary pains. So common is this article of trade, that even little children are furnished with it on application, as if it were the most harmless of drugs. It is a conundrum to me that Chief Moran's services are not required more than they are. In these shops, laudanum is sold at half the price maintained by respectable establishments, and there can be no doubt that its intoxicating effects are sought by many who use it as a substitute for alcoholic drinks. Individuals who would shrink from the habitual use of spirituous liquors employ this medicine under a false persuasion that it is useful or necessary to allay some symptoms of chronic disease, until they become victims to the worst of habits. There is scarcely a druggist in this city, who cannot relate instances of opium intoxication that come under his own notice and has been served at his own counter. Females afflicted with chronic disease, widows bereft of their earthly support, inebriates who have abandoned the bottle, lovers disappointed in their hopes flee to this powerful drug either in its crude form, in the form of a tincture or some of its salts, to relieve their pain of body or mind, or to take the place of another repudiated stimulant. Such, too, is the morbid taste of those that they think they require the soporific influence of opium to fill this measure of their life enjoyment, just as the drunkard is wedded to his cups, or the tobacco user to his weed.

That Husband of Mine.

A woman hastily entered a Muskegon lager beer saloon and demanded of the proprietor: "Has my husband been in here?" "I don't know him. Is he a tall man?" "Yes." "Red headed?" "Yes, and red complected." "Full beard?" "Yes." "Wear a slouch hat?" "Yes." "He was here not five minutes ago. He came in, drank a glass of lemonade, and then walked down the street." "Drank what?" "Lemonade." "Wrong man!" she said, shooting herself out of the door.

Fly and mosquito poison, to be applied to the hands and faces of those who go into the woods in summertime, has become a staple article of forest men's supplies, and its manufacture a recognized industry. It is now made so that the smell is not particularly offensive.

Industry and trade in Russia are depressed. Complaints, says a correspondent, increase every day. Money is scarce and credit hard to get. Among the small manufacturers failures are frequent occurrences. The stock market is extremely dull.

THE TRADESMAN has arranged with an experienced and practical chemist to answer any queries that may be propounded by the trader in regard to pharmaceutical preparations. All queries should be written plainly and briefly, to insure reply.

F. W. FINCHER, the Pentwater druggist has had the misfortune to lose his fine sailing yacht, "Evangeline," through the covetous proclivities of some clever thief.

A German entered a Dexter drug store the other day and asked for "lemonade mit a glub in it." He probably meant a "stick."

Howell & Blackmer succeed Howell & Brown in the drug business at Kalamo.

WHOLESALE PRICE CURRENT.

Table listing various commodities and their prices, including items like Acetic, Carbonate, and various oils and chemicals.

Table listing various commodities and their prices, including items like Sarsaparilla, Anise, and various oils and chemicals.

HAZELTINE, PERKINS & CO., Wholesale

Druggists!

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

IMPORTERS AND JOBBERS OF Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggist's Glassware.

MANUFACTURERS OF ELEGANT PHARMACEUTICAL PREPARATIONS, FLUID EXTRACTS AND ELIXIRS.

GENERAL WHOLESALE AGENTS FOR WOLF, PATTON & CO., AND JOHN L. WILTING, MANUFACTURERS OF FINE PAINT AND VARNISH BRUSHES.

Also for the GRAND RAPIDS BRUSH CO., MANFGS. OF HAIR, SHOE AND HORSE BRUSHES.

Druggists' Sundries

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

We desire particular attention of those about purchasing OUTFITS for NEW STORES to the fact of our unsurpassed facilities for meeting the wants of this class of buyers without delay and in the most approved and acceptable manner known to the drug trade. Our special efforts in this direction have received from hundreds of our customers the most satisfying recommendations.

Wine and Liquor Department

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

Withers Dade & Co's

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

We are also owners of the Druggists' Favorite Rye, Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our Gins, Brandies & Fine Wines. We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and for quotations on such articles as do not appear on the list such as Patent Medicines, etc., we invite your correspondence. Mail orders always receive our special and personal attention.

HAZELTINE, PERKINS & CO

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, JULY 9, 1884.

Condition of the Clothing Market.

From the Western Clothing Reporter.
In the manufacture of clothing woolsens the trade demands not cheap grades, but finer goods at lower prices. This demand the manufacturers realize, and are doing their best to meet. The same tendency to curtail production, which was adopted at the beginning of the season, continues in a marked degree, and this must have a beneficial effect upon the market. A necessity of realizing upon stocks accumulated last year has forced some manufacturers to unload. The prospect of an immediate improvement is not very good, but it is safe to say that over-production will not be risked to add to the disturbing elements against which the trade is contending.

Good Words Unsolicited.

F. L. Tucker, general dealer, Sumner: "I would miss your paper more than several I could name."

O. H. Richmond & Co., druggists and medicine manufacturers, Grand Rapids: "We feel called upon to congratulate you. THE TRADESMAN is better and better all the time. We could not 'keep house' without it now."

A bill prohibiting the importation of the article known to commerce as "tea dust" has been passed by the Senate, and it is expected to be passed by the House of Representatives as soon as it reaches that branch. The article prohibited is found on analysis, to consist of tea dust and other articles deleterious to health. The Senate bill is supplementary to the bill to exclude adulterated teas, which has met with popular approval, and the necessity for which has been generally recognized. It is understood that the leading tea importers have been urging the passage of the bill. The importation of tea dust was recently forbidden by the Canadian government.

The professors of the University of Jena who have been investigating the effect of tobacco upon the human system, report that moderate quantities of the weed may be used without injurious effects. They say that in the German army soldiers in active service are very properly furnished with smoking tobacco, because smoking enables them to endure severe fatigue upon smaller nutrition and with greater alacrity and confidence than would otherwise be the case.

It has recently been proposed to prevent petroleum fires by placing a bottle of ammonia in each barrel of the oil. On ignition, by accident or otherwise, the bottle would break, and the effect of the ammonia vapors would be to extinguish the fires.

"Look here. This piece of meat don't suit me. It's from the back of the animal's neck," said the man in the market to an Israelite butcher. "Mine friend, all dot beef vot I sell is back of the neck. Dere vos nooding but horns in front of dot neck."

"Well, I do declare!" exclaimed old Mrs. Dusenberry, as she looked up from the evening paper, "they first invented liver pads and now they are telling about foot pads in Chicago. What an age of invention we are living in, to be sure."

A colored man came into a newspaper office and wanted to subscribe to the paper. "How long do you want it?" asked the clerk. "Jess as long as it is, boss; if it don't fit the shelves I kin t'ar a piece off myself."

If matches are made in heaven, how can the sulphur and brimstone that are on them be accounted for? Will D. M. Richardson try to overcome his diffidence for once and send in a solution to this conundrum?

"A man is worth more to himself and his family in the United States than in any other country under Heaven," says the Boston Herald. Why, then, should he run away to Canada as soon as the bank breaks?

"Yes," said the schoolmaster, as he jumped wildly from the chair, "I have always been in favor of tax on raw material, but bless me if I am in favor of raw material on tacks!"

A "genteel" washerwoman in Washington takes the House of Representatives' laundry work on contract, hires the work done at \$4 a week, and pockets \$200 a month.

According to the directory, Chicago has increased 45,000 in population during the past year.

Within three years the number of saw-mills in Arkansas has increased from 319 to over 1,200.

The fig is said to be a sure crop in most of the Southern States. The cost of cultivation is trifling.

New Orleans has a successful lady druggist.

Busted in Business but Not in Society.

From the Chicago News.
"Now that the drop in wheat has swept away our fortune," said a sympathetic and sentimental Chicago wife to her bankrupt husband, "we must, of course give up everything. Our house, our horses, carriages, servants, diamonds, and all must go, and we must begin at the foot of the ladder and work our way up again. Do you know, Algernon, that I sometimes find myself rejoicing over our misfortunes. It takes me back to our early life to think of our living once more in a cottage and being alone by ourselves. Let them take everything, and we will be happy yet."

"You evidently are a little off your balance, Maria," said the bankrupt merchant, removing a three-for-a-dollar from his mouth. "I bought in your name only this morning a \$40,000 house on the boulevard, and I have with the family plate about \$100,000 in Government bonds, which are yours, do you understand? I have conveyed some other property to my friend Jenkins, whom I once helped out of a similar scrape, and we are all ship-shape, I am glad to say. We are busted in business, but not in society. No, no; we may come to want in time, but not this summer. The giving up everything and going to live in a flat is what you read about. It isn't the style in this town."

"You're an angel man," replied the fair one. "I think I'm catching on."

Drummer Wisdom.

