

# The Michigan Tradesman.

VOL. 1.

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NO. 43.

## ENGLISH DRUMMERS.

How the "Bagman" Differs from the "Traveler."

The men whom Charles Dickens called "bagmen," and the English, generally, commercial travelers, as compared with the American drummer, are neither so well dressed, so voluble, nor so well educated, says a London letter to the Philadelphia Press. Very few Jews are to be met with on the road, most of them being their own "bosses." The commercial traveler in this country gets \$5 a day for his expenses, and if usually remunerated for his services by a fixed salary, although in some cases he is paid by commission only on his sales. At nearly all of the country and some of the London hotels a room is specially reserved for the use of the "drummers," and is known as the commercial room. Here the knights of the road do their feeding, writing, talking, and, after 9 p. m., smoking. None but "commercial" are allowed in these rooms, and the charges for meals and lodgings made to those who frequent them are less by one-third than those in which guests using what is known as the coffee-room are mulcted.

In days gone by, when railroads were unknown and stage coaches traveled from London to all parts of England and Scotland, the advent of the drummer was eagerly looked forward to by his country customers. Then, as an old commercial told me, with the suspicion of a tear in his watery eye, customers would drive a mile or two to meet the coach bringing the salesman and his samples, eager to hear the latest news from the big city, get the pick of the new goods, and perchance crack a bottle of tawny port at the visitor's expense, at the old fashioned inn of the country town. All is changed nowadays; increased facilities of travel have induced hundreds of new firms, large and small, to put men upon the road, and now it is calculated that there are no less than 40,000 commercials hunting up orders daily throughout the limits of the three kingdoms.

At a moderate calculation, each of these persevering individuals covers upwards of 10,000 miles in the course of his annual wanderings, doing an average trade of \$60,000 per annum. Here, then, is an enormous annual trade of \$2,400,000,000 done by these well-nigh ubiquitous busybodies. Taking five per cent of this amount for railway fares, and the estimate is assuredly a moderate one, one finds that this class, or their employees, contribute an enormous sum each year to the coffers of the railroad corporations. And yet, with the exception of two lines, the Great Northern and the Great Eastern, none of the companies make any concessions whatever to them.

Next to the all important question of "the line" Brown took yesterday from Filkins, the recent failure of Jobson, and the glut of Grogson, who invariably has to be treated to a big dinner before an order can be extracted from him, this matter of the liberality of the railway companies is the burning question of the hour among the English drummers. A band of live members of the order have recently started a bright little paper called *On the Road*, which is working hard to soften the hearts of the hitherto obdurate railway magnates. The commercials seek from the railroads the granting of a return or excursion ticket, available from Saturday to Monday or Tuesday, at the price of a ticket for a single journey. Many of them who now loaf away Saturday and Sunday in dull country towns could afford to spend the day of rest with their wives and little ones.

There are some old-fashioned customs preserved to-day in the commercial rooms of the provincial hotels which appear curious, and some times turn out embarrassing to the newly-fledged drummer or outsider who obtains the entry to the "lair" of the traveler under something very like false pretenses. The dinner hour is usually 1 p. m. and the drummer who has been staying longest in the hotel presides at one end of the long table, while the latest arrival faces him. These two do the serving of the joints and dispense the pie and puddings. In some houses the custom of drinking wine at these dinners prevails. As a matter of form, the worthy bagman, who occupies the post of honor at the table will say to the guests: "Gentlemen, will it be agreeable to you to join me in a glass of wine?" Guests murmur. "Yes, Mr. President, with pleasure," and forthwith sherry is ordered—one, two, or three bottles—according to the number of diners.

Woe betide the impecunious drummer if the president of the hotel be an old tippler, or, worse still, the representative of a wine merchant anxious to obtain an order from the gentleman who keeps the hotel. In either case he will, as fast as the bottles are emptied, order a further supply, and the unhappy commercial, who, with a light pocket and a disinclination to partake of stimulants, while he is perfectly at liberty to pass the bottle as often as he likes, will find himself called upon to pay his share of the wine bill pro rata, and, as old hands of the road say, the cost of the drink amounts to three times the sum charged for the food. This absurd custom is, however, rapidly dying out in the better class of houses, and

last Sunday at the Compton Hotel, Liverpool, when an excellent dinner of half a dozen courses was set on the table at a charge of but 75 cents per head, I was agreeably surprised to hear the president announce before we attacked the soup: "Gentlemen, this is not a wine house, so you will please to give your own orders for wine, or whatever you may be pleased to drink with your dinner." If you address the most common-place remark to the gentlemen at the top or bottom of the table, you will commit a gross breach of commercial-room etiquette if you omit to preface your speech with "Mr. President," or "Mr. Vice."

One admirable custom prevails at all hotels where commercials temporarily take up their abode. When the cheese has been passed round the waiter produces a plate, which he hands to the president. This gentleman puts a two cent piece on it, and it passes round the table, each person present doing likewise. A collection box of the Commercial Travelers' Orphan Asylum is then placed before the president, who counts the cash, announces the amount, and deposits it in the box. This penny subscription realizes, it is said, something like \$25,000 a year.

## Michigan Gold and Silver.

Ispheming Correspondence Industrial World.

The feeling of certainty now quite generally entertained in the ultimate success of gold and silver mining on Lake Superior, and which is based upon the results achieved since the resumption of work at the Ropes gold and silver mine near Ispheming, has brought to light the discovery of numerous quartz veins, all of which are alleged to be charged with gold and silver, at different points in the district. A company has recently been formed to prosecute exploratory work for the precious minerals, near Ashland, Wis., and within the past week reports have been circulated and confirmed that traces of gold have been discovered at Stephenson, on the Menominee iron range; also in Baraga county, in the vicinity of the Three Lakes region. Favorable indications of the existence of these minerals are likewise reported by explorers who have been working at the Huron Mountains. Public interest is attracted by these numerous reports, and future developments at the various points named will be eagerly noted. In this county the work of proving the richness and permanence of the Ropes vein progresses steadily with the most satisfactory results. At this mine the stamp-mill has now been in operation ten days, and although as yet no regular clean-up has been made, the saving of mineral, it is estimated, with a reasonable degree of accuracy, will represent a value of from \$6 to \$8 per ton. These are the figures quoted by the operators, but the general belief is that the latter figure will, upon final determination, be found to be nearest correct. This estimated result has been attained from a run of the talcose slate, which is found intermixed with the quartz in the vein formation, and exceeds the expectations of the interested parties, and shows a larger saving from this class of vein rock than was obtained in previous tests. To-day the stamp-mill commenced to treat the regular quartz, and a much larger saving is expected. The need of a second vanner is felt to complete the mill equipment, which now consists of a five-head plant with one Frue vanner, and it is probable that this want will be supplied without delay. In the Curry shaft, the only opening on the lode now being worked, a depth of eighty feet has been reached. The appearance of the vein, as far as explored in this shaft, and in the several drifts going east on the length, inspires faith in its permanence. The two essential points which it is sought to establish by the work now being prosecuted are the richness and permanence of the vein; and from present indications the results of the test will prove satisfactory to the parties who have risked their money in the venture, and will lead the way to a vigorous and intelligent search for the precious minerals in these parts. Local capital, principally, is employed in testing the Ropes mine, but other promising quartz belts abound, and will invite the attention of capital, once the reputation of the Ropes for a successful and profitable career has been established beyond all peradventure.

## East India Seersucker.

The genuine East India seersucker is a very light fabric made of a grass wool and silk filling in alternate narrow stripes. These were formerly blue and white, but in later years other colors were added. There is another peculiarity about the genuine very difficult of imitation. They were woven by hand, with such effect that the stripes were alternately plain and crinkled, the latter in white or a light color having the appearance of being drawn or puckered like a stripe of insertion gathered to be fuller than the plain stripe. The English counterfeiters the Indian goods at first with linen, and afterward with cotton yarn. The crinkled effect is now produced to perfection in this country by machinery with cotton yarn but the looms are somewhat expensive.

American apples will find a good market this year in England.

## WHY THEY FAIL.

Some Reasons Why Business Men do not Succeed.

Let me give your readers, says a correspondent of the *U. S. Economist*, the benefit of the replies I have received from leading men of our country to the question, "What, in your observation, have been the chief causes of the numerous failures in life of business and professional men?" Governor St. John answers: "Idleness, intemperance." Alexander H. Stephens, answers, "Want of punctuality, honesty and truth." Hon. Darwin H. James answers, "Incorrect views of the great end and aim of life. Men are not contented to live plain lives of integrity and uprightness. They want to get ahead too fast and are led into temptation." President Bartlett, of Dartmouth College, names as causes of failure, "Lack of principle, of fixed purpose, of perseverance." President Eliot, of Harvard, replies, "Stupidity, laziness, rashness and dishonesty." Dr. H. M. Dexter, of the *Congregationalist*, answers—1st. Want of thoroughness of preparation. 2d. Want of fixedness of purpose. 3d. Want of faith in the inevitable triumph of right and truth." Anthony Comstock's answers are, "Unholy living and dishonest practices, lust and intemperance, living beyond one's means." Mr. H. E. Simmons, of the American Tract Society, replies, "Fast living, mental, spiritual and bodily; lack of attention to the details of business." Gen. O. Howard answers in substance, "Breaking the divine laws of the body by vice; those of the mind by overwork or idleness; and those of the heart by making an idol of self." Prof. Homer B. Sprague, of Boston, answers—"1st. Ill health. 2d. Mistake in the choice of employment. 3d. Lack of persistent and protracted effort. 4th. A low ideal, making success to consist in personal aggrandizement, rather than in the training and development of a true and noble character." Dr. Lyman Abbott answers, "The combined spirit of laziness and self-conceit that makes a man unwilling to do anything unless he can choose just what he will do." Mr. A. W. Tenney, of Brooklyn, replies, "Outside of intemperance, failure to grasp and hold, scattering too much, want of integrity and promptness, unwillingness to achieve success by earning it in the old-fashioned way." The Attorney General of a neighboring state replies, "Living beyond income, and speculating with borrowed funds; unwillingness to begin at the foot of the ladder and work up. Young men want to be masters at the start, and assume to know before they have learned." And another reason in the same line: "Desiring the success that another man has without being willing to work as that man does. Giving money-making a first place and right-doing a second place."

Judge Tourgee, author of "A Fool's Errand," considers the frequent cause of business collapse to be, "Trying to carry too big a load." As to others he says: "I don't know about a professional man's failing, if he works, keeps sober and sleeps at home. Lawyers, ministers and doctors live on the sins of the people, and, of course, grow fat under reasonable exertion, unless the competition is too great. It requires real genius to fail in either of these walks of life." Hon. Joseph Medill, ex-Mayor of Chicago, answers: "Liquor drinking, gambling, reckless speculation, dishonesty, tricky conduct, cheating, idleness, shirking hard work, frivolous reading, lack of manhood in the battle of life, failure to improve opportunities."

Among the causes of failure given by my correspondents many may be classified under the general fault of wavering, such as "wavering purpose," "non-stick-to-it-iveness," failure to grasp and hold," "scattering too much," "trying to do too many things rather than stick to the one thing one knows most about." A young man spends seven years in a grocery store, and when he has just learned the business he concludes to go into dry goods. By failing to choose that first he has thrown away seven years' experience. Probably, after learning the dry goods business, he will conclude to become a watch-maker, and at last become a "jack-at-all-trades," good at none. A prominent merchant says: "Nearly all failures in legitimate business come from not serving an apprenticeship to it," that is from leaving a business one knows for another which he does not understand.

Another cause of failure is the disposition to escape hard work, and get rich in haste—"desiring the success another man has without being willing to work as that man does, and begin, as he did, at the foot of the ladder." How many who were in haste to get rich, to reap without patient industry in sowing, have learned the truth of the old proverb: "The more haste, the worse speed."

Some of the Benefits of the One Price System.

From the Dry Goods Chronicle.

I laid the foundation of this large jobbing business," said a leading dry goods merchant, "by adopting and strictly adhering to the one price rule. I made it my business for years to go all through the stock and mark prices for each day that were alike to all customers. I favored no customer at the expense of another. If one bought for cash,

and another on credit, the price was the same to each, but to the cash customer I gave a discount to which his money was justly entitled. I also made it a rule to fill orders strictly according to instructions, and to take no advantage of an absent customer. These rules are still faithfully adhered to. A price is made for the goods by the piece or package, and there is no deviation. The case price and the piece are fixed each day, and no change is made. The plan of making fish of one and flesh of another is a poor one, and, in the long run, will not succeed. Honest, fair dealing with all is the only sure path of business growth, and the millions of trade I annually transact are due mainly to this equitable rule of one price."

A retail merchant who overheard the conversation, gave his experience as follows: "In 1867 I was clerk in a large retail store in a Western city. My employers were tricky and unscrupulous. They had no regular system, but were guerillas in trade. They made prices to suit the different classes of people who came to the store, and they were not slow to take advantage when they could. They lost their trade and made an assignment. An Eastern firm to whom they owed a large amount, had the assignee removed and took possession. As I knew the trade, and was familiar with the business, they offered to sell me the stock on reasonable terms. I bought it, and at once reversed the plan of my former employers. I adopted the one price system. I sold goods low, but at a profit. I never misrepresented nor would I allow a clerk to do so, and by strict adherence to this equitable policy I have grown rich and successful, and transact the largest retail dry goods business in my state."

Here are two examples of business success directly traceable to equal justice for all. No discrimination as between a customer ignorant or well posted, or large or small capital. Cash and credit paid the same price, but the former had a discount to equalize the just difference between the two. Money is always entitled to interest, and it is but fair that credit should pay it. There is no doubt about the benefits of this one price policy. It is always safe in business to do right. This system is one of exact and equal justice. It commends itself to the public: it is a sheet anchor that wins and holds.

## A Chapter on Brooms and Broomcorn.

"You can raise broom corn," said a well-known broom manufacturer, "almost anywhere you can Indian corn. It is raised largely in Ohio, Kansas, Illinois, Missouri, and New York, and quite an amount is raised in other states. About the only state I know where they cannot raise it is in Maine. The summers are not quite long enough there. It is cultivated much the same as Indian corn, twelve or fifteen stalks in a hill. The stalks grow to the height of five or six feet, and yield each a bunch of broom corn about an inch in diameter and eighteen inches or more in length. It is shipped to us in large bales. It is unusually cheap at present. What we had to pay eight or nine cents a pound for last year we can buy now for five cents."

"Is the business profitable?"

"On some goods we make a very fair profit, but on others we hardly get our money back. Take wisp brooms, for example. We have them from seventy-five cents a dozen up to \$2.50 apiece. The latter are, to be sure, in cases which cost more than the brooms, but we make a very good profit on them, whereas the cheapest ones barely pay for the cost of manufacture."

"What do common long-handle brooms,

such as you see in every household, cost to manufacture?"

"Well let me see. Take what we call a medium broom, [the corn costs about eight cents; the handle two cents; wire and twine two cents; labor four cents; total sixteen cents, not taking any account of cost of selling, bad debts, etc. Such a broom as that we sell for \$2.25 or \$2.50 per dozen; but we have them as low as \$1.25 per dozen. We have some extra ones that we sell as high as \$5. per dozen."

