

The Michigan Tradesman.

VOL. 1.

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NO. 45.

TRADE PREPONDERANCE.

The Pivotal Point on Which Business Success Depends.

From the American Grocer and Dry Goods Chronicle.

Business is a science as capable of study and investigation as any department of knowledge or field of activity. It is controlled by laws as permanent and unerring as those that govern in the domain of nature. The natural world, notwithstanding its almost infinite variety of creation, is under the control of but few great primeval forces, and this is true also of the business world with all its numerous departments of trade. The underlying principles of commercial growth are not complex, but simple and practical, and the science of business consists in the right application of these principles in the wide field of human enterprise.

The pivotal point of success or failure turns upon a wise or unwise application of business laws, and not to a mere knowledge of them alone. The ability to plan and execute is equally as important as the ability to comprehend. There are many who are capable of imparting sound commercial maxims to others who make poor use of them themselves, and the result is they are mere theorists throughout their whole career. On the other hand men have ascended from the lowest rounds of toil to high and commanding positions in trade, because of their ability to apply these fundamental principles to their daily business. A clear, distinct knowledge of business laws, joined with the executive power and tact to enforce them, are the important elements of business growth and expansion.

The talent to make money becomes intensified and enlarged with every available opportunity, and as a natural sequence this talent leads to the organization of great firms, which have a trade preponderance. As a country increases in wealth and commercial importance, in a corresponding ratio there is an increase in the power and influence of individual business firms. The tendency of all old-established business communities is toward concentration. A few leading houses have the preponderance of trade, and this is the result simply of the development of a natural law.

This trade preponderance is not only legitimate, but is in consonance with the established order of things all through society. It is but natural that they who best serve the public should receive the largest share of patronage. This rule holds good in law, in medicine, in art in institutions of learning, and why not, therefore, with equal propriety should it not dominate in business? The firms that grow into prominence and commercial importance do not achieve this distinction by mere luck or accident. Their growth runs parallel with the growth of the respective countries and cities they inhabit, and as the opportunities for trade enlarge, they improve them to their own advantage. With an increase of capital there is corresponding increase of inducements to the public, and therefore by regular and successive stages they rise into trade preponderance.

In the New World this business concentration is not so clearly marked as in the Old. There is so much new territory to populate, creating such a diversity of interests, as well as of demands, that business has not assumed the consolidation and system which prevails among the commercial nations of Europe.

In the older and wealthier sections, however, of the United States this tendency toward concentration is increasing. Fewer firms are conducting the wholesale trade of large Eastern cities than were in existence ten years ago, and the same applies to the more important cities West and South. The retail trade is also gradually concentrating into large houses, who occupy a wider area of territory with every succeeding year. The rapid increase of railroads and telegraphs has so greatly multiplied mail and transportation facilities, that large cities have extended their trade to the most remote sections, thereby lessening the importance and influence of local and smaller markets. This preponderance of the larger trade centers over the smaller will increase with accelerated speed as capital multiplies and the population becomes more dense.

It is useless, therefore, to decry against this tendency of trade and to oppose it. It exists in the very constitution of things, always has existed and always will. As all rivers run to the sea, and as its tides encircle the globe, so all the currents of trade flow toward great centers, and through them vibrate the mighty pulsations that animate the whole. If, therefore, in the business world, as in the physical, the strong take the place of the weak, what is to become of those who begin a business career with a small capital? Will they be crowded to the wall? Most assuredly, unless they possess adequate business ability. If they have the talent in the management of their affairs to put in operation sound business principles and methods they will succeed. There is no royal road to success, open to a few and barred from the multitude. All are privileged to enter upon it, but many fall out by the way.

In nature the law is, first the blade, then the ear, and afterward the full corn in the ear, waving to an abundant harvest. In business likewise there is first the start, succeeded later by gradual growth, and finally, through wise management, the full fruition of a well-earned competency.

The small merchant need not, therefore, despair because of a tendency toward business centralization. Let him remember that the large firms which now transact millions of trade annually, began at the bottom of the ladder. Have they been successful, why not he also? Envy at their success will not aid him or others of like spirit in their struggles. A trade preponderance necessarily exists. It is inevitable and cannot be put aside. To have a share in it requires energy, economy, and incessant labor. In this way alone can eminence, distinction and wealth be obtained in the great world of commerce.

A Sensible Merchant.

From the St. Louis Grocer.

We have on several occasions alluded to the fact that some men in business, when asked for a statement of their financial condition, resent the question as an insult. There are others, however, who have no hesitancy in making such a statement feeling that when asking for credit it is the proper thing for them to do. In conversation with a merchant on this question, he showed us a letter from a retailer which was certainly a very sensible one. The retailer had sent in a statement of his affairs, and in doing so, said: "I am glad to fill out this blank, for I want those with whom I trade to feel that they are not taking unnecessary risks."

This is the right spirit to manifest, and we venture the belief that the writer of the above letter will have no difficulty in getting on credit all the goods his standing will justify. Had he sent in an impertinent reply, even though he was financially responsible, his credit and standing as a merchant would have been seriously compromised.

Why should a retailer resent the asking of his true standing as a basis on which to establish his credit? If he wishes to do a straightforward business, there can be no objection to his giving the information sought. If he refuses to give such information, his action is such as to give rise to the thought that his intentions are not of the best. In the long run, a frank, honorable course in business transactions is the best and most successful. If a merchant expects to get rich only by sharp dealing and dishonorable practices, he is not much better than the open thief, even if his acts come under legalized robbery.

He Misunderstood the Brakeman.

"Roberts! Roberts!" shouted a brakeman on the Central, as the train slackened speed. "Great God, is that so?" exclaimed a Boston drummer, as he rose excitedly and began to gather his parcels, shuddering like a corn leaf in July. "Roberts!" came again and finally from the brakeman. The excited drummer saw some farmers, with bearded faces and slouch hats, enter the car, when he dropped to the floor and tried to crawl under his seat. Thinking that the poor man wished to get off at the station but had fallen in a fit, some passengers called the conductor. He endeavored to assist the prostrate man to rise, when out from underneath the seat came the wail: "I—I hain't got any money, nor no watch. Take my—my hat up there, please, Mr. Robber, but spare my life—oh, spare me, I am a father and a husband too. Oh, please Mr. Rob—" The mystery was explained, and when the conductor had succeeded in dragging the wailer from under the seat and calming his fears, he was met with a chorus of loud laughter from all his fellow passengers. "You can laugh all you please, you wild Western heathens, you," he finally said, drawing a long breath, "but I'd about as lief be killed as scared to death."

About Carpet Weaving.

From the Philadelphia Press.

It is only about twenty-five years ago that the first carpet loom was operated in this city, and to-day there are nearly twice as many carpets made in Philadelphia as in any other city in the world. In the short space of a quarter of a century, Philadelphia has taken the lead of all other cities in this industry, from the manufacture of the common rag to the finest ingrain and Brussels. One manufacturer claims that the carpet trade here has increased 50 per cent. in the past four years, and is in a fair way to double itself before the next census. According to the census of 1880 there were 170 power looms in this city, employing 5,856 men, 2,378 women and 759 children, or a grand total of 8,993 persons. The capital then invested was \$7,194,000, and the product of the looms yielded the handsome sum of \$14,263,510. Besides these there are fifty-eight rag carpet factories.

Diamond discovery has had much the same effect in Cape Colony as gold had in California. Colonists, dazzled at the rapid rise to wealth of a few, have abandoned agriculture for diamond seeking, only to find penury. This state of affairs is reflected in the bankruptcy court. There is a returning disposition now to trust more to mother earth's vegetable rather than mineral productions.

India is threatened with a small wheat crop in consequence of severe drought.

MAKING CONTRACTS.

The Law Governing a Number of Common Cases.

To make an agreement binding, one party must make an offer, and the other accept it. It takes two to make a bargain. The parties must be of the same mind at the same time. A man asks a dealer what the price of an article is; the dealer answers, giving the price; the buyer says he will take it. There is no contract here unless the dealer agrees to sell it. When a man makes an offer and another accepts it, the second must let the first know that he accepts it. If a man agrees to guarantee that another will pay for what he purchases, those who trust the party on the faith of the guaranty must notify the person who made it, or he will not be bound.

Again, if one offers to pay one hundred dollars for a horse, the seller to accept within twenty-four hours, the proposer is not bound unless the other does accept within that time. More than this, one who makes an offer can withdraw it at any time before it is accepted.

If an offer is made and no time is stated for the buyer to decide whether or not to make the bargain, the buyer must decide within a reasonable time. The length of time that is reasonable differs according to the commodity that is bargained for. Railway and mining shares, for example, must be bought quickly or not at all, for the law will not permit a buyer to wait until the price of goods is sure to have changed, before deciding. With other things that have a steady value, a longer time for reflection is permitted.

The offer must be accepted as it is made. If a seller offers ten barrels of flour at six dollars a barrel, he is not bound to sell five barrels at that rate. When land is offered for sale and the buyer offers to take it if the title proves to be good, the buyer has not made a contract that will bind the seller.

A contract that is made in sport, or as a mere matter of form is not binding.

If a man makes a promissory note while showing another how well he can write, the note is not binding upon him, unless it has been sold to some person who knew nothing about it and paid for it.

A man who is embarrassed in business gives a bill of sale of his property to a friend, so as to cheat his creditors. No contract exists and the creditors can hold the property. But the person in whose favor the bill of sale is made out can hold the goods against the fraudulent debtor.

Another case of this kind is often seen in newspaper articles. We read that a lady and gentleman go through the marriage ceremony at a public entertainment to amuse their friends, and afterward find that they are really married. While the foolish practice should perhaps be discouraged, nevertheless it is not true that the parties are legally married. The marriage contract is no more binding than any other contract unless it is made and intended seriously, not in sport. The contract must be made freely and not under compulsion. If a robber holds a pistol at a traveler's head and threatens to shoot him unless he gives a note for a sum of money, the note thus obtained is worthless. Again, a landlord takes a boarder's wedding suit from him on the day the latter is to be married, and refuses to give it up until a note is given for board due. The landlord cannot enforce the payment of a note so given. False statements made by either party will make a contract worthless. If a person buys land, the seller saying that there are twenty-five acres in the plot, the buyer may refuse to accept it, if there are in fact only twenty-three acres.

The Cash System.

It is impossible for a retailer to make credit sales without occasional losses. In consequence the dealer must be reduced in the net income of his business, or the paying the net income of his business, or the paying customers must give a little higher price to make up for the loss, neither of which is fair. Ordinarily a merchant adds about two per cent. to his prices to cover these losses. The thoughtful customer, then, finds it to his interest to patronize the cash stores. It is urged that it is impossible to do a cash business. One objects by saying the laboring man gets his pay at the end of the week or month, with which he expects to pay the bills contracted during the week, and he must have trust until then. But would not these people do much better to keep a little ahead financially, instead of always being behind? The custom of spending the week's wages before it is earned is more a habit than a necessity—a very bad habit, too—which it is possible merchants have encouraged too much, and often to their serious disadvantage. The saloons which have, as a rule, the most impecunious class of customers, do not keep any "book," and the credit which they give is less than that in any other business. If there should be an exceptional case, where, because of sickness or unexpected distress, there is need of credit, and the dealer is really confident of the future ability and willingness of the customer to pay, instead of keeping a book account why not make a cash loan? This will have two good effects. The dealer will be more careful about his accounts; as a five-dollar bill seems to be of more value than a

lot of book charges amounting to that sum, and the customer would feel more bound to pay as quickly as possible for cash loaned than if it were a debt "only for things out of the store." The most serious objection to the cash system among retail dealers is the fact that in all our towns and cities the retailer sends his clerk to take "orders," and returns the goods; the customer does not often come to the store, possibly is not even seen by the clerk, the servant being the go-between. It would cause delay for the dealer to have the amount of that day's order made up, the wagon kept waiting until the servant goes up-stairs to the mistress; then if she has the money she may not have the exact change, and delay and confusion are thus occasioned. It is often easier to keep the account until the end of the week or month as it is agreed, and the buyer will come in and pay the full amount. We admit all this, but every dealer knows that his largest losses are from this very style of trade. There are families who go from town to town and from one store to another, get trusted on their appearance of wealth, run as large bills as they possibly can, and when they have worn their credit out at one store go to another to repeat the same thing.

It has been suggested, and the suggestion is worth considering, to adopt a system of cash tickets. There would be less loss and annoyance, at all events, if the cash system were more universally practiced, and habits of thrift and economy would be encouraged by this means.

Gossip About Postmasters.

The second volume of an interesting work called the Government Blue Book has been issued, and from it it is learned that there are, in round numbers, about 50,000 postmasters in the United States whose salaries run from \$8,000 down to nine cents. The individual receiving the largest salary in this capacity is the postmaster at New York, whose salary is \$8,000, the same as that of Postmaster General himself. The smallest salary paid appears to be that of H. H. Forrest, postmaster of Repale, Pitt county, North Carolina, whose salary, according to the register, was nine cents last year. Postmasters below a certain grade, it will be understood, are paid according to the stamps canceled at their offices. Formerly they were paid according to the number of stamps sold, but this system was not found satisfactory, some of the postmasters making a business of selling stamps in order to get their prepayments. Now they are paid by the number of stamps canceled, receiving the full value up to the first \$50, and a certain proportion after reaching that sum. Out of the fifty thousand postmasters in the United States there are two thousand, according to this register, whose salaries are less than \$10 each. Of those postmasters whose salaries are less than one dollar, Mississippi, Louisiana and Pennsylvania have one each, Virginia, Alabama, Tennessee, Wisconsin, Kentucky, Minnesota have two each, while North Carolina has no less than a dozen who get less than a dollar a year.

Wanted to Settle in the Boston Style.

Mr. Mugg, of Mugg, Pitcher & Co., tells the story of being called to a debtor in the country who had been in honest business for forty years and at last given out. "Well, Mr. Creambowl," said Mr. Mugg, "What can we do for you? Very bad fix?" "So so, Mr. Mugg." "What can you pay—75?" "No, not so much." "Well, how's 50?" "I think not." "Thirty-three, then? We want to be fair, you know, with a customer of so long standing." "Well, I don't know exactly," said the debtor. "By the way, Mr. Mugg, about how much are they paying on \$1 now in Boston?"

