

The Michigan Tradesman.

VOL. 1.

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NO. 46.

COMMERCIAL TRAVELERS.

How They are Unjustly Caricatured By Would-Be Wits.
From the Carpet Trade Review.

Among journalistic humorists the commercial traveler, or drummer, as these "funny" persons prefer to call him, is a favorite subject. The squibs current at his expense are numberless, but they have been utilized so often in the newspaper columns that most people have become decidedly tired of them. Like the venerable jokes of the circus clown, they now excite more melancholy than mirth. Besides, they lack the substratum of truth, on which the force of all satire and caricature depends. The drummer pictured in them resembles the commercial traveler of the present day no more than he does any other business man. There are, of course, some vulgar, self-assertive, free-and-easy characters among commercial travelers, just as there are persons of the same sort in most other vocations. But the idea that good fortune as a traveling salesman depends upon assurance, volubility and a genius for being hail-fellow-well-met with everybody is essentially false.

Many of the most successful travelers are remarkable for characteristics precisely the opposite of those just alluded to. They are notably dignified and reserved, and do not at all aspire to the reputation of being "jolly good fellows." They approach their customers purely on the business side, but the latter comprehend that they are dealing with men who mean business and understand their business, and there are a great many merchants who prefer to deal on this basis. Such men are apt to be repelled by an assumption of cordiality and friendly interest, which often is obviously all affectation. They do not care for attentions, compliments and solid or liquid refreshments, which may possibly, as they imagine, be all reckoned in their bills. Yet it is not our purpose to under-rate the value of sociability where it is natural, not merely assumed. The ability to heartily enjoy the society of people generally, to find something interesting in almost everybody, is a gift useful to all, but especially to the commercial traveler. The demand for it in this vocation has naturally stimulated the supply, and it is, therefore, not surprising that a large proportion of our traveling salesmen possess this talent. But it is something very different from the vulgar, free-and-easy sociability which we see represented in the conventional drummer of the comic drama or the newspaper humorists. To select such a character as the type of a large and respectable class is unfair, and, as has been already intimated, it is getting to be altogether too monotonous. The writer who wishes to depict, in fiction or on the stage, the drummer of real life, must first of all make his character a gentleman. And his claim to that title cannot rest solely on a surface polish. He must be a gentleman all through. As a matter of course he should be intelligent. In the vocation of a commercial traveler there is no more room for a fool than there is for a boor. But besides a good brain he needs a strong stomach and nerves, or he will soon be completely used up by the succession of vile beds and meals in country hotels and night railroad rides in stifling sleeping cars, which every traveling man must learn to endure or else abandon his occupation. And in addition to these privations and discomforts there are annoyances peculiar to the business; and all these evils must be met, not with the grim fortitude of a Spartan, but with the airy cheerfulness of Mark Tapley himself. A thorough knowledge of the special line of trade in which the traveler is engaged is, of course very essential to him, and an intimate acquaintance with human nature is also very desirable. With these qualifications the traveling salesman may be considered well equipped for his occupation. Yet we shall not venture to say that there are not drummers who pride themselves upon the possession of certain other gifts; for example, the ability to swallow a considerable quantity of liquor without being muddled thereby. There are some traders who like to deal with a salesman of this sort. But no traveler need pretend that he is obliged to meet such customers on their own level. Where these meetings do occur, it is simply a case of birds of a feather flocking together. But these are exceptional cases. Neither the majority nor any considerable portion of the class of commercial travelers are inclined to habits of dissipation themselves, nor foolish enough to affect to be so for the sake of conciliating customers. They will understand that to do this is to play a game which as the proverb goes, is not worth the candle. An impression contrary to this has gained some currency, but only among persons with little or no knowledge of the class concerned. Taking commercial travelers as a whole their standard of morality is as high and as well sustained as that of any class of salesmen in existence.

Have Values Touched Bottom?

From the Cincinnati Price Current.