"What wages do you pay?"

"Most of it is piece work, and a good workman can make from \$10. to \$18. per week—it depends, of course, upon how industrious he is. One man does not do all the work on a broom. One man, called a 'winder,' fastens the broom corn to the handle, and another sews it, to keep it compact. Boys and girls are usually employed at small wages, to sort the corn for the winders. There is not any economy in buying cheap brooms, for they are largely composed of the poorest corn, surrounded by a small quantity of good corn, to give them a fair appearance."

## A CHAPTER ON FANS.

Their Origin and Shape in Early Times.

By whom fans were introduced into medieval Europe—authorities differ on the subject—we have no precise means of telling. Some say that perhaps the Crusaders brought the fashion from the East; it is probable that the custom of using the fan never quite lapsed, but that it descended and spread until the belles of Spain and France came to consider their toilet incomplete if one of these favorite appendages was missing. The flabellum, known by the name of "emouchoir," was in use in France during the thirteenth century, but it was not employed in private life until the following century. Fans were made of lamels of ivory, and the circular kinds of rice straw, of silk, of cloth of gold or silver, and rich embroidery was lavished on these attractive luxuries. Queen Clemence had "a fly flap of brodered silk," and King Charles V. "a round foulding fly trap in ivory, with the arms of France and Navarre, and a handle of ebony." Queen Louise de Lorraine received a gift from Queen Marguerite of a fan of mother-of-pearl, which was valued at more than twelve hundred crowns.

Spanish fans in the fifteenth century were circular and composed of paper ornamented with feathers. Tufts of feathers attached to ivory handles were used in Italy in the eleventh and twelfth centuries, and were suspended from the girdle by a small chain. Italian fans were introduced into France by the perfumers who formed part of the retinue of Catherine de Medici, and they soon became fashionable at court. That effeminate monarch, Henry III., when he went into the forest with his falcons, carried a large fan to protect his delicate complexion from the heat of the sun's rays; but what less could be expected of a man who wore gloves and masks lined with cosmetics for the sake of improving his skin? Under Henry IV. fans were so much used as to become an important item in the trade of the country. Anne of Austria, in her turn, introduced Spanish fans that attained great popularity among French women, and those of scented wood came into vogue; but the fancy was only a transitory one, for they were surpassed in elegance and lightness by those made in France. The weathercock fans shaped like flags appertain especially to Italy; they were made of cloth of gold or some rich silken fabric. There is a portrait of Titian's wife in the Dresden Gallery which represents her with such a fan.

The remark that fans were the only presents which a sovereign could receive from a subject is attributed to Queen Elizabeth, but how she could reconcile such a speech, if she made it, with her acceptance of costly gifts at New Year's-tide, is a mystery. But women have as much right to be fickle as men have to grumble, and probably the sight of the priceless articles that were showered upon her caused her to change her mind as to the propriety of receiving her subjects' offerings. She at her death owned twenty-seven fans—a meager allowance enough, some of our modern belles may exclaim; but in those days, when fashions did not change so rapidly as they do now, it must have been accounted a goodly number. Here is a description of one given by Francis Drake as a New Year's present in 1589: "A flame of fethers white and red, the handle of gold, enameled with a half-moon garnished with sparks of diamonds, and a few seeds-perles on the one side having her Magestie's picture within it, and on the back side a device with a crow over it."

A letter dated 1595 informs us that "her Magestie is in very good health, and comes much abroad. Upon Thursday she dined at Kew, my Lord Keeper's [Sir John Packer] house. His entertainment for that meal was great and exceedingly costly. At her first lighting she had a fine flame, with a handle garnished with diamonds." The Earl of Leicester's gift must have been superb: "A fanne of white fethers sett in a handell of golde; the one side thearoff garnished with two very fayre emeralds, especially one, and fully garnished with diamonds and rubies, and the backside and handell of lyke golde, garnished with diamonds and rubies, and on each side a white beare and two perles hanging, a lyon ramping with a moesele beare at his foote." The Countess of Essex carried a fan at her trial. "She stood pale and trembling at the bar, and during the reading of the indictment covered her face with her fan." Catherine of Braganza brought the fashion of using large shading fans to England. Her Portuguese ladies-in-waiting, when they went out without their masks, shaded their faces from the heat of the sun with their fans.

## New Uses for Old Tools.

From the Scientific American.

The auger is intended primarily for making holes in wood, yet the only cutting or boring portion is the chisel lip on the lower end; and if the implement could be kept at its work and guided in its course, the gimlet screw at its point and the spiral above its cutting portion might be dispensed with, as the screw merely pulls the cutter into the work and the spiral guides the auger and elevates the chips. So the auger, deprived of these portions, becomes a rotary cutter

by which straight or curved recesses of a definite width may be cut. Mortises for tenons are made with such an implement, and it is used also for many other purposes.

An adaption of the circular saw is more peculiar than this. It is the cutting of a wide kerf with a thin saw; thus a saw of one fourth of an inch in thickness, or "set," cuts a score, or slot, of three-quarters of an inch or more. In appearance the saw is anything but mechanical, and at first thought the method is "sloppy" and foolish. But the result of the work is good. The effect is produced by placing a circular saw on an arbor somewhat smaller than the hole through the saw, and canting the saw to an angle by means of convex-faced collars or flanges. When rotated the saw's periphery has a "wabbling" motion, so that twice in its revolution the saw cuts out of its true kerf on either side. It will be seen that the quarter inch saw is set one-quarter of an inch out of truth on its side, making, with the primary thickness of the saw itself, a cutting width of three-quarters of an inch. This apparently crude method produces good results. It might be supposed that such eccentricity of movement from side to side would have very coarse score marks on each side of the cut, but the velocity of the saw compared with the feed insures clean work. The advantages of this method are that the power required to cut a wide kerf with a narrow saw by gradations is much less than to cut the full kerf at once with full wide cutters, and while a saw can be of diameter wide enough to cut through a wide or thick piece of lumber, there is a much lower limit to the economical and effective projection of chisel cutters from a head. One of the largest manufacturers of agricultural and domestic machinery and implements in the country has used circular saws in this manner for years.

## Scandal Mongers in Commercial Circles.

It is an unfortunate perversity of human nature to prefer the dissemination of evil tidings in preference to good, and the many false reports which have in the few past weeks been disseminated in relation to staunch and solvent houses, merely because they were prominent, is a fitting illustration of this dangerous propensity. In times like the present, when confidence is justly shaken and impaired by actual and glaring misdeeds, the public mind is very sensitive, and oftentimes a word or breath affects the credit of the strongest and renders ordinary perfectly legitimate transactions the cause of suspicion. It is all very well to say, well, if it is not true let them come forward and announce their readiness to meet liabilities on presentation. The best and soundest credit business is not so conducted as to admit of this prompt liquidation. We doubt if the strongest financial institutions of the country—may, not even the U. S. Treasury—could respond to such a demand.

Another fruitful cause of these sensational and damaging reports is the careless manner in which people hear and talk of failures or embarrassments likely to lead thereto. One hears a casual remark that some house is perhaps in a way to be seriously affected, and he reports it to the next one, stating that the house is seriously compromised; and finally it resolves itself into an actual report of failure, neither of the relators actually knowing anything definite, but spreading the report merely from wanton hearsay, or a desire to tell news, or from mere surmise.

This is often as injurious as statements made wantonly with a special purpose of "breaking the market," as it is styled, and while it is not as criminal, is equally reprehensible. What is really disastrous is quickly enough known, and it behooves all to be very careful of giving dissemination to damaging reports or suspicions unless they have the best assurance of their correctness.

By no means suppress information, however ill it may be, when its promulgation is founded in a desire to state fact truly, but wanton reports to affect some special purpose are surely criminal; and discreet inuendos founded upon mere hearsay or a desire to be sensational are equally reprehensible.

## A Great Barley Market.

The annual report of the Milwaukee Chamber of Commerce for the fiscal year ending May 30 shows an increase in the aggregate receipts of grain of 3,500,000 bushels. The total receipts of wheat were 9,278,922 bushels, and of all kinds of grain 21,892,332 bushels. The receipts of barley show a marked increase over all previous years, showing a total of nearly 7,000,000 bushels, of which about one third was consumed by local brewers. Milwaukee is now the leading barley market west of New York. The apparently large receipts of Chicago—8,831,999 bushels—in 1883 included over 3,000,000 bushels of Milwaukee receipts shipped East and South by rail.

Business men state that a considerable number of counterfeit 25 cent pieces are in circulation. They bear the date of 1875. On genuine quarters only three claws can be seen on the eagle, while on the counterfeit the eagle has four claws on one foot and three on the other.



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E. A. STOWE, Editor.

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mour.  
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 pub-  
lisher by mentioning that they saw the adver-  
tisement in the columns of this paper.

Messmore will make \$5,000 this fall, talk-  
ing Democracy to the Hoosiers. But this  
need give his creditors no encouragement.  
He will undoubtedly assign the amount over  
to his wife.

Messmore spent Convention week in Chi-  
cago, and a local authority states that "he  
had a pocketful of money. If some of his  
creditors could have the amount due them  
from Messmore, they could also have gone to  
Chicago and attained the same distinction.

"With these hands and this head, I will  
yet pay every cent I owe," exclaimed the  
more or less illustrious Colonel at the time  
of his failure. But up to the present time,  
his hands have mostly been employed in pass-  
ing the glass from the bar to the lips and the  
head has been fertile only in schemes to defeat  
the efforts of his creditors to collect their  
claims.

The *Northwestern Lumberman*—which,  
by the way, is the best exponent of the tim-  
ber interests in the world—thus calls atten-  
tion to a pertinent point that every mill op-  
erator will appreciate:

It is noticeable that some manufacturers  
who censured the *Lumberman* for asserting  
that too much lumber was being made,  
claiming that such assertions tended to  
weaken prices, are now clamoring to have  
the mills shut down. There is such a thing  
as being healthy for a man to occasion-  
ally look at the sky, so that in case a thun-  
der storm comes up he will know it before  
lightning strikes him.

The Directory of Grand Rapids for 1884,  
issued by R. L. Polk & Co., is the most com-  
plete and accurate volume of the kind ever  
issued for this city. It includes several new  
features, notably among which is a revised  
county directory, containing the names, oc-  
cupation and post office addresses, as well as  
the number of acres farmed and the assessed  
valuation of the property, of each resident.  
The letter press is unusually clean and at-  
tractive, and the mistakes necessarily incident  
to such a publication seem to be few and far  
between.

## A Mercantile Exchange Needed.

"What will be the outcome of the present  
depression?" asked THE TRADESMAN report-  
er of a shrewd grocery jobber the other  
day.

"Simply a survival of the fittest," was the  
reply. "I look for a good many failures  
during the next two months. The men who  
have been doing business on wind will have  
to go to the wall, and those who have taken  
any stock in their promises will have to suf-  
fer. After it is over, business will be on a  
firmer basis, and the weeding out of ir-  
responsible dealers cannot fail to have a ben-  
eficial effect. Then the jobbers at this  
market ought to get together and organize a  
mercantile exchange, in order that they may  
keep each other posted regarding the  
amounts each dealer is buying, as well as  
any default in meeting payments. Such  
knowledge would not result in any harm to  
honorable dealers, but would protect the job-  
bers against unscrupulous men. Mind you,  
I would not advocate dispensing with the  
mercantile agencies. They would still pos-  
sess the same value as before. But an ex-  
change would enable us to supplement their  
work, and make it even more valuable than  
it is at the present time. Suppose you agi-  
tate the matter in your paper."

## Status of the Keeney Failure.

At the recent date set for the sale of the D.  
Keeney shingle mill and plant at Indian Riv-  
er, no one offered to bid more than \$2,500,  
whereupon the creditors secured a postponement  
for the purpose of finding a purchaser  
at private sale. The property cost \$4,000 and  
is practically as good as new, and the cred-  
itors are as anxious that Mr. Keeney should  
save something from the estate as they are  
to secure their claims, as they consider him  
an honest man and the failure unavoidable.  
There are but three creditors, the claims of  
each being as follows: J. C. Simonds, Grand  
Rapids, \$1,100; Daniel Sullivan, Grand  
Rapids, \$570; F. E. Martin, Indian  
River, \$1,000. The failure was owing to the  
fact that Mr. Keeney was deceived in the  
amount of timber he expected to secure and  
the quality of that he did get, which, coupled  
with the depression in price and inferior  
shipping facilities, brought about his embar-  
rassment. His many friends in this city,  
where he resided for several years, would be  
glad to see him get on his feet again.

N. C. Terrell succeeds D. Williams in the  
restaurant business at Cedar Springs.

## AMONG THE TRADE.

### IN THE CITY.

Two new stores are in process of construc-  
tion on Michigan street.

Les Freeman left yesterday for a week's  
visit to the old home near Hamilton, Ont.

Heman Barlow's fine stepper, Mazeppa  
has been put out to pasture for the summer.

Peter Schmidt & Sons are building a new  
store at their present location, 198 Straight  
street.

J. Vogel has added an ice cream stand to  
his other business at the corner of East and  
Sherman streets.

Assignee Baker expects to be able to pay  
the creditors in the John C. Kendall matter a  
trifle over 20 per cent.

J. F. Ferris, the Monroe street tea mer-  
chant, will shortly open a branch store in the  
southern part of the city.

Zierlyn's new two-story brick block, on  
the corner of Jefferson and Wealthy avenues,  
is approaching completion.

Peter Schuit has built a commodious frame  
store at his present location, 537 Ottawa  
street, and will tear down the old structure.

Jackson Coon the Rockford boot and shoe  
dealer, offers 20 per cent. in full settlement  
of the claims against him. Whether it will  
be accepted, remains to be seen.

While at the commercial travelers' picnic,  
on the 5th, Wm. B. Collins found a pocket  
book containing checks, blanks and railroad  
tickets, evidently the property of some travel-  
er. It can be obtained at H. Leonard &  
Sons.

H. B. Carhartt, formerly of the firm of  
Welling & Carhartt, but now engaged in the  
gents' furnishing goods business at Detroit  
under the firm name of Hamilton Carhartt &  
Co., is in town for a few days, combining  
business and recreation.

Denis P. McCarthy, formerly for many  
years identified with John Stevens & Co., at  
Detroit, and for the past year traveling rep-  
resentative for Towle, Carle & Co., Chicago,  
has accepted the position of house salesman  
for John Caulfield, and has entered upon the  
duties of his new position.

W. J. Smith, who has carried on the gro-  
cery business for some time past at the cor-  
ner of Pearl and South Front streets, has sold  
out to S. Remington & Son. The latter has  
been in the employ of the establishment for  
some time as clerk. Mr. Smith is somewhat  
undecided as to the future, but will probably  
remain in the city and engage in the drug busi-  
ness—a calling more to his liking.