Joaquin Miller is anxious to have all kinds of tools put on the list of studies in the public schools. This is what converted him: "I attended court the other day," he says, "in a civil case, and the young lawyer provoked the contempt of all present by his ignorance of the simplest principles of mechanical industry. Think of a young lawyer leaning back and asking a witness to explain to the jury 'what is a jack-plane?' It cost him his case. Of course the fellow was a fool, and would probably have lost it anyway. But you can clearly see how much better it would be for a lawyer, every professional man indeed, to know all about mechanics, if that knowledge could be carried on as a sort of healthful exercise during his school days."

Corundum, the hardest substance in the world next to the diamond, was discovered in masses—the first ever found in that condition—by General Thomas L. Clingman, in North Carolina, in 1847. The oriental ruby, oriental emerald, and the blue sapphire are varieties of corundum. General Clingman sent an exhibition of corundum to the World's Fair in London, which was much praised at the time. Since 1848 the only corundum mines that have been worked in the world are in Western North Carolina, and the border of Georgia—there are only two. These mines are worked with great profit by Dr. Lucas, of Massachusetts, who has found some handsome gems in his operations.

THE BANGLE MANIA.

How It Has Almost Driven a Coin out of Circulation.

Bangle mania, a craze with which most young ladies are at some time more or less affected, threatens to soon make away with the few thousands of gold dollars yet in circulation. To-day there are less than 4,000 gold dollar pieces in the vaults of the Sub-Treasury in Wall street, and they are reserved for the use of Government paymasters at foreign stations. Within two months ten thousand were applied for by bangle fiends and others, but every applicant went away disappointed. Last month, only 2,753 were struck off at the mint. A West India firm recently sent 5,000 to Cuba, and a few months ago one of the banks of the city succeeded, after some difficulty in obtaining 500 for export to France, where they will be made into bangles or worked into jewelry. Hundreds of thousands of them have been withdrawn from circulation through bangle mania, and if the craze does not die out, or the Government fails to come to the rescue with a more liberal issue of the coin in question, it will not be a great while before virgin and unutilized specimens will become valuable as curiosities. A coin of any description made into a bangle or other article of adornment, loses its face value. While there is no law against defacing metal money attempts to utter it after such mutilation are subject to punishment in the shape of severe penalties.

The Reason for Cheap Sugar.

An inquiry among the principal dealers in sugar as to the cause of the present unprecedented low prices, by the New York *World*, elicited the following information. One of the largest dealers said the matter is very simple; the present low price of cane sugars is caused solely by the unprecedented yield of beet sugar in Europe, which last year reached a total of 2,300,000 tons, an amount in excess of the total consumption of sugar in all Europe, so that they have not only had all that they could consume but an excess to send us. Of course they have needed no cane sugars and the cane-sugar-producing countries have been depending entirely on the United States for a market, and the increased supply has of course been followed by a reduction of prices.

"Do the Southern States produce as much as formerly?"

"No, not nearly as much. The Southern States cannot compete with the other cane-sugar-producing countries at present prices."

"What proportion of the European crop of beet sugar comes here?"

"Not above five per cent.; but it has its effect on the price all the same. We cannot use it alone, but we can mix it with cane sugar, and the price of the latter is affected to that extent."

"What has been the effect in Cuba?"

"Most disastrous. The tax there is so high that the total value of the crop won't pay the Government taxes."

An Echo of the Late Conventions.

From the Chicago Herald.

"I'm going home to rest a week or two," said a drummer, sadly, as he sank into a dejected air; "I've stood it two days now, but I won't any longer; we might as well go home for a couple of weeks; no show for us."

"What's the matter?" inquired his companion; "don't you feel well? Is trade bad?"

"No; I feel well enough physically, and my trade was never better, but I can't stand it any longer. No use talking, we might as well go home awhile. There's no chance for us as long as these infernal delegates and politicians are on the road. They make more noise, tell more stories, have more whisky in their grips, attract more attention than we can. They have completely usurped all our rights, and I'm going home until the storm is over. No use of our traveling when these fellows are away from home."

Well Qualified for Business.

"So you would like to become a blacksmith, would you?" he said to a little barefoot boy, as he stopped blowing the bellows for a moment.

"Yes, sir," the boy replied, "I would like to learn the trade."

"Are you strong and healthy?"

"Yes, sir."

"And quick? I wouldn't have a boy around who wasn't quick."

"Yes, I'm quick."

Here the boy stepped his foot on a hot horseshoe, and the blacksmith remarked:

"Well, I guess I'll give you a trial. You seem to be one of the quickest little boys I ever saw."

Domestic postage in Mexico is higher than foreign, and there is not a postal card in the country. Previous to the first of January there was a postal card in use costing three cents, but it could only be used in sending to foreign countries, and mailed only at the office where purchased.

Two hundred and twenty-five dozen eggs shipped from Cape Breton to Boston were found to have been accidentally cooked by the heat of freshly cut grass in which they were packed.

The First Thousand Dollars.

How many years of toil, perseverance and self denial it requires to accumulate the first thousand dollars. And how valuable in after-life is the experience acquired in those years. The first thousand dollars saved by a young man who goes out into the world for himself, personally assuming the responsibilities of life, generally determines the character of the man for all time to come.

To earn and save a thousand dollars is not to come into possession of it by a streak of good luck. It is the fruit of personal industry. It represents time, labor and pluck. To earn money is to produce value and is always honorable. While a man is earning and saving a thousand dollars, perhaps ten times that sum must be earned and absorbed in defraying current expenses. He is consequently held sternly to the task of industry for a considerable period. The direct consequence is steady, continuous and solid discipline in the habits of industry—in patient, persistent forecasting and self-denying effort, breaking up all the tendencies to indolence and frivolity, and making him an earnest and watchful economist of time. He not only learns how to work, but he acquires also the love of work; and moreover, he learns the value of the sum which he has thus saved out of his earnings. He has toiled for his possession; he has observed its slow increase from time to time; and to him it represents so many years of practical labor. His ideas of life henceforth are shaped by his own experience. These natural effects of accumulating the first thousand dollars cannot be otherwise than beneficial in their influence in shaping the future worth and character of the man. They are the qualities of mind and body which are likely to secure business success in after years. They constitute the best practical education which a man can have as a worker in this working world. They are gained in season for life's purposes, at the opening period, just when they are wanted, when foolish notions are most likely to mislead an inexperienced brain, and when there is a full opportunity for expansion and development in later years. Men have but one life to live, and hence they start from opening manhood but once. And the manner in which they start, the purpose they have in view and the habits they form, will ordinarily determine the entire sequel of their career on earth. To succeed, men must have the element of success within themselves. One great reason why there are so many useless, inefficient, and poverty-stricken men on earth, consists in the simple fact that they did not start right; and one great reason why the children of the wealthy turn out so frequently to be mere nobodies, may be explained by the luxury, ease, and indolence which marked the earlier years of their lives. It is the law of nature that men should be workers, and no one so well consults the best development of his being as when he conforms obediently to the requirements of this law. The young man who has earned and accumulated a thousand dollars by honest labor and energy has acquired character and experience that constitute him a more valuable member of society, and, if rightly used, will prove of inestimable value to him in the years to come. Such are the persons that comprise the best citizens of the Republic.

Women Workers in Wisconsin.

The traveler who leaves Milwaukee for the north at the proper season of the year meets with the surprising sight, in a few German colonies on the lake shore, of fields cultivated as much by women as men, and it not unfrequently happens that while the feminine gender of the household is preparing the earth for the seed, the lord of creation sits on a rail fence ruminatingly smoking a cob pipe and surveying the domains over which he reigns as monarch. A traveler over that route recently saw six women plowing in a field. In autumn it is customary among daughters of many farmers in Wisconsin to seek employment as binders, and even as drivers of harvesters and reapers. It is about time that in the smaller cities there is an exodus of servant girls, who prefer to work in the harvest field at \$1 a day to washing dishes at \$1 a week.

A commercial traveler found \$4,600 as he was getting out of the train at Brussels, which belonged to a German dealer in horses, who had been traveling in the same compartment, and of whom he forthwith went in search, and met frantically rushing to the station. The worthy German, with prodigal generosity, offered him a dollar, which the finder declined. "Then," said the other, "you must at any rate come and dine with me; I cannot pass over such a service in this light manner." The invitation was accepted. The invited guest appeared on time, but no host was forthcoming, and the guest, as he paid his bill, vowed to abstain for all time from favors toward Teutonic dealers in horseflesh.

Since the opening of the season, Montreal has shipped 100,000 boxes of cheese more than last year up to the same date.

In St. Louis, says one of its newspapers, four-fifths of the inhabitants have taken to chewing gum.

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

E. A. STOWE, Editor.

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

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, August 9, at 8 p. m.

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

Saginaw hospitality is no longer a matter of conjecture. It is now a matter of common knowledge.

The Showing in the Carr Case.

M. M. Houseman, assignee for J. M. Carr, has filled the result of an inventory of the stock, accounts, etc., from which it appears that the total assets are \$17,077.77, composed of the following items:

Grand Rapids property.....	\$6,125.44
Pleasant Corner's.....	1,218.91
Brady Lake.....	5,830.03
Morley.....	2,898.13
Book accounts receivable.....	988.88
Bills receivable.....	11.38
Carr's addition.....	5.00

The Grand Rapids property consists of lumber, office and fixtures; the Pleasant Corners' property, of shingle timber and logging outfit; the Brady Lake property, of lumber and shingle mill, fixtures, boarding house, lumber and standing timber; the Morley property, of store building and contents, lumber and shingles, horses, wagons and camp equipments.

The total liabilities are \$25,139.49, distributed among 77 creditors. Claims to the amount of \$13,580 are secured as follows:

Old National Bank.....	\$6,002.00
Mrs. J. M. Carr.....	6,400.00
Houseman, May & Co.....	1,088.49

This leaves but \$3,497.77 worth of assets to pay \$11,553.49 in claims. Allowing for the usual shrinkage in such cases, it is extremely unlikely that the unsecured creditors will receive to exceed 10 per cent. of their claims, and there a possibility that they will never receive a dividend from the estate.

A meeting of the creditors was called on Monday to consider the subject of raising a fund to test the legality of the mortgage given by Carr to his wife, but as only a few of the creditors were present, no action was taken, the feeling seeming to be that it would be most advisable under the circumstances to let matters take their course, and accept whatever dividends may be declared from the estate.

The Gripsock Brigade.

L. C. Bradford expects to be established in his new home at 78 Mount Vernon street about Sept. 1.

Chas. S. Yale, of the firm of C. S. Yale & Bro., left yesterday for a week's trip along the line of the Michigan Central air line.

C. A. Peck, formerly of the firm of Winegar & Peck, general dealers at Alba, is now on the road for S. A. Welling, covering the northwestern part of the State.

John McIntyre has returned from Canada, whither he was called by the severe illness of his mother. He left her much improved, and on the fair road to recovery.

Impelled by the flight of time, and the weight of increasing years, Algernon E. White has purchased an elephantine steed. He is having a scaffolding erected to enable him to harness the animal.

Fred D. Lyon, formerly engaged in the merchant tailoring business in this city, is now on the road for Belding Bros., of Chicago. His territory includes Michigan and Northern Ohio and Indiana.

We Shall Meet By-and-Bye.

From the Northwestern Grocer.

It was a hot and sultry day, and the willow tree that grew by the mossy bank bent over and dipped its leaves in the limpid waters of the brook.

"You look warm!" said the brook.

"We are scorching hot!" cried the willow leaves.

"Good bye; I must hurry along!" said the brook.

"Where you going?"

"Going to market!"

"What market?"

"The milk market!"

"We'll meet you in the city by-and-bye!" cried the willow leaves.

"Where you going?"

"Going to market!"

"Which market?"

"The tea market!"

And they separated for a while, but met later at a brilliant social gathering in the city and commingled in a cup of tea.

A High-Toned Bed.

"I don't like the bed you gave me last night," said Johnny McIntyre to a Toronto hotel clerk, on the occasion of his recent visit in Canada.

"You don't," replied the clerk astonished at the presumption of the complaining guest; "why, some of the best people, some of the high-toned folks from the United States have slept in it."

"Yes, that's just the trouble," responded McIntyre; "I found last night there were altogether too much big bugs in it for the comfort of common people like me."

THE GROCERS' GAME.

Defeat of Grand Rapids—Enjoyable Visit—Saginaw Hospitality.

The long-anticipated and much-talked-about game of base ball, between the wholesale grocers of Grand Rapids and the Saginaw, occurred at Saginaw City last Friday afternoon, resulting in the victory of the Saginaw nine by a score of 20 to 16. The Grand Rapids party left for Saginaw by way of the D. G. H. & M. Railway at 6:20 o'clock Friday morning, arriving at their destination about 1 o'clock p. m. The roll call revealed the fact that the party numbered, all told, 25 persons, the personnel being as follows:

Mayor Chas. E. Belknap.
John Caulfield.
Arthur Meigs of Arthur Meigs & Co.
I. M. Clark, of Clark, Jewell & Co.
O. A. Ball, of Cody, Ball & Co.
Geo. R. Perry, of Hawkins & Perry.
Amos M. Musselman, of Fox, Musselman & Loveridge.
Samuel M. Lemon, of Shields, Bulkley & Lemon.
Ira O. Green.
Wm. and Stephen A. Sears, of Wm. Sears & Co.
Benjamin W. Putnam, of Putnam & Brooks.
Thomas S. Freeman.
Chas. C. Philbrick, of Foster, Stevens & Co.
Richard D. Swartout, of Spring & Company.
Chas. W. Jennings, of Jennings & Smith.
Chas. S. Yale, of C. S. Yale & Bro.
Jay D. Utley, of Nelson, Matter & Co.
Geo. B. Duntun, of Curtis, Duntun & Co.
Frank E. Leonard, of H. Leonard & Sons.
Geo. E. Pantlind, of Wetzel Bros. & Pantlind.

Henry Ward Beecher, with Eaton, Lyon & Allen.
E. G. Brown.
Ira C. Barnes.
E. A. Stowe.

At Holly, where the party changed cars, a forty minutes' wait was occupied in practicing with the hard ball—the only practice the club had before appearing on the field of contest.