This is the question now foremost in the minds of business men, for upon the answer depends the proper course to pursue for the future. It may help a solution to refer to history and make some comparisons, for although the new methods of business have greatly changed the conditions of trade, there

are scraps of wisdom to be gleaned from experience under other conditions. The London *Economist* arrives at a basis of comparison of prices which prevailed in the year 1873, when there was a general inflation in values up to the last quarter, when the sharp decline caused by the panic reduced the average for the year, with the year 1883 which was one of reaction and comparatively low prices, by taking the Board of Trade returns of the foreign commerce of the United Kingdom. Of the entire list of the articles, 80 per cent. of the imports and 70 per cent. of the exports are entered with quantities as well as values, and assuming that the remainder have varied in value in the same ratio a satisfactory result is reached. This embraces the transactions with leading commercial nations in almost every kind of commodity, and therefore the data, better than any other available, reflects the universal values in all markets, for a broad and definite period of one year, and not a brief and exceptional time. The result of the elaborate calculations involved shows that food products were 15 per cent. higher in 1873 than in 1883, raw materials were about 30 per cent. higher, and manufactures, metals, etc., were about 45 per cent. higher; the average of the whole is about 31 per cent. In 1873 it is computed that values were 34 per cent. higher than during the five years from 1845 to 1850, when it is assumed that they were approximately at a normal level. It follows that in 1883 prices were very near on the plane of value occupied in the five years preceding 1850, and as there has been a further depreciation during the past year it would seem that we must be near enough to the bottom to inspire confidence. But the laws of supply and demand have no respect for theories, and the fact that the markets in Europe as well as in this country are overstocked with nearly all kinds of commodities militates against the supposition that there will be any rapid advance in prices even when the turning point is reached. It is pretty well established that production has been stimulated in every industrial enterprise until there is a surplus far in excess of the wants of consumers, in agriculture, manufactures, mining and almost anything else. The fall in prices will promote consumption, but it will take a long time for consumption to overtake production if the latter is not diminished, and meanwhile the margin of profit will be small, if indeed it does not entirely disappear. If production ceases then labor or will be thrown out of employment and consumption consequently reduced. Wages have not yet declined in the ratio of the reduction in prices of commodities, but wages do not constitute so large a part of the cost of production now as in former years, because labor saving machinery is so universally used, and the general sentiment is that labor is entitled to all the compensation it receives from the joint product of labor and capital. If, as indicated above, we are down to a normal basis of value, the greatest good for the greatest number would seem to consist in keeping there; fortunes may not be made rapidly, but with economy, providence and good crops, prosperity will follow.

When Will Business Improve?

To answer this question in a satisfactory manner, says a writer in the *Bankers' Magazine* for July, we must inquire why the business of the country is depressed, and then he goes on to assign the causes, as follows: Only a short time ago it was bounding with prosperity, now it is sunk in the valley of despondency. What are the causes of this sudden change? It is not difficult to trace them. It is very generally acknowledged that business enterprises in many directions have gone beyond the immediate necessity for them. This is especially true of railroad construction. Hundreds of miles have been built for which there was no immediate need. Moreover, there has been an over-production in all the leading departments of industry. The modern facilities for production are so perfect that it is easy to produce most things that are needed on a stupendous scale. It was maintained by the older political economists that over-production was impossible. At some price or other everything would find a buyer and consumer. But the error of this doctrine is clearly seen and admitted. No person needs more than a certain amount of food or clothing. No person can comfortably eat two dinners on the same day. If, therefore, a second dinner is cooked for him, either it is not eaten, or, if it be, he is the worse for it. Consumption, therefore, is limited. Production must be governed by this limit or exceeded at an ever increasing loss.

There are persons who assert that if people were only to spend enough, business would be as brisk as ever. The anxious inquire, Why do people at a time like this economize? Why do they spend less for dress, for living, and in other ways? Why are they less inclined to engage in new undertakings? Why has hopefulness given way to despondency? Why is there such an disinclination to push out into the unknown but tempting realm of business venture? Is there any reason, say these inquirers, for this change in venturing?