Up to the present time, a little over \$11,000  
has been realized from the sale of the I. E.  
Messmore grocery stock, and about \$1,800  
worth of goods still remain unsold. About \$13-  
000 will be realized from a \$14,000 inventory,  
which is an unusually good showing. The  
discrepancy has been as follows: \$350 on  
tobacco; \$200 on cigars; \$100 on teas; \$200  
on soaps; and about \$400 on the other goods.  
The City National Bank will secure \$5,500  
of their \$12,500 claim, leaving \$7,000 unpro-  
vided for. This amount, added to the \$13-  
000 worth of unsecured claims, swells the  
grand total to \$20,000. Few men can make  
such a showing!

## AROUND THE STATE.

G. A. Dillenback will occupy the store  
soon to be vacated by Newark & Sorensen,  
at Cadillac.

M. Cadwell has just completed his new  
store at Sebawa. It is 24x108 feet in dimen-  
sions, and 29 feet high.

Chas. Graff and H. G. Coney have started  
the meat market business at Ionia under the  
firm name of Graff & Coney.

E. L. Hallam's boot and shoe store, Sara-  
na, has been closed by H. P. Baldwin, 2d &  
Co., of Detroit on chattel mortgage.

Ionia Sentinel: H. Bowersox, of Grand  
Rapids, has opened an exclusive tobacco  
house in Ionia. It is the only purely tobacco  
house in the city.

Samuel Massey, of the late firm of Black  
& Massey, of McBrides, has not yet been  
heard from. His wife states that he is in  
Queen Victoria's dominions.

Walter A. Williams, Oakfield Center, has  
purchased the general stock of W. A. Peck,  
at Alba, and will gradually consolidate the  
two stocks at the latter place.

Walter L. Keeney and D. Keeney—both  
formerly of Grand Rapids—have formed a  
co-partnership under the firm name of W. L.  
Keeney & Co., and engaged in the wholesale  
fish business at Mackinaw City.

Newark & Sorensen have bought the gro-  
cery stock of Fred S. Kieldsen, at Cadillac,  
and will move their stock into the Kieldsen  
store. The latter retires from active busi-  
ness on account of failing health, brought on  
by too close application, and will farm it for  
a while.

Regarding the prediction of a traveling  
man to the effect that N. G. Burt, of  
Cross Village, would pay all his creditors—  
except one—in full within ten years, Mr.  
Burt writes THE TRADESMAN: "Should  
fortune be my lot, and should I see fit to full-  
fill this prediction, Hannah, Lay & Co.  
would share equally with the rest, as there  
were no preferred creditors at the time of the  
failure and would be none in case of the con-  
tingency mentioned. Hannah, Lay & Co.  
abided by the terms of settlement, and acted  
promptly to accept their money. But I am  
sorry to say that some of the Grand Rapids  
creditors did not act in the matter until after  
the eleventh hour. I sincerely hope that the  
traveling man's prediction may come to  
pass."

## STRAY FACTS.

Gobbleville parties talk of starting a basket  
factory at that place.

L. S. Smith is trying to talk cheese factory  
to the people of West Kalamo.

A factory at New Richmond turns out  
1,000 broomhandles each day.

Bellevue has raised the necessary bonus  
and will get its chair factory.

Stephen D. Bennett succeeds Mr. Freeman  
in the saloon business at Muskegon.

The jam of logs in Muskegon river is 35  
miles long, with Newaygo in the center.

Ed Meshier, late of Trufant, succeeds J.  
Meixell in the saloon business at Luther.

C. Pelton, of Cedar Springs, has shut down  
his shingle mill, perhaps for the summer.

The amount of wages paid to mill op-  
eratives at Manistee, in 1883, was \$1,518,537.

Elry & Murchinson, Hancock, owe their  
creditors \$10,000. No wonder they skipped.  
E. A. Carroll, late of East Bloomfield, N.  
Y., has leased the National Hotel at Reed  
City.

The Muskegon Booming Co. employs 680  
hands this season, and during a late week  
rafted 214,533 logs.

Jonathan Boyce, of Muskegon, is building  
a schooner at Manitowish, Wis., to be named  
the Geo. J. Boyce. She will run in the lum-  
ber trade between Muskegon and Michigan  
City.

J. Platt Underwood, one of the stock-  
holders in the Tioga Manufacturing Co., at  
Big Rapids, has filed a petition in the Circuit  
Court, asking that said corporation be dis-  
solved.

Big Rapids Herald: The tub and pail  
factory is nearly ready for business. Hun-  
dreds of cords of bolts are already on the  
ground, the dry kilns are full of staves, and  
a part of the machinery is perhaps now in  
motion.

Hemlock bark is coming in more liberally  
at Ludington, than indications assured a few  
weeks ago. Shipments at that point, how-  
ever, are not likely this season to aggregate  
more than a quarter of what they did last  
year. The price continues to be \$5 a cord.

The principal creditors of Pullman &  
Hinchman, at Shelby, have about concluded  
to purchase the mill property of the defunct  
firm, and continue operations. For the pres-  
ent, staves will be the principal product, but  
when the market improves, the manufacture  
of broom handles will be resumed.

## The Gripsack Brigade.

Charley Robinson has acquired the name of  
"the man who never walks."

Frank E. Chase has returned from a seven  
weeks' visit with friends at West Harwich,  
Mass.

John F. Gill, Northern traveling agent for  
Spring & Company, is taking a three weeks'  
vacation and contemplates a trip around the  
lakes with the L. L. and H. P. Club.

John D. Mangum, whose biography in  
brief is given on another page, started out  
on a six weeks' northern trip Monday. He  
carries the new fall samples with him this  
time.

E. H. Bowen, of the firm of Sperry, Fred-  
erick & Bowen, of Louisville, Ky., one of the  
largest and best-known produce houses in the  
South, was in town several days during the  
past week.

S. W. Smith has returned from a tour  
through Illinois and Iowa in the interest of  
the Alabastine Co., and has gone on an East-  
ern trip. The objective point is Clifton, N.  
Y., where his family are now visiting, and  
where he will spend a portion of the sum-  
mer.

John G. Read has returned from a fort-  
night's trip—he calls it a visit—of the  
Northern trade of Messrs. Foster, Stevens &  
Co. He says that he was challenged to walk  
at every town he struck, but as he did not  
wish to chargin any of his friends by dis-  
tancing them, he politely declined all the of-  
fers extended him.

Fred Selleck, formerly with Freeman,  
Hawkins & Co. and L. H. Randall & Co.,  
and later with B. F. Farrington & Co., has  
entered the employ of the American Eagle  
Tobacco Co., and will cover the entire trade  
of Western Michigan. He makes Grand  
Rapids his headquarters and will shortly re-  
move his family from Detroit to this city.

"The man who says Johnny McIntyre  
never pays a bill is a prevaricator," said a  
friend of that gentleman, the other day, "for  
I happen to know of an instance where he  
once liquidated without being pressed.  
Years ago he bought a pair of boots of Char-  
ley Bailey, up at Fife Lake, but did not pay  
for them at the time. Bailey carried the ac-  
count down from one book to another, until  
he tired of seeing the name in the index, so  
he headed the last page in his ledger "Grave-  
yard Account," and noted the account down  
there. The next time John came to Fife  
Lake, Bailey showed him the entry, where-  
upon he paid the amount in full. So you  
see the man who says John McIntyre never  
pays a bill doesn't know what he is talking  
about."

"Did you ever hear how Wm. H. Jennings  
traded horses up at Shelby five or six years  
ago?" said a friend of that gentleman the  
other day. "He was crazy to swap horses  
with a man who had a diseased, but good-  
looking, nag. The owner of the animal was  
not at all anxious to trade, because he knew  
that his horse was unsound, but Jennings  
pressed him so hard that he made the ex-  
change. Jennings drove off in fine spirits, but  
before going a half dozen miles the new horse  
died in the harness, whereupon Jennings  
returned and attempted to get his animal back,  
but the trader would not consent to such an  
arrangement, as he had not solicited an ex-  
change or recommended his animal. Jen-  
nings then said 'By gee erip, that's the last  
time I'll ever trade hosses,' and I hear he has  
kept his word."

## Otis and the Pine Lake Iron Co.

The impression seems to be growing that  
the Pine Lake Iron Co. will be able to  
weather the present storm and pull through  
without disaster to itself or those dependent  
upon it. And there are the best of reasons  
for thinking that some of those connected  
with the institution will make tremendous  
sacrifices for the sake of carrying the corpo-  
ration through the present crisis. The works  
are running as usual, and the officers state  
that work will not be suspended. The fact  
that the company ordered a bill of goods of  
the Packing and Provision Co., and that it  
was filled Monday, is significant, as showing  
the intention of the officers to continue busi-  
ness as before.

Mr. John Otis' sanguine view of the situa-  
tion at Mancelona has been tempered some-  
what by the events of the past few days, and  
he is now convinced that something besides  
talk will have to be employed to pull the  
concern through. If work is suspended at  
the furnace, and the plant and stock are  
closed out at a sacrifice, creditors will prob-  
ably not realize to exceed 20 per cent. But  
if all of the creditors will agree to give  
the assignee two years time, Mr. Otis  
guarantees that he will be able to work out  
all the claims in full, and still have a re-  
spectable surplus left for himself. This  
proposition is so plausible that it commends  
itself to every business man, and it is to be  
hoped that his mission among the Chicago  
creditors of the concern will be successful.  
He will certainly receive the co-operation of  
every Grand Rapids creditor.

There is no change in the situation of the  
retail dealers at Mancelona, except that T.  
C. Prout has given a second mortgage on his  
stock to Arthur Meigs & Co. for \$1,500.

## The Decline in Wrapping Paper.

"When I began traveling for a paper  
house, two years ago, common wrapping was  
selling to the retail trade at 3½ cents a  
pound. To-day the same grade of goods  
command only 1½ cents," remarked a well  
known traveler the other day.

"There must have been a good deal of  
money made then, or else the manufacturers  
are losing a good deal now," suggested the  
reporter.

"No, the profits are about the same as  
they were formerly," was the reply. "The  
reduction in price is due entirely to the in-  
troduction of improved machinery, which  
has lessened the number of workmen requir-  
ed, the amount of chemicals used, and cur-  
tailed the expense at every point. Under  
the old system, the straw had to be rotted  
with lime before it could be put in the cut-  
ting machine. This process required days,  
sometimes weeks. Now the straw is put in  
a boiler and steamed for six hours, when it is  
ready for the cutter. This is the way the  
manufacture is simplified. No, there is no  
overproduction of common wrapping paper,  
though manillas and some other grades suf-  
fer from that cause."

## Things Heard on the Street.

That Heman Barlow will re-christen his  
plug nag "Tramway."

That Ben Ensley, the redoubtable agricul-  
turalist, is worth at least \$50,000.

That Steve Sears has been a member of the  
firm of Wm. Sears & Co. since February 1.  
That a certain wholesale grocer has invest-  
ed in 10,000 barrels of crude oil, and that in  
consequence of the advance he already counts  
his profits by the hundreds.

## Good Words Unsolicited.

H. M. Milligan, grocer, Sturgis: "I think  
you have got an A No. 1 journal for the  
trade."

W. L. Keeney & Co., wholesale fish, Mack-  
inaw City: "You have certainly made a suc-  
cess of THE TRADESMAN."

Wm. Sterling, grocer, Eaton Rapids: "We  
want THE TRADESMAN, we have come to  
look for its appearance with much pleas-  
ure."

The Carpet Trade says: "With every  
line beautified and enriched, with moderate  
stocks reported from all sections and visiting  
trade which furnishes fewer failures than  
any other of like magnitude, we cannot but  
prophesy a good round trade in carpets for  
the fall of '84."

Over \$750,000 was paid last year as duty  
on patent medicines in England.

## VISITING BUYERS.

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

J. Riley, Dorris.  
Spring & Lindley, Bailey.  
Chas. McCarty, Lowell.  
J. W. Mead, Berlin.  
L. A. Gardner, Cedar Springs.  
F. C. Brislin, Berlin.  
Bert Tinkler, Hastings.  
Norman Harris, Big Springs.  
Smedley Bros., Bauer.  
C. O. Bostwick & Son, Cannonsburg.  
J. Omier, Wright.  
Paine & Field, Englishville.  
J. E. Mailhot, West Troy.  
Baron & Tenhour, Forest Grove.  
W. L. Beardsley, Hersey.  
T. W. Provin, Cedar Springs.  
J. C. Benbow, Cannonsburg.  
M. Minderhout, Hanley.  
G. H. Walbrink, Allendale.  
J. Barnes, Plainfield.  
T. J. Sheridan, Lockwood.  
D. H. Struik, Forest Grove.  
W. T. Hersey, Wayland.  
J. W. Closterhouse, Grandville.  
W. S. Root, Talmage.  
H. M. Freeman, Lisbon.  
B. M. Dennison, East Paris.  
Mr. McAuley, of Scoville & McAuley, Ed-  
gerton.

J. F. Hacker, Corinth.  
John Smith, Ada.  
Geo. Luther, Middleville.  
Geo. E. Harris, Ashland.  
I. J. Quick & Co., Allendale.  
J. Riley, Dorris.  
C. E. Blakeley, Coopersville.  
H. DeKline, Jamestown.  
A. & L. M. Wolf, Hudsonville.  
G. N. Reynolds, Belmont.  
D. H. Lord, Howard City.  
Jay Marlatt, Berlin.  
Frank Beamer, Hastings.  
Geo. H. Force, Morley.  
C. F. Sears & Co., Rockford.  
Notier & Boven, Graesschap.  
Kellogg & Potter, Jannisonville.  
Fred Ramsey, White Cloud.  
Gringham Bros., Lamont.  
John J. Ely, Rockford.  
G. J. Shackleton, Lisbon.  
D. F. C. Williams, Ada.  
Wallace Bros., Lamont.  
C. E. Blakeley, Coopersville.  
Blakely Bros., Fife Lake.  
O. H. Richmond & Co., formerly of Cedar  
Springs and Pierson.

Nagler & Beeler, Caledonia.  
Holland & Ives, Rockford.  
G. P. Stark, Cascade.  
M. V. Wilson, Sand Lake.  
F. A. Jensen, Mitchell.  
G. W. Joscelyn, Ventura.  
John Glupker, Zutphen.  
N. DeVries, Jamestown.  
A. G. Chase, Ada.  
Wm. Parks, Alpine.  
J. W. Braginton, Hopkins.  
John Giles & Co., Lowell.  
D. W. Shattuck, Wayland.  
Byron McNeal, Byron Center.  
W. F. Rice, Alpine.  
L. A. Carpenter, Baldwin.  
G. A. Estes, Tustin.  
Keeler Bros., Middleville.  
B. Wynhoff, Holland.  
M. Heyboer, of Heyboer Bros., Drenthe.  
M. B. Gascoigne, Gowen.  
Geo. A. Sage, Rockford.  
D. Cleland, Coopersville.  
C. H. Deming, Dutton.  
S. Frost, McBrides.  
Mr. Wilson, of Wilson, Luther & Wilson,  
Ludlow.

John Wagner, of Wagner & Wells, East-  
manville.  
J. Bartz, North Dorris.  
W. W. Pierce, Moline.  
Chas. Mathensson, of Mathensson & White,  
Cadillac.  
F. A. Jennison, Manton.  
R. V. McArthur, Rockford.  
F. B. Watkins, Monterey.  
J. Frank Clark, Big Rapids.  
J. W. Holmes, Renus.