On the arrival of the party at East Saginaw, they were met at the depot by Mayor Estabrook and a party of grocers, escorted by a brass band, and conveyed to the Bancroft House, where a sumptuous dinner was enjoyed. During the progress of the dinner, the visitors were serenaded by Reiss' band, and after numerous hand-shakings had been indulged in, the two clubs and their invited guests, headed by the band, were taken through the principal streets of the city and thence to the ball grounds. There was a large audience present before the game was called, which constantly increased as the game progressed until the grand stand and side seats were comfortably filled, the total receipts being about \$300. Play was called at 3:30, and continued with a few intermissions, which were taken up by Reiss' band, until 6 o'clock. Both nines appeared in uniform, the Saginaws being arrayed in white shirts, blue pants and stockings, and light caps, instead of the gorgeous uniform promised by Mr. Jas. Stewart, Limited. The Grand Rapids nine wore light caps and striped yellow and black shirts. The position of umpire was satisfactorily filled by Mr. F. W. Bushell, city editor of the *Courier*, who gave general satisfaction, in spite of an evident determination on the part of both nines to accomplish his death.

It is to be doubted whether any base ball game was ever more thoroughly enjoyed, both by spectators and players. The frequent amusing blunders—especially on the part of the Grand Rapids nine—called forth peals of laughter and applause, and the superabundant good nature everywhere visible served to render the occasion notable in this respect.

On account of Prindell, the pitcher of the Saginaws, being disabled, McCausland occupied the box, Strachan catching him. Pantlind and Duntun formed the battery for the visitors for the first four innings, after which Meigs, center fielder, retired, Duntun going to third, Sears to center, and Beecher going behind the bat. In the last inning, on account of Beecher being obliged to leave to catch a train, Strachan, of the Saginaws, caught.

The Grand Rapids team was the first to wield the willow, making three runs on a base hit by Pantlind, a two-bagger by Duntun and singles by Musselman and Perry. In the second inning they made two more on singles by Pantlind, Duntun and Musselman, aided by errors on the part of Cooper and Ramsey and a passed ball. In the third inning they were whitewashed, not one of them reaching first base, Ball hitting to McCausland and being thrown out at first, and Lemon and Caulfield being retired on strikes. In the fourth they made four runs, on hits by Pantlind, Duntun, and Ball and errors by Cooper, Henderson and Strachan and three passed balls. In the fifth three more were added on a two-bagger by Beecher, errors by Strachan, Ramsey and Henderson, singles by Musselman and Perry. In the sixth, after two men were out, Lemon, who had failed to get to first base before, reached that point by reason of a wild throw by Strachan to first. He stole second, got to third on a passed ball, and came home on a foul ball. He was obliged to return to third, but soon scored on a passed ball. There was a lingering suspicion among the spectators, however, that had the umpire been a little bit more strict in calling balls and strikes and the pitcher and catcher just a trifle more anxious to get the side out before Lemon scored, it might have been accomplished. However, he scored, and so did Caulfield and Beecher, the former getting first base on called balls, and the latter on a muffed fly by Cooper, and both being materially aided by errors. Three runs were scored in the innings, making the visitors' total 15.

The Saginaw grocers made three runs in their first inning on a wild throw to first by Duntun, a two-base hit by Smart, a passed ball, a muffed of Pantlind's throw by Perry, a base on balls and several other minor errors, too numerous to mention. In the second they added five runs to their score on a base on balls, singles by Stewart, Strachan and McCausland, and errors by Ball, Musselman, Perry, Pantlind and Sears, and a wild pitch. In the third two runs were made on errors by Musselman and Perry, two wild pitches, a base on balls, two passed balls and a single by Smart. In the fourth four runs were added to the score on three-base hits by Strachan, McCausland and Cooper, a single by Henderson and a double by Anderson, and errors by Pantlind and Ball and three passed balls, the sun bothering Duntun to such an extent that he could not hold anything. The inning was brought to a close by a neat double play by Perry and Musselman. Plumb had reached third base on a muffed fly by Musselman, and Smart hit a grounder to Perry who touched Plumb between first and second and then threw the ball to Musselman, retiring Smart at first. This play retired the side, as Anderson had been put out at the home plate. The play was heartily applauded by the spectators. In the fifth two runs were made on a two-bagger by Strachan and a single by McCausland, aided materially by errors on the part of Musselman and Pantlind, and two wild pitches. In the sixth four more runs were made on a two-bagger by Stewart, a single by McCausland, a double by Cooper, and singles by Henderson and Ramsey. Ball and Musselman made a neat double play in this inning retiring the first two men, Plumb had got first on a base hit and Smart hit to center field. Ball catching the ball on the fly and returning it to first in time to put out Plumb, who had run on the fly. Anderson was the third victim retiring on three strikes. Score 20. The following is the official score by innings:

GRAND RAPIDS.	A	B	R	H	T	B	P	O	A	E
Pantlind, p.....	5	3	3	3	3	3	3	3	7	3
Duntun, c.....	5	3	3	3	3	3	3	3	7	3
Musselman, lb.....	4	3	3	3	3	3	3	3	7	3
Perry, 2b.....	4	0	2	2	1	1	1	1	2	3
Sears, 3b and cf.....	3	3	1	1	1	1	1	1	2	2
By, ss.....	4	0	1	1	1	1	1	1	2	2
Lemon, rf.....	4	1	0	0	0	0	0	0	1	2
Caulfield, lf.....	3	1	0	0	0	0	0	0	0	0
Beecher, c.....	2	1	2	3	0	0	0	0	0	0
Meigs, cf.....	2	0	0	0	0	0	0	0	0	0
Totals.....	36	15	13	15	18	10	10	10	25	15

SAGINAW.	A	B	R	H	T	B	P	O	A	E
Plumb, c.....	4	2	2	3	6	1	0	1	0	1
Smart, lb.....	5	1	2	3	6	0	0	0	0	0
Stewart, rf.....	4	3	3	6	8	5	4	4	3	3
Strachan, c.....	4	4	2	5	0	0	5	4	2	3
McCausland, p.....	4	4	2	5	0	0	5	4	2	3
Cooper, ss.....	5	2	2	5	0	1	0	2	1	2
Henderson, 3b.....	5	2	2	3	1	0	1	0	1	2
Anderson, 2b.....	5	1	2	3	1	0	1	0	1	2
Ramsey, lb.....	4	3	1	1	0	0	0	0	0	0
Totals.....	40	20	19	30	18	8	25	15	15	15

Grand Rapids..... 15
Saginaw..... 20

Runs earned—Saginaw 6, Grand Rapids 4.
Two base hits—Smart, Stewart, Strachan, Cooper, Anderson, Duntun, Beecher.
Three base hits—Strachan, McCausland, Cooper.
Double plays—Perry to Musselman, Ball to Musselman.
Total bases on clean hits—Saginaw 30, Grand Rapids 15.
Left on bases—Saginaw 5, Grand Rapids 4.
Struck out—Stewart, Cooper, Anderson, Sears, Ball, Lemon 3, Caulfield 2, Meigs.
Bases on called balls—Saginaw 3, Grand Rapids 2.
Passed balls—Strachan 5, Duntun 8, Beecher 1.
Wild pitches—McCausland 2, Pantlind 6.
Balls called—On McCausland 68, on Pantlind 79.
Strikes called—Off McCausland 48, off Pantlind 49.
Time of game—Two hours and 45 minutes.
Umpire—Fred Bushell.

THE BANQUET.

Shortly before 9 o'clock, each Grand Rapids man was seized by a Saginawian and escorted to the dining room, where an elegant banquet was served. At the principal table were seated Mayors Estabrook, of East Saginaw, Belknap, of Grand Rapids, Weadock, of Bay City, Benjamin of Saginaw City, ex-Governor Jerome, Dr. Potter, of the F. & P. M. Railway and several other prominent citizens of the several cities. Four tables were arranged in the form of a hollow square, and beautifully ornamented with a perfusion of flowers and symbols appropriate to the occasion. Seventy-five representative men occupied seats at the various tables. After the delicious viands had been discussed to the satisfaction of all present, Mayor Estabrook called the assembly to order and gracefully welcomed the visitors to the Saginaws, referring briefly to her enterprise and resources, and expressing the hope that this meeting of the two great Valleys of the State might result in a more perfect understanding and union. He closed by introducing ex-Governor Jerome, whom he announced as presiding officer for the evening.

The ex-Governor said that he was honored to stand sponsor to what Mayor Estabrook said regarding the Saginaw Valley, and added his welcome to that of the Mayor's.

Mayor Belknap thanked the hosts for the courtesies and hospitality received at their hands, and expressed the hope that they might visit Grand Rapids and be beaten. He also stated that if the Saginaw people would move their towns within twenty miles of Grand Rapids, the latter would reach out and take them in.

Mayor Weadock, of Bay City, heartily welcomed the visitors to the Valley. For himself, he attended the banquet for the purpose of sitting at the feet of Mayor Belknap and learn how to suppress the Salvation Army. He said that base ball was the great question of the day, and that an expert stood higher in the estimation of his countrymen than a bank cashier. He cordially invited the visitors to Bay City.

Mayor Benjamin, of Saginaw City, said that the Saginaw club had covered themselves all over with glory, but that they had earned it, for they had practiced early and late, in order to accomplish a victory.

Sam Lemon stated that his innate modesty prevented his making a speech. He had

scored enough blunders during the day, and now ought to be allowed to take a back seat. The Grand Rapids party contained no particular orators on this occasion, but he assured the Saginaws that we had brothers at home, who would make the welkin ring on the return visit.

Arthur Meigs explained the best way to get official position was to run on the fusion ticket, whereupon the ex-Governor exclaimed "The chair knows how that is himself." Mr. Meigs said that he had made telling remarks over a barrel of salt or a box of codfish, but as a speaker he was no better than a ball player.

Geo. Pantlind, on being called on to say a few words, related a story illustrating his surprise that his name should be used in such a connection.

Tim Tarsney attempted to explain the relation between the legal profession and base ball, and succeeded in entertaining every one, although the subject outlined was not followed.

O. A. Ball said that we had been treated beyond anything we expected. We had hoped to capture the game, but the practice at Holly revealed the fact that some were deficient, as they held their hands too far apart. Grand Rapids people know when they are having a good time, and the speaker tendered sincere thanks for the entertainment, and promised that the Valley City people would do their level best in that direction on the return visit.

Editor Geo. F. Lewis, of the Bay City *Call*, congratulated the contestants, on the fact that they were still alive, after a day of such tremendous exertion. If there are a people the Saginaws can learn from, it is the Grand Rapids. For himself, he favors an excursion to that place every year to study the great industries. Moreover, it is the only location that can produce sweet Lemons.

R. D. Swartout was called upon, but excused himself whereupon some one remarked that "Grand Rapids has never failed before."

John Caulfield admitted that he was a member of the greenest base ball club in the State. He was glad, however, that the defeat was received at the hands of worthy foe, but hoped that there might be an Austerlitz as well as a Waterloo. He briefly referred to the early commercial history of the two cities, and the wonderful strides each have made in the jobbing trade.

Ezra Rust, of Saginaw City, said that Saginaw people had about concluded it was time for them to surrender, but that the glorious victory of the day had retrieved their fallen fortunes. Mr. Rust said, "The Saginaw people can afford to make a trip to Grand Rapids every month, for they know more than we do, and are ahead of us in every respect. We can afford to learn of them, and we can in time become their competitors."

Dr. Potter, of the F. & P. M. Railway, said that he greatly regretted that he was not a railway expert, as he never saw a crowd that needed instruction so badly. The Saginaw nine were fortunate in several respects. They could be depended upon for speed, for they had plenty of legs. Speed also depends upon light weight, and he knew that they had that quality, for he had bought goods of them. Success also depends more or less upon sand, and he knew that they had that, for he had found it in their sugar.

C. Stewart Draper told the Grand Rapids men some plain truths about their club. In the first place, they lack material for a first-class nine. If one of them should ever hit the ball, however—though there is no evidence that such a thing will ever occur—it will go so far that no fielder will ever be able to find it.

Oscar F. Wisner said that the best way in the world to make money—out of pocket—was to run a base ball club.

James Stewart attempted to explain away the effects of his recent letter to the Grand Rapids jobbers, but was unable to do so.

At the conclusion of the banquet, the Grand Rapids men immediately retired, but a number of Saginaw people remained on deck and made so much noise that the tired travelers found considerable difficulty in beguiling sleep. There was a rumor next day to the effect that several Grand Rapids men were included in the night hawk party, but a careful investigation revealed the fact that the light was out in the room of every Grand Rapids man shortly before midnight.

SATURDAY'S PROGRAMME.

About 9 o'clock carriages were found to be in waiting and the entire party accepted an invitation to inspect the city and some of its numerous industries. The first stop was at the mammoth mill of the Jesse Hoyt estate. The party were subsequently shown around the salt block connected with the same mill, and the process of salt manufacture was explained to the edification and satisfaction of all present. Salt making was an unknown process to most of the Grand Rapids party and several remarked that the knowledge thus obtained amply compensated for the time spent in making a visit to Saginaw. The Hoyt planing mill was next inspected, and Armour & Co's cold storage warehouse was also visited. The new works of the Dairy Salt Co. were the object of admiration and surprise. Ex-Governor Jerome had extended an invitation to the party to a reception at his residence, but as the noon hour was reached, it was thought advisable to omit that part of the programme, and the party paid their respects to Mr. Jerome at his store. During the afternoon visits were paid to the various jobbing establishments, including Morley Bros' immense hardware business, and at 4:30 the

party started for home. Previous to leaving the hotel, Mayor Estabrook in behalf of the ladies of Saginaw, presented Mr. Lemon with a beautiful bouquet, as a token of their esteem for him as a handsome bachelor and a first-class ball player. The presentation was a complete surprise, but Sam managed to rally to the occasion, and responded in a feeling and appropriate manner. On arriving at the depot, Mr. Perry presented the following resolution, which was put by Mayor Belknap, and unanimously adopted:

Resolved—That the thanks of this delegation be extended to the wholesale grocery trade of the Saginaw for the generous reception we have received at their hands; to the mayors of the two Saginaws and Bay City for their hearty welcome and company; to ex-Governor Jerome, Messrs. W. J. Bartow, Farnham Lyon and all others who have contributed to the pleasure of the occasion; and to the F. & P. M. and D. G. H. & M. Railways for courtesies extended. And that we earnestly request all who have assisted in making our visit a success, socially and otherwise, with their friends, to accompany the grocery jobbers on the return game at our city, in order that we may give them more tangible proof of our gratitude for the continuous series of pleasurable events of the past two days.