A load of Boston tourists was recently traveling in a sleeping car; also a commercial traveler. In the morning, when the porter went around to collect his assessments on boot-blacking, there was a great commotion among the Boston tourists. Some paid him a five-cent nickel, and those who had no nickel, were compelled to yield up short bits. All the while the traveling man, dressed in ordinary clothes, sat reading his paper. When the porter reached him he looked up inquiringly,—

"Did you black my boots, sir?"

"Yes, sah."

"You did a splendid job; never had my boots blacked so well before on this line. Here's three dollars."

When the porter pocketed the money, the Boston people looked up astonished, and presently it was rumored that John Mackey was aboard, or Vanderbilt was out on a campaigning trip. In a few minutes the commercial man and the porter met (by chance) in the smoking room.

"When does my sleeping ticket run out?"

"Your time was up, sah, at Ogden, but if you wants to ride to Reno, boss, it's all right, sah."

The traveler gave the darkey a drink out of a black bottle, and the porter winked continuously for nine seconds, as he drank the traveler's health.

Six dollars saved. Economy is the road to wealth.

The Kind of Business That Suited Him.

"Pap, I thought you said the other night, when you read that piece in the paper, that if you'd catch any one huggin your wife, you'd leave her."

"Yes, I did."

"Well, then, I reckon you'll have to leave mother, fur yisterday when that dentist fixed her teeth he all the time had his arm right around her neck."

"Oh, well; that's a different thing. That's part of his profession."

"And kin he hug girls, too?"

"Yes."

"Well, then, by golly, I'm goin' to learn the tooth doctor trade."

Why the Name is Appropriate.

"Isn't 'Collar-button' rather an odd nickname to give a boy?" asked a gentleman of a friend, who had just addressed his son by that title.

"Well, I don't know," replied the father laughingly. "It may sound a little curious, but it suits the boy first-rate."

"Why do you think the nick-name 'Collar-button suits the boy?"

"Because," was the reply, "when he slips out in the evening, I am never able to find him."

A Fine Quality of Sugar.

"That, sir, is a very fine quality of sugar," said the groceryman. "It is used mostly for making desserts."

"Why is it used mostly for making desserts?" asked the customer.

"On account of its superior quality, sir."

"Oh, that's it? I thought it might be used for making desserts on account of the large amount of sand in it."

Worthy of Its Name.

Irate Customer—"See here, sir, I bought one of those lightning ice-cream freezers of you last week."

Dealer—"Well, it proved worthy of its name, didn't it?"

Irate customer—"Worthy of its name! Why it turned the cream sour."

Dealer—"Yes, that's what lightning does."

A Bankrupt's Lament.

Had I known all that I know now,
Had I sown that which I sow now,
And my better sense controlled me,
Had I heard what it told me,
Had the future condescended
An horizon more extended,
To have granted, poor and ailing,
I had 'scaped the pangs of failing;
Had I been a good deal wiser
I'd have been an advertiser.

New York's yearly product of men's and women's clothing is \$80,000,000; of furs, \$5,000,000; of hats and caps, \$4,000,000; of shirts, \$5,000,000.

SHIELDS, BULKLEY & LEMON,

IMPORTERS

—AND—

Wholesale Grocers,

CORNER IONIA & ISLAND STREETS.

Fireworks

We have the largest and best selected stock ever brought to this market, suitable for public or private display, and are the Headquarters for FIRE CRACKERS, TORPEDOES, FLAGS, LANTERNS, ETC. Send for catalogue and prices.

Cigars

We are carrying a full line of Gordons' Cigars of Detroit, among which are the celebrated "D. F." and "Olympian" and although the latter is being imitated, the stock and workmanship is much inferior to the genuine, for which we are exclusive agents. Give us a trial order.

Showcases

We carry in stock such cases as there is most demand for, of the best makes, and will meet Chicago prices. Give us a call before purchasing.

PUTNAM & BROOKS.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

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

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

—WE MAKE SPECIAL CLAIM FOR OUR—

Tobaccos, Vinegars and Spices!

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

CORRESPONDENCE SOLICITED.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

State Agent for the Lima Patent Egg Cases and Fillers.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

Choice Butter a Specialty!

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

Careful Attention Paid to Filling Orders.

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

A. B. KNOWLSON

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, Michigan.

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

Deeds—Construction—Intention.

The Supreme Court of Illinois holds that in construing deeds or other writings courts must seek to ascertain and give effect to the intention of the parties, and for that purpose they may and will take notice of attendant circumstances and by them determine the intention of the parties.

Must Perform Debtor's Contract.

In the opinion of the Illinois Supreme Court a judgment creditor who levies upon and purchases the land of his debtor who has bought the same, acquires only the interest the debtor had in the premises. Before he can obtain any title, he must pay what his debtor was obligated to pay as purchase money and taxes accruing on the land.

Mistake in Description of Leased Property.

When a mistake is made in the description of land leased in drawing the lease, and it is clear what property was in fact leased, the lessee will have a clear right against the lessors to have the mistake corrected, and so will one succeeding to his rights by purchase of the leasehold property under execution against the lessee.—Bradshaw, admr. vs. Atkins, Supreme Court of Illinois.

Good Will.

The case of Pearson vs. Pearson, recently decided by the Chancery Division of the High Court of Justice, England, was a case of dissolution of a partnership where one partner was to have the business and the good will, and where the outgoing partner had set up in business in the same place and had sent out circulars soliciting orders from the old customers of the firm. Mr. Justice Kay, in accordance with earlier decisions, granted an injunction restraining the outgoing partner from in any way soliciting business from the customers of the old firm.

Good Will—Profits of Trade.

The good will connected with the establishment of any particular trade or occupation may be the subject of barter or sale. It is a valuable right, and, if it be unlawfully destroyed or taken away, the law will award compensation to the injured party. It is defined to be "the advantage or benefit which is acquired by an establishment beyond the mere value of the capital, stocks, funds or property employed therein, in consequence of the general public patronage or encouragement which it receives from constant or habitual customers on account of its local position or common ability or reputation for skill, affluence or punctuality, or from other accidental circumstances, or necessities, or even from ancient partialities or prejudice." It is claimed here that the plaintiff is seeking to recover for his loss of profits in trade, and not for the injury of his good will. But the attachment complained of drove his customers away, and he lost their trade. Now, it is plain that if, by any means, customers are driven from a particular locality to which they resort to trade, that trade loses that which we have described as good will. The distinction between profits and good will is obvious; profits are gains realized from trade; good will is that which brings trade.

The True Inwardness of Dunlap's Much Talked-About Bank Account.

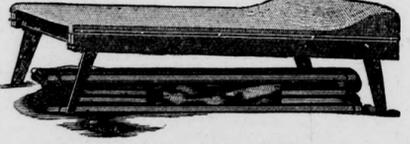
Everyone who did any business with Dunlap while he was in trade at Nashville last winter will remember that he was continually referring to his "bank account," and offering to give checks to anyone who would trust him for goods. He also endeavored to secure credit on the strength of the statement that a draft could be made on him at his bank; and, as stated last week, he offered to loan a certain jobbing establishment here \$5,000 that was "lying idle" at his bank. In order to ascertain what ground Dunlap had for these representations, THE TRADESMAN has secured an exact transcript of his banking transactions, and presents them below. The account does not conform to the statements made, so far as amount is concerned, and will only tend to strengthen the opinion already formed regarding Dunlap's untruthfulness and chicanery:

DR. BARRY & DOWNING, Bankers, in acct' with W. A. DUNLAP & Co. Ct. 1884.

Feb. 4	To Draft	10 00	Jan. 25	By Cash	23 74
5	To Cash	4 00	30	By Cash	3 00
7	To Cash to Balance	23 58	Feb. 1	By Cash	3 45
			2	By Cash	3 20
					37 59

M. B. Church "Bedette" Co.,

Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

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

Price—36 in. wide, by 6 1/2 ft. long, \$3.50; 30 in wide, by 6 1/2 ft. long, \$3.00; 27 in. wide, by 4 1/2 ft. long, cover not adjustable, \$2.50. For sale by furniture dealers everywhere. If not for sale by your dealer it will be sent to any address on receipt of price.

CARPETS AND CARPETINGS.

Spring & Company quote as follows:

TAPESTRY BRUSSELS.

Roxbury tapestry	@ 90
Smith's 10 wire	@ 80
Smith's extra	@ 85
Smith's B. Parade	@ 70
Smith's C. Faislaid	@ 65
Higgins' **	@ 82 1/2
Higgins' ***	@ 70
Sanford's extra	@ 82 1/2
Sanford's Comets	@ 65

THREE-PLYS.

Hartford 3-ply	@ 1 00
Lowell 3-ply	@ 1 00
Higgins' 3-ply	@ 1 00
Sanford's 3-ply	@ 97 1/2

EXTRA SUPERS.