## Visiting Salesmen.

The following representatives of outside  
jobbers have visited this market during the  
past week, and paid their respects to the var-  
ious wholesale houses:

E. H. Bowen, of Sperry, Frederick & Bow-  
en, Louisville, Ky.  
G. Morris, Arnold, Constable & Co., New  
York.  
C. S. Rosenblatt, S. Baerlein & Co., New  
York.  
H. P. Boyland, John Copeland & Co., De-  
troit.  
J. A. Johnson, W. & J. Sloan, New York.  
Harry Fitz Gerald, W. & J. Sloan, New  
York.  
L. E. Herring, Boyd, White & Co., Phila-  
delphia.  
Mr. Bartholomew, Page, Booth & Co.,  
New York.  
James F. Orion, Evans, Dietz & Magee,  
Philadelphia.  
Wm. Grant, Arnold, Constable & Co.,  
New York.

Tan Bark—Sales made as low as \$5.50.  
Local buyers stand in readiness to pay \$5.

# LATEST Stan'd Quotations JOHN CAULFIELD

## WHOLESALE GROCER,

—AND JOBBER IN—

## Teas, Tobaccos, Spices Etc.,

85, 87 and 89 Canal Street

## FACTORY AGENT

For the following well-known brands of To-  
baccos 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 ½ 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 ..... 40  
Hair Lifter, Mahogany Wrapper ..... 37  
D. & D. Dark, ¼ and 16 oz. pounds ..... 37  
Ace High ..... 35  
Duck, 2x12 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, ¼ ..... 25  
Star Durham, Killiekinick, ¼ ..... 26  
Battler, Killiekinick, ¼ ..... 25  
Honey Dew, Killiekinick, ¼ ..... 25  
Posey, Killiekinick, ¼ ..... 25  
Canary, Killiekinick, Extra Virginia ..... 36  
Gold Block, Killiekinick, ¼ ..... 32  
Peck's Sun, Killiekinick, ¼ and lbs. ..... 18  
Golden Flake Cabinet ..... 40  
Traveler, 3 oz. foil ..... 35  
Rail Road Boy, 3 oz. foil ..... 37  
Nigger Head, Navy Clippings ..... 26  
Scott'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, ¼ ..... 60  
Durham, Blackwell's, ¼ ..... 57  
Durham, Blackwell's, ¼ ..... 55  
Durham, Blackwell's, ¼ ..... 51  
Seal of North Carolina ¼ ..... 52  
Seal of North Carolina ¼ ..... 50  
Seal of North Carolina ¼ ..... 48  
Seal of North Carolina ¼ ..... 46  
Special prices given on large lots.

## CIGARS.

Smoke the Celebrated "After Lunch" Cigar.  
After Lunch ..... \$30 00  
Clarrissa ..... 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 Spike ..... 55 00  
Storm's Boquet ..... 65 00  
Owl Captain ..... 60 00  
S. & S. Capadura ..... 32 00

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

TEAS.  
Japan ordinary ..... 23¢/30  
Japan fair ..... 32¢/35  
Japan fair to good ..... 35¢/37  
Japan fine ..... 40¢/50  
Japan dust ..... 15¢/18  
Young Hyson ..... 25¢/50  
Gun Powder ..... 35¢/50  
Oolong ..... 35¢/45¢/50¢/60¢  
Congo ..... 30¢/35

SYRUPS.  
Corn, Barrels ..... 31  
Corn, ½ bbls. ..... 33  
Corn, 10 gallon kegs ..... 36  
Corn, 5 gallon kegs ..... 61 90  
Corn, 4½ gallon kegs ..... 61 85  
Pure Sugar Drops, bbl ..... 30 00  
Maple Syrup, 5 gal kegs ..... 65 10  
Maple Syrup, 10 gal kegs ..... 66 00

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# Drugs & Medicines

**The Business of Leech-Raising.**

There are several varieties of the leech, but the variety called the Swedish leech is the one used in medicine. They come from France, where leech-farming is carried on to a large extent. Although inhabiting marshes, the leech belongs to the silk-worm order, in so far as it comes from a cocoon. These cocoons are gathered in immense quantities in Sweden and Norway and transported to the French leech farms where they are hatched and tended. These farms are in very low and marshy land and range in extent from 100 to 1,000 acres. They raise from 40,000 to 50,000 leeches to the acre. During the cold season the leech burrows underground but when the warm weather comes it makes its appearance. A troop of horses is then driven into the marshes, allowing about ten to the acre. The leeches attach themselves to the lower part of the legs of the animals and gorge themselves. After they have had a meal they drop off, the horses are taken out, carefully attended and pastured, and after ten days' rest they are driven in to feed others. From the first of March to the middle of June the leeches are fed half a dozen times. In June they go underground again, but come out in July and August to make their cocoons. The leech is of dual sex, so each performs his duty. About the last of August the fishing for leeches commences. The grounds are flooded and the fishers enter, protected by high boots. They beat the water and stir up the leeches, as it were, with a long pole, and as they appear the larger ones are gathered into bags. They are then taken and packed into boxes filled with marsh moss and sand, which keeps moist a long time, and are ready for transportation to any distance. A thousand leeches are placed in each box or case. They now cost about \$50 a case. There are probably from fifty to seventy-five cases sold in Chicago every year—say, on an average, 60,000 leeches. In Paris they use 3,000,000 every year, and in the whole of France nearly 30,000,000; in Germany they use very nearly as many. In England their use has fallen of greatly, for the same reasons that it has in this country, the modern practice of medicine not being favorable to blood-letting, but in England their use is much more extensive than it is in this country."

## Nitrate of Soda.

From the Oil, Paint and Drug Reporter.

The excessive supply of nitrate of soda has had a strong depressing influence on the markets here and abroad, notwithstanding the increasing demand, which was stimulated by low prices. The syndicate of refiners, however, which was formed on the tenth of last June, will have an important bearing upon values, it is believed, before the close of the next quarter, although the improvement is slow in taking root. The combination embraces all the principal works located at Taraposa, Tocopilla, Autofagasta, Agus, Blancas, Taltal and Valparaiso. They have resolved to restrict production to ten millions of quintals per annum—a reduction of one-quarter; and every member violating the rules will be compelled to pay one dollar for every one hundred pounds produced and exported in excess of the quota stated in the agreement. The intention is to solicit from the Government such administrative and auxiliary acts as may be necessary to facilitate and ensure the carrying out of the object of the compact. Two months prior to the expiration of the term of one year named as the duration of the agreement, a special meeting will be held to decide upon the advisability of extending it for another year or longer. It is also provided that the operations of the syndicate shall cease temporarily or finally whenever serious opposition manifests itself, or when the products of new works which have not come into the combination shall interfere with the objects for which it was formed. The total output and amount to be exported are allotted to the different works pro rata, taking as a basis the producing capacity assigned to each.

## A Cautious Purchaser.

"I was recommended here by a friend," said a seely-looking man, as he entered a drug store, "who told me that you did a very large business, and that any purchases I might want to make could be effected on reasonable terms."

"Yes, sir; certainly, sir. We have built up a very large trade by faithful attention to business, and by honest efforts to please our numerous customers."

"Such a line of policy, I take it," said the seely-looking man, gazing at the proprietor with an air of great confidence, "contains the essential elements of commercial success. A conscientious consideration for the wants of one's customers, while, at the same time, a proper observance of what is due one's self, will win in the long run. I am a professional man myself, but I take considerable pride in stating that I am, nevertheless, a practical man, and possessed of practical ideas."

"Undoubtedly, sir, undoubtedly," responded the druggist, rubbing his hands expectantly; and now, what can we do for you, sir?"

"You may give me a two-cent postage stamp, if you please."

"Barring myself," said Secretary Jesson, of the State Pharmaceutical Association, "I think the gathering of druggists at Lansing last fall was the handsomest, best-dressed and most intelligent body of men ever seen together. I never felt bigger in my life than I did when a colored gentleman approached me with the inquiry, 'What branch of the legislature am this, boss?'"

# Attar of Roses.

From the New York Sun.

"Genuine attar of roses," remarked a New York chemist, "which is made in India and Australia, costs \$100 an ounce at the place of distillation. It takes fifty thousand rose blooms to yield an ounce of attar. They are the common roses and grow in great profusion in California, where the distillation of attar could be made a very profitable industry. I have seen hedge rows near Samana, in that State, so dense with these roses that the odor from them on a warm, sultry day caused a feeling of peculiar faintness and oppression in the passer-by. This is the effect of the attar that is distilled by the heat and moist air, and is held suspended, as it were, in the atmosphere.

There is money in that cause of faintness and indolence, but in this country not only the sweetness, but the great value of the flowers, is wasted on the desert air. In northern India the roses are regularly cultivated. They are planted in rows in fields, and require no particular care. When they begin to bloom they are picked before mid-day. This work is done by women and children, who seem to regard it more as a pleasure than a pursuit of labor. The rose leaves are distilled in twice their weight of water, which is drawn off into open vessels. These are allowed to stand over night, being covered up with clothes to keep out dirt and insects. In the morning the water is coated with a thin oil film. This is the rare attar of roses. It is skimmed off with a fine feather and dropped into vials. The process continues daily until the bushes cease to bloom. So it may well be imagined that any essence of oil that requires the distilling of fifty thousand roses to fill an ounce vial has a right to have a good price set on it."

## How Ultramarine Blue is Made.

An outline of the published processes of making ultramarine blue may be of interest. The clay is first roasted, ground in a mill, and mixed with other materials known to all. The first product of the action of the materials upon one another, under the influence of heat, is a colorless or but slightly colored body, which is believed to be silicate of alumina and soda, containing much sulphide of sodium. When this is formed the furnace is cooled down. Up to this time the materials have been in a reducing atmosphere; now follows an oxidizing atmosphere, and the colorless body becomes blue, but rather a green. This green is converted into a blue by another roasting along with sulphur. The soda ultramarine is said to be obtained—a good blue—by one operation of roasting the materials. To the roasting succeeds washing, to remove all soluble matters, then crushing and grinding; afterward elutriation, or separating the finer from the grosser particles, by mixing up with water and pouring off at given intervals of time; and, lastly, drying and sieving.

## Adulteration in Olive Oil.

A simple test for ascertaining the presence of cotton seed oil in olive oil is given as follows:

An aqueous solution of acetate of lead is stirred up with the oil, and the mixture put aside for twelve hours. If there be present even so small a quantity as 5 percent of cotton seed oil the mixture will have a reddish color. This reaction is said to be peculiar to cotton seed oil.

The beautiful blue pigments used under the name of cobalt blue owes its coloring properties to the element whose name it bears. It is made by heat, alumina and phosphate or arsenate of cobalt, one of the mixtures or compounds in which it is found in nature. This blue is one of the most permanent, as it is one of the most beautiful blue pigments known. It is quite unaffected by exposure to the atmosphere. In this respect it is quite unlike the many beautiful colors in all shades made from coal tar and known as aniline colors. Many beautiful colors and pigments in the trade owe their brilliancy to the presence of these products, but they are as fleeting as they are brilliant.

In thinning thick color of any kind, when taken from the can, beat it thoroughly before adding liquid; then add a small portion at a time, thoroughly after each addition until the desired consistency is attained. If a thinner is added in a large quantity no amount of stirring or beating will break the lumps, and straining will be necessary. This rule applies to almost every thick paste or mass. Keg lead can be mixed quickly and nicely only in this way.

Bottles are an exceedingly scarce article, and prices are being pegged up at an unprecedentedly rapid rate. The surplus stock of two years ago has been absorbed, and bottle houses are completely overrun with orders. About August, we are informed by trustworthy correspondents, bottles will be clean out of sight.—*National Bottler's Gazette.*

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

The sale of tobacco being in France a Government monopoly, the widow of Admiral Pierre is rewarded by having the profits of a tobacco shop, supposed to produce \$900 a year, allotted her.

The Orange tree at Versailles, known as the Great Constable, is nearly 500 years old. It was planted in 1422 by Eleanor of Castille, wife of Charles III, King of Navarre.

# The Petroleum Industry.

From recent statistics it appears that there are 29,000 producing oil wells in Pennsylvania, yielding at present 60,000 barrels of oil a day. It requires 5,000 miles of pipe line and 1,600 iron tanks of an average capacity of 25,000 barrels each, to transport and store the oil and surplus stocks. There are now nearly 38,000,000 barrels of oil stored in the region in tanks. This oil would make a lake more than a mile square and ten feet deep. The money actually invested in petroleum production since 1860 is estimated to be more than \$425,000,000, of which \$200,000,000 was capital from New York City. Since 1880 more than \$12,000,000 has been used in building iron tanks, and nearly as much in pipe lines, all by one corporation. The tanks cost on an average \$8,000 each. A 35,000 barrel tank is 90 feet in diameter and 28 feet high; 100 tons of iron are used in constructing one. The annual loss from lightning by the use of iron tanks is very great, as they form an attractive path to earth for electricity.

The speculative transactions in petroleum represents more than \$400,000,000 annually. The lowest price crude petroleum ever brought was ten cents a barrel, in 1861. In 1859, when there was only one well in existence, Colonel Drake's Pioneer at Titusville, the price was \$24 a barrel. Besides the 5,000 miles of pipe line in use in the oil regions, there are in operation 1,200 miles of trunk pipe lines connecting the region with Cleveland, Pittsburgh, Buffalo and New York, and lines building in to Philadelphia and Baltimore. In the line between Olean and New York 15,000 barrels of oil are transported daily. These lines are all the property of the Standard Oil Company, except one between Bradford and Williamsport, Pa. The Standard employs 100,000 men. The product of its refineries requires of 25,000 oak barrels of forty gallons each, and 100,000 tin cans holding five gallons each, every day. The first American petroleum ever exported was in 1862. Charles Lockart, of Pittsburgh, sent nearly 600,000 gallons to Europe in that year, and sold it for \$2,000 less than the cost of transportation. In 1883 nearly 400,000,000 gallons were exported, for which \$60,000,000 were returned to this country.

## The Petroleum Situation.

From the Iron Age.

On the 1st of June there were in stock in this country 38,631,203 barrels of crude petroleum—nearly two years' supply at the present rate of consumption. The present rate of production is 76,834 barrels per day, or 3,381,854 barrels for the month of May; 21,494 wells were producing at the close of the month and 244 were drilling, notwithstanding the stock of oil increased 482,525 barrels during the month. In view of these facts, the developments in the petroleum market the last month are not at all surprising. It is not strange, in the face of the enormous stocks, that the producers are endeavoring to "stop the drill."

At a meeting of the Associated Producers, held at Bradford, Pa., June 14, at which most of the large producers were present, an agreement was reached which has since been signed by many who were not present, calling for a general suspension of drilling until January 1, 1885, if three-fourths of the producers operating unite. The organization regard the owner of every rig in which a set of tools are swinging on the 1st of August next as "public and private enemies, men merely seeking to secure the advantages of others' sacrifices, and that we shall place in the category hardware and supply dealers, bankers and other parties giving credit to such operators, except such special cases as the Executive Committee decide are justified in operating." It is evident that the stoppage suggested is a very sensible move.