The ride from Saginaw to Holly was made by special train, kindly furnished by the F. & P. M. Railway, and remarkably good time was made. At Holly, the party were told to keep their seats, as the car would take them through to their destination, a courtesy which evoked many kind words for Dr. Potter and his admirably managed railway. Grand Rapids was reached about 11 p. m., when the companions of two days' pleasure separated to their respective homes, sore and weary from excessive laughter, over eating, and other indulgences.

NOTES OF THE VISIT.

Sure as preaching on a fly ball—O. A. Ball.

Solemn and silent as a sphinx—I. M. Clark.

The traditional corkscrew was out in full force.

As hosts, the Saginaw people can hardly be excelled.

Captain Perry fined Sam Lemon \$10 for playing the grand stand.

O. A. Ball was greatly interested in the lightning-like motions of a young lady employed in filling and sewing salt sacks at the Dairy Salt Works.

Sam Lemon says that the statement that he does not know the short-stop from the grand stand is unqualifiedly, and maliciously false, and that if he could remember the name of the gentlemen who made the statement, he would send him a challenge.

Sam Lemon masqueraded as a bachelor—and a handsome one, at that—and completely captivated the ladies possessed of susceptible hearts. He carried out the deception to the end, and is undoubtedly responsible for many bleeding hearts over on the eastern shore.

Chairman Perry and Messrs. Musselman and Lemon, of the committee on arrangements, request a general meeting of the jobbers at the Morton House Wednesday evening for the purpose of appointing the necessary committees to arrange for the coming visit of the Saginaw jobbers.

A prominent extract manufacturer became dazed by looking at the game and when he started to retire for the night could not find his room, and enquired of a couple of friends "Where has No. 74 gone to?" Musselman said that he had heard of key-holes being lost, but he never before knew of a whole room going astray.

Too much credit cannot be given Messrs. Perry, Musselman and Lemon for the active and efficient manner in which they arranged every detail connected with the visit to Saginaw. They performed their duties in the matter in a singularly acceptable manner, and much of the pleasure of the occasion may be attributed to their tireless efforts.

When the party arrived at Flint, on the way to Saginaw, Gardner's Flint City Band boarded the train and proceeded with the crowd. For a time it was supposed that the band had been engaged to escort the party, but it subsequently leaked out that they were going to Saginaw to attend a funeral. This dampened the ardor of the Grand Rapids party, somewhat, and Mr. Ball made good use of the point at his speech in the evening.

Things Heard on the Street.

That Geo. W. DeZonge is happy over the advent of a nine pound daughter.

That H. Leonard & Sons will erect a fine brick block for their wholesale business on the corner of Spring and Fulton streets before many more years roll around.

That Heman G. Barlow would have been arrested for fast driving Sunday but for the intervention of A. C. Sharpe. He was racing with his Mazeppa on Lake avenue.

That Walter McBrion has succeeded in teaching Sweet's donkey several new tricks, as the result of many months of persevering labor, and that the duo will shortly give an exhibition at Grandville. If the scheme proves to be a success, an engagement will be made with Barnum on the occasion of his visit here August 26.

A tradesman in the north of France, on opening a money drawer, found scraps, which, on examination, turned out to be the paper of the Bank of France. Fiveness of a thousand francs each had been apparently destroyed, and it was ascertained that the culprit could only be a mouse. A trap was set to catch the thief, the remnants of the drawer were carefully collected, and an hour later the nibbler was taken. Immediately the mouse was conveyed to a veterinary surgeon, put to death, and dissected. Its stomach contained the undigested meal of paper. The pieces were matched and gummed together.

THE GAME ILLUSTRATED.



This is the vision that the bold players saw in their dreams the night before the affray.



This fairly illustrates the Jumbo gait of Plumb, whose height is only to be compared to that of a pyramid, and whose legs find a parallel only in those of an ostrich.



This illustration is intended to represent Sam Lemon on his single run. Unfortunately, the grace and elegance of his motions are not preserved.



This shows the Hercules of the Saginaw club, James Stewart, limited, at bat.

Drugs & Medicines

Shall Druggists Become Pharmacists?

From the Formula.

A verbose knight of the quill has, during the past year, flooded the columns of pharmaceutical journals with a series of articles entitled "Shall Pharmacists Become Tradersmen?" Like the hero of Cervantes, he charges the windmills with his valiant lance, demolishes the puppet show (whose mimic characters he imagines to be real persons) with his valorous sword, and does a thousand and other quixotic things whose only claim to attention is their utter absurdity.

No more ridiculous idea can be conceived than that a vender of patent medicines is not a tradesman, and no more foolish notion can be entertained than that patent medicines are not regular articles of merchandise, subject to the same general laws of trade as other manufactured proprietary articles. The cutting of prices on proprietary articles is therefore a matter of business competition, with which the profession of pharmacist has nothing to do; and the real question is not whether druggist shall maintain their professional dignity by selling manufacturers' patent medicines at full prices, but whether they cannot better serve their interests and honor their profession in some other manner.

It is a fact, well known to every druggist, that manufacturers of patent medicines make immense profits on their preparations, and that the preparations furnished are, in most instances, inferior to those which any competent druggist might himself put up at a fourth of the cost.

It is a question, therefore, pertinent to the present time, when business is dull, competition close, and prices cut, shall druggists become pharmacists; by this we mean, shall druggists, as tradesmen, depend almost entirely upon manufacturers for their preparations, and patents, or shall they, as pharmacists, prepare and put before their customers their own preparations and thus secure to themselves the profit and reputation to which, as pharmacists, they are justly entitled?

Is not the time now ripe for druggists to become pharmacists? Why is this apathy, this indifference, in the drug trade at the present time? Druggists say "Trade is dull, prices are cut, I can't make anything; I want to sell out and get out of the business." Why is it? The reason is obvious to even a casual observer. Pharmacists have abandoned their profession to become druggists—merely buyers and sellers of drugs—and have given up their profit and reputation to enterprising manufacturers and patent medicine men. Druggists are no longer pharmacists, no longer Knights of the Mortar and Pestle, no longer dignified and erudite apothecaries, but simply vendors of patent medicines and nostrums, who get meager commission for selling manufacturers' goods, distributing their advertising and recommending their articles. Does it need years of study and experience, and a diploma from a college of pharmacy to become competent for such a position?

Druggists become poor and submissive, manufacturers become rich and arrogant; they are a great power in the land; not because of superiority of products, but because of accumulated wealth.

They encouraged and virtually instituted the present cutting of prices by establishing the rebate system, which gives the large dealer the opportunity to sell goods at what they cost the smaller dealer, and yet make a fair profit. They advance the price of their products in the face of the decline in the prices of drugs and stringency in business. They secured the aid of druggists to repeal the stamp tax and then never gave them a cent of the reduction. Is it not time for druggists to wake from their lethargy and become pharmacists? Is there any reason why druggists cannot prepare and sell at least two-thirds of the patents that are required in their business? They have only to be put up neatly, properly labeled and wrapped, and prominently displayed, and they will sell themselves. The druggist can give larger bottles of better medicine for the same money, can make four or five times as much profit and yet feel that he is giving his customer a better equivalent for his money than if he sold him manufacturers' patents. At the end of the year he will have "money to loan," an increased reputation as a pharmacist, and an established and constantly increasing sale for his own remedies.

About Cigarettes.

From the Pittsburg Dispatch.

A well-known revenue agent, now connected with the department in this city, but late of Chicago, where millions of cigarettes are manufactured, was spoken to on the subject of cigarettes.

"I used to be a confirmed cigarette smoker, but now you could not induce me to touch one of them," he said.

"Why, how's that?"

"Well, it's because I went into a large cigarette manufacturing establishment in Chicago on business one day, and what I saw there sickened me on the imitation smokers. How are they made, and of what? Of all that is vile and injurious and mean. Cigar butts, picked up on the streets; barks of certain kinds and tobacco stems and refuse are heaped together in one filthy pile and then saturated with opium, which gives the cigarette that soothing effect so desirable to all smokers. I tell you, sir, if all cigarette smokers could see as I have seen, how one of the greatest firms in Chicago manufacture cigarettes, the trade in the same would soon fall off or cease entirely."

Palm-Nut Oil as a Lubricant.

The wide spread and daily increase in the application of machinery to all the varied purposes of labor and industry renders the acquisition of a good and economical lubricating oil a matter of prime importance. Nearly all the fatty productions of nature—animal and vegetable—have been experimented upon with a view to this attainment, with greater or less degrees of success; it being found, however, that excellence in quality has generally been handicapped by a corresponding increase in price.

To be a perfect lubricant, an oil must in the first place possess the power of reducing to a minimum the loss of useful labor occasioned by the friction of surfaces lubricated. In the second place it must be what is technically called "neutral"; that is, it must contain no free acids capable of attacking the metal of friction surfaces. The first property can be satisfactorily determined only by practical test; the second is easily established by simple chemical experiment. A solution of carbonate of soda agitated with the oil without producing any turbidity is sufficient proof of its neutral properties. The French official test is made by adding 50 grammes of carbonate of soda to 100 grammes of distilled water. Pour into a bottle equal parts of this solution and the oil to be examined, and reverse the bottle five or six times. If the oil is neutral it must separate in glistening globules, and give no precipitate; if, however, it coagulates into a lump, forms a kind of soap, and is thrown down, it is a sign that the oil contains free acid.

It has been found that palm-nut oil, or, as it is sometimes called, cocoa-nut oil and coquito oil naturally possess both qualifications to a large extent. It neither gums nor wastes, and withstands removal by friction from surfaces to which it has been applied. It further possesses the advantage of being economical—being produced at the rate of 60c a gallon, even with the crude appliances at present in use among the natives for its manufacture. The nut is the fruit of a tree resembling the cocoa-nut, but not so high. The fruit hangs in large clusters like bananas, and varies in size from a pecan to a hen's egg. It grows in nearly all tropical countries, coming to great perfection along the coast of Mexico. The natives eat it both raw and baked, and use the oil for lighting, and every other use to which oil can be put. To extract the oil the nuts are first baked in an oven to expel the water. It is then ground in mills resembling old fashioned coffee mills, and the pulp afterwards boiled when the oil rises to the top and is skimmed off. With the proper machinery there is no doubt that this oil could be produced much more cheaply and of a purer quality, and we shall probably soon hear of some enterprising American firm taking the matter in hand.

Drug Clerks' Attention!

There are at least 1,000 drug clerks in the State, eligible for membership in the Michigan State Pharmaceutical Association, an organized association that is working for the good of every druggist in the State. Graduation from a school of Pharmacy is not required for membership, but a good moral and professional standing (see constitution, article III). The time will come when you can look back with pride upon the fact that you assisted in raising the standard of pharmacy in this State, by the aid and assistance you gave to the association in its infancy. The initiation fee is only \$1, and the yearly dues the same. The association also furnishes a very elegant certificate of membership to those who desire, for \$1 extra. If it is possible for you to attend the meeting at Detroit September 9, 10 and 11, we will be pleased to welcome you. The expense of attending will be small, as we have secured reduced rates on all the railroads, and at hotels.

For application blanks and further information, address,

JACOB JESSON, Secretary,
Muskegon, Mich.

Pharmacy vs. The Average Physician.

From the Detroit Lancet.

A writer in the *American Drug News* says that he was recently requested by a physician to prepare an elixir of bismuth, pepsin and pancreatine with acids. Knowing the impossibility of making any such combination he notified the doctor that the prescription could not be made into a solution for chemical reasons stated. The doctor stated that he still wanted the prescription made up in this manner, as a like combination had been obtained from another manufacturer and used with good results, and that a similar article was wanted. Such is the pharmaceutical knowledge of the average physician.

Had a Better Fly Catcher.

"Would you like to buy some fly-paper today?" inquired a druggist of an old man who had been making some purchases.

"Some what?"

"Some fly paper."

"What for?"

"Why, to attract the flies."

"Attract the flies, eh?" said the old man: "attract the flies? That's just what I don't want to do. I can attract all the flies I want and more too, with this bald head of mine."

Brass pins were made by hand many centuries ago. A Massachusetts man invented those with a solid head, but their first manufacture was in England in 1833.

The effort to start a glass works at Washington, Pa., has proved a failure, as Pittsburg capitalists declined to support the enterprise.

VISITING BUYERS.