Hartford	@ 77 1/2
Lowell	@ 82 1/2
Other makes	75 @ 77 1/2
Best cotton chain	60 @ 62 1/2

ALL WOOL SUPERFINES.

Best 2-ply	57 1/2 @ 60
Other grades 2-ply	52 1/2 @ 55

Woolen & Worsted.

All-wool super, 2-ply	50 @ 55
Extra heavy double cotton chain	42 1/2 @ 45
Double cotton chain	35 @ 40
Leavy cotton and wool, double c.	20 @ 24 1/2
Half d' chain, cotton & wool, 2-ply	27 1/2 @ 32 1/2
Single cotton chain	19 @ 25

HEMPS.

3-ply, 4 1/4 wide, extra heavy	27 1/2 @ 30
4 1/4 wide	@ 22
Imperial, plain, 4 1/4 wide	@ 18 1/2
D, 3 1/2 inches	@ 17

OIL CLOTHS.

No. 1, 4, 4-1/2, 6-1/2 and 8-1/2	@ 45
No. 2, do	@ 37 1/2
No. 3, do	@ 30
No. 4, do	@ 25

MATTINGS.

Best all rattan, plain	@ 62 1/2
Best all rattan and cool, double c.	@ 52 1/2
Napier A	@ 50
Napier B	@ 40

CURTAINS.

Opaque shades, 38 inch	@ 15
Holland shades, B finish, 4 1/2	@ 18
Pacific	@ 30
Hartshorn's fixtures, per gross	@ 36
Cord fixtures, per gross	@ 10

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl.	1 10
Ohio White Lime, car lots	95
Louisville Cement, per bbl.	1 40
Akron Cement, per bbl.	1 40
Buffalo Cement, per bbl.	1 40
Car lots	1 15 @ 20
Plastering hair, per bbl.	35 @ 30
Stucco, per bbl.	1 75
Land plaster, per ton	3 75
Land plaster, car lots	3 00
Fire brick, per M.	\$27 @ 32 1/2
Fire clay, per bbl.	3 00

COAL.

Anthracite, egg and grate	\$6 50 @ 6 75
Anthracite, stove and nut	6 75 @ 7 00
Cannel coal	7 00
Ohio coal	40 @ 30
Blossburg or Cumberland	00 @ 25

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:
President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. B. MEEKER, Bay City.
Secretary and Treasurer—W. N. MEREDITH, Detroit.
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MINGER, H. K. WHITE For Two Years—D. MORRIS, A. W. CULVER.

TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.

*Detroit Express	6:00 a m
*Day Express	12:25 p m
*New York Fast	6:00 p m
*Atlantic Express	9:20 p m

ARRIVE.

*Pacific Express	6:14 a m
*Local Passenger	11:20 a m
*Mail	3:20 p m
*Grand Rapids Express	10:25 p m
*Daily except Sunday.	*Daily.

The New York Fast Line runs daily, arriving at Detroit at 11:50 a. 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 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:45 p. m. next day.

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

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

*Steamboat Express	6:10 a m	6:15 a m
*Through Mail	10:10 a m	10:20 a m
*Evening Express	3:30 p m	3:35 p m
*Atlantic Express	9:45 p m	10:45 p m
*Mixed, with coach		10:00 a m

GOING WEST.

*Morning Express	12:40 p m	12:55 p m
*Through Mail	4:45 p m	4:55 p m
*Steamboat Express	10:30 p m	10:35 p m
*Mixed		8:00 a m
*Night Express	5:10 a m	5:30 a m
*Daily, Sundays excepted.	*Daily.	

Passengers taking the 6:15 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:30 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.

Train leaving at 10:35 p. m. will make connection with Milwaukee and Chicago daily except Sunday and the train leaving at 4:55 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.

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

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

Grand Rapids & Indiana.

GOING NORTH.

Cincinnati & G. Rapids Ex.	9:30 p m	11:00 p m
Cincinnati & Mackinac Ex.	9:20 a m	10:25 a m
Ft. Wayne & Mackinac Ex.	3:55 p m	5:00 p m
G'd Rapids & Cadillac Ac.		7:10 a m

GOING SOUTH.

G. Rapids & Cincinnati Ex.	6:30 a m	7:00 a m
Mackinac & Cincinnati Ex.	4:10 p m	4:35 p m
Mackinac & Ft. Wayne Ex.	10:25 a m	11:42 p m
Cadillac & G'd Rapids Ac.		7:40 p m

All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 10:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Mackinac City.

South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Chicago & West Michigan.

Leaves. Arrives.

*Mail	9:15 a m	4:00 p m
*Day Express	12:25 p m	10:45 p m
*Night Express	8:35 p m	6:10 a m
*Mixed	6:10 a m	10:05 p m
*Daily, except Sunday.		

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m. and through coach on 9:15 a. m. and 8:35 p. m. trains.

NEWAYGO DIVISION.

Mixed	Leaves. Arrives.
Express	4:10 p m 8:30 p m
Express	8:30 a m 10:15 a m

Trains connect at Archer avenue for Chicago as follows: Mail, 10:30 a. m.; express, 9:40 p. m. The North terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

J. H. PALMER, Gen'l Pass. Agent.

S. A. WELLING

WHOLESALE
MEN'S FURNISHING GOODS
Lumberman's Supplies

—AND—
NOTIONS!
PANTS, OVERALLS, JACKETS, SHIRTS, LADIES' AND GENTS' HOSIERY, UNDERWEAR, MACKINAW'S, NECKWEAR, SUSPENDERS, STATIONERY, POCKET CUTLERY, THREAD, COMBS, BUTTONS, SMOKERS' SUNDRIES, HARMONICAS, VIOLIN STRINGS, ETC.
I am represented on the road by the following well-known travelers: JOHN D. MANGUM, A. M. SPRAGUE, JOHN H. EACKER, L. R. CESNA, GEO. W. N. DE JONGE.
FRANK BERLES - House Salesman.
24 Pearl Street - Grand Rapids, Mich.

SEED BUCKWHEAT

We have a choice lot of Seed Buckwheat, which we offer to the trade at \$1.25 per bushel.

SEED STORE,
91 Canal street.

A. H. FOWLE,
HOUSE DECORATOR
—And Dealer in—

FINE WALL PAPER

Window Shades, Room Mouldings,
Artists' Materials!
Paints, Oils, Glass, Etc.
37 No. IONIA STREET, SOUTH OF MONROE.

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

L. H. BEALS & SON

Manufacturers of
Whips & Lashes,
Westfield, Mass.
OFFICE
—AND—
SALESROOM
NO. 4 PEARL STREET,
GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents

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

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

SHRIVER, WEATHERLY & CO.,

Grand Rapids, Mich., Wholesale and Retail
IRON PIPE,
BRASS GOODS, IRON AND BRASS FITTINGS
MANTLES, GRATES, GAS FIXTURES,
PLUMBERS, STEAM FITTERS,
—And Manufacturers of—
Galvanized Iron Cornice.

MOSELEY BROS.,

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

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

Butter, Eggs, Cheese, Fruit, Grain, Hay, Beef, Pork, Produce
Consignments Solicited. MUSKOGON, MICH.

Spring and Summer Hats and Caps

—I WOULD CALL THE ATTENTION OF MERCHANTS TO MY—
Spring Styles of Fine Hats,
Spring Styles of Wool Hats,
Spring Styles of Stiff Hats,
Spring Styles of Soft Hats,
Wool Hats \$4.50 to \$12 per Dozen,
Fine Hats 13.50 to \$36 per Dozen,
Straw Hats for Men,
Straw Hats for Boys,
Straw Hats for Ladies,
Straw Hats for Misses.

Hammocks Sold by the Dozen at New York Prices!!

—LARGE LINE OF—
Clothing and Gent's Furnishing Goods,
Cottonade Pants and Hosiery.
DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN AND UPWARDS.
Call and get our prices and see how they will compare with those of firms in larger cities.
I. C. LEVI,
36, 38, 40 and 42 CANAL STREET, - - GRAND RAPIDS, MICHIGAN.

ARCTIC

IMPROVED BAKING POWDER

PERKINS & HES
—DEALERS IN—
Hides, Furs, Wool & Tallow,
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

Castor Machine Oil.

The Castor Machine Oil contains a fair percentage of Castor Oil and is in all respects superior as a lubricator to No. 2 or No. 3 Castor Oil. The OHIO OIL COMPANY is the only firm in the United States that has succeeded in making a combination of Vegetable and Mineral Oils, possessing the qualities of a Pure Castor Oil. It is rapidly coming into popular favor. We Solicit a Trial Order.