Notwithstanding this agreement, oil has experienced a most marked decline. Early May oil sold at \$1.03 a barrel; two weeks ago it sold at 73 cents and dropped within three days to a fraction over 50 cents, from which price it rallied and was sold at the close of last week at 61 cents to 62 cents. Oil has been a favorite speculation recently. When the Grant & Ward failure and its sequences alarmed the country and destroyed what little confidence remained, oil felt the situation and dropped from the point to which speculation had forced it to its proper price.

## The Kind They Smoke in Chicago.

From the Chicago Times.

A bald-headed old sinner walked into a cigar store at Fourteenth and Market streets, Monday, and pompously threw a fifty cent piece upon the show case, thereby indicating his desire to invest in some of the filthy weed.

"What kind of a cigar will you have, sir?" blandly asked the polite clerk; "five or ten cents, sir?"

The aged customer cast a look of blank astonishment on the smiling salesman, which was finally supplemented with one of genuine contempt; at length he said:

"See here, my lad, what do you take me for, anyhow? Do you think I'm a national bank, or are you a thinkin' man? Ten cent cigar! umph, the devil. Why I have been livin' in this country nigh onto sixty years, ain't never chewed up nothing better than a Wheeling stoga yet. No sirree, I don't want no ten cent segar, nor no five cent segar, nuther. Just be kind enough to give me some o' them thar stem winders, nine for a nickel."

A. W. Roth, formerly engaged in the drug business on the corner of Wealthy and Jefferson avenues, is now carrying on the same business in Detroit.

# WHOLESALE PRICE CURRENT.

wondered.					
Declined—Gentian plant.					
Acetic, No. 8.	10	@	10		
Acetic, C. P. (Sp. grav. 1.040).	30	@	35		
Carbolic.	11	@	12		
Citric.	3	@	5		
Muriatic 18 deg.	14	@	15		
Nitric 36 deg.	11	@	12		
Oxalic.	14	@	15		
Sulphuric 66 deg.	3	@	5		
Tartaric powdered.	48	@	48		
Benzoic, English.	12	@	20		
Benzoic, German.	12	@	15		
Tannic.	15	@	17		
AMMONIA.					
Carbonate.	15	@	18		
Muriate (Powd. 22c).	6	@	14		
Aqua 16 deg or 3f.	6	@	7		
Aqua 18 deg or 4f.	7	@	8		
BALSAMS.					
Copaiba.	50	@	50		
Fir.	40	@	40		
Peru.	25	@	50		
Tolu.	50	@	50		
BARKS.					
Cassia, in mats (Pow'd 20c).	12	@	12		
Cinchona, yellow.	18	@	18		
Elm, select.	13	@	13		
Elm, ground, pure.	13	@	13		
Elm, powdered, pure.	15	@	15		
Sassafras, of root.	10	@	10		
Wild Cherry, select.	12	@	12		
Galbanum strained.	18	@	18		
Hemlock powdered.	20	@	20		
Wahoo.	12	@	12		
Soap ground.	12	@	12		
BERRIES.					
Cubeb, prime (Pow'd \$ .85).	6	@	8		
Juniper.	6	@	7		
Prickly Ash.	100	@	110		
EXTRACTS.					
Licorice (10 and 25 lb boxes, 25c).	27	@	27		
Licorice, powdered, pure.	37	@	37		
Logwood, bulk (12 and 25 lb boxes).	9	@	9		
Logwood, 18 (25 lb boxes).	12	@	12		
Logwood, 1/2 lb do.	13	@	13		
Logwood, 1/4 lb do.	13	@	13		
Logwood, ass'd do.	14	@	14		
Fluid Extracts—25 lb cent. off list.	14	@	14		
FLOWERS.					
Arnica.	10	@	11		
Chamomile, Roman.	25	@	25		
Chamomile, German.	25	@	25		
GUMS.					
Aloes, Barbadoes.	600	@	75		
Aloes, Cape (Pow'd 24c).	13	@	13		
Aloes, Socotrine (Pow'd 60c).	50	@	50		
Ammoniac.	280	@	30		
Arabic, extra select.	60	@	60		
Arabic, powdered select.	50	@	50		
Arabic, 1st picked.	50	@	50		
Arabic, 2d picked.	40	@	40		
Arabic, 3d picked.	35	@	35		
Arabic, sifted sorts.	30	@	30		
Assafetida, prime (Pow'd 35c).	30	@	30		
Benzoine.	55	@	60		
Camphor.	22	@	24		
Catechu, 18 (1/2 lb, 1/4 lb, 1/8 lb).	35	@	40		
Euphorbium powdered.	35	@	40		
Galbanum strained.	80	@	80		
Gamboge.	90	@	100		
Gualac, prime (Pow'd 45c).	30	@	30		
Kino (Pow'd 30c).	30	@	30		
Mastic.	1	@	10		
Myrrh, Turkish (Pow'd 47c).	40	@	40		
Opium, pure (Pow'd \$6.00).	4	@	40		
Shallac, Campbell's.	26	@	26		
Shallac, English.	24	@	24		
Shallac, native.	24	@	24		
Shallac bleached.	30	@	30		
Tragacanth.	30	@	30		
HERBS IN OUNCE PACKAGES.					
Hoarhound.	25	@	25		
Lobelia.	25	@	25		
Peppermint.	25	@	25		
Rue.	24	@	24		
Sage.	24	@	24		
Sweet Majoram.	35	@	35		
Tanzy.	35	@	35		
Thyme.	25	@	25		
Wormwood.	25	@	25		
IRON.					
Citrate and Quinine.	6	@	40		
Solution mar. for tinctures.	7	@	7		
Sulphate, pure crystal.	65	@	65		
Citrate.	65	@	65		
Phosphate.	65	@	65		
LEAVES.					
Buchu, short (Pow'd 25c).	12	@	12		
Sage, Italian, bulk (1/2 lb, 1/4 lb, 1/8 lb).	18	@	20		
Senna, Alex, natural.	22	@	22		
Senna, Alex, sifted and garbled.	22	@	22		
Senna, powdered.	22	@	22		
Senna tinnivelli.	10	@	10		
Uva Ursi.	10	@	10		
Manna, S. F.	30	@	30		
Bolledonna.	30	@	30		
Heulanbe.	35	@	35		
Rose, red.	2	@	35		
LIQUORS.					
W. D. & Co.'s Sour Mash Whisky.	2	@	20		
Druggists' Favorite Rye.	1	@	75		
Whisky, other brands.	1	@	75		
Nutgalls.	1	@	50		
Gin, Old Tom.	2	@	50		
Gin, Holland.	2	@	50		
Brandy.	1	@	75		
Catawba Wines.	2	@	50		
Port Wines.	1	@	35		
MAGNESIA.					
Carbonate, Patterson's, 2 oz.	23	@	23		
Carbonate, Jennings's, 2 oz.	2	@	25		
Citrate, H. P. & Co.'s solution.	2	@	25		
Calcined.	70	@	70		
OILS.					
Almond, sweet.	45	@	50		
Almond, rectified.	45	@	45		
Anise.	1	@	80		
Bay oil.	2	@	200		
Bergamont.	19	@	20		
Croton.	2	@	20		
Cajuput.	75	@	75		
Cassia.	1	@	100		
Cedar, commercial (Pure 75c).	1	@	40		
Citronella.	85	@	85		
Cloves.	1	@	80		
Cubeb, C. P. & W.	1	@	60		
Eriogon.	1	@	60		
Fireweed.	2	@	20		
Geranium oil.	75	@	75		
Hemlock, commercial (Pure 75c).	50	@	50		
Juniper berries.	2	@	20		
Lavender flowers, French.	2	@	20		
Lavender garden do.	1	@	100		
Lavender spike do.	1	@	100		
Lemon, new crop.	1	@	70		
Lemon, Sanderson's.	1	@	75		
Lemongrass.	1	@	80		
Orange, red flowers, French.	1	@	25		
Organum, No. 1.	1	@	50		
Pennyroyal.	1	@	75		
Peppermint, white.	9	@	75		
Rose oil.	1	@	65		
Rosemary, French (Flowers \$5).	1	@	65		
Sandal Wood, German.	4	@	50		
Andal Wood, W. I.	7	@	50		
Sassafras.	1	@	70		
Tansy.	4	@	50		
Tar (by gal 60c).	10	@	12		
Wintergreen.	2	@	50		
Wormwood, No. 1 (Pure \$6.50).	1	@	23		
Savon.	1	@	50		
Col Liver, filtered.	1	@	90		
Col Liver, best.	1	@	35		
Col Liver, H. P. & Co.'s, 16	1	@	20		
Olive, M. Eugene, powdered.	1	@	20		
Olive, "Sublime Italian."	1	@	25		
Rose, Ihmsen's.	65	@	65		
POTASSIUM.					
Bicarbonate, 1/2 oz.	1	@	75		
Bromide, cryst. and gran. bulk.	1	@	30		
Chlorate, cryst. (Pow'd 23c).	1	@	25		
Iodide, cryst. and gran. bulk.	1	@	40		
Prussiate yellow.	1	@	30		
ROOTS.					
Alkanet.	1	@	10		
Althea, cut.	1	@	10		
Arrow, St. J.	1	@	10		
Blood, Taylor's, in 1/4s and 1/2s.	1	@	4		
Blood (Pow'd 18c).	1	@	10		
Calamus, peeled.	1	@	10		
Calamus, German white, peeled.	1	@	10		
Elecampane.	1	@	10		
Gentian (Pow'd 14c).	1	@	10		
Ginger, African (Pow'd 16c).	1	@	10		
Ginger, Jamaica bleached.	1	@	10		
Golden Seal (Pow'd 40c).	1	@	10		
Hellebore, white, powdered.	1	@	10		
Ipecac, Rio, powdered.	1	@	10		
Jalap, powdered.	1	@	10		
Licorice, select.	1	@	10		
Licorice, extra select.	1	@	10		
Rhine, true.	1	@	10		
Rhine, from select to choice.	1	@	10		
Rhine, choice cut fingers.	1	@	10		
Rhine, choice cut cubes.	1	@	10		
Serpentaria.	1	@	10		
Sarsaparilla.	1	@	10		
Sarsaparilla, Hinduruss.	1	@	10		



## The Michigan Tradesman.

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### CHECKS UPON DISHONESTY.

Three Points that Ought to be Observed.

The July Century contains an editorial on "Dishonesty in Commerce and Politics," from which the following remarks are quoted:

"The most powerful check upon dishonesty would come, of course, from an increase of the genuine religious spirit, from a deeper love of ideal virtue, and an endeavor, so far as humanity can, to reach it. Whenever in the history of mankind such a sentiment has existed, and men have tried, in obedience to their own higher impulses or to some great teacher or exemplar, to reach a higher standard of life, mere material good has ceased to have that commanding importance which in most men's eyes it is apt to have. There is no reason to doubt that what has always proved true in this respect in ages past would prove equally true in our own time, if by any means the right impulses could be more deeply stirred than they are now in the hearts of men.

"Another antidote to dishonesty would be the cultivation among business men of the true business ideal, which consists in a sincere and hearty devotion to the commercial interests of society and the intelligent management of the world's commerce, and not in the mere accumulation of wealth for one's self. Even now this spirit prevails among many of our capitalists, and their influence is powerful in making dishonest practices much less frequent than they would otherwise be. Such sentiments as these, if once highly developed in a community, would put a powerful check upon dishonesty, in all its forms, and men guilty of it would become the scorn and detestation of their neighbors, and not, as is sometimes the case now, objects of admiration.

"But we need also to cultivate the intellectual interests of humanity, which contribute so much to raise men above sordid pursuits and the temptations that attend them. The love of virtue and of the general good is never so strong as it should be, and needs all the support it can get from other agencies; and nothing will serve so well for this purpose as the cultivation of the higher pursuits of the intellect. A deep interest in the things of the mind tends to lift men above the passion of gain, and leads them to regard wealth as a means to those higher things, and not as an end in itself. True lovers of science, art and philosophy, while they know better than other men do the real value of wealth, never treat it as the great object of life's aim, but always as subordinate to intellectual and spiritual good. To be sure, all men cannot devote their lives to such pursuits; but there is no reason why all should not take an intelligent interest in them, and thus counteract that engrossing passion for material good which now corrupts the conduct and wears out the lives of so many."

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. & I., 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 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.

A Kansas shoemaker stopped work and began to spend money freely. He was on that account arrested on suspicion of having robbed a stage coach. Then he had to confess and prove that he was heir to an English quarter of a million.

A. V. Chapman, general dealer, Fruitport: "I like the paper very much. I wish to give it all the encouragement I can."

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.

### IGNORANCE ABOUT POSTAL CARDS.

The Mistakes that are Made in Using Them.

"Postal card correspondents make a good many mistakes. If they knew what a pile of cards are thrown away, and why they are thrown away, they would be more careful," said a post office clerk as he pitched a handful of postal cards into the waste basket.

"What is the trouble with them?" "Every one had something pasted on the correspondence side. It is allowable to paste on the mailing side the address of the person to whom the card is sent, but anything pasted on the message side renders the card unmailable. On the mailing side there must be nothing in the form of an advertisement."

"If pictures are drawn on the message side will the card be sent?"

"Yes, unless the picture is of a character which would send the artist to prison. However, there is a great deal of complaint about dunning and abusive messages. It is popularly believed that it is a violation of the law to send scurrilous epistles in this way, but it is not. That law is not now in force, and a man can abuse another to his heart's content."

"Can a postal card be returned?"

"Correspondents often try to do that, but it is against the rules of the office. To make sure, they often stick on a one-cent stamp. That won't work either. If a two cent stamp is put on, it will pass inspection. By putting on a one-cent stamp, however, a postal card may be remailed to the person to whom it is addressed, if it does not find him in the first instance. One thing about postal cards ought to be known to poor people who have friends abroad. We have stacks of international postal cards unused that may be sent to almost any city in Great Britain or the Continent. Even in the few instances where they are used, they are apt to be sent to the country which issues them. This is not allowed. They can only be sent out of the country which issues them."

He Couldn't.

She—Did you order that watermelon?

He—Yes, dear, I ordered two.

She—Good land, man! what ever do you suppose we can do with two big watermelons?

He—I told the man to deliver one to-day and the other to-morrow.

She—Oh!

He—Yes, my dear; you see I am not such a fool as I look.

She—No, dear. You never could be, either.

Needed by every retail grocer or Confectioner, one or more of Kenyon's Patent Spring Paper Bag Holders. Each have capacity of containing about fifty bags. Send thirty cents to KENYON BROTHERS, Wakefield, Rhode Island, for sample by mail, and learn their great convenience.



### HEADQUARTERS!

—FOR—

### Sporting Goods

—AND—

### OUT DOOR GAMES,

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

We wish the Trade to notice the fact that we are

### Headquarters on these Goods

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

### Our Trade Mark Bats

—ARE THE—

### BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

### EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, - MICHIGAN.

## Candy

We manufacture a full line, use the best material obtainable, and guarantee our goods to be first-class.