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

A. Mulder, Spring Lake.
Geo. B. Manchester, Middleville.
Fred Stoner, Grand Haven.
L. Young, Coopersville.
Barker & Lehnen, Pierson.
H. C. Peckham, Freeport.
Green & Green, Byron Center.
Smedley Bros., Bauer.
B. M. Dennis, East Paris.
Baron & TenHoor, Forest Grove.
J. Omler, Wright.
Jorgensen & Henningsen, Grant Station.
J. W. Mead, Berlin.
E. P. Barnard, buyer New Era Lumber Co., New Era.
C. O. Bostwick & Son, Cannonsburg.
Darling & Roberts, Sparta.
W. S. Root, Talmadge.
J. C. Benbow, Cannonsburg.
Paine & Field, Englishville.
Norman Harris, Big Springs.
J. Barnes, Edgerton.
I. S. Boice, Hastings.
H. P. Wyman, Chippewa Lumber Co., Chippewa Lake.
J. H. Spire, Leroy.
John Smith, Ada.
P. C. Schmidt, Chester.
G. P. Stark, Cascade.
Cornell & Griswold, Griswold.
G. Brusse, Zealand.
Jay Marlett, Berlin.
Mr. Wardell, of Wardell & Palmer, Manitowish.
A. G. Chase, Ada.
Wm. Parks, Alpine.
W. F. Rice, Alpine.
B. McNeal, Byron Center.
R. B. Wadsworth, Bellville.
Louis Kolkema, Holland.
L. P. Swift, Crapo.
N. W. Crocker, Byron.
Dibble Bros., Salem.
J. DeBri, Byron.
Jos. Newman, Dor.
O. D. Chapman, Stanwood.
F. B. Baker, Cedar Springs.
Cole & Camp, Kingley.
R. Wolford, grocer at Boyne Falls, has sold out.
J. E. Rice, Coopersville.
R. V. McArthur, Rockford.
F. L. Blake, Irving.
A. W. Blain, Dutton.
C. F. Sears & Co., Rockford.
R. G. Smith, Wayland.
John J. Ely, Rockford.
F. G. Thurston, Lisbon.
John D. Merrill, Olive Center.
Jacob Bartz, North Dor.
F. C. Brisbin, Berlin.
C. R. Herrick, Fenwick.
Heck & Goodman, Burmip's Corners.
E. W. Pickett, Wayland.
Spring & Lindley, Bailly.
Waite Bros., Hudsonville.
A. & E. Berg, Caledonia.
Joshua Colby, of Colby & Co., Rockford.
Wagar & Calahan, Cedar Springs.
E. H. Foster, Life Lake.
John M. Cloud, Cadillac.
C. Deimig, Dutton.
E. Vanderveen, Holland.
Mr. Snow, of Snow & Cook, Moline.
J. S. Barker, Sand Lake.
John Scott, Lowell.
Thys Stadt, Spring Lake.
Henry Lovell, of Lovell Bros., Ionia.
Fred Ramsey, White Cloud.
T. W. Provin, Cedar Springs.
S. M. Cowles, Trufant.
E. H. Foster, Life Lake.
Ed. Roys, Cedar Springs.
Cass Scoville, of Scoville & McAuley, Edgerton.
Purdy, of Purdy & Hastings, Sparta Center.
Nagler, of Nagler & Beeler, Caledonia.
R. G. Beckwith, Hopkins.
Sisson & Lilly, Spring Lake.
E. S. Botsford, Dor.
O. W. Messinger, Spring Lake.
J. C. Miller, Douglass.
G. P. Stark, Cascade.
J. C. Benbow, Cannonsburg.
L. E. Paige, of Paige & Anderson, Sparta.
M. B. Wilson, Sand Lake.
J. B. Quick, Howard City.
R. J. Odell, Fremont.
Dr. Wager, of Wager Bros., Edmore.

VISITING SALESMEN.

Representatives of the following houses have been in town since our last issue:

C. A. Banker, Anglo-American Packing Co.
G. F. Cole, Marshall Shirt Manf'g Co., Marshall.
W. J. White, Cleveland.
O. N. Benedict, Sprague, Warner & Co., Chicago.
Geo. Bow, Dick, Middleton & Co., Louisville.

Remember the Date.

Sept. 9, 10, and 11, 1884.

Second Annual Meeting

OF THE
MICHIGAN STATE
Pharmaceutical Association,

—AT—
Merrill Hall,
—IN—
DETROIT!

You are cordially invited to become a member and honor the meeting with your presence. The larger the Association the more influence it will wield. The sessions will consist of reading and discussion of Papers, discussion of Trade Interests, excursions on the river, a banquet, etc.

Reduced rates on all railroads and at the hotels.

For application blanks and further particulars, address,

Jacob Jesson, Sec'y
MUSKEGON, MICH.

WHOLESALE PRICE CURRENT.

Advanced-Carbolic acid.	
ACIDS.	
Acetic, No. 8.	9 @ 10
Acetic, C. P. (Sp. grav. 1.040).	30 @ 35
Carbolic.	50
Citric.	55
Muriatic 18 deg.	3 @ 5
Nitric 36 deg.	11 @ 12
Oxalic.	14 1/2 @ 15
Sulphuric 66 deg.	3 @ 4
Tartaric powdered.	15 @ 20
Benzoic, English.	8 @ 10
Benzoic, German.	12 @ 15
Tannic.	15 @ 17
AMMONIA.	
Carbonate.	15 @ 18
Muriate (Powd. 22c).	6 @ 7
Aqua 16 deg or 3f.	7 @ 8
Aqua 18 deg or 4f.	7 @ 8
BALSAMS.	
Copaiba.	40
Flr.	50
Peru.	50
Tolu.	50
CASIA.	
Cassia, in mats (Pow'd 20c).	12
Cinchona, yellow.	18
Elm, select.	15
Elm, ground, pure.	13
Elm, powdered, pure.	10
Sassafras, of root.	12
Wild Cherry, select.	10
Bayberry powdered.	20
Hemlock powdered.	18
Walnut.	30
Soap ground.	12
BERRIES.	
Cubebe, prime (Pow'd \$ 85).	80
Juniper.	6 @ 7
Prickly Ash.	10 @ 11
EXTRACTS.	
Licorice (10 and 25 lb boxes, 25c).	27 1/2
Licorice, powdered, pure.	35
Blue Pill (Powd 70c).	9
Blue Vitriol.	7 1/2 @ 9
Borax, refined (Powd 13c).	12
Cantharides, Russian powdered.	18
Capsicum Pods, African.	15
Capsicum Pods, African pow'd.	18
Capsicum Pods, American do.	18
Carmine, No. 40.	40
Cassia Buds.	3 @ 4
Alum, ground (Powd 8c).	2 1/2 @ 3 1/4
Annatto, prime.	32
Antimony, powdered, com'l.	4 1/2 @ 5
Arsenic, white, powdered.	6 @ 7
Balm Gilead Buds.	40
Beans, Tonka.	2 1/2
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The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.
OFFICE IN EAGLE BUILDING, 3d FLOOR.
[Entered at the Postoffice at Grand Rapids as Second-class Matter.]

WEDNESDAY, JULY 30, 1884.

PETROLEUM FUEL.

Its Success an Assured Fact.

From the earliest discoveries of oil wells in this country, experimenters have been occupied from time to time in attempts to introduce petroleum as a cheap substitute for wood and coal, as a fuel, both for factory and domestic purposes. Hitherto, however, each successive innovation has been abandoned after an ample test has proven that the expense of producing a certain result—the evaporation of a given quantity of water—by means of heat generated by the combustion of petroleum, was so much greater than when coal was employed, as to counterbalance any other advantages it might possess. These advantages are at once apparent even to a casual observer. The great lessening of bulk is an important consideration with steamers and locomotives, while the absence of ashes and of the necessity of stoking is a desideratum of general significance. Another advantage is, that by all experiments so far made, a steady and continuous heat can be maintained, since the supply being constant, the flames never slacken or decrease in intensity.

All these advantages were sufficient to decide the preference to petroleum as a fuel, if by any contrivance the cost, as compared with other combustibles, could be more nearly equalized. This "consummation devoutly to be wished" has been satisfactorily accomplished in San Francisco by Mr. Bodwell, an ex-policeman of that city. The theory upon which Mr. Bodwell's invention is based—that of burning petroleum in conjunction with water—is not quite new. In fact it has been put in practice for some time past by the East Indian government in some of their official steam launches. According to their plan, a tank of oil was placed in the stern of the boat, from which proceeded a long pipe terminating in a brass nozzle. The point of this nozzle was inserted into the side of another tube, near its mouth, proceeding from the steam chest. These united tubes were then introduced into the furnace through an aperture in the door. As soon as the oil and steam were turned on, the blast of the latter caught and carried forward the former in the shape of spray, which, when lighted, kept up a constant, roaring blaze. The defect in this contrivance consisted in the fact that the spray reached the flue before complete combustion had been effected, causing a considerable waste in material. Mr. Bodwell's new apparatus is designed to overcome this liability to waste, and, by so doing, to render petroleum the cheapest and most convenient fuel in the world.

In the process just described, it will be noticed, also, that a certain head of steam must be produced before the petroleum attachment could be brought into operation; but this new invention is always ready for use at a moment's notice, and a fire may be kindled as readily as lighting a gas jet. It is reported that, on an exhibition trial of this new apparatus, an ordinary kitchen range fitted with the usual water back, connected with a 30 gallon boiler, and perfectly cool, was heated in five minutes to a mass of red hot iron, and within half an hour the water in the boiler was boiling, a result that would have required at least two hours with the best coal fire in the same range. And this heat can be as readily controlled and adjusted to the desired fixed temperature, as the light of a lamp can be increased or diminished. It is claimed that a burning pan, 11 inches long and 8 inches high, would heat a cook stove or parlor grate to any desired temperature, or would run a locomotive. There also seems to be practically no limit to the diffusion of the heat, as a flame 200 feet long could be produced with an ordinary draft, diffusing an equal degree of heat from one extremity to the other. The fluid is not liable to explosion, and sufficient fuel for six months can be neatly stored away in less bulk than a single ton of coal. It is estimated that about 66 gallons of the prepared petroleum evolve the same amount of heat as a ton of the best coal, and that it can be furnished for about \$1.30.

It would naturally be supposed that a substance so rich in carbon would emit large volumes of smoke, as, indeed, it would if consumed under ordinary conditions; but the excess of carbon is wholly consumed by the oxygen set free upon disintegration, of the water while at the same time the freed hydrogen produces a greater intensity of heat. Herein, likewise, consists a large element of economy, as it is well known that from 20 to 40 per cent of the burning properties of coal are absolutely wasted in the form of smoke. Nor will the tall ungainly chimneys and smoke stacks continue to be a requisite with this new combustion. There will be no loss of heat sustained by opening furnace doors; and boiler plates will not suffer from the presence of sulphur, from which substance petroleum is free. The temperature can be increased to any degree of intensity, without the use of artificial or forced drafts; and fires can be instantly extinguished.

There are now 50,000 post offices in this country.

Getting a Pass on Dean Richmond.

"I've a story about Dean Richmond," said a railroad man to a reporter the other day, "that I know is true because I was there. I have never seen it in print, but I think it is as good a one as was ever told on the old man. It happened up in New York in—let me see—'56, I believe. Dean Richmond had an office in Buffalo then, in a little seven-by-nine building, that he held sole possession of. Well, one day when the old man was scribbling away—you know he wrote a hand in comparison with which Horace Greely's writing was like print—a fellow that had a lot of shingles piled up at a station fifty or sixty miles down the Central walked in. Dean looked up and asked:

"What d'ye want?"

"I've got some shingles down here I want to sell you."

"Well; you go back home, and when I want 'em I'll send for 'em," and the old man commenced scribbling again.

"About three months afterward the shingle man wanted to go to Albany for something or other, and he wrote to Richmond asking for a pass. In a day or two he got a letter about eight words long, written on plain note paper and signed 'Dean Richmond.' There wasn't a man in the town that could make out any of it except the signature, but the shingle speculator supposed it was Dean's way of making out a pass, so he took the train for Albany and presented it to the conductor, who glanced at it, said 'All right,' and handed it back to him. Well, sir, he traveled for weeks on that piece of paper until one day he landed in Buffalo again. Passing Richmond's office he thought he would drop in and thank the old man for his courtesy. He said: 'Mr. Richmond, I am very much obliged to you for that pass.'

"What pass?" was the gruff response.

"Why, that pass you sent me a month or two ago."

"I didn't send you no pass."

"Yes, you did; here it is," says the shingle man, producing the paper.

"Old Dean took it, studied it over a minute, got purple in the face, and shouted in a voice trembling with anger: 'Why you fool, you, that ain't no pass.' And then, shaking it in his visitor's face, he pointed at it and added, with a yell: 'That says: "Why in h—l don't you send them shingles?" Dean Richmond.' D'ye understand that, you ——— idiot?"

"The shingle man beat a hasty retreat and it took the old man a week to cool down."

Ten Commandments of Business.

The President of the Boston Board of Trade, himself a successful and distinguished merchant, in a recent address on schools and business life, said that every boy should learn the ten commandments of business. These commandments are the following:

1. Thou shalt have no other occupation before thee.
2. Thou shalt not make unto thyself laws; for the laws are written and unchangeable; but thou shalt give diligent heed to my laws, and keep them and remember them.
3. Remember thy promises and keep them punctually.
4. Six days shalt thou labor and do all thy work.
5. Thou shalt not speculate.
6. Thou shalt not lie or steal.
7. Thou shalt not be extravagant.
8. Thou shalt not be avaricious.
9. Thou shalt not put run into thy mouth to steal away thy brains.
10. Thou shalt not covet. Thou shalt court earnestly the best gifts—sagacity, prudence, foresight, perseverance, alertness, order, accuracy, thoroughness, and whatever is honorable and above reproach. F. C.

As It Used to Be.

From the Northwestern Grocer.

A well filled barrel had just been loaded on to a freight truck. Its contents was pure white, and it felt stuck up.

"Keep your distance!" it said, as another barrel rolled up on the skids and stood by its side.

"I see by your complexion you're from the haughty south!"

"Yes; I'm from Cuba!"

"That's a dirty place!"

"Yes, but I've been refined!"

"Where did you get refinement?"

"In New York."

"I'm common clay!"

"Yes, I see you're a regular old sand bank. What's your name?"

"Terra Alba, 1c a pound!"

"Pretty name!"

"Yes; I like it. What's yours?"

"Standard granulated, 6½¢@7¢!"

"Why! Old fellow! We're twins!"

"Not by a good deal!"

"Yes we are, you stuck up old thing; and I'll be worth just as much as you are when we are mixed and come out of the place where we are going!"

"No!"

"Yes!"

"Where are we going?"

"Going to the candy factory!"

Swiss Silk Manufacture.

Recent official reports from sources show that the silk manufacturers of Switzerland are decreasing because the Swiss refuse to believe in any possible change of fashion until it is too late to take advantage of the demand for a novelty. For instance, they did not begin to make repped silks until the call for them was almost over, and now when satins are going out of fashion, one-third of the Swiss looms are making them, and the fancy silks woven in Jacquard looms are left for the French manufacturers to profit by them.

Hamilton Carhartt & Co.,

WHOLESALE

Men's Furnishing Goods

MANUFACTURERS OF

The "Carhartt" Pantaloon, Overalls, Engineers' Jackets, Jumpers' Shirts, etc. Upon our manufactured goods, we guarantee to save the trade the Jobbers' Profits. Samples sent for Comparison.

118 Jefferson Ave.

Detroit.

PECK BROS.,

Wholesale Druggists

A Complete Stock of all that pertains to the wants of the Retail Druggist.

We Employ No Travelers. Send for Prices.

129 and 131 Monroe Street,

Grand Rapids - - Mich.

Candy

Nuts

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

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

Cigars

We are agents for Cordon's celebrated Wag Jaws, Olympian, 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.