Hazeltine, Perkins & Co., Grand Rapids.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF
BOOTS & SHOES,
River Boots and Drive Shoes, Calf and Kip Shoes for Men and Boys, Kid, Goat and Calf Button and Lace Shoes for Ladies and Misses are our Specialties.
Our Goods are Specially Adapted for the Michigan Trade.
14 and 16 Pearl Street, Grand Rapids, Mich.

CLARK, JEWELL & CO.,

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

Groceries.

A Challenge from the Grocery Jobbers of Saginaw.

The Wholesale Grocers of Grand Rapids. The wholesale grocers of the Saginaws desirous of cultivating a closer acquaintance with their fellow grocers of Grand Rapids, and feeling that a friendly social gathering will redound to our mutual advantage, do hereby challenge their brother grocers to a friendly game of base ball, same to be played upon the grounds of the Saginaw Base Ball Club, subject to the rules of the Northwestern League, a return match to be played at Grand Rapids, and proceeds of both games to be donated to the regular clubs of the respective cities, both games to be played during the month of July, if agreeable and convenient to both parties, no player to be eligible to play in the match unless a member ber of the firm he represents.

- WELLS, STONE & CO. PLUMB, McCausland & Co. SYMONS, SMART & Co. R. BOYD & Co. JOHN P. DEIBY, THE JAMES STEWART CO. LIMITED. By Jas. Stewart.

Immediately upon the receipt of the challenge, the fact was communicated to the various wholesale houses, and it was decided to accept it at once. Several of the jobbers left their desks, covered with—not orders or remittances, but requests for extensions—and repaired to the rear of the stores to engage in practice. An attempt will be made to fix the time about the 15th, and every athletic jobber—and Grand Rapids jobbers are all athletes, by the way—will repair to Saginaw with the firm determination of pulverizing any nine that Eastern Michigan can place before them.

Failure of C. G. McCulloch & Co.

C. G. McCulloch & Co., jobbers in coffees, spices and grocers' sundries have made a voluntary assignment to Jas. Gallup. The firm is composed of C. G. McCulloch and John H. DeLaney, and has been in existence since last October. McCulloch claims to have furnished the capital, \$3,500, and is inclined to attribute the failure to the fact that DeLaney was unable to contribute anything to the funds of the firm, although he says his partner has acted honorably from beginning to end. The latter part of June an inventory was taken, which resulted in the following showing:

Table with 2 columns: ASSETS and LIABILITIES. Assets include Book Accounts, Cash on hand, Merchandise, Furniture, Personal property, Spice plant. Liabilities include Bills payable, Notes payable.

"When I saw these figures," said Mr. McCulloch, "I knew that all our original capital had disappeared, and that unless we could get help from some of our friends, it would be all day with us. I tried hard to interest a number of moneyed men by way of a third interest in the business, but it was no go. I then realized that the only way left open was to make an honorable assignment, leaving the stock to the creditors, without preference, which I accordingly did. Of course the stock will have to be sacrificed, and it is extremely unlikely that creditors will realize to exceed 50 per cent."

A Business Scene.

"Well, sir," he said, rubbing his hands and smiling pleasantly, as a young man entered the store, "what can we do for you to-day?"

"You keep a good many things here, don't you?" the young man responded, looking about.

"Oh, yes; we keep most everything in stock. If there is anything you want that you don't see, just ask for it. We can supply you."

"Well, I don't see any money. My boss sent me around with this old bill to collect, so I'll just ask you for the amount."

"Oh, yes; I remember the bill. I'm sorry, but I guess you will have to wait a little while for the money."

"All right," replied the young man sitting down in a chair, "that's what the boss told me."

"What did the boss tell you?"

"He told me to wait for the money."

Features of the Week. The grocery market has been about steady during the past week. Sugars are a trifle higher, and are firm with an upward tendency. Pickles are a little lower. Whitefish, Dry hides and kips are 8 to 12 cents. Turkey Prunes are 10 to 12 cents. Currants are 10 to 12 cents. Dried Apples are 8 to 10 cents.

Among customs in Siam is a method of deciding a lawsuit by putting the litigants under cold water, the one remaining the longest being declared the victor.

HIRES, PELTS AND FURS. Perkins & Hess quote as follows: HIDES. Green, 1 lb @ 7. Part cured, 8 to 8 1/2. Full cured, 8 1/2 to 9. Dry hides and kips, 8 to 12. Calf skins, green or cured, 10 to 12. Deacon skins, 10 to 12.

FRESH MEATS. John Mohrhard quotes the trade as follows: Fresh Beef, hind quarters, 7 to 8 1/2. Fresh Beef, hind quarters, 8 to 9. Dressed Hogs, 7 to 8. Mutton, carcasses, 7 to 8. Pork, 8 to 9. Dry Sausage, 10 to 11 1/2. Bologna, 10 to 11.

Buffalo has more miles of railroad track within her corporate limits than any other city.

VISITING BUYERS.

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

- A. P. Waldo, with Bridger, Snell & Co., Lambertson. Lum Pelton, Morley. O. Green, Martin. Chas. Lovejoy, of Loverjoy & Herrick, Big Rapids. M. B. Nash, Sparta. Jay Marlett, Berlin. F. B. Watkins, Monterey. R. A. Woodin, Sparta. Summer Koon, Lisbon. Geo. W. Sly, Muir. H. P. Dunning, Allegan. G. W. Sly, Muir. Ben West, of J. C. West & Co., Lowell. Heber Walsh, Holland. Dr. John Graves, Wayland. M. V. Wilson, Sand Lake. Dr. J. R. Hathaway, Howard City. Walling Bros., Lamont. J. C. Benbow, Cannonsburg. John J. Ely, Rockford. Peter Zalsman, Paris. Smedley Bros, Bauer. J. W. Bragington, Hopkins. Spring & Lindley, Bailey. Gringhaus Bros, Lamont. Jorgensen & Hemingsen, Grant. Parkhurst Bros., Nunica. M. R. Griffin, Coopersville. F. C. Brisbin, Berlin. Barker & Lehnen, Pierson. Geo. W. Bartlett, Ashland Center. F. E. Davis, Berlin. Andre Bros., Jennisonville. Cass Seoville, of Seoville & McAuley, Edgerton. Kellogg & Potter, Jennisonville. H. E. Clark, Lowell. Geo. Sharer, Cedar Springs. B. McNeal, Byron Center. O. Green, Martin. John D. Merritt, Olive Center. W. C. Ball, of Greenwood & Ball, Grandville. J. C. Scholten, Filmore Center. C. H. Deming, Dutton. Mr. Campbell, Fowler & Campbell, Nashville.

- C. R. Bunker, Bailey. R. Carlyle, Rockford. S. C. Fell, Howard City. J. R. Harrison, Sparta. J. H. Spies, Leroy. O. F. & W. P. Conklin, Ravenna. S. A. Colby, Rockford. Mrs. J. Ensing, Kalamazoo. Johnson & Seibert, Caledonia. J. A. Stoem, Rockford. DenHerder & Tannis, Vriesland. J. C. Paris, Kent City. W. C. Root, Talmadge. C. O. Baker, LeBarge. C. O. Bostwick & Son, Cannonsburg. Lee Deuel, Bradley. M. Minderhout, Hanley. G. H. Walbrink, Allegan. Baron & TenHoor, Forest Grove. McLeod & Trautman Bros., Moline. O. F. Conklin, Coopersville. M. J. Howard, Englishville. A. Engberts, Beaver Dam. W. H. Struik, Forest Grove. B. M. Dennison, East Paris. J. Barnes, Plainfield. A. J. White, Bass River. J. W. Mead, Berlin. Bert Tinkler, Hastings. John Van Euaan, Zealand. H. Freeman, Manelona. A. B. Foote, Hilliards. H. Baker & Sons, Drentie.

Visiting Salesmen. The following representatives of outside jobbers have visited this market during the past week, and paid their respects to the various wholesale houses:

- Denis P. McCarthy, Towle, Carle & Co., Chicago. W. C. Richmond, Bean, Hughes & Co., Chicago. D. W. Kimball, Marshall Field and Co., Chicago. Mr. Chick, John H. Pray & Co., Boston. Thos. A. Stevens, C. A. Jackson & Co., Petersburg, Va. Mr. Leedrom, Thos. L. Leedrom & Co., Philadelphia. John V. Farwell & Co., Chicago. Si Wicks, Hemphill, Hamlin & Co., New York. Mr. VanDeventer, VanDeventer & Horne, New York. Geo. P. Mills, Tonquin Bitters Co., Cincinnati, Ohio. Frank Conlon, C. E. Andrews & Co., Milwaukee. Mr. Cones, S. W. Venable & Co., Petersburg, Pa.