## Nuts

We carry an immense stock of Virginia and Tennessee Peanuts, Almonds, Brazils, Filberts, Pecans, Walnuts and Coccoanuts, and compete with any market.

## Cigars

We are agents for Codden's celebrated Wag Jaws, Olymplan, D. F., and many other well-known brands and carry a full line of his goods at factory prices.

## Fruit

We handle Oranges, Lemons, Bananas, Figs, Dates, Etc., in large quantities from first-hands and are headquarters for everything in our line.

## PUTNAM & BROOKS.

## SHIELDS, BULKLEY & LEMON,

### IMPORTERS

—AND—

## Wholesale Grocers,

CORNER IONIA & ISLAND STREETS.

## FOX, MUSSELMAN & LOVERIDGE,



## WHOLESALE GROCERS,

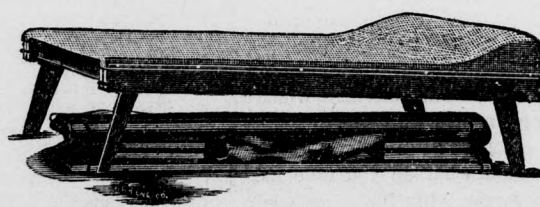
44, 46 and 48 South Division Street, Grand Rapids, Mich.

—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.

## M. B. Church "Bedette" Co.,

### Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

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

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

## 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.

**Broker—When Entitled to Commissions.**  
In order to entitle a broker to commissions for procuring a purchaser of property on specified terms, he must produce a person ready and willing to purchase on those terms, according to the decision of the Supreme Court of Minnesota in the recently decided case of Hamblin vs. Schultz.

**Property Sold—Profits from Use.**  
Property was sold H by order of a court of bankruptcy; he not paying for it, the court, without notice, vacated the order of sale, and made an order selling it to C, who paid for it and went into possession of it. Afterward, on review, the sale to C was set aside and the sale to H reinstated. H, having paid for the property, received possession of it, and afterward the money paid by C was repaid to him, and suit brought by H to recover the profits derived from the use of the property while C had it. Judgment having been awarded H by the Circuit Court of the United States for the Northern district of Illinois, C appealed to the Supreme Court of the United States, where the decision of the lower court was reversed, the opinion of the court being that C was not liable to pay to H the profits derived by him from the use of the property while he had it.

**Partner's Debt—Attaching a Partnership Property.**  
J and F were partners, and an attachment was issued and levied upon the firm's personal property for a debt of F's making. F brought an action of replevin for the property. The trial court gave judgment for the defendant, and F carried the case—Fay vs. Dugan—to the Supreme Judicial Court of Massachusetts, where the following decision was made, Judge Colburn delivering the opinion: "The defendant was a trespasser, and the owners of the property were entitled to recover it in an action of replevin against him; but both partners should have joined in the action. As the case stands, the defendant must have judgment, but if the plaintiff elects to amend by joining his partner with him, he may do so upon such terms as the court below may impose, and if such amendment is made judgment is to be entered for the plaintiff."

**Partnership—Power of Majority of Firm.**  
Five persons agreed to cut and pack ice for sale, and after all expenses were deducted to divide the proceeds equally. Three months later, one of the associates sold all of the ice for \$1.25 per ton, after consulting two others, whom only he could reach in time, and after doing all he could to get a higher bid. The purchasers acted in good faith. A bill in equity was brought for accounting—Staples vs. Sprague—in which the two associates who were not consulted asked that the other three be charged for the ice at a higher price, it being charged that the plaintiffs were not bound by the sale made. The defendants insisted that a majority of partners, when acting in good faith, can sell the property of the firm in the due course of business. The Supreme Judicial Court of Maine agreed with the defendants. Judge Walton, in the opinion said: "In the absence of fraud, each one of a firm has the complete right to dispose of the whole partnership interests, and is considered to be the authorized agent of the firm. And in case of an actual disagreement, the weight of authority is in favor of the power of a majority of the firm, acting in good faith, to bind the minority, and such ought to be the law; for where there is a community of interest, certainly it is the will of the majority and not the will of the minority, that ought to control. If there is a fraudulent combination on the part of the majority to injure or oppress the minority, the law is otherwise."

**Partnership—Severance of Ownership.**  
These persons were partners, and the owners of a machine in equal parts and it was agreed between them that one member should use the machine, paying out therefor, at the usual rates, less one-third thereof, because of his interest in the property. His note was to be given for the use, and, upon his refusal to give it, the other partner sued for the sum due. The defense was made that, as the owners of the machine were partners or tenants in common, no recovery could be had. In this case—Davis vs. Skinner—the plaintiff had judgment, and the defendant appealed to the Supreme Court of Wisconsin, where the judgment was affirmed. Judge Orton, in the opinion, said: "There is really no question of partnership or tenancy in common in the case; the only question is one of contract. Partners or tenants in common, can, at any time they see fit, sever their interests by contract and hold each other to strictly common law remedies. It would be the same as a balance struck on settlement or a personal promise to pay. The question has been determined in this State, in a recent case, in which it was said: 'Where there is an express agreement by one partner to repay to the other his share of the advances made by the latter on account of the partnership business, the amount of such share becomes thereby the debt of the partner who has thus agreed to pay the same, and it may be recovered in an action brought directly therefor, without any regard to the partnership relation existing between partners or tenants in common, one alone might sue.'"

**Guaranty—Single or Continuing.**  
An action was brought upon an instrument as a continuing guaranty. It was as follows:

"Boston, April 9, 1880. A. L. Cutler & Co. Gentlemen,—Please deliver to Charles A. Howland goods as he may want from time to time, not exceeding in amount \$300, and if not paid in thirty days, I will be responsible for the same. B. R. Ballou." The Supreme Court of Massachusetts, in trying the case—Cutler vs. Ballou—against the plaintiffs, said, through the Chief Justice (Morton): "In determining this question, but little can be derived from the decided cases, as each case turns upon the particular language of the guaranty to be construed. If the contract of the defendant had been that he would be responsible to the amount of \$300 for goods to be delivered from time to time to Howland, it would have been a continuing guaranty because here is no limitation of the amount of goods to be sold or of the credit to be given, but the limitation is merely of the amount for which the guarantor will be at any time liable. Such a contract imports a succession of dealings in future without limit as to amount. But by the natural and grammatical construction of the guaranty in this case, the limitation 'not exceeding in amount \$300,' applies to the goods to be delivered, and cannot fairly be construed as merely a limitation of the amount for which the guarantor would be responsible at any time, or from time to time. The words 'from time to time,' in the connection in which they are used in this guaranty, import that all the goods to the amount of \$300 are not necessarily to be delivered at one time, but they do not enlarge the limit fixed in the contract of the goods to be sold and the credit to be given to Howland."

### HONEST UNCLE JAKE.

Presented with a Plug of Tobacco by a Highly Virtuous Grocer.  
"Speakin' of honesty, sah," said an old darky in a Third avenue grocery store, "I see an hones' man. Everybody knows I see hones', an' everybody will tell yer so."  
"Yes, Uncle Jake, I guess you are honest enough," replied the grocer, "and in these days it's a credit to a man to be honest."  
"Deed 'tis, deed 'tis sah. Dar's mighty few ob 'em in dis worl'. Hones' men is bery skase, dey is."  
Here the grocer turned to throw a scoopful of sand into the sugar barrel, and Uncle Jake snatched a plug of tobacco from the counter and put it in his pocket.  
"The old saying that 'honesty' is the best policy," went on the grocer, mixing the sand and sugar carefully, "I don't believe in. It is not the proper way to put it. With me honesty is not a matter of policy, it is a matter of honor, and—Where is that plug of tobacco that was on the counter a moment ago?" the grocer suddenly demanded.  
"Yes, sah, as I was sayin'," continued Uncle Jake, ignoring the question, "dar's berry few hones' men in dis worl'. Kase yer see—"  
"That plug of tobacco, Uncle Jake," interrupted the grocer. "You've got it in your pocket."  
"Sah?"  
"I say you have got that tobacco in your pocket."  
Deed I hasn't, sah. Is yer sho' da' was a plug of tobaker on de counter? P'raps it falled off to de flo."  
While the grocer was looking on the floor, the old darkey adroitly slipped the tobacco behind a soap box on the counter.  
"Did you find it on de flo, sah?"  
"No, I did not, Uncle Jake. You stole that plug of tobacco and you've got to show up."  
"I see a po' old man," Uncle Jake replied in a heart-broken tone of voice, "an' has been po' all my life, but I don't steal, sah. Ef my ole woman wuz to heah dat I had been obseused of stealin' it would broke her down to de grave."  
Just then the grocer discovered the tobacco and apologized with deep contrition.  
"I must have shoved it there without knowing it, but I beg your pardon, Uncle Jake, for my suspicions, and to make the matter right, just put the tobacco in your pocket, and we'll say no more about it."  
"Yo' apologies is 'cepted, sah, said the old darkey cordially, "but I don't know 'bout puttin' dat er plug in my pocket. Pears ter me it's like settin' a preemium on honesty. But as I tole yer, sah, I see a po' ole man, an' terbacker is skase like. So I'll purcept pe terbacker an' thank de good Lord dat I see an hones' man. Good mawnin' sah."

### His Version of the Law.

"I say, boss," remarked an old darkey, "could you loan an old man a quarter ob a dollar?"  
"Why, uncle, you owe me fifty cents now."  
"No, I don't, boss."  
"Have you forgotten that you borrowed fifty cents of me several years ago, and have never returned it?"  
"I habn't forgotten it, boss, but I don't owe yer nothin'. Dat debt hab transpired by the stature ob limitations."  
Inquiries into the use of gold and silver in the arts and manufactures warrant the conclusion that over \$14,000,000 in gold and \$15,000,000 in silver are consumed in this way annually.  
A German inventor has utilized cork in a novel way. Powdered cork is mixed with starch and water, and the mass kneaded while boiling hot until thoroughly mixed. It is then poured into molds for forming articles and afterward dried at a very high temperature.  
East Tennessee marble is reported to be selling for 100 per cent. more than Italian marble in leading markets.

## CARPETS AND CARPETINGS.

Spring & Company quote as follows:

TAPESTRY BRUSSELS.	
Roxbury tapestry.....	@ 90
Smith's 10 wire.....	@ 80
Smith's extra.....	@ 85
Smith's 2 Palisade.....	@ 70
Smith's 3 Palisade.....	@ 65
Higgins' 4*.....	@ 82 1/2
Sanford's extra.....	@ 70
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
Best cotton chas.....	@ 60
ALL WOOL SUPERFINES.	
Best 2-ply.....	57 1/2 @ 60
Other grades 2-ply.....	52 1/2 @ 55
WOOL FILLING AND MIXED.	
All-wool 2-ply.....	@ 55
Extra heavy double cotton chain.....	42 1/2 @ 45
Double cotton chain.....	35 @ 40
Heavy cotton and wool, double c.....	30 @ 32 1/2
Half d'l chain, cotton & wool, 2-ply.....	19 @ 25
Single cotton chain.....	19 @ 25
HEMPS.	
3-ply, 4-4 wide, extra heavy.....	27 1/2 @ 30
B, 4-4 wide.....	@ 32
Imperial, plain, 4-4 wide.....	@ 18 1/2
D, 33 inches.....	@ 17
OIL CLOTHS.	
No. 1, 4-4, 5-4, 6-4 and 8-4.....	@ 45
No. 2.....	@ 32 1/2
No. 3.....	@ 30
No. 4.....	@ 25
MATTINGS.	
Best all rattan, plain.....	@ 62 1/2
Best all rattan and cocoa, plain.....	@ 50
Napier A.....	@ 50
Napier B.....	@ 40
CURTAINS.	
Opaque shades, 38 inch.....	@ 15
Holland shades, B finish, 4-4.....	@ 18
Pacific Holland, 4-4.....	@ 10
Hartshorn's fixtures, per gross.....	@ 35
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 @ 1 20
Plastering hair, per bu.....	35 @ 38
Stucco, per bbl.....	7 25
Land plaster, per ton.....	3 75
Land plaster, car lots.....	3 00
Fire brick, per M.....	\$27 @ \$35
Fire clay, per bbl.....	3 00
COAL.	
Anthracite, egg and grate.....	\$6 50 @ 7 75
Anthracite, stove and nut.....	6 75 @ 7 00
Cannel coal.....	7 00
Ohio coal.....	40 @ 3 60
Blossburg or Cumberland.....	00 @ 5 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; L. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. B. MEERKE, Bay City.  
Secretary and Treasurer—W. N. MEREDITH, Detroit.  
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MUNGER, 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.....	6:4 a m
*Local Passenger.....	11:30 a m
*Mail.....	3:20 p m
*Grand Rapids Express.....	10:25 p m
*Daily except Sunday.....	
The New York Fast.....	one day only, 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 Canadian 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 3:05 p. m. next day.	
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.	
J. T. SCHULTZ, Gen'l Agent.	

### Detroit, Grand Haven & Milwaukee.

GOING EAST.	
*Steamboat Express.....	Arrives. Leaves.
*Through Mail.....	6:10 a m 10:20 a m
*Evening Express.....	3:20 p m 3:35 p m
*Atlantic Express.....	9:45 p m 10:45 p m
*Mixed, with coach.....	10:00 a m
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 10:00 a. m. the following morning.	
Parlor Cars on Mail Trains, both East and West.	
Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving at 4:55 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.	
Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has a Parlor Car to Detroit. Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.	
D. POTTER, City Pass. Agent.	
THOMAS TANDY, Gen'l Pass. Agent, Detroit.	

### Grand Rapids & Indiana.

GOING NORTH.	
Arrives. Leaves.	
Cincinnati & G. Rapids Ex.....	9:00 p m 11:00 p m
Cincinnati & Mackinac Ex.....	9:20 a m 10:25 a m
Ft. Wayne & Mackinac.....	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 p 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.....	6:15 p m 8:00 p m
*Day Express.....	12:25 p m 10:45 p m
*Night Express.....	8:35 p m 6:10 a m
*Daily.....	6:10 a m 10:05 p m
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.....	6:00 a m 8:30 p m
Express.....	8:30 a m 10:15 a m
Trains connect at Archer avenue for Chicago as follows: Mail, 10:20 a. m.; express, 6:40 p. m.	
The Northern 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, 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.

# DILWORTH'S,

—THE—

## BEST ROASTED PACKAGE COFFEE ON THE MARKET.

FOR SALE BY

## Fox, Musselman & Loveridge

Factory Agents for Western Michigan.

## 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.

## 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, Shuttling, 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

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

We are agents for the Boston Rubber Shoe Co. and keep a full line of their Celebrated Goods—both Boston and Bay State. Our fall samples of Leather Goods are now ready for inspection.