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—

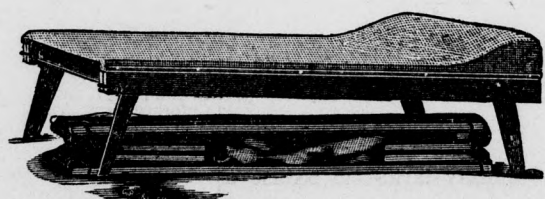
Tobaccos, Vinegars and Spices!!

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.

REMOVAL!

Coal, Wood, Lime, Cement, Sewer Pipe, Etc,

Office removed to 3 Canal street, Basement.

A. B. KNOWLSON.

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.

SPRING & 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.

EFFECT OF ASSIGNMENT.

After property, money or effects are assigned they no longer belong to the assignor, for the assignment possess the entire legal and equitable stock therein to the assignee.—Supreme Court of Minnesota.

SUBSCRIPTION—WHEN BINDING.

In the opinion of the Supreme Court of Illinois mutual subscriptions for a common object where money has been expended in the accomplishment of the object are binding, and such a subscription is a valid contract.

HOMESTEAD—CAN NOT BE CLAIMED.

In the recent case of O'Shea vs. Payne the Supreme Court of Missouri held that a homestead can not be held as against debts contracted in that State prior to purchasing the same, nor as against a judgment upon a judgment which was recovered prior thereto, although the latter judgment was since reversed, and it made no difference where the debt was contracted upon which the first judgment was obtained.

FRAUDULENT CONVEYANCE.

A debtor though largely indebted may sell and convey property to a creditor, and if the transfer is made in good faith, and is honest and fair, it may be upheld and sustained. But the law does not allow a debtor in failing circumstances, either directly or indirectly, to transfer his property to his wife, and thus place it beyond the reach of his creditors.—New vs. Oldfield, Supreme Court of Illinois.

GENERAL ASSIGNMENT—SETTING JUDGMENT ASIDE.

The assignee under an assignment for the benefit of creditors, brought an action to set aside a judgment which the debtor had fraudulently confessed. The defendant contended that the judgment could not be attacked in a separate suit, for it was a record and imparted absolute verity. The assignee succeeded and the defendant took the case—Hunter vs. Cleveland Co-operative Stove Company—to the Supreme Court of Minnesota, where the judgment was affirmed. Judge Berry, in the opinion said: "The assignee was not a party to the suit in which the judgment was obtained, and, therefore, he was in no way bound by it. As assignee he takes and holds the property assigned in trust for the benefit of the creditors of the assignor. Hence it is his plain duty to protect and defend it, and, so far as lies in his power, to make it available to the payment of the creditors' claims. If, after he has taken the lands under the assignment, the records of the court are so manipulated as to show a judgment lien upon the assigned property at the time of the assignment and such records are false, there being no such judgment lien at that time, it is the assignee's duty to protect the property by removing the cloud which the false records raise. He can not move in the action in which the judgment was given, for he was not a party to it; but there must be some way in which he can have it adjudicated that his title to the land is paramount to the lien of this judgment, notwithstanding the appearance of the record to the contrary, for otherwise his case would be the inadmissible one of a clear legal right without a remedy."

The Secret Service Division of the Treasury Department at Washington has received advices that a new counterfeit \$10 silver certificate has appeared in the West. It is supposed to have been printed from a wood cut, but it is not likely to deceive an ordinary judge of money. It is of the series of 1880, G. W. Scofield, Register, and James Gilliland, Treasurer. The note is one-quarter inch shorter than the genuine. The paper is composed of two thin layers, with silk parallel lines and fiber placed between them. On the back, where it should read, "and all public dues and when so received," the word "all" is entirely omitted, and the words "when so" are read together as one word. There are numerous other defects, which judges of paper money will readily discover.

Australian wines are rapidly making their way into favor in England. Doctors are beginning to recommend them to their patients. There was an exhibition of the wines of Victoria recently at Edinburgh. Some of the vineyards in the colony have been in cultivation twenty years, and the appliances are much improved of late. Some of the cellars have now storage for fully as much as 200,000 gallons. Australian wine is said to be rich in color and of considerable natural alcoholic strength—22 to 28 per cent., which is equal to that of the strongest French grapes. Several specimens of champagne shown were made chiefly from hock grapes.

An apple in perfect preservation, although 96 years old, is in possession of a gentleman in Ulster county, N. Y. As it rounded up from the blossoms of the parent stem in the early summer of 1787, a bottle was drawn over it and attached to the branch, and after the apple had ripened the stem was severed and the bottle tightly sealed. It looks as fresh as when first plucked.

The value of the fleece of a sheep has declined in value one-third in two years, compensated in a measure by the increase in the value of mutton.

The Banker and the Conductor.

The train was rattling on rickety click, rickety click.

"I was in such a hurry to catch the train I didn't wait to buy a ticket," said the New York banker, offering money.

"Yes," replied the conductor, abstractly, as he punched the next man's ticket, "I notice that a good many New York bankers are in a hurry to catch the train nowadays."

"Well, sir, you needn't be insolent; here is money to pay my fare."

"I know, but I can't take it, sir."

"Ah, I see; the company doesn't let you conductors take money. 'Fraid you'll steal it. I see."

"No, sir, there is no company rule against my taking it."

"Then why don't you take it?"

"I'm afraid I'd be arrested for receiving stolen property."

The banker looked out of the window at the shady groves, and cool, pelucid streams, while the train went rattling on, rickety click, rickety click.

Just the Man He Was Looking For.

"Hello, old man," said a gentleman on a certain business street, stopping a negro in front of a shoe store; "what've you got in that bundle?"

"Pa'r shoes, sah, dot I jist got in the stoah dar."

"Did the proprietor know you got them?"

"G'on 'way fum hyar, boss; whether mean by castin' sech 'marks at a po' niggah? In co'se de gemmen knowed it."

"Well, I don't think he did," answered the white man, "and as I am the owner of that store, I reckon I'd better hand you over to the police."

The negro grew pale, and huskily said:

"Is yer, fer a fac, boss?"

"I am, and now tell me what am I to understand by such actions?"

"Nuffin', sar, 'cept I been a waitin' fer yer, an' bein' as yer wuz so long comin', I 'cluded ter go out an' look yer up. What is dey wuth?"

The Berry-Box Bottom.

A very small Speck was climbing up the milky way, one moonlight night.

"Ah, my little fellow, where are you from?" asked the Big Dipper.

"Me? I'm from a grocery store down on earth."

"How do you come to be away up here?"

"Oh, I've been getting higher and higher year after year; and smaller and smaller, too."

"That's funny. Who are you?"

"I'm the bottom of a berry-box."

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

TACKS EVERY KIND AND SIZE, NAILS
—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.

SEEDS

—FOR THE—
FIELD AND GARDEN,

—AT—
WHOLESALE AND RETAIL,

—AT THE—
SEED STORE,

91 Canal St., Grand Rapids, Mich.

W. T. LAMOREAUX, Agent.

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.

City Bottling Works

BOTTLED LAGER, pints, per doz., 50 cts

BOTTLED ALE, pints, per doz., 75 cents.

BOTTLED PORTER, pints, per doz., 75c.

BOTTLED CIDER, quarts, per doz., \$1.20

All Goods WARRANTED the BEST in the Market.

Telephone No. 272.

Wm. A. Clark

80 South Division Street.

CARPETS AND CARPETINGS.

Spring & Company quote as follows:

TAPESTRY BRUSSELS.

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

THREE-PLYS.

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

EXTRA SUPERS.

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

ALL WOOL SUPERFINES.

Best 2-ply..... 57 1/2 @ 60
Other grades 2-ply..... 52 1/2 @ 55
Wool, Fingering and Mixed..... 50 @ 55
All-wool super, 2-ply..... 42 1/2 @ 45
Extra heavy double cotton chain..... 42 1/2 @ 40
Double cotton chain..... 30 @ 32 1/2
Heavy cotton and wool, double c..... 27 1/2 @ 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..... @ 22
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, do..... @ 37 1/2
No. 3, do..... @ 30
No. 4, do..... @ 25

MATTINGS.

Best all rattan, plain..... @ 62 1/2
Best all rattan and coco, plain..... @ 52 1/2
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..... @ 36
Cord fixtures, per gross..... @ 10

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl..... 1 10
Ohio White Lime, car lots..... 1 45
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..... 1 75
Land plaster, per ton..... 3 75
Land plaster, car lots..... 3 00
Fire brick, per M..... \$27 @ \$25
Fire clay, per bbl..... 3 00

COAL.

Anthracite, egg and grate..... \$6 50 @ 6 75
Anthracite, stove and nut..... 6 75 @ 7 00
Cannel coal..... 40 @ 3 60
Ohio coal..... 40 @ 3 60
Blossburg or Cumberland..... 00 @ 3 25

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:

President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEERKE, Bay City.
Secretary and Treasurer—W. N. MEREDITH, Detroit.

Board of Trustees, For One Year—J. C. PONTIUS, Chairman, A. MURGER, 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 Line..... 6:00 p m
*Atlantic Express..... 9:20 p m

ARRIVE.
*Pacific Express..... 6:4 a m
*Local Passenger..... 11:20 a m
*Mail..... 3:30 p m
*Grand Rapids Express..... 10:25 p m

*Daily except Sunday. *Daily.
The New York Fast Line runs daily, arriving at Detroit at 11:59 a. m., and New York at 9 p. m. the next evening.

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

The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.

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

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

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

GOING WEST.
*Morning Express..... 12:40 p m 12:55 p m
*Through Mail..... 5:00 p m 5:10 p m
*Steamboat Express..... 10:30 p m 10:35 p m
*Mixed..... 7:10 a m 7:10 a m
*Night Express..... 5:10 a m 5:30 a m

*Daily, Sundays excepted. *Daily.
Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:40 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 5:10 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.

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

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

Grand Rapids & Indiana.

GOING NORTH.
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 Ex. 3:55 p m 5:10 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 Potoskey 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.

Arrives. Leaves.
*Mail..... 9:15 a m 4:30 p m
*Day Express..... 12:25 p m 10:45 p m
*Night Express..... 8:35 p m 6:10 a m
*Mixed..... 6:10 a m 10:35 p m
*Daily. *Daily except Sunday.

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

NEWAYGO DIVISION.

Leaves. Arrives.
Mixed..... 5:00 a m 5:15 p m
Express..... 9:15 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, 8:40 p. m.

The Northern Division 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

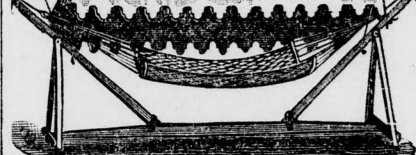
Fox, Musselman & Loveridge

Factory Agents for Western Michigan.

ALBERT COYE & NS

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.

L. H. BEALS & SON

Manufacturers of

Whips & Lashes,

Westfield, Mass.

OFFICE

—AND—

SALESROOM

NO. 4 PEARL STREET,

GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents



PORTABLE AND STATIONARY

ENGINES

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

W. C. Denison,

88, 90 and 92 South Division Street,

GRAND RAPIDS, - MICHIGAN.

SHRIVER,

WEATHERLY & CO.,

Grand Rapids, Mich., Wholesale and Retail

IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,

PLUMBERS, STEAM FITTERS,

—And Manufacturers of—

Galvanized Iron Cornice.

MOSELEY BROS.,

Wholesale

Clover, Timothy and all Kinds Field Seeds

Seed Corn, Green and Dried Fruits, Oranges and Lemons, Butter, Eggs, Beans, Onions, etc. GREEN VEGETABLES AND OYSTERS.

122 Monroe Street, Grand Rapids, Mich.

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



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.

Groceries.

PENCIL PORTRAITS—No. 24.

R. B. Orr, Who introduced the Bissell Carpet Sweeper.

Robert Benjamin Orr was born in Elgin county, Ontario, March 13, 1846. He remained on the farm with his parents until thirteen years of age, when he went to Port Bruce, and engaged to work in a general store. There he remained two years, when he went to Bay City, and was employed in a grocery store for about six months. He then went to Cleveland for the purpose of enlisting as a soldier, but was refused on account of his youth and size. He found employment, however, as time-keeper at Fort Cleveland, and six months later returned to his old home in Canada to attend school. He subsequently graduated at the commercial college at London, Ont., after which he went to Ingersoll and accepted a situation as clerk and book-keeper in a grocery store. At the age of twenty-five, he formed a co-partnership with T. M. Bayne, under the firm name of Orr & Bayne, and engaged in general trade at Strathroy. Two years later he engaged to travel through Canada for a wholesale cigar house, which position he filled for a year. He then went to California, arriving at San Francisco in March, 1874. Taking a stormy coast voyage down to Los Angeles, he went to San Marcus, and kept books for a year for an uncle engaged in the stock and general merchandising business. Taking a several months' pleasure trip through California, he returned to Ingersoll, Canada, thence coming in a round about manner to Grand Rapids, where he clerked for Geo. W. Thayer about two years. He then engaged with M. R. Bissell to sell the Bissell sweeper, and in the following four years introduced the sweeper into every northern state and a portion of the south. He covered the entire territory from Halifax to Omaha, seeing the trade regularly every six months. January 1, 1882, he engaged with Arthur Meigs & Co., taking the city trade and the southeastern trade of the house, dividing his time between the two. He has since seen his trade with the regularity of clock-work, not having missed a single day from sickness or any other cause, and having taken no vacation in the meantime. His customers have come to expect his visits as much as they look for sundown and Sunday, and govern themselves accordingly.

Personally Mr. Orr inspires and maintains the respect of his entire trade, who have come to rely upon his statements as facts. He has had so much experience in the business that he is called a well-posted groceryman, and to this fact may be attributed in great part the reliance his customers place on his judgment. He is, moreover, a shrewd collector, possessing the reputation for adjusting doubtful accounts that few other men could accomplish.

Outside of his business, Mr. Orr has a hobby that is as legitimate as it is peculiar. He has a wonderful fondness for dogs and horses, but has at present only two canines and one fine-bred colt, being low on horse stock. The numerous dogs he has owned in the past have cost him a small fortune, and nothing short of a princely income would suffice to meet the expenditures involved in keeping his kennel and stable. From his present horse property, a three-year-old colt, registered "Bernard," he has reason to expect great things, as he can already make a mile inside of three minutes.