In reply, it may be remarked that it is of the highest importance how every person

spends his income. It is true that all the capital of the world is used, and that it is spent over and over again. But it is of the highest importance how capital is spent. If, for example, A invests \$100,000 in the Northern Pacific Railroad enterprise, and no dividends are earned for many years, he has no income from that source to spend. That sum previously earned him an income which either he spent in further production or in gratifying his tastes and pleasures, or loaned it to others who employed it in some manner. But now he has invested it in an enterprise from which there is no return. He has nothing, therefore, to spend from this source, whatever his inclination might be to spend if he had it. Suppose instead of investing it in that enterprise he had put it into one yielding an annual dividend of 8 per cent. In the latter case he would have an income either to spend or loan to others, which they would not borrow, of course, if they did not expect to spend it.

These illustrations, therefore, show very clearly that the importance of a profitable expenditure of capital cannot be over-rated. One reason why so many fall into error on this subject is because they regard money as the most important part of capital. If, therefore, money is used over and over again, and is very active, they seem to think it is a matter of small consequence how it is used, whether in building the Northern Pacific Railroad, or in a paying enterprise like the Pennsylvania system. It may be that the money is just as actively employed in building the Northern Pacific as in building another railroad that pays a handsome profit, and that the money consequently circulates just as rapidly in the one case as in the other. But the reader cannot fail to see that in the former case a certain amount of capital is locked up for an unknown time, gone into disuse, while in the other case it is an active agency in promoting production. Let us advance these two illustrations one page further. The Northern Pacific is running. Men are busily employed all along the line. They may be paid good wages and receive them regularly. The same conditions exist on the Pennsylvania Railroad; but there is this marked difference between the two enterprises which must be kept in mind. One road yields no return to the investor, the other road does. Investors in the one case have nothing to spend from their investment; in the other they have.

What has happened to our country is this: A very large amount of capital has been invested in non-paying enterprises, and so these investors are necessarily compelled to spend less and to loan less to others than before. They cannot spend or loan what they do not have. The amount of capital invested in such enterprises since 1879 is enormous. It was inevitable, therefore, for a period of depression to follow such an excessive locking up of capital. It is true that every person having large means can invest a portion in enterprises not bringing any immediate return. What portion can be wisely set apart for this purpose must depend on many things. Each case must decide singly. Thousands of enterprises are undertaken by men of ample means who do not expect any immediate return, and the wisdom of which is justified by the final result. If every investor should look to immediate returns, of course many enterprises would never be attempted. Nevertheless, the fact is equally clear, that for several years past we have been expending too much capital in this manner. A few persons only could afford thus to invest, many who have done so could not, and consequently they are obliged to retrench. This, as we have said, is inevitable.

If this diagnosis is correct, those who are looking for a speedy return of prosperity will look in vain. It cannot come until enterprises that have been launched so recklessly begin to pay. When they do, these investors will have money, and, of course, will spend more. All efforts to galvanize business, to breathe into it an artificial life, will prove fruitless, for the reason that there can be no real improvement until the conditions before noted have been met. When this time shall come no one can foretell, but not soon we fear. Certainly no signs of improvement are seen, yet in a certain sense the country has improved steadily. Many of the recently launched enterprises if not paying are getting nearer to a paying condition. Like the ending of the depression that began in 1873, this also will pass away, noiselessly, and almost without observation. Those engaged in business will suddenly awake to a more prosperous day. The previous transformation was as silent as it was wonderful, and this was likely to occur in the same way. But we should not look for it speedily, nor until the condition of the things above described has been fulfilled. Not until the people have a larger spending power can they spend more, whatever their desire may be. Let us be cheered by thinking that with the growth of population and the settling and developing of the country, many enterprises are approaching more or less rapidly to a paying basis; and that thus the work of recuperation is going on, although the patient may still be unable to get out of bed.

Chas. F. Egeler has engaged in the meat business at Leland.

BUYING GOODS.

The Questions of Discretion and Credit.

The stock in a merchant's store is a true index of their purchasing ability. On entering some retail establishments it does not take long to discover that the assortments are old, and look as if they had run to seed. The reason is obvious. The merchant is in the habit when in market of visiting the "Cheap John" wholesale houses where odd lots, old styles, and trashy goods are collected from auction sales and otherwise, and offered as "special jobs" at a great sacrifice. The retail dealer who is so intent on securing bargains that he ignores regular brands and desirable styles, buys freely of this trash, and the result is that the store is soon filled with goods out of date, out of style, which will not sell, no matter how cheap they are offered.