## 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.







## Dry Goods.

Spring & Company quote as follows:

WIDE BROWN COTTONS.	
Androsoggin, 94, 23	Pepperell, 104, 25
Pepperell, 74, 16	Pepperell, 114, 27 1/2
Pepperell, 84, 18	Pepperell, 124, 28
Pepperell, 94, 20	Pepperell, 134, 29
Pepperell, 104, 21	Pepperell, 144, 30
Pepperell, 114, 22	Pepperell, 154, 31
Pepperell, 124, 23	Pepperell, 164, 32
Pepperell, 134, 24	Pepperell, 174, 33
Pepperell, 144, 25	Pepperell, 184, 34
Pepperell, 154, 26	Pepperell, 194, 35
Pepperell, 164, 27	Pepperell, 204, 36
Pepperell, 174, 28	Pepperell, 214, 37
Pepperell, 184, 29	Pepperell, 224, 38
Pepperell, 194, 30	Pepperell, 234, 39
Pepperell, 204, 31	Pepperell, 244, 40
Pepperell, 214, 32	Pepperell, 254, 41
Pepperell, 224, 33	Pepperell, 264, 42
Pepperell, 234, 34	Pepperell, 274, 43
Pepperell, 244, 35	Pepperell, 284, 44
Pepperell, 254, 36	Pepperell, 294, 45
Pepperell, 264, 37	Pepperell, 304, 46
Pepperell, 274, 38	Pepperell, 314, 47
Pepperell, 284, 39	Pepperell, 324, 48
Pepperell, 294, 40	Pepperell, 334, 49
Pepperell, 304, 41	Pepperell, 344, 50
Pepperell, 314, 42	Pepperell, 354, 51
Pepperell, 324, 43	Pepperell, 364, 52
Pepperell, 334, 44	Pepperell, 374, 53
Pepperell, 344, 45	Pepperell, 384, 54
Pepperell, 354, 46	Pepperell, 394, 55
Pepperell, 364, 47	Pepperell, 404, 56
Pepperell, 374, 48	Pepperell, 414, 57
Pepperell, 384, 49	Pepperell, 424, 58
Pepperell, 394, 50	Pepperell, 434, 59
Pepperell, 404, 51	Pepperell, 444, 60
Pepperell, 414, 52	Pepperell, 454, 61
Pepperell, 424, 53	Pepperell, 464, 62
Pepperell, 434, 54	Pepperell, 474, 63
Pepperell, 444, 55	Pepperell, 484, 64
Pepperell, 454, 56	Pepperell, 494, 65
Pepperell, 464, 57	Pepperell, 504, 66
Pepperell, 474, 58	Pepperell, 514, 67
Pepperell, 484, 59	Pepperell, 524, 68
Pepperell, 494, 60	Pepperell, 534, 69
Pepperell, 504, 61	Pepperell, 544, 70
Pepperell, 514, 62	Pepperell, 554, 71
Pepperell, 524, 63	Pepperell, 564, 72
Pepperell, 534, 64	Pepperell, 574, 73
Pepperell, 544, 65	Pepperell, 584, 74
Pepperell, 554, 66	Pepperell, 594, 75
Pepperell, 564, 67	Pepperell, 604, 76
Pepperell, 574, 68	Pepperell, 614, 77
Pepperell, 584, 69	Pepperell, 624, 78
Pepperell, 594, 70	Pepperell, 634, 79
Pepperell, 604, 71	Pepperell, 644, 80
Pepperell, 614, 72	Pepperell, 654, 81
Pepperell, 624, 73	Pepperell, 664, 82
Pepperell, 634, 74	Pepperell, 674, 83
Pepperell, 644, 75	Pepperell, 684, 84
Pepperell, 654, 76	Pepperell, 694, 85
Pepperell, 664, 77	Pepperell, 704, 86
Pepperell, 674, 78	Pepperell, 714, 87
Pepperell, 684, 79	Pepperell, 724, 88
Pepperell, 694, 80	Pepperell, 734, 89
Pepperell, 704, 81	Pepperell, 744, 90
Pepperell, 714, 82	Pepperell, 754, 91
Pepperell, 724, 83	Pepperell, 764, 92
Pepperell, 734, 84	Pepperell, 774, 93
Pepperell, 744, 85	Pepperell, 784, 94
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Pepperell, 774, 88	Pepperell, 814, 97
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Pepperell, 794, 90	Pepperell, 834, 99
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Pepperell, 814, 92	Pepperell, 854, 101
Pepperell, 824, 93	Pepperell, 864, 102
Pepperell, 834, 94	Pepperell, 874, 103
Pepperell, 844, 95	Pepperell, 884, 104
Pepperell, 854, 96	Pepperell, 894, 105
Pepperell, 864, 97	Pepperell, 904, 106
Pepperell, 874, 98	Pepperell, 914, 107
Pepperell, 884, 99	Pepperell, 924, 108
Pepperell, 894, 100	Pepperell, 934, 109
Pepperell, 904, 101	Pepperell, 944, 110
Pepperell, 914, 102	Pepperell, 954, 111
Pepperell, 924, 103	Pepperell, 964, 112
Pepperell, 934, 104	Pepperell, 974, 113
Pepperell, 944, 105	Pepperell, 984, 114
Pepperell, 954, 106	Pepperell, 994, 115
Pepperell, 964, 107	Pepperell, 1004, 116
Pepperell, 974, 108	Pepperell, 1014, 117
Pepperell, 984, 109	Pepperell, 1024, 118
Pepperell, 994, 110	Pepperell, 1034, 119
Pepperell, 1004, 111	Pepperell, 1044, 120
Pepperell, 1014, 112	Pepperell, 1054, 121
Pepperell, 1024, 113	Pepperell, 1064, 122
Pepperell, 1034, 114	Pepperell, 1074, 123
Pepperell, 1044, 115	Pepperell, 1084, 124
Pepperell, 1054, 116	Pepperell, 1094, 125
Pepperell, 1064, 117	Pepperell, 1104, 126
Pepperell, 1074, 118	Pepperell, 1114, 127
Pepperell, 1084, 119	Pepperell, 1124, 128
Pepperell, 1094, 120	Pepperell, 1134, 129
Pepperell, 1104, 121	Pepperell, 1144, 130
Pepperell, 1114, 122	Pepperell, 1154, 131
Pepperell, 1124, 123	Pepperell, 1164, 132
Pepperell, 1134, 124	Pepperell, 1174, 133
Pepperell, 1144, 125	Pepperell, 1184, 134
Pepperell, 1154, 126	Pepperell, 1194, 135
Pepperell, 1164, 127	Pepperell, 1204, 136
Pepperell, 1174, 128	Pepperell, 1214, 137
Pepperell, 1184, 129	Pepperell, 1224, 138
Pepperell, 1194, 130	Pepperell, 1234, 139
Pepperell, 1204, 131	Pepperell, 1244, 140
Pepperell, 1214, 132	Pepperell, 1254, 141
Pepperell, 1224, 133	Pepperell, 1264, 142
Pepperell, 1234, 134	Pepperell, 1274, 143
Pepperell, 1244, 135	Pepperell, 1284, 144
Pepperell, 1254, 136	Pepperell, 1294, 145
Pepperell, 1264, 137	Pepperell, 1304, 146
Pepperell, 1274, 138	Pepperell, 1314, 147
Pepperell, 1284, 139	Pepperell, 1324, 148
Pepperell, 1294, 140	Pepperell, 1334, 149
Pepperell, 1304, 141	Pepperell, 1344, 150
Pepperell, 1314, 142	Pepperell, 1354, 151
Pepperell, 1324, 143	Pepperell, 1364, 152
Pepperell, 1334, 144	Pepperell, 1374, 153
Pepperell, 1344, 145	Pepperell, 1384, 154
Pepperell, 1354, 146	Pepperell, 1394, 155
Pepperell, 1364, 147	Pepperell, 1404, 156
Pepperell, 1374, 148	Pepperell, 1414, 157
Pepperell, 1384, 149	Pepperell, 1424, 158
Pepperell, 1394, 150	Pepperell, 1434, 159
Pepperell, 1404, 151	Pepperell, 1444, 160
Pepperell, 1414, 152	Pepperell, 1454, 161
Pepperell, 1424, 153	Pepperell, 1464, 162
Pepperell, 1434, 154	Pepperell, 1474, 163
Pepperell, 1444, 155	Pepperell, 1484, 164
Pepperell, 1454, 156	Pepperell, 1494, 165
Pepperell, 1464, 157	Pepperell, 1504, 166
Pepperell, 1474, 158	Pepperell, 1514, 167
Pepperell, 1484, 159	Pepperell, 1524, 168
Pepperell, 1494, 160	Pepperell, 1534, 169
Pepperell, 1504, 161	Pepperell, 1544, 170
Pepperell, 1514, 162	Pepperell, 1554, 171
Pepperell, 1524, 163	Pepperell, 1564, 172
Pepperell, 1534, 164	Pepperell, 1574, 173
Pepperell, 1544, 165	Pepperell, 1584, 174
Pepperell, 1554, 166	Pepperell, 1594, 175
Pepperell, 1564, 167	Pepperell, 1604, 176
Pepperell, 1574, 168	Pepperell, 1614, 177
Pepperell, 1584, 169	Pepperell, 1624, 178
Pepperell, 1594, 170	Pepperell, 1634, 179
Pepperell, 1604, 171	Pepperell, 1644, 180
Pepperell, 1614, 172	Pepperell, 1654, 181
Pepperell, 1624, 173	Pepperell, 1664, 182
Pepperell, 1634, 174	Pepperell, 1674, 183
Pepperell, 1644, 175	Pepperell, 1684, 184
Pepperell, 1654, 176	Pepperell, 1694, 185
Pepperell, 1664, 177	Pepperell, 1704, 186
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Pepperell, 1684, 179	Pepperell, 1724, 188
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Pepperell, 1704, 181	Pepperell, 1744, 190
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Pepperell, 1724, 183	Pepperell, 1764, 192
Pepperell, 1734, 184	Pepperell, 1774, 193
Pepperell, 1744, 185	Pepperell, 1784, 194
Pepperell, 1754, 186	Pepperell, 1794, 195
Pepperell, 1764, 187	Pepperell, 1804, 196
Pepperell, 1774, 188	Pepperell, 1814, 197
Pepperell, 1784, 189	Pepperell, 1824, 198
Pepperell, 1794, 190	Pepperell, 1834, 199
Pepperell, 1804, 191	Pepperell, 1844, 200
Pepperell, 1814, 192	Pepperell, 1854, 201
Pepperell, 1824, 193	Pepperell, 1864, 202
Pepperell, 1834, 194	Pepperell, 1874, 203
Pepperell, 1844, 195	Pepperell, 1884, 204
Pepperell, 1854, 196	Pepperell, 1894, 205
Pepperell, 1864, 197	Pepperell, 1904, 206
Pepperell, 1874, 198	Pepperell, 1914, 207
Pepperell, 1884, 199	Pepperell, 1924, 208
Pepperell, 1894, 200	Pepperell, 1934, 209
Pepperell, 1904, 201	Pepperell, 1944, 210
Pepperell, 1914, 202	Pepperell, 1954, 211
Pepperell, 1924, 203	Pepperell, 1964, 212
Pepperell, 1934, 204	Pepperell, 1974, 213
Pepperell, 1944, 205	Pepperell, 1984, 214
Pepperell, 1954, 206	Pepperell, 1994, 215
Pepperell, 1964, 207	Pepperell, 2004, 216
Pepperell, 1974, 208	Pepperell, 2014, 217
Pepperell, 1984, 209	Pepperell, 2024, 218
Pepperell, 1994, 210	Pepperell, 2034, 219
Pepperell, 2004, 211	Pepperell, 2044, 220
Pepperell, 2014, 212	Pepperell, 2054, 221
Pepperell, 2024, 213	Pepperell, 2064, 222
Pepperell, 2034, 214	Pepperell, 2074, 223
Pepperell, 2044, 215	Pepperell, 2084, 224
Pepperell, 2054, 216	Pepperell, 2094, 225
Pepperell, 2064, 217	Pepperell, 2104, 226
Pepperell, 2074, 218	Pepperell, 2114, 227
Pepperell, 2084, 219	Pepperell, 2124, 228
Pepperell, 2094, 220	Pepperell, 2134, 229
Pepperell, 2104, 221	Pepperell, 2144, 230
Pepperell, 2114, 222	Pepperell, 2154, 231
Pepperell, 2124, 223	Pepperell, 2164, 232
Pepperell, 2134, 224	Pepperell, 2174, 233
Pepperell, 2144, 225	Pepperell, 2184, 234
Pepperell, 2154, 226	Pepperell, 2194, 235
Pepperell, 2164, 227	Pepperell, 2204, 236
Pepperell, 2174, 228	Pepperell, 2214, 237
Pepperell, 2184, 229	Pepperell, 2224, 238
Pepperell, 2194, 230	Pepperell, 2234, 239
Pepperell, 2204, 231	Pepperell, 2244, 240
Pepperell, 2214, 232	Pepperell, 2254, 241
Pepperell, 2224, 233	Pepperell, 2264, 242
Pepperell, 2234, 234	Pepperell, 2274, 243
Pepperell, 2244, 235	Pepperell, 2284, 244
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Pepperell, 2274, 238	Pepperell, 2314, 247
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Pepperell, 2294, 240	Pepperell, 2334, 249
Pepperell, 2304, 241	Pepperell, 2344, 250
Pepperell, 2314, 242	Pepperell, 2354, 251
Pepperell, 2324, 243	Pepperell, 2364, 252
Pepperell, 2334, 244	Pepperell, 2374, 253
Pepperell, 2344, 245	Pepperell, 2384, 254
Pepperell, 2354, 246	Pepperell, 2394, 255
Pepperell, 2364, 247	Pepperell, 2404, 256
Pepperell, 2374, 248	Pepperell, 2414, 257
Pepperell, 2384, 249	Pepperell, 2424, 258
Pepperell, 2394, 250	Pepperell, 2434, 259
Pepperell, 2404, 251	Pepperell, 2444, 260
Pepperell, 2414, 252	Pepperell, 2454, 261
Pepperell, 2424, 253	Pepperell, 2464, 262
Pepperell, 2434, 254	Pepperell, 2474, 263
Pepperell, 2444, 255	Pepperell, 2484, 264
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Pepperell, 2624, 273	Pepperell, 2664, 282
Pepperell, 2634, 274	Pepperell, 2674, 283
Pepperell, 2644, 275	Pepperell, 2684, 284
Pepperell, 2654, 276	Pepperell, 2694, 285
Pepperell, 2664, 277	Pepperell, 2704, 286
Pepperell, 2674, 278	Pepperell, 2714, 287
Pepperell, 2684, 279	Pepperell, 2724, 288
Pepperell, 2694, 280	Pepperell, 2734, 289
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Pepperell, 2714, 282	Pepperell, 2754, 291
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Pepperell, 2824, 293	Pepperell, 2864, 302
Pepperell, 2834, 294	Pepperell, 2874, 303
Pepperell, 2844, 295	Pepperell, 2884, 304
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Pepperell, 2864, 297	Pepperell, 2904, 306
Pepperell, 2874, 298	Pepperell, 2914, 307
Pepperell, 2884, 299	Pepperell, 2924, 308
Pepperell, 2894, 300	Pepperell, 2934, 309
Pepperell, 2904, 301	Pepperell, 2944, 310
Pepperell, 2914, 302	Pepperell, 2954, 311
Pepperell, 2924, 303	Pepperell, 2964, 312
Pepperell, 2934, 304	Pepperell, 2974, 313
Pepperell, 2944, 305	Pepperell, 2984, 314
Pepperell, 2954, 306	Pepperell, 2994, 315
Pepperell, 2964, 307	Pepperell, 3004, 316
Pepperell, 2974, 308	Pepperell, 3014, 317
Pepperell, 2984, 309	Pepperell, 3024, 318
Pepperell, 2994, 310	Pepperell, 3034, 319
Pepperell, 3004, 311	Pepperell, 3044, 320
Pepperell, 3014, 312	Pepperell, 3054, 321
Pepperell, 3024, 313	Pepperell, 3064, 322
Pepperell, 3034, 314	Pepperell, 3074, 323
Pepperell, 3044, 315	Pepperell, 3084, 324



# The Michigan Tradesman.

PENCIL PORTRAITS—NO. 22

John D. Mangum, Better Known as "Johnny."