How They Swindled Him.

The neat manner in which a hotel keeper was swindled is thus described by an exchange: A few days ago four well dressed men entered the hotel and had dinner. When the moment came to pay they said that they had no money with them, but would leave a valuable diamond ring. A few days later they called, settled the previous account, and finally sold him the ring for \$75. He considered that he had made a good bargain, because, while it had been in his possession, he had taken it to a jeweler, who pronounced it to be worth \$150. The guests, however, had, on their second visit, substituted an imitation fac similar for the genuine ring.

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WHOLESALE PRICE CURRENT.

Table with 2 columns: Item and Price. Includes AXLE GREASE, BAKING POWDER, and BULING.

Table with 2 columns: Item and Price. Includes Choice in barrels med., Dingee's 1/2 doz, and Dingee's 3/4 doz.

Table with 2 columns: Item and Price. Includes Choice Carolina, Prime Carolina, and Java.

Table with 2 columns: Item and Price. Includes DeLand's pure, Church's, and Taylor's G. M.

Table with 2 columns: Item and Price. Includes Lee & Perrins Worcestershire, Picadilly, and Pepper Sauce.

Table with 2 columns: Item and Price. Includes Apples, Apples, gallons, standards, Erie, and Blackberries.

Table with 2 columns: Item and Price. Includes Apricots, Lusk's, Egg Plums, and Green Gages.

Table with 2 columns: Item and Price. Includes Asparagus, Oyster Bay, Beans, Lima, and Beans, Boston Baked.

Table with 2 columns: Item and Price. Includes Boston premium, Baker's premium, Runkles, and German sweet.

Table with 2 columns: Item and Price. Includes Green Java, Green Mocha, Roasted Java, and Roasted Mocha.

Table with 2 columns: Item and Price. Includes Jennings' 2 oz, 4 oz, 6 oz, 8 oz, and 10 oz.

Table with 2 columns: Item and Price. Includes Whole Cod, Herring, Herring Holland, and White, No. 1.

Table with 2 columns: Item and Price. Includes Herring Holland, White, No. 1, 12 b kits, and Trout, No. 1.

Table with 2 columns: Item and Price. Includes Mackerel, No. 1, 1/2 bbls, and Mackerel, No. 1, 12 b kits.

Table with 2 columns: Item and Price. Includes London Layers, Loose Muscatels Raisins, and New Valencian Raisins.

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OATMEAL.

Table with 2 columns: Item and Price. Includes 18 1/2 pkgs, 36 1/2 pkgs, and Imperial bbls.

Table with 2 columns: Item and Price. Includes Choice in barrels med., Dingee's 1/2 doz, and Dingee's 3/4 doz.

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STROUPS.

Table with 2 columns: Item and Price. Includes Corn, Barrels, Corn, 1/2 bbls, and Corn, 1/4 bbls.

Table with 2 columns: Item and Price. Includes Choice in barrels med., Dingee's 1/2 doz, and Dingee's 3/4 doz.

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CHIMNEYS No. 1.

Table with 2 columns: Item and Price. Includes Chimneys No. 1, Cocoanut, Schepps' 1 lb packages, and Cocoanut, Schepps' 1 1/2 lb do.

Table with 2 columns: Item and Price. Includes Choice in barrels med., Dingee's 1/2 doz, and Dingee's 3/4 doz.

Table with 2 columns: Item and Price. Includes Choice Carolina, Prime Carolina, and Java.

Table with 2 columns: Item and Price. Includes DeLand's pure, Church's, and Taylor's G. M.

Table with 2 columns: Item and Price. Includes Lee & Perrins Worcestershire, Picadilly, and Pepper Sauce.

Table with 2 columns: Item and Price. Includes Apples, Apples, gallons, standards, Erie, and Blackberries.

Table with 2 columns: Item and Price. Includes Apricots, Lusk's, Egg Plums, and Green Gages.

Table with 2 columns: Item and Price. Includes Asparagus, Oyster Bay, Beans, Lima, and Beans, Boston Baked.

Table with 2 columns: Item and Price. Includes Boston premium, Baker's premium, Runkles, and German sweet.

Table with 2 columns: Item and Price. Includes Green Java, Green Mocha, Roasted Java, and Roasted Mocha.

Table with 2 columns: Item and Price. Includes Jennings' 2 oz, 4 oz, 6 oz, 8 oz, and 10 oz.

Table with 2 columns: Item and Price. Includes Whole Cod, Herring, Herring Holland, and White, No. 1.

Table with 2 columns: Item and Price. Includes Herring Holland, White, No. 1, 12 b kits, and Trout, No. 1.

Table with 2 columns: Item and Price. Includes Mackerel, No. 1, 1/2 bbls, and Mackerel, No. 1, 12 b kits.

Table with 2 columns: Item and Price. Includes London Layers, Loose Muscatels Raisins, and New Valencian Raisins.

Table with 2 columns: Item and Price. Includes Herring Holland, White, No. 1, 12 b kits, and Trout, No. 1.

Table with 2 columns: Item and Price. Includes Mackerel, No. 1, 1/2 bbls, and Mackerel, No. 1, 12 b kits.

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Table with 2 columns: Item and Price. Includes Mackerel, No. 1, 1/2 bbls, and Mackerel, No. 1, 12 b kits.

Dry Goods.

Spring & Company quote as follows:

Table listing various dry goods items like Pepperell, Androscoegin, and their prices.

Table listing various dry goods items like Park Mills, Otis Apron, and their prices.

Table listing various dry goods items like Alabama plaid, Kentucky brown, and their prices.

Table listing various dry goods items like Art cambrics, Androscoegin, and their prices.

Table listing various dry goods items like Ballou, Boot, and their prices.

Table listing various dry goods items like Davol, Fruit of the Loom, and their prices.

Table listing various dry goods items like Gilded Age, and their prices.

Table listing various dry goods items like Albany, Albany grey, and their prices.

Table listing various dry goods items like Amoskeag, Bates, and their prices.

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COUNTRY PRODUCE.

Asparagus—About out of market. Brood Hay—Scarce and firm at \$15@16 1/2 ton.

Butter—Choice dairy packed is worth 15@16c. Creamery packed 19c.

Beans—Handpicked readily command \$2.25@2.50. Unpicked are not much moving.

Beats—40c per doz. bunches. Cabbages—\$6@8 1/2 100, according to size.

Cheese—Full cream 9@9 1/2c. Clover Seed—Choice medium firm at \$6 @ \$6.50 per bu.

Cucumbers—45c per doz. Dried Apples—Quarters active at 7@9c per lb.

Eggs—Firm and ready sale at 16@17c. Green Onions—30@35c per dozen bunches.

Honey—Choice new, 10c per lb. Hops—Brewers pay 35@40c for Eastern and Western and 20c for Michigan.

Letting—In fair demand at 10c per lb. Maple Sugar—Dull and plenty at 12 1/2c for pure, and 8@10c for adulterated.

Millet Seed—\$1 per bu. Onions—New, \$2.50 per sack and \$4 per bbl.

Peas—60@75c per bu. Peas, for field seed—\$1.50 per bu. Radishes—16c per dozen bunches.

Potatoes—Old are about played out. Choice new are worth \$2.75@3 per bbl, but are no a downward tendency.

Poultry—A little more plentiful. Fowls selling at 15@16c. Timothy—Choice is firmly held at \$1.75 per bu.

Tomatoes—Illinois \$1 per box of 1/2 bu. Wax Beans—\$1 1/2 per bu.; Green, 75c per bu.

Watermelons—Large scaly bark Georgia are worth \$40@45 per hundred.

GRAINS AND MILLING PRODUCTS. Wheat—White, 95@98c; Lancaster, 96@ \$1.05.

Corn—45@60c per bu. Oats—52@54c per bu. Rye—Brewers pay \$1.30@1.40 per 100 lbs.

Flour—Fancy Patent, \$6.50 per bbl. in sacks and \$6.75 in wood. Straight, \$5.50 per bbl. in sacks and \$5.75 in wood.

Meal—Bolted, \$1.45 per ewt. Mill Feed—Screenings, \$14 per ton. Bran, \$13@14 per ton. Shells, \$15 per ton. Middlings, \$17 per ton. Corn and Oats, \$23 per ton.

LUMBER, LATH AND SHINGLES. The Newaygo Company quote f. o. b. cars as follows:

Table listing lumber and shingles items like Uppers, 1 inch, and their prices.

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A STRANGE STORY.

A Cheboygan Merchant Interviews a Deaf-mute Clerk.

For some years one of our prominent merchants has been a firm believer in spiritualism and all its manifestations—visible and invisible.