On the other hand, you enter another establishment, and the appearance within at once indicates that the merchant understands his business. The assortments look neat, trim, and well selected. Regular brands of domestics and best styles of calicoes, ginghams, and dress goods are in appropriate display. It is not to be wondered at that this store is the favorite "trading place" of the community, and is patronized by the best class of custom.

To which class do you belong as a retail buyer? This is the important question for you to decide. Have you any old stock on hand that you bought merely because it was cheap, and which you would gladly sell at less than it cost after having kept it for months, and perhaps years? Have you profited by this experience, or do you still buy goods out of style, hoping to realize a handsome gain? Does this policy lead to success?

Another fact of frequent occurrence in buying goods is that the merchant is compelled against his better judgment to confine his purchases to one wholesale house, because of the favors received on credits. His capital being small, he is under obligation to the jobber who grants him extra time to meet his indebtedness. There are others also, of larger capital, who are in similar condition with the wholesale house, from the fact of buying too liberally at certain periods, and, in consequence, have to ask indulgence, which, when granted, places them under obligations to make their chief bill with the firm from whom they have received favors. They not only by so doing have to pay full market prices, but also have undesirable goods put on them because they are debtors. Nearly every merchant some time in his mercantile experience has undergone this experience. The remedy is to get clear of old indebtedness as rapidly as possible, and to buy in smaller quantities. The merchant who determines to so manage his business that at the earliest possible moment he can buy his goods for cash, or short time, is in the sure path for success. He avoids extravagance, practices economy, saves the profits he makes, and in this way he soon becomes independent of favors and can buy his goods to the best advantage. He has the entire market to select from instead of being tied to any individual jobbing firm, and suits his own views and tastes as to what he will purchase and what let alone.

Two important considerations are, therefore suggested. The first is to avoid buying goods inferior in style and quality, as well as out of date, simply because they are cheap and the second is to get on an independent footing as soon as possible, so that you need not ask favors in the way of extra credit. Prompt cash always commands the market. Keep this fact uppermost, and make it the objective point in your business life.

Something About Prints.

From the Dry Goods Bulletin.

The figured prints, now so popular, originated in India, and were produced in that country rather extensively at the end of the last and the beginning of the present century, being for some years a puzzle to printers and dyers in Europe and in this country. The Indians made the goods chiefly into handkerchiefs, always silk, which bore white spots on a uniformly dyed red ground. The spots were produced by tying up the cloth at these parts so tightly that when the handkerchief was dipped into the dye the latter could not penetrate the protected parts. When the cloth was dyed and the tyings loosed, the white spots revealed themselves. A Frenchman named Koehlin in the year 1811, invented the discharge process, by means of which he was able to produce goods exceeding in beauty the famous Indian fabrics referred to. The cloth is dyed of a uniform color—most commonly red or blue—a dozen folds are laid one over another and wound upon a roller. This roller is placed on bearings behind a press of peculiar construction. The press consists of a bed-plate mounted on hydraulic gear, and an upper plate. The printing, if it may be so called, is done by means of two stout plates of lead fixed to the upper and lower plates of the press, respectively. If the design is to consist of, say, white spots on a colored ground, the exposed surface of the lead plates have cut into them a series of depressions corresponding to the size and number of the spots desired. These have to be accurately placed, so that when the two plates

are brought together the depressions of the one shall fall exactly over the depressions in the other. All being ready, the pressman takes hold of the ends of the twelve layers of cloth and lays the whole on the lower plate. The plates are then brought together with a pressure of 200 or 300 tons. It will be observed that now the whole body of the cloth, as folded, is tightly pinched except at those parts which come between the depressions on the plates. Communicating with each of these depressions are openings through the upper plate and channels leading thereto. When the pressure is fully on, a tap is opened and a stream of bleaching liquid flows along the channels in the upper plate and finds its way by the apertures to the cloth, through which it passes and makes its exit by openings in the depressions in the lower plate. As the liquid passes through the cloth, it dissolves the connection between the mordant and the coloring matter, and carries off the latter, leaving the parts it has come into contact with purely white. There is no limit to the variety of forms that may be given to the cleared spaces, and many beautiful effects are produced by printing various colors into these spaces.