John Daniel Mangum was born at Jackson, Oct. 27, 1859, and lived there continuously until about two years ago. He still regards the place as his "home"—if a traveling man is entitled to such a distinction—as it is the residence of his mother and early associates. There he attended school until about 18 years of age, when he entered the employ of G. A. Ferguson & Co., grocers. Remaining in that position about a year and a half, he left it to enter the Jackson City Mills as an apprentice, but as the dust affected his lungs he was compelled to forego his chosen ambition of becoming a miller, and turn his attention to other fields of action. He accordingly entered the employ of J. A. Campbell, selling carriages and harness, and in May, 1881, engaged with S. A. Welling, who was then carrying on a jobbing business at Jackson. In December, of the same year, he began making short trips by wagon among the trade, and in April, 1882, accompanied the new firm of Welling & Carhart to this city, covering Muskegon and intermediate towns, and taking short trips in other directions. In June, he was assigned a permanent territory, which he has since covered with satisfaction to the trade and profit to his house. It includes all available towns, on and off the railroad, from Big Rapids to Mackinaw City, a three weeks' drive through the lake shore country from Mackinaw to Manistee, the F. & P. M. from Reed City to Ludington, and the cities of Muskegon and Jackson. He sees his customers every sixty days, and is as well liked in northern as in southern Michigan.

Mr. Mangum possesses to a marked degree the qualities that distinguish a successful traveler. He is a man of untiring energy and perseverance, and will accomplish whatever he sets out to do, even though it requires the strength of a Hercules. Though young in years, and young in point of service on the road, he has already acquired a favorable reputation on the road—a reputation that will be augmented as he attains more experience and becomes better known.

## A Traveler Who was Bound to be "Even."

A merchant traveler visited a certain country store in Northern Michigan, and the proprietor gruffly told him he did not desire to buy anything from him. The traveler, however, was not easily bluffed, and taking up a newspaper, he made himself comfortable, while the boss waited on a customer. In about half an hour he noticed the comfortable traveler, and going up to him, he said, abruptly:

"Here, you; I thought I told you I didn't want to buy any of your goods."

"I don't know what you thought, but that's what you said," replied the traveler, putting his finger on the place he was reading and looking up at the man.

"Well, I tell you I don't want your goods, and I don't want you around here."

"Very well, sir. I don't want to sell you. I was just thinking that you had missed your calling."

"What do you mean?"

"Why, my dear sir, you ought to have been a shoe maker."

"What makes you think that?" asked the merchant, his curiosity getting a little the better of his temper.

"Because," replied the traveler, rising and slowly edging toward the door, "while you were at work, if you happened to run out of bristles, it would be so handy for you to reach around on your back and pull 'em out."

He got away, but it took a writ of replevin to get his sample cases.

## A Water Famine Imminent.

"Gentlemen," said Mrs. Simpson-Hendricks, the landlady, at the breakfast table, "I have received a request from the Water Board to the effect that we be sparing of water as possible. A famine is threatened. Will you please give the matter your attention?"

"Certainly," they all responded, with the exception of Dumley, who, having just paid a few dollars on account, was feeling rather independent.

"And you, Mrs. Simpson-Hendricks," he said, "will, of course, set us a good example."

"Oh, yes," she replied, "I shall be very economical in the use of water. I instructed the servants to that effect this morning."

"Did you say anything to the cook about it?"

"Yes. I spoke to them all."

"Well, in that case," Dumley remarked politely, "if you will allow me to change my mind, you may send me a cup of tea and a glass of milk."

## Salt Inspected in June.

The report of Geo. W. Hill, State Salt Inspector, for the month of June, shows the following number of barrels inspected in the counties named:

Bay	124,882
Saginaw	120,572
Huron	36,727
Iosco	28,485
Midland	8,782
Manistee	7,517
St. Clair	6,270

Total.....333,235

Comparative for June: 1878, 187,874; 1879, 226,199; 1880, 291,592; 1881, 342,205; 1882, 363,377; 1883, 312,196; 1884, 333,235.

The Charlevoix Savings Bank with a capital of \$25,000, is being organized under the state law.

## MUSKEGON BUSINESS DIRECTORY.

### S. S. MORRIS & BRO.,

Packers and

### Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Smoked Meats a Specialty.

Stores in Opera House Block, Packing and Warehouse Market and Water Sts. Muskegon, Mich.

### ANDREW WIERENGO,

Wholesale

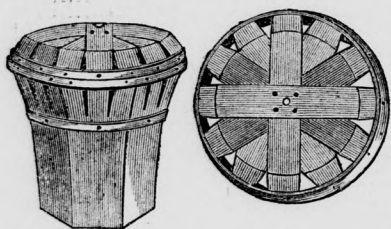
### GROCEER,

WIERENGO NEW BLOCK

Pine Street

Muskegon, Mich.

### TO FRUIT CROWERS



### MUSKEGON BASKET FACTORY!

Is now in full operation manufacturing kinds of

Prices the Lowest. Quality Guaranteed.

FRUIT PACKAGES, ETC.

### ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

Butter, Eggs, Cheese, Fruit, Grain, Hay, Beef, Pork, Produce

Consignments Solicited.

MUSKEGON, MICH.

#### MUSKEGON MATTERS.

Facts and Fancies Picked Up at that Busy Place.

Schoenberger & Creighton, carriage painters, have dissolved, Frank Creighton retiring. W. H. Schoenberger succeeds.

The firm of H. Principal & Co., grocers and bakers, has been dissolved. Van der Linde & DeJongh will continue the grocery business and H. Principal will conduct the bakery business.

Derk Boelkins is the successor to the grocery firm of Boelkins & Son. It is stated that the retiring partner, A. Boelkins will form a partnership with John Boelkins, another son, and re-engage in the grocery business at the present location of G. H. Yonker.

The tailoring firm of A. M. Goodwin & Co., composed of Asa M. Goodwin and Edmund A. Parker, has been dissolved. Previous to the dissolution a series of chattel mortgages were given in such a way that creditors will be unable to collect any portion of their accounts.

Brock & Alport, the grocery firm that lately dissolved, selling the stock to Levi Truedell, is offering to compromise with the creditors on the basis of 25 per cent. The boys meant well, but did too much credit business for their limited means. From the expressions of several creditors on the subject, it is thought that no offer short of 50 per cent. is likely to be accepted.

If there is one thing, more than another, that commends Muskegon as an enterprising town, it is the amount of labor that is being expended in improving the streets the present season. Thoroughfares that have heretofore been almost impassable are being graded and graveled, and several streets that were in fair condition are being still further improved, some by substantial cedar paving. Such expenditures indicate an abiding faith in the future growth and prosperity of the place.

Receiver Tate, who has given the estate of E. C. Brown & Co., the Evenwood shingle and lumber manufacturers, the best management possible under the circumstances, states that he will be able to save about \$10,000 to the creditors. The liabilities amounted to upwards of \$30,000. During his administration, he has manufactured and sold 12,000,000 shingles and has about 5,000,000 still on hand. He has also on hand about 150,000 feet of lumber. Taking all things into consideration, Mr. Tate has performed the duties devolving upon him in this matter with credit to himself and profit to the creditors.

"Do you remember the Crawford Bros.' failure in Grand Rapids several years ago?" said a former resident of the Valley City, now and for some time past a citizen of the Sawdust town. "Well, I worked for that firm at the time, and could make disclosures that would put more than one man behind the bars. The Crawford Bros. began arranging for the failure months before it occurred, and thousands of dollars' worth of goods which were included in the liabilities never went into the store at all. I remember one invoice of coffee—twenty bags, each weighing about 100 pounds—that went direct to a spice mill in Grand Rapids and was ground

up and sold in a lump. But don't mention my name in this connection."

THE TRADESMAN adds a new feature this week in the shape of a directory of the jobbing and manufacturing interests of Muskegon. A representative showing is made this week, and other cards and new lines will be added from time to time. The houses whose cards appear this week need no wordy recommendation. Andrew Wierengo, the grocery jobber, is known to the trade as a reliable dealer in every respect. S. S. Morris & Bro. have relied upon merit alone to bring them to the front rank. Orcutt & Co. have but lately begun business, but are already in possession of a fine patronage. The Wood Package and Basket Co. produces superior goods and is the largest package factory in the world.

"I notice Judge Montgomery is pretty severe on assignees and receivers, and frequently cuts down their claims very considerably," said County Clerk Tate, in referring to some of the assignment cases that have lately come up for settlement in the Kent County Circuit Court. "Judge Russell, on the contrary, believes in being liberal with those who manage the charges entrusted to them with any degree of carefulness and profit. For instance, W. H. Mason, who was appointed receiver in the Wm. Oppenheim matter at Whitehall, and who realized about \$9,000 from the estate—enabling it to pay about 50 per cent.—put in a claim of \$500 as services and Judge Russell allowed it without a murmur. Several other cases similar to the above that have been brought to my notice enable Judge Russell to rank among those who believe in rewarding hard labor and careful management."

#### Miscellaneous Trade News.

The spindle factory lately burned at Bay Springs is being rebuilt.

The general store of H. Blakeslee, of Eastport was recently burned.

Geo. Patch succeeds Patch Bros. in the drug business at Salt River.

C. L. Blakeslee succeeds Czar Jones in the blacksmith business at Saranac.

Jeffries & Decker, succeed Geo. Jeffries in the meat business at Charlevoix.

Chas. Ely, boot and shoe dealer at Charlevoix, has closed out his business.

The Hudson House, at Hudson, has changed hands, Chas. E. Deal having bought out Wm. Burch.

C. H. Plummer, the East Saginaw lumber man, has purchased a lumber yard in Jackson.

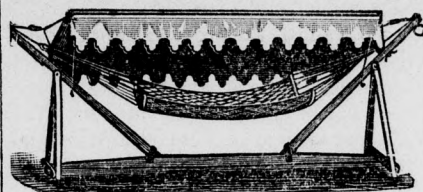
J. L. Hudson, of Detroit, has purchased of the assignee the bankrupt stock of Wm. Gorton & Co., at Flint, and the large stock already on hand will be supplemented by a further consignment from Detroit.

A Hudson hotel runner, who had a disagreeable fashion of seizing a traveler's satchel and running ahead to his hotel, has been taught a painful lesson by a commercial man. Lately he seized and carried to his hotel two very heavy satchels, which he opened, as the owner did not come to claim them, when he found them filled with cobble stones and learned that he had been the victim of a practical joke.

## ALBERT COYE & SONS

State Agents for

WATERTOWN HAMMOCK SUPPORT.



Dealers in Awnings, Tents, Horse Wagon and Stack Covers, Oiled Clothing, Etc.

73 Canal Street.

GRAND RAPIDS, - MICHIGAN.

Send for Prices.

EVERY KIND AND SIZE, —ALSO— Trunk, Clout and Finishing Steel Wire Nails and Brads.

American Tack Co., FAIRHAVEN - MASS.

A. A. CRIPPEN,

WHOLESALE

### Hats, Caps and Furs

54 MONROE STREET,

GRAND RAPIDS, - MICHIGAN.

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

### EDMUND B. DIKEMAN,

—THE—

### GREAT WATCH MAKER,

—AND—

### JEWELER,

44 CANAL STREET,

GRAND RAPIDS, - MICHIGAN.

### STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

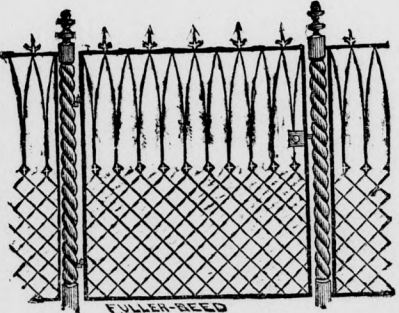
#### BOOK-KEEPING MADE EASY

FOR RETAIL GROCERS.

By using our Combined Ledger and Day-Book, CUSTOMERS' ACCOUNTS are kept and ITEMIZED STATEMENTS rendered in half the time required by any other process.

Send for descriptive circular to HALL & CO., Publishers, 164 Lake St., Chicago, Ill.

### Grand Rapids Wire Works



Manufacturers of All Kinds of

### WIRE WORK!

92 MONROE STREET.

### City Bottling Works

BOTTLED LAGER, PINTS, PFR DOZ. 50 CENTS.

BOTTLED ALE, PINTS, PER DOZ. 75 CENTS.

BOTTLED PORTER, PINTS, PER DOZ. 75 CENTS.

BOTTLED CIDER, QTS, PER DOZ. \$1.20.

All Goods Warranted the BEST in the Market.

TELEPHONE NO. 272.

POST NO. 1.

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.

## RETAILERS,

If you are selling goods to make a profit, sell

## LAVINE

### WASHING POWDER.

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

STATE AGENTS,

GRAND RAPIDS, - MICHIGAN.

### ALABASTINE!



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

—FOR SALE BY— ALL Pain Dealers.

—MANUFACTURED BY— THE ALABASTINE COMPANY

M. B. CHURCH, Manager.

GRAND RAPIDS, - MICHIGAN.

### SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich.

W. T. LAMOREAUX, Agent.

### COLE & STONE,

Manufacturers and Jobbers of

### GENTS' FINE SHIRTS.

Samples and Prices will be Sent to Close Buyers in our Line.

Address,

Marshall - Mich.

### L. S. HILL & CO.

WHOLESALE

FISHING TACKLE

21 PEARL STREET,

GRAND RAPIDS, - MICH.

AGENTS FOR

Du PONT'S Gunpowder.

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

## MASON'S

## FRUIT JARS

Write or Telephone us for

## BOTTOM PRICES

—ALSO—

Jelly Cups,

Ice Cream Freezers,

Refrigerators and

COMPLETE STOCK

## CROCKERY & GLASSWARE

—AT—

### H. Leonard & Sons,

16 Monroe Street,

GRAND RAPIDS - MICH.

### KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluing, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

### "Red Bark Bitters"

—AND—

### The Oriole Manufacturing Co.

78 West Bridge Street,

GRAND RAPIDS, - MICHIGAN.



### C. S. YALE & BRO.,

—Manufacturers of—

### FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.,

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## W. J. P.

## The Best

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## CIGAR!

## In the State.

### EATON & CHRISTENSON

77 Canal Street, - Grand Rapids.