Whether Deacon Williams is responsible for this or not we cannot say, but that as it may, the subject had been a prolific source of conversation between the merchant and his clerk and intimate friends.

Some year or two ago an agreement was made between the merchant and one of his clerks, that whoever should die first should return if possible, and bring the other tidings from that "unknown bourne".

At that time both were strong, hearty men, and to all appearances it would be a long time before either would join the silent majority.

But the clerk sickened and after a long illness he died. As it became evident that he was dying he spoke to his employer again on the subject, and solemnly promised to return again if it were possible.

A month or so after the remains of the departed were deposited in the cemetery, the merchant began to anxiously await tidings from the Land of the Dead.

At first nothing occurred out of the ordinary run of things terrestrial, but as time passed the merchant began to be conscious of a presence—

"An impalpable impression on the air—A sense of something passing to and fro." And jumped to the conclusion that his friend was trying to break through the veil of mystery that shrouds the other world, and was so excited that he retired to his room, where, after the feelings of the merchant had been worked up to the proper pitch to enable the shade to approach, it began to materialize, until the portly form of the clerk stood beside the merchant the same as in life, and then ensued a long conversation, during which the spook volunteered if the merchant would go to Chicago, to perform a miracle and cure a slight lameness the merchant suffered from while working through the medium of a "healer".

The visit was made and the lameness was greatly relieved, and another visit will be made, when the cure, it is expected, will be completed. The intimacy between two friends of two different worlds has now become so great that the merchant keeps some of his intimate friends up all night in his room while he talks to the departed, who, however, is invisible to all but himself, and whose voice he alone can hear.

The story is a strange one, but there is no doubt but that the merchant is firm in the belief that he sees and talks with the departed, and so sincere is he that several of his friends have been convinced.

The Campaign. Indications now point to a very active and exciting Presidential Campaign.

To a certain extent this will injure the regular business of the country. In some branches, however, there will be increased activity.

Flag-makers, manufacturers of regalia and uniforms, torch-light manufacturers, and makers of transparencies will have their hands full. Ready-made-clothing dealers already report a large business in Grand Army of the Republic suits, and campaign hat-makers also are crowded with orders.

These are special industries brought into increased activity by the political contest. Will regular business be neglected? Why should it? Men need not stop working because of their intense anxiety to elect the President of their choice.

There will be large numbers of public gatherings, no doubt, and these will attract many from their stores and shops to attend them, but this, at best, will be only a temporary interruption to business.

It may be expected that all kinds of trade will be less active for the months of July and August than for the two or three previous months. At least, there are few indications looking to activity during these months, but the dulness, if it should prevail, will not be all due to political excitement.

Many are forced to the belief that the best interests of the country would be subserved by extending the Presidential term from four to ten years, thus preventing the too-frequent recurrence of Presidential campaigns, with all of their unsettling and demoralizing effects. In the present contest the people will not loudly complain if the ill effects of the political agitation if the result of the election shall prove satisfactory.

He Wasn't From the South. "Yes, sir, I was up to the Chicago Convention," replied one drummer in response to the inquiry of another as they both looked around in vain to see if there were any pretty girls on the car; "had a royal time, too. Walked about the hotels and made people believe I was a big politician. Tried to make Steve Elkins believe I was a delegate from the South, and hard up for stuff to pay my hotel bill with. But he was too flip for me—couldn't work him."

"How did he catch onto you?" "Well, I'll tell you. He took me into room 40, Grand Pacific, clear into the little back bedroom. 'Now,' says he, 'we want all the friends we can get in the south. We're going to have a glorious foreign policy, and—let's take a drink first,' says he. 'Certainly,' says I. 'Whitlaw,' says Steve, 'pass the bottle.' They gave me the bottle, but I hesitated. 'What now?' says Elkins. 'A glass, if you please,' says I. 'Young man,' says Steve, as he took me by the collar, 'your name may be Brown, and you may be a delegate from Georgia, but I believe you are an infernal liar. You're the first man from the South I've seen—and I've seen about all of 'em—that asked for a glass to drink whisky out of. Now you get out of here.'"

WANTED—A position as traveling salesman or head clerk in a mercantile establishment with an experienced and thoroughly competent man. Address T. M. Stryker, Coral, Mich.

FOR SALE—Stock and good will of retail grocery store in one of the best locations in Grand Rapids. Will either rent or sell building. Stock and fixtures will inventory about \$1,000. Address XXX, care THE TRADESMAN.

WANTED—A first-class baker. Apply to C. A. Lockinaw, Kalkaska, Mich.

WANTED—A position in a first-class drug store by a young man of experience. Address A, care THE TRADESMAN.

Hardware.

Prevailing rates at Chicago are as follows: AUGERS AND BITS.

Table listing hardware items like Ives' old style, N. H. C. Co., and their prices.

Table listing hardware items like Spring, Railroad, and their prices.

Table listing hardware items like Hand, Cow, and their prices.

Table listing hardware items like Stove, Carriage and Tire, and their prices.

Table listing hardware items like Barber, Backs, and their prices.

Table listing hardware items like Well, plain, Well, swivel, and their prices.

Table listing hardware items like Cast Loose Pin, figured, and their prices.

Table listing hardware items like Spring for Screen Doors, and their prices.

Table listing hardware items like Ely's I-10, Hick's C. F., and their prices.

Table listing hardware items like Rim Fire, U. M. C. & Winchester, and their prices.

Table listing hardware items like Socket Firms, Socket Framing, and their prices.

Table listing hardware items like Brass, Racking's, and their prices.

Table listing hardware items like Planished, 14 oz cut to size, and their prices.

Table listing hardware items like Morse's Bit Stock, and their prices.

Table listing hardware items like Com. 4 piece, 6 in., and their prices.

Table listing hardware items like American File Association List, and their prices.

Table listing hardware items like Stanley Rule and Level Co., and their prices.

Table listing hardware items like Maydole & Co., and their prices.

Table listing hardware items like Gate, Clark's, and their prices.

Table listing hardware items like Stamped Tin Ware, and their prices.

Table listing hardware items like Grub 1, Grub 2, and their prices.

Table listing hardware items like Door, mineral, jap. trimmings, and their prices.

PLANS.

Ohio Tool Co.'s, fancy, dis 15. Sciota Bench, dis 25.

Stanley Rule and Level Co.'s, wood and iron, dis 20.

Common, polished, dis 40. Dripping, dis 8.

Iron and Tinned, dis 40. Copper Rivets and Burs, dis 40.

Wood's patent planished, Nos. 24 to 27, dis 10. Broken packs 1/2 cts extra.

Roofing Plates. IC, 14x20, choice Charcoal Terne, dis 7.5.

Steel and Iron. Steel and Iron, dis 50. Roof and Bevels, dis 50.

Sheet Iron. Nos. 10 to 14, Com. Smooth, dis 30.

Tinners' Solder. No. 1, Refined, dis 13.00. Market Half-and-half, dis 15.00.

Tin Plates. Cards for Charcoals, \$6 75, dis 6.50.

Steel, Game, dis 35. Oneida Community, Hawley & Norton's, dis 35.

Wire Goods. Bright, dis 60. Annealed, dis 60.

Wrenches. Baxter's Adjustable, nickled, dis 50.

Miscellaneous. Pumps, Cistern, dis 60. Screws, dis 70.

Hammer. Maydole & Co.'s, dis 15. Kip's, dis 25.

Hinges. Gate, Clark's, dis 60. State, dis 25.

Hollow Ware. Stamped Tin Ware, dis 60. Japanese-Tin Ware, dis 20.

Hoops. Grub 1, dis 40. Grub 2, dis 40.

Knobs. Door, mineral, jap. trimmings, dis 60.

Locks-Boor. Russell & Irwin Mfg. Co.'s reduced list, dis 60.

Levels. Stanley Rule and Level Co.'s, dis 65.

Mills. Coffee, Parkers Co.'s, dis 45. Coffee, P. S. & W. Mfg. Co.'s, dis 45.

Mattocks. Adze Eye, dis 40. Hunt Eye, dis 40.

The Introduction of Steel Nails.

The long-talked-of steel nail is now a reality and has become a bona fide article of commerce, with every appearance of having come into the market to stay.

Small stocks of them are in the hands of the jobbers, and the next few months will determine whether the nail will meet the popularity which has been predicted.

The production as yet has been very small. Only a few scattering car-load lots have been obtainable, the bulk of the shipments from the mills even being in less than car-loads.

The experimental stage, in so far as it effects the value of steel for nails, is now passed, but many minor details of production are yet in question, and it is a definite settlement of these that is awaited before the manufacture is begun in earnest.

Steel nails have been made in small quantities in this country for some time, but they were held at fancy prices and occupied no important place in the general trade.