A Too-Frequent Occurrence.
From the Northwestern Grocer.

Many well-worn and dilapidated pieces of paper lay on the desk of a young country merchant and the most formidable was acting as spokesman, while up in the pigeon hole protruded the head of a city chap, whose importance outweighed them all.

"Who are you fellows down there?" asked the city chap.

"A tired lot who have been running our legs off."

"What for?"

"To meet him!"

"To meet who?"

"That city chap!"

"Going to do it?"

"Can't!"

"Why not?"

"Who are you?"

"Bills to dead beats. Where are you?"

"That city chap, the jobber's bill!"

"Who is your backer?"

"The sheriff!"

"Can we get out of here?"

"If you use the pass word!"

"What is it?"

"BUSTED!" Liabilities, \$2,300; assets, \$0.00.

Too Much for Him.

A gentleman on Fourth street found a ragged tramp sitting on his front steps eating his lunch.

"Here! What are you doing there?" he shouted.

"Partaking of a slight lunch. Will you join me?" the tramp politely responded.

"No; I don't want any of your villainous feed."

"That's so; it is pretty tough kind of fodder. I just got it out of your kitchen. Your wife must be doing her own cooking now."

The American Match Industry.

The American match manufacturers feel very much discouraged over the present condition and prospects of the trade, owing to the repeal of the internal revenue tax one year ago, since which time the foreign manufacturers have been strong competitors of the home industry. The consumer is receiving the benefit of the sharp competition, as the wholesale price per gross of a good grade of parlor matches has declined over two dollars since the warfare begun, the actual shrinkage being sixty-six cents per gross, and the remainder attributed to the repeal of the tax. It is claimed that the present duty of thirty-five per cent. ad valorem is almost worthless and can be easily evaded. The importer can sell English matches in bundles of 144 boxes of 100 matches each for forty cents, while the American costs fifty-five cents. This difference in price materially increases the consumption of foreign matches by reducing wages, which are said to be more than double what they are in Sweden and Norway. There are twenty-four American companies with an aggregate capital of three million dollars. They had control of the business in the United States until July, 1883. The removal of the revenue tax was as much a benefit apparently to the American as to the Englishman, as it took off the cent stamp per hundred matches, but a practical working of the new order of things brought about a great change in the volume of business. While the revenue law was in force all imported matches had to be stamped in the bonded warehouse. The outside coverings had to be broken open and the packages separated in order that each bunch could be put through the stamping process. This proceeding involved the dead loss of the entire value of the outer coverings which had to be replaced by new ones. The foreign manufacturer had to pay so much to stamp his matches after reaching here, that he found it unprofitable. These and other obstructions barred out the foreign maker, until the abolition of the tax and the expenses which it created, led to the beginning of increased importations. Of course the factories in this country still make matches and notwithstanding the changes that a year has brought about, the business has not by any means been wholly prostrated. A determined effort will be made to curtail foreign competition, and this course it is expected will be pursued on a basis of cheap labor.

A "General Store" in Germany.

A weekly paper in a small town in Wurttemberg, Germany, contains the following advertisement, of course displayed as only country papers can:

"My stock of straw hats for gentlemen, ladies, misses and children is once again fully complete, and I solicit a call. Further I would recommend a beautiful assortment of bath and carriage sponges. Excellent Swiss, brick and root cheese, as well as my cheap Swiss cheese at 45 pfennigs per pound, which, on account of its mildness, is very suitable for excursions. Good brandy at 30 and 45 pfennigs per liter."

This is certainly something beyond the American country store.

A story is imported from Paris about Mr. Vanderbilt. Some canes attracted his attention on a street stand. They were common things, but the wood was strange to him and he stopped to buy one. He is known to a great many people in Paris, and the amount of his wealth is exaggerated, immense as it is. The salesgirl smilingly replied, when he asked the price of the cane he had selected. "Twenty francs, Sir Vanderbilt." The millionaire dropped the cane angrily and passed on. He soon came to another lot of the same goods. Here he bought a cane at the right figure, and went away without the change due out of a five franc piece.

Oranges are still scarce and high. A cargo is due in New York Monday, and will find a hungry market and no doubt will bring fancy prices. Lemons are in good demand and fair supply, with a steady, though not very firm, market. Bananas are plenty, good and quite cheap.

Needed by every retail grocer or confectioner, one or more of Kenyon's Patent Spring Paper Bag Holders. Each has capacity of containing about fifty bags. Their great convenience can be learned by having one mailed for 30c, four for \$1, or one dozen expressed for \$2.50 from Kenyon Brothers, Wakefield, Rhode Island.

Cape Cod fishermen have had unusually good luck during the past month or so, the hauls being very large and far in advance of the corresponding period of last year.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, each and every insertion. One cent for each additional word. Advance payment.

WANTED—To exchange dry goods, boots and shoes and crockery for hardware or vice versa, and take dry goods in exchange for hardware—say from \$500 to \$1,500 worth at equitable rates. Object, to avoid carrying so many kinds of goods. Address AAA, care "The Tradesman."

FOR SALE—The only bakery and a well-patented grocery in a thriving town. Will sell store and stock or sell stock and rent store. Best of reasons for selling. Address Mrs. Rachel Miller, Lakeview, Mich.

FOR SALE—Store and fixtures of a drug store, all new June 1, 1882. Invoices \$800. will take \$575, if sold by Aug. 10. A rare bargain. "The Tradesman" has the address.

WANTED—A position as traveling salesman or clerk in a wholesale or retail establishment by an experienced and thoroughly competent man. Can furnish best of references. Address T. M. Stryker, Coral, Mich.

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

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

WHOLESALE PRICE CURRENT.

AXLE GREASE.		
Frazer's	doz.	85
Diamond	doz.	60
Modoc	doz.	60
Paragon	doz.	60
Paragon	20 lb pails.	90
BAKING POWDER.		
Artic 1/2 cans.	doz.	45
Artic 1/2 cans.	doz.	45
Artic 1/2 cans.	doz.	45
Artic 1/2 cans.	doz.	45
Artic 1/2 cans.	doz.	45
BLUING.		
Dry, No. 2.	doz.	25
Dry, No. 3.	doz.	25
Liquid, 4 oz.	doz.	35
Liquid, 8 oz.	doz.	65
Artic 4 oz.	doz.	40
Artic 8 oz.	doz.	40
Artic 16 oz.	doz.	40
Artic No. 1 pepper box.	doz.	20
Artic No. 2	doz.	30
Artic No. 3	doz.	45
BROOMS.		
No. 1 Carpet.	doz.	25
No. 2 Carpet.	doz.	25
No. 1 Parlor Gem.	doz.	25
No. 1 Hurl.	doz.	25
No. 2 Hurl.	doz.	25
Fancy Whisk.	doz.	125
Common Whisk.	doz.	85
CANNED FISH.		
Cove Oysters, 1 lb standards.	doz.	115
Cove Oysters, 2 lb standards.	doz.	115
Cove Oysters, 1 lb slack filled.	doz.	75
Cove Oysters, 2 lb slack filled.	doz.	125
Clams, 1 lb standards.	doz.	165
Clams, 2 lb standards.	doz.	165
Lobsters, 1 lb standards.	doz.	270
Lobsters, 2 lb standards.	doz.	270
Lobsters, Picnic.	doz.	165
Mackerel, 1 lb fresh standards.	doz.	150
Mackerel, 1 lb fresh standards.	doz.	150
Mackerel, 1 lb in Mustard.	doz.	350
Mackerel, 3 lb in Mustard.	doz.	350
Mackerel, 3 lb broiled.	doz.	350
Salmon, 1 lb Columbia river.	doz.	100
Salmon, 2 lb Columbia river.	doz.	100
Salmon, 1 lb Sacramento.	doz.	150
Salmon, 1 lb Hume's Eagle.	doz.	185
Sardines, domestic 1/2s.	doz.	75
Sardines, domestic 1/4s.	doz.	125
Sardines, Musty 1/2s.	doz.	125
Sardines, imported 1/2s.	doz.	15
Sardines, imported 1/4s.	doz.	20
Sardines, imported 1/2s, boneless.	doz.	32
Sardines, Russian 1/2s.	doz.	30
Trout, 3 lb brook.	doz.	300
CANNED FRUITS.		
Apples, 3 lb standards.	doz.	90
Apples, gallons, standards, Erie.	doz.	250
Blackberries, standards.	doz.	120
Cherries, red.	doz.	120
Cherries, white.	doz.	120
Damsons.	doz.	120
Egg Plums, standards.	doz.	135
Egg Plums, Erie.	doz.	135
Green Gages, standards.	doz.	135
Green Gages, Erie.	doz.	135
Peaches, 3 lb standards.	doz.	150
Peaches, 3 lb Extra Yellow.	doz.	200
Peaches, second.	doz.	135
Pine Apples, 3 lb.	doz.	135
Pears, Bartlett 2 lb.	doz.	130
Pineapples, 2 lb stand.	doz.	140
Quinces.	doz.	125
Raspberries, 2 lb Erie.	doz.	140
Strawberries, 2 lb standards.	doz.	110
CANNED FRUITS—CALIFORNIA.		
Apricots, Lusk.	doz.	275
Egg Plums.	doz.	285
Green Gages.	doz.	285
Pears.	doz.	300
Quinces.	doz.	300
CANNED VEGETABLES.		
Asparagus, Oyster Bay.	doz.	325
Beans, Lima.	doz.	85
Beans, String.	doz.	90
Beans, Boston Baked.	doz.	165
Beans, Stringless.	doz.	165
Corn, Erie.	doz.	115
Corn, Revere.	doz.	120
Corn, Egyptian.	doz.	110
Corn, Yarmouth.	doz.	110
Corn, Troy.	doz.	115
Corn, 2 lb Omandago.	doz.	150
Mushrooms, French.	doz.	225
Peas, standard Marfat.	doz.	140
Peas, 2 lb Early.	doz.	140
Peas, 2 lb Beaver.	doz.	75
Peas, French 2 lb.	doz.	225
Pumpkin, 3 lb Golden.	doz.	120
Succotash, 2 lb standards.	doz.	175
Succotash, 2 lb B. & M.	doz.	175
Squash, 3 lb standards.	doz.	120
Tomatoes, 3 lb Dilworth's.	doz.	105
Tomatoes, 3 lb Job Bacon.	doz.	105
CAPS.		
G. D.	doz.	75
Elly's Waterproof	doz.	75
CHOCOLATE.		
Boston premium.	doz.	638
Baker's premium.	doz.	640
Bunkles.	doz.	635
German sweet.	doz.	625
Vienna Sweet.	doz.	625
COFFEE.		
Green Rio.	doz.	12
Green Java.	doz.	25
Green Mocha.	doz.	25
Roasted Rio.	doz.	12
Roasted Java.	doz.	24
Roasted Mocha.	doz.	17
Roasted Mex.	doz.	17
Ground Rio.	doz.	17
Ground Java.	doz.	17
Ground Mocha.	doz.	17
Ground Mex.	doz.	17
Arabica's XXX.	doz.	15
Dilworth's.	doz.	15
Levering's.	doz.	15
Magnolia.	doz.	15
CORDAGE.		
72 foot Jute.	doz.	135
60 foot Jute.	doz.	115
FLAVORING EXTRACTS.		
Jennings' 2 oz.	doz.	100
" 4 oz.	doz.	150
" 6 oz.	doz.	250
" 8 oz.	doz.	350
" No. 2 Taper.	doz.	25
" No. 4	doz.	175
" 1/2 pint round.	doz.	450
" 1	doz.	300
" No. 8.	doz.	425
" No. 10.	doz.	425
Vanilla.		
Jennings' 2 oz.	doz.	140
" 4 oz.	doz.	250
" 6 oz.	doz.	400
" 8 oz.	doz.	500
" No. 2 Taper.	doz.	25
" No. 4	doz.	175
" 1/2 pint round.	doz.	300
" 1	doz.	300
" 1 pint round.	doz.	250
" No. 8.	doz.	600
" No. 10.	doz.	600
FAUCETS.		
Faucets, self measuring.	doz.	250
Faucets, common.	doz.	35
FISH.		
Whole Cod.	doz.	43
Boneless Cod.	doz.	60
Herring 1/2 bbls, 100 lb.	doz.	75
Herring Scaled.	doz.	62
Herring Holland.	doz.	62
White, No. 1, 1/2 bbls.	doz.	65
White, Family, 1/2 bbls.	doz.	65
White, No. 1, 10 lb kits.	doz.	98
White, No. 1, 12 lb kits.	doz.	108
Trout, No. 1, 12 lb kits.	doz.	90
Mackerel, No. 1, 1/2 bbls.	doz.	650
Mackerel, No. 1, 12 lb kits.	doz.	160
FRUITS.		
London Layers, new.	doz.	285
Loose Macintosh Raisins.	doz.	625
New Valencia Raisins.	doz.	75
Dehesia.	doz.	25
Ondara.	doz.	105
Turkey Prunes.	doz.	65
Currants.	doz.	55
Citron.	doz.	20
Dried Apples.	doz.	8
MATCHES.		
Richardson's No. 2 square.	doz.	270
Richardson's No. 3	doz.	255
Richardson's No. 4	doz.	270
Richardson's No. 6	doz.	270
Richardson's No. 8	doz.	270
Richardson's No. 9	doz.	255
Richardson's No. 10	doz.	255
Richardson's No. 7	doz.	255
Richardson's No. 1/2 do.	doz.	170
Electric Parlor No. 17.	doz.	320
Electric Parlor No. 18.	doz.	320
Electric Parlor No. 19.	doz.	320
Electric Parlor No. 20.	doz.	320
Electric Parlor No. 21.	doz.	320
Electric Parlor No. 22.	doz.	320
Electric Parlor No. 23.	doz.	320
Electric Parlor No. 24.	doz.	320
Electric Parlor No. 25.	doz.	320
Electric Parlor No. 26.	doz.	320
Electric Parlor No. 27.	doz.	320
Electric Parlor No. 28.	doz.	320
Electric Parlor No. 29.	doz.	320
Electric Parlor No. 30.	doz.	320
Electric Parlor No. 31.	doz.	320
Electric Parlor No. 32.	doz.	320
Electric Parlor No. 33.	doz.	320
Electric Parlor No. 34.	doz.	320
Electric Parlor No. 35.	doz.	320
Electric Parlor No. 36.	doz.	320
Electric Parlor No. 37.	doz.	320
Electric Parlor No. 38.	doz.	320
Electric Parlor No. 39.	doz.	320
Electric Parlor No. 40.	doz.	320
Electric Parlor No. 41.	doz.	320
Electric Parlor No. 42.	doz.	320
Electric Parlor No. 43.	doz.	320
Electric Parlor No. 44.	doz.	320
Electric Parlor No. 45.	doz.	320
Electric Parlor No. 46.	doz.	320
Electric Parlor No. 47.	doz.	320
Electric Parlor No. 48.	doz.	320
Electric Parlor No. 49.	doz.	320
Electric Parlor No. 50.	doz.	320
Electric Parlor No. 51.	doz.	320
Electric Parlor No. 52.	doz.	320
Electric Parlor No. 53.	doz.	320
Electric Parlor No. 54.	doz.	320
Electric Parlor No. 55.	doz.	320
Electric Parlor No. 56.	doz.	320
Electric Parlor No. 57.	doz.	320
Electric Parlor No. 58.	doz.	320
Electric Parlor No. 59.	doz.	320
Electric Parlor No. 60.	doz.	320
Electric Parlor No. 61.	doz.	320
Electric Parlor No. 62.	doz.	320
Electric Parlor No. 63.	doz.	320
Electric Parlor No. 64.	doz.	320
Electric Parlor No. 65.	doz.	320
Electric Parlor No. 66.	doz.	320
Electric Parlor No. 67.	doz.	320
Electric Parlor No. 68.	doz.	320
Electric Parlor No. 69.	doz.	320
Electric Parlor No. 70.	doz.	320
Electric Parlor No. 71.	doz.	320
Electric Parlor No. 72.	doz.	320
Electric Parlor No. 73.	doz.	320
Electric Parlor No. 74.	doz.	320
Electric Parlor No. 75.	doz.	320
Electric Parlor No. 76.	doz.	320
Electric Parlor No. 77.	doz.	320
Electric Parlor No. 78.	doz.	320
Electric Parlor No. 79.	doz.	320
Electric Parlor No. 80.	doz.	320
Electric Parlor No. 81.	doz.	320
Electric Parlor No. 82.	doz.	320
Electric Parlor No. 83.	doz.	320
Electric Parlor No. 84.	doz.	320
Electric Parlor No. 85.	doz.	320
Electric Parlor No. 86.	doz.	320
Electric Parlor No. 87.	doz.	320
Electric Parlor No. 88.	doz.	320
Electric Parlor No. 89.	doz.	320
Electric Parlor No. 90.	doz.	320
Electric Parlor No. 91.	doz.	320
Electric Parlor No. 92.	doz.	320
Electric Parlor No. 93.	doz.	320
Electric Parlor No. 94.	doz.	320
Electric Parlor No. 95.	doz.	320
Electric Parlor No. 96.	doz.	320
Electric Parlor No. 97.	doz.	320
Electric Parlor No. 98.	doz.	320
Electric Parlor No. 99.	doz.	320