The price at which they shall be put upon the market is not yet definitely settled, because the cost of production as compared with iron nails is not yet ascertained.

For the present, the Benwood nails are selling at the same price of iron, and the Riverside are held at 15 cents per keg higher than iron.

The nails now in the market are made entirely of soft steel, neither Bessemer or open-hearth, and of course the necessity of puddling is done away with.

The local makers are using with success the same machines formerly used for iron nails.

At the East some alterations in the machines have been made, the value of which is not yet developed.

The question of making the nails sufficiently lighter to make up in number the additional cost per keg to the consumer has received considerable attention.

While it is pretty generally admitted that the greater strength and rigidity of the steel would admit this, the change to a lighter nail is held by the better-informed to be of very doubtful advantage, to say the least.

The nails would not only have to be cut light enough to make up the difference in price to the consumer, but also to admit of that price being raised to recompense the manufacturer for the increased cost of the light cutting.

The most important claim for steel nails is their rigidity, and this advantage would be lost in making the nail enough lighter to meet the above requirements.

Furthermore, experience teaches us that a certain amount of cleavage is essential and any reduction of the same is of doubtful advantage.

In fact, it has of late years been the custom to make the iron nails as light as admissible.

The small additional cost named above, it is thought, however, will not prove an obstacle to the popularity of steel nails, and their use, it is believed, destined to become general.

The extra cost is, in many instances, more than offset by saving in breaking and in labor for boring holes for nails in hard wood.

The chief advantage, as has been said, lies in their greater rigidity, and it is for use in hardwoods that they are mainly in demand.

They are especially adapted to flooring and molding purposes. The nails are said to finish somewhat better than iron nails and to have fewer flaws.

Glucose in Leather. According to the Shoe and Leather Review, the falsification of the weight of leather by adding glucose, or grape sugar appears to be carried on rather extensively in Germany, and the shoe trade societies are taking steps to protect themselves from the imposition.

A simple test is recommended, which consists in placing pieces of the leather in water for the space of twenty-four hours, when the glucose will be dissolved by the water, and the result will be a thick, syrupy liquid.

When two pieces of the leather are placed together and left in that position for a time, it will be found difficult to separate them, as the gummy exudations will stick them together. It is stated that some samples of sole leather were found to contain as high as 30 to 40 per cent. of extra weight. Another test recommended is to cut off small pieces of the leather, and, wrapping them in a damp cloth, lay them away for a few days in a temperate place. If the leather is adulterated, the pieces will be found to be stuck together, and surrounded by a syrupy substance in proportion to the quantity of the adulterant used; and the peculiarity about leather treated with grape sugar is that, after wetting, it is difficult to dry, and resembles gutta percha or untanned leather more than the genuine article.

FOSTER, STEVENS & CO., WHOLESALE.

HARDWARE!

10 and 12 MONROE STREET, GRAND RAPIDS, MICHIGAN.

WE SOLICIT THE DEALER'S TRADE,

And NOT the Consumer's.

We are Manufacturers' Agents for the

Crown Jewel Vapor Stove,

New Era Roller Skates,

Jewett's Bird Cages,

ALL OF WHICH WE QUOTE AT BOTTOM PRICES.

AGENTS FOR THE RIVERSIDE STEEL NAIL

What May Be.

From the Ishpeming Agitator.

Geologists claim that at the junction of the granite and states of this region there ought to be indications of tin. Nothing has yet been found of this metal, but the rocks which are so prolific in other minerals may yet prove to contain this. There might be a search of a systematic kind made for it with good results. Little is known of tin by explorers hereabouts and mines of it may have been tramped under foot for ages past without any people knowing it.

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

Foster, Stevens & Co.

The Michigan Tradesman.

PENCIL PORTRAITS—NO. 21.

Dr. J. B. Evans, the Handsome Man of the Grocery Trade.

Josiah Bidwell Evans was born at Watertown, N. Y., Dec. 23, 1849, and about a year afterward his family removed to Walton, Delaware county, same State, where they still reside. Josh. attended the village school at Walton, subsequently studying the higher branches at Deposit, and completing his education at Cornell University. While getting an education, he taught school winters, and all his studies were pursued with the single idea of fitting himself for the profession of teacher, in which vocation he subsequently attained considerable success. He was married Aug. 17, 1870, and in the spring of 1872 removed to Missouri, where he was principal of graded schools at St. Francisville and Athens. In 1875 he accepted the principalship of the public school at Farmington, Iowa, where he had charge of four departments, his wife being intermediate teacher. He filled the position acceptably for three years, when he resigned to remove to Michigan, teaching the school at Berlin the coming year. He then attended a course of medical lectures at the Hahnemann Medical College, at Chicago,—from which comes the designation "Dr."—and afterwards practiced with Dr. Marvin, of this city, several months. In 1880, he engaged with John Caulfield to attend to the wants of the city trade and make short trips outside, which position he filled for about a year, when he accepted an offer extended him by W. W. Kimball, to sell musical instruments. On the sale of the business to McIntyre & Goodsell, he continued with the house, remaining in the position until June, 1883, when he engaged to travel for Cody, Ball & Co. His territory includes to D. G. H. & M., east and west, the G. R. & L., from Howard City to Plainwell, the C. & W. M., as far as Watervliet, and east to Eaton Rapids on the Michigan Central. He sees his trade regularly every three weeks, and there is every reason for thinking that his visits are as acceptable to the trade as they are satisfactory to the house he represents.

Mr. Evans is a genial companion as well as a polite and accomplished gentleman. He is a capital collector—very much better than the average—and takes front rank as a salesman. He holds his trade by "doing the square thing by his customers, and making everything right," as he expresses it, and to this fact is to be attributed the success that has attended his career as a traveling salesman.

Logs Run on Rogue River.

Mr. Wm. H. Powers, secretary and treasurer of the Rogue and Grand River Log Running Co., furnishes THE TRADESMAN with the following table, showing the number of logs handled by the company during the present season, and the individual owners of the same:

C. C. Comstock.....	6,022,620
A. B. Long & Sons.....	3,194,000
Grand Haven Lumber Co.....	2,962,920
C. F. Nason.....	2,713,672
Robinson, Letellier & Co.....	2,637,783
Cupples Woodware Co.....	1,920,490
R. H. Woodin.....	263,301
Buswell, Cairnes & Co.....	267,720
Michigan Barrel Co.....	172,132
Total.....	20,224,738

This is a considerable falling off from the figures of last year, the logs run during 1883 amounting to 39,090,000 feet. It is estimated that the next two years will completely exhaust all the pine worth running on the river, the most of which will be cut next year, and even then the total amount will probably not exceed 10,000,000 feet. The remainder, which will be for the most part small and scattering, will be worked up into shingles on the ground.

That's What He Failed For.

"Well, Messmore, do you propose to accept the fifty per cent. compromise offered by John Wingle?" asked John Caulfield of the more or less illustrious Colonel the other day.

"Yes, I shall advise my wife to that effect," was the reply.

"That's a pretty fair margin—get fifty per cent. and settle at 10—I understand you propose making such an offer," said Caulfield.

"What am I in this business for, anyhow, if it ain't to make a good percentage?" replied Messmore.

D. W. Kendall, designer for the Berkeley & Gay Furniture Co., J. N. Murray, until recently traveling representative for Sidney Norris & Co., of Baltimore, and Wm. Stridiron, traveling salesman for Berry Bros., of Detroit, have formed a co-partnership under the firm name of Murray, Kendall & Co., for the purpose of engaging in the manufacture and sale of hat cases for hotels. The case is the invention of Mr. Kendall, who has arranged with the Novelty Furniture Co. for the manufacture of several, and Mr. Murray has gone on the road in the interest of the new firm.

D. E. Stearns, general western traveling overseer for the Broadhead Worsted Mills, Jamestown, N. Y., left yesterday for a six weeks' tour through Illinois, Missouri and Kansas. He has just arranged with W. W. Williams, of Kalamazoo, to represent his house in Kansas, Nebraska and Missouri. Vernor Woolley continues in possession of the Illinois trade and W. B. Kindale the Michigan trade, while S. K. Lindley attends to the Chicago retailers.

Jas. Fox has just completed a summer residence at Macatawa Park, and his family are now enjoying the cool breezes and fine fishing at that resort.

RUINED HOMES.

A Villain Who has Wrecked the Peace of Nine Families.

"Do you expose trade frauds?" said a caller at the office the other day.

"Of course we do, that's one of our specialties," responded the fraud reporter, who then recognized the interrogator as an old friend who once lived on the West Side. A closer scrutiny of the man's face revealed the fact that his eyes wore a dead look and that his lips were tightly compressed.