SHIELDS, BULKLEY & LEMON,



IMPORTERS

Wholesale Grocers,

Cor. Ionia & Island Sts., Grand Rapids.

New Japans.

We invite the special attention of the trade to several large invoices of the new crop of 1884-5 Japan Teas, including all grades of Pan Fired, Basket Fire and Sun Cured, and embracing about 1,000 chests in all, a large portion of which we are now receiving per Steamers San Pablo and City of Rio de Janeiro. These Teas are positively our own importation, and we believe we are safe in saying that they are the first Teas ever imported to this market direct from Japan.

They are selected with a view to the wants of Michigan trade and our friends will do well to send for samples and quotations before buying new Teas.

Soaps.

Again we remind the Trade that we are the Sole Agents in this market for the well-known and popular Soaps of LAUTZ BROS. & CO., Buffalo, N. Y. Below we mention a few of their best-known brands:

Acme,	Towel,	Napkin,	Best American,
Palma,	Shamrock,	Nickel,	White Marseilles.
White Cotton Oil,	Gem,	Stearine,	Boss,
Blue Danube,	Mottled German,	Lautz Soap,	Savon Republique,
Master, etc.			

These goods we sell regularly at the Manufacturers' Prices, and deliver them in 10 box lots and upwards to all rail points in Michigan, freight prepaid. Please send for price-lists and samples. See quotations on Grocery Page.

Starch.

We are also the Sole Agents here for the NIAGARA STARCH WORKS' Starch, of Buffalo, N. Y., which we sell at the manufacturers' prices, freights prepaid on all shipments of 10 box lots and upwards to all railroad points in Michigan. Send for price lists. See prices on Grocery page of this paper.

Tobaccos.

We carry the largest and most complete line of Cigars in Michigan. We not only carry a full line of staple and popular brands of plug, fine cut and smoking tobaccos, but are factory agents for the following, with which we are able to offer the trade special inducements:

B. F. P.'s Favorite Plug Tobacco.	Our Bird Fine Cut Chewing Tobacco.
Big Four	Morrison's Fruit
Black Bird	Victor
Zoo Zoo	Peaches
Pirate	Big Deal Smoking Tobaccos.
Old Kentucky	King Bee
Turkey	Apple Jack

See quotations on grocery page.

Fancy Groceries.

We carry not only a complete line of staple goods, but also a full assortment of everything in the Fancy Grocery department, and are now considered headquarters in this line. Please send for Circulars and Price-lists relative to this department. Parties desiring new stocks will find it to their decided advantage to come and see us before purchasing.

Crosse & Blackwell's English Pickles.	Curtis Bros.' Salad Dressing.
Lea & Perrins' English Sauce.	Durkee & Co.'s
Holford's	A. Lusk & Co.'s California Peaches.
Piccadilly	Green Gages.
Colman's	Mustard.
James Epps'	Breakfast Cocoa.
Choice Brands of French Peas.	Pears.
"	Mushrooms.
"	Italian Macaroni, 1 lb pkg.
"	Vermicella.
Queen Olives, 16 oz. and 27 oz. bottles.	China Preserved Ginger, all size jars.
French Capers, genuine imported in bottle.	Knowles & Anderson's Jams and Jellies.
Choicest Salad Oil, Antonini & Co., Leghorn.	

We are sole agents for the Rochester Ready Cooked Food Co.'s Desiccated and Cooked Oat Meal, Hominy, Wheat, Beans and Peas. Send us a trial order for these goods. All correspondence and mail orders receive prompt attention.

SHIELDS, BULKLEY & LEMON.

MUSKEGON MATTERS.

Facts and Fancies Picked Up at that Busy Place.

W. W. Barcus, of the firm of Barcus Bros., is spending several weeks, resting and recreating, at his old home at Uniontown, Pa.

The store on Catharine street, near the car ships, conducted by Abe Gagnon, is owned by his brother, John B. Gagnon, of Goodland, Ind.

The grocery firm of Lee & Hoban has been dissolved, Mike Hoban retiring. The business will be continued at the old stand by the veteran Pat Lee.

A corporation to be known as the Lakeside Iron Co. has lately been formed to carry on a general foundry and repair shops at Lakeside. The incorporators are Elbridge G. Rote, David Burns and Michael Schmaltz, each of whom hold 200 shares of \$25 par value. Ground has already been broken, and buildings are in process of construction.

"You can talk about the fortunes made in lumber," said a prominent business man, "but I can show you a business that has made more money on the amount invested than any other here. I refer to the Muskegon Brewing Co., which started a few years ago with \$4,000 or \$5,000. To-day the concern is worth \$100,000 and will soon be rated at a cool million."

Added to THE TRADESMAN's directory of jobbing and manufacturing houses this week, is the card of the Novelty Iron Works, one of the sterling institutions of the place. Organized as a corporation less than a year ago, although in existence under other names for several years previously, it has met with unusual success, and has a fu-

ture second to no other establishment in the city.

The Modern Way.

From the Northwestern Grocer.

A little small amount was going with a great big one to call on a gentleman quite prominent in trade circles just now.

"You look small," said the big amount.

"Yes, but they're mighty glad to get what there is of me!"

"You're insignificant!"

"Yes, I'm only a drop in the bucket."

"I'm full grown, though!"

"Yes you are as big as a mountain!"

"It makes 'em sick when they see me!"

"Yes, they want to die!"

"What's your name?"

"Assets; what's yours?"

"Liabilities."

"Where we going?"

"To the receiver."

An Able Exponent of Trade.

From the Cleveland Journal of Trade.

THE MICHIGAN TRADESMAN, of Grand Rapids, comes to us this week, and we welcome it to our exchange list. It is an able exponent of trade, conducted with ability by E. A. Stowe, whose pen has that electric current of trueisms that should place it in the business house of every energetic merchant within the scope of its reign.

C. T. Wright & Co., extensive dealers of Racine, Wis., have purchased a hardwood mill at Aral, Benzie county, and put in a complete general stock. The stock was furnished by Gray, Burt & Kingman, through B. F. Emery. H. M. Gilman, for several years in the employ of W. H. Fletcher, at Muskegon, is manager of the entire establishment.

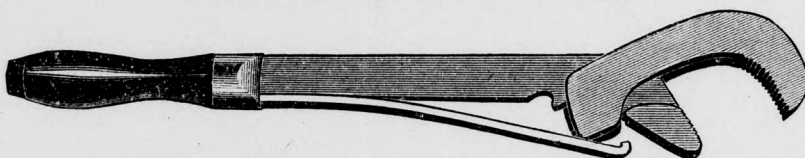
MUSKEGON BUSINESS DIRECTORY.

MUSKEGON NOVELTY IRON WORKS

Manufacturers of the

Williams' Patent Novelty Pipe Wrench

Best, Strongest and Most Durable Made.



We also build Mill and Marine Engines and Boilers and conduct a General Machine Shop, Blacksmith, Foundry and Boiler Shop Business. 361 Western Avenue.

ANDREW WIERENGO,

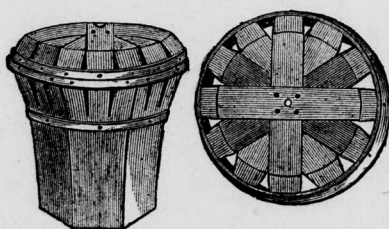
Wholesale

GROCE R,

WIERENGO NEW BLOCK

Pine Street - Muskegon, Mich.

TO FRUIT CROWERS



Prices the Lowest.
Quality Guaranteed.

MUSKEGON
BASKET FACTORY!

Is now in full operation manufacturing all kinds of

FRUIT PACKAGES, ETC.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited.

MUSKEGON, MICH.

S. S. MORRIS & BRO.,

PACKERS

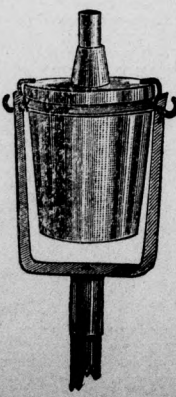
-AND-

Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

Stores in Opera House Block, Packing and Warehouse Market and Water Street.



BARBOUR'S CAMPAIGN TORCH

The only Torch that can be taken apart and shipped in a Small space.

300 to 500 Torches complete (except handles) can be packed in one barrel, thus making the freight or express charges very low.

A Child can Put them together in one Minute.

As good as any Torch Made. The Cheapest in Price.

WILL BURN FOR FIVE HOURS.

Ask for price or send for sample order.

FOSTER, STEVENS & CO.,

10 and 12 Monroe Street, Grand Rapids, Mich.

MASON'S FRUIT JARS



Large stock on hand at bottom prices for immediate shipment. Also EXTRA RUBBERS for MASON Jars.

To meet the demand for cheap storage for fruit, we offer:

Quart Barrell Jars, per gross..... 9 50
1/2 Gal. Barrell Jars, per gross..... 12 50
These are glass cans with glass covers to seal with wax. Also

Per Dozen.
1/2 Gal Stone Preserve Jars and Covers..... 85
1 Gal Stone Preserve Jars and Covers..... 1 40
1 Gal Stone Tomato Jugs and Corks..... 85
1 Gal Stone Tomato Jugs and Corks..... 1 40
Sealing Wax, 1 lb..... 4c

H. Leonard & Sons,

16 Monroe Street,

GRAND RAPIDS - MICH.

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.

EDMUND B. DIKEMAN,

-THE-

GREAT WATCH MAKER,

-AND-

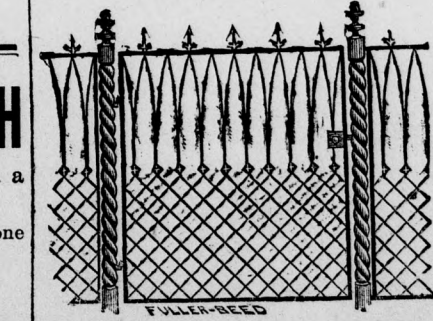
JEWELER,

44 CANAL STREET,

GRAND RAPIDS, - MICHIGAN.

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, 154 Lake St., Chicago, Ill.

Grand Rapids Wire Works



Manufacturers of All Kinds of

WIRE WORK!

92 MONROE STREET.

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.

KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

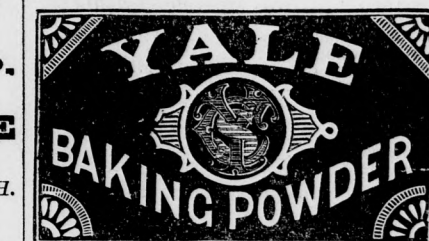
"Red Bark Bitters"

-AND-

The Oriole Manufacturing Co.

78 West Bridge Street,

GRAND RAPIDS, - MICHIGAN.



C. S. YALE & BRO.,

-Manufacturers of-

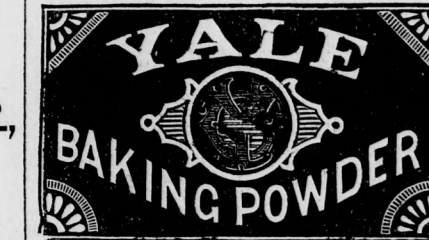
FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, - MICH.



W. J. P.

The Best

10c

CIGAR!

In the State.

EATON & CHRISTENSON

77 Canal Street, - Grand Rapids,