"I hardly recognized you," apologized the newspaper man. "You look as though you were in trouble. I didn't know that anything ever worried you. Why, a few months ago you were counted the jolliest man on the West Side."

"I know I was," said the other as he wiped away a tear; "but just look at me now. See how thin I've grown, and how pale and careworn. Oh! but I've suffered. Listen."

He drew nearer to the reporter, pulled a flask from an inner pocket, took a long pull at it, and replaced it. The scribe was thunderstruck. Mr. Blank was a deacon in a West Side church once and was known as a total abstainer.

"Yes, listen to me," continued the man, wiping his lips, "and learn how the happiness of six families may be wrecked by one heartless, unfeeling fiend, for if ever there was a fiend that boy is one. But to begin at the beginning. When you knew me last fall I lived in peace and quiet, but in an evil hour a friend persuaded me to move into a tenement house over on — street. Everything moved along smoothly for several weeks when it was discovered that one of the tenants had a piano. Nothing strange in that, you say? Ah, but wait, wait. The piano was all right, perhaps, except that it was sort of 'tinpanny,' but oh the fiend incarnate who performs upon it. Performs upon it, did I say? Rather let me say pounds it, hammers it, jumps on it, smashes it. He seems to have no use for any music but his own. We stood it for a few days, and hoped he would die from over exertion, but it daily grew worse until it has wrecked the lives and blasted the hopes of the occupants of the row, your unfortunate servant among them. We tried to get a sight of the fiend who was driving us mad and a neighbor sat for three days with a Winchester rifle trying to get a sight at him, but to no purpose. We have never seen him, but we know from the way he plays what he looks like. He is hump-backed and his body is covered with red hair. He has but one eye, and that is in the center of his forehead. His mouth is a cavern, and he has teeth like a shark. His arms are so long that his hands touch the ground as he stands before his instrument of torture. His hands are as big as hams, and his fingers are like sections of a bologna sausage. No one but a person who looks like this could be cruel enough to do as this fiend does. He laughs in glee as he runs his enormous paws across the keys. He slashes, he thumps, he slaps, slams, bangs, punches, batters, beats, whacks, pummels, bastes, lashes. The instrument groans, yells, and prays for mercy, but he never lets up. The neighbors are all beginning to look like me—thin, careworn, and emaciated. There have been two deaths in the block which may be directly traced to this monster. We seriously contemplate blowing up the house, but have not quite decided what to do. In the meantime we are gradually and surely approaching madness and are driven from our homes." Poor blank groaned deeply and dropped his head upon his breast.

"But what has all this got to do with trade?" suggested the reporter.

"Why, don't you see the fiend is employed in a subordinate capacity in some one of the wholesale houses here, and as soon as we discover his whereabouts we propose to make it lively for the firm that will have such a villain around."

Miscellaneous Trade News.

Sand Lake cries aloud for a good meat market.

The Dundee cheese factory uses 3,500 pounds of milk daily.

L. L. Bissell has purchased the grocery business of A. T. Call at Lakeview.

A wagon and carriage factory is among the probabilities at Howard City in the near future.

O. E. Close, the Sand Lake druggist, is an expert numismatist, and has a large and valuable collection.

D. E. Wilber has moved his stock of general goods from Birmingham to East Jordan, Charlevoix county.

The handle factory at Ovid has shut down until September. The company has manufactured 10,000 dozen rakes, 1,000 dozen scythe snaths, 300 dozen cradles and other articles too numerous to mention.

Joseph O. Jeannot and Merrit F. Reed have formed a co-partnership at Muskegon under the firm name of Jeannot & Reed and engaged in the grocery business. A Weiranga, the Muskegon jobber, furnished the stock.

Styles in Pocket Handkerchiefs.

Ever since the depreciation in qualities of domestic silk handkerchiefs commenced, the tendency to revive the linen handkerchief trade for men's wear has been very noticeable. The coming season bids fair to be a very active one in this line, as the styles to be introduced are so radically different from those shown heretofore. This will be particularly in the colorings, which show that the new color, "gray mode," will be a leading favorite. In place of the two inch hems the fashion will be one-half inch, but there will be some offered as narrow as one-quarter of an inch in width.

A MODEL ESTABLISHMENT.

The Finest Flouring Mill in Grand Rapids.

Of the recent changes in the ownership and management in the Valley City Mills, the readers of THE TRADESMAN have already been made acquainted. Since taking possession of the property, several months ago, the new proprietors have expended about \$10,000 in enlargements, improvements, and new machinery, until they now have one of the finest and best equipped flouring mills in the West. Other mills, to be sure, have a larger capacity, but none turn out finer goods, or excel the Valley City in the strength or color of their flour. Eight double sets of rolls are in constant operation, day and night, except Sunday, the mill having a daily producing capacity of about 200 barrels of flour, which amount will probably have to be increased in the near future, in order to meet the growing demand for the product of this establishment.

Accepting the invitation of Manager Rowe, a reporter of THE TRADESMAN recently took a walk through the various floors comprising the mill and noted the superiority of the machinery and the general excellence of the flour. The mill building proper is 90x60 feet in size, four stories and basement. Connected with it is a two-story brick office building, 45x25 feet in size. The wheat passes through five separate cleaning machines before it reaches the roll, which removes all foreign substances. None but the best grades of wheat are used, a good proportion being Minnesota hard spring. Several grades of flour are used, the fancy patent brand, "Roller Champion," taking the first rank. The next grades, "Snowflake" and "Lily White," both patent roller process flours, are meeting with exceptional success, "Snowflake," particularly, having obtained wide popularity. During the past month, it has been extremely difficult to keep pace with the demand for these brands, and on the day THE TRADESMAN reporter looked through the mill the orders on the books greatly exceeded the amount on hand. Such an unusual demand is due entirely to the merit of the goods.

The new establishment is particularly fortunate in the personal of its officers and working staff. Messrs. C. G. Swensburg and M. S. Crosby, as president and vice-president, respectively, are well and favorably known as successful business men. Mr. Wm. N. Rowe, the manager, on whom has devolved the labor and discretion incident to the selection of new machinery and the placing of the goods of a comparatively new establishment on the market, has developed managerial qualities that place him in the front rank among successful millers. Mr. R. M. Lawrence, the secretary and treasurer, has performed the duties incident to his position with singular fidelity. Messrs. Jesse Owen and G. H. Jacobs, who occupy the positions of foreman and millwright, respectively, are both conspicuous examples of the right men in the right places. Taken as a whole, the officers and employees are far above the average, and give strength to the assertion that no institution was ever in better hands.

Mr. S. K. Bolles, traveling salesman for Messrs. J. W. Coughtry & Son, of Cigarville, N. Y., is pushing trade this month in anticipation of the hay fever season, as he says the 15th of August always floors him, and although he may not be visible to the naked eye from that date until the arrival of Jack Frost, he desires to say to the cigar trade that his address is Grand Rapids. All orders by mail will receive prompt attention.

DILWORTH'S,

—THE—

BEST ROASTED PACKAGE COFFEE ON THE MARKET.

FOR SALE BY

Fox, Musselman & Loveridge

Factory Agents for Western Michigan.

W. J. P.

The Best

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CIGAR!

In the State.

EATON & CHRISTENSON

77 Canal Street, - Grand Rapids,

MASON'S RETAILERS,

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BOTTOM PRICES

—ALSO—

Jelly Cups, Ice Cream Freezers, Refrigerators and COMPLETE STOCK

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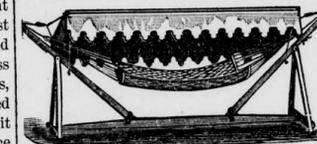
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Hats, Caps and Furs

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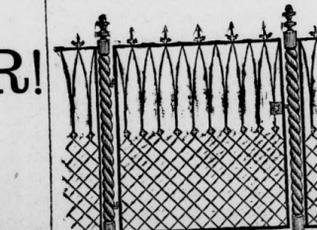
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WIRE WORK!

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This Washing Powder pays the Retailer a larger profit than any in the Market, and is put up in handsome and attractive packages with picture cards with each case. We guarantee it to be the best Washing Powder made and solicit a trial order. See prices in Price-List.

Hartford Chemical Co.

HAWKINS & PERRY

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FOR SALE BY ALL Pain Dealers.

MANUFACTURED BY THE ALABASTINE COMPANY

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Samples and Prices will be Sent to Close

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The lowest market prices for Sporting, Blasting and Cannon Powder guaranteed.



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OUT DOOR GAMES,

Base Ball Goods,

Marbles, Tops,

Fishing Tackle,

Croquet, Lawn Tennis,

Indian Clubs,

Dumb Bells,

Boxing Gloves.

We wish the Trade to notice the fact that we are

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

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

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