Financial Rascality.

From the Nation.

Looking at the numerous betrayals of trust, we are apt to conclude that we have fallen upon exceptionally evil times, and that the world is going to the bad altogether. The truth is, a panic merely uncovers whatever rascality is going on by forcing an immediate settlement of accounts. It proves nothing to the disadvantage of one year or period of time as compared with another. The panics of the past have been equally prolific of suddenly discovered but old-standing frauds. Moreover, in times like these, we are apt to lose sight of the countless array of honest and faithful who hold our money and property secure at all times, and whose fidelity to their trusts keeps business going and holds society together. Of the hundred or more banks in New York, only four have been victimized by breach of trust, and only one has been actually ruined. Yet every one of the hundred has been exposed to the danger of being disemboweled every day in the year, and many hundred more of fiduciary institutions and corporations have been all the time at the mercy of somebody. If we strike a balance between the good and the bad, we shall find that the preponderance of the former is so vast and overwhelming, that the latter becomes comparatively insignificant by comparison.

Rapid Development of Northern Michigan.

From the Northwestern Lumberman.

The towns and counties of the timber regions of northern Michigan show a rapid increase of population, according to the State census just taken. Especially is the growth of such lumber towns as Muskegon, Manistee, Big Rapids, Cadillac and Alpena, as well as the older cities of the Saginaw valley, remarkable and gratifying. Agricultural development in the pine and hard-wood districts is rapidly following lumbering operations, and within a few years to come the northern half of the lower peninsula will be densely populated with industrial classes engaged in a variety of employments as nowhere else in the country outside of Maine. Besides farming, the great variety of woods, soft and hard, in northern Michigan, will be utilized in a great variety of manufacturers, thus furnishing employment to numerous centers of population. The nearness to a boundless western and southern market makes Michigan an exceedingly promising field for manufacturing industries that utilize wood. Rapid as has been the increase of Michigan's population since the last United States census was taken, it is likely to show still larger proportionate results when the census of 1890 is returned.

A Pleasing Presentation.

From the Saginaw Herald, 27th.

The series of surprises to which the representatives of the wholesale grocery trade of Grand Rapids were treated during their stay in the Saginaws was varied yesterday afternoon by an episode that took place just as the party was about to start for the depot to take the train for home. Just as he was about to step into the bus, Mayor Estabrook claimed the attention of Mr. Lemon, the "right field" of the visitors, and to him addressed a few remarks. He congratulated him upon the skill and proficiency he had acquired in the science of base ball, his agility and good judgment as a base-runner, and on the imposing appearance he presented on the field, qualities that not only won the admiration of all beholders, but had also captured the hearts of the ladies of Saginaw, in whose behalf he presented him with a bouquet as a token of their regard. Mr. Lemon was visibly affected at receiving the beautiful gift and scarce could keep from weeping, but by a masterful effort he so far controlled his feelings as to be able to make a suitable reply ere he took his seat among his less fortunate companions.

A new variety of potato bug, upon which Paris green has no effect, is reported to have made its appearance at Wiarton, Ont. The insect resembles a spider, in form and rapidity of movement.

Successful Salesmen.

The most important qualification of the improved modern trader, says the *Northwestern Grocer*, is to be a good seller. This is an art worth more to a merchant than eloquence to a stump speaker, or oratory to a member of congress. Salesmen of large self-esteem and full combativeness, talk incessantly to a customer, and seem to deem it necessary to make a speech on every point made by an anticipated customer.

Such salesmen rather disgust than attract persons who really desire to purchase goods. The two extremes of salesmen are the silent diffident person, who says, by his manners, "There are the goods and that is the price; it makes no difference to me or my salary whether you take the goods or leave them." The other extreme is the constant talker who seems determined that the caller for a certain line and quality of goods is bound to take them, willing or not willing. These latter are often actually insulting to persons who criticize the quality of the goods or hesitate to pay the price. Most of this latter class are importations from other nationalities.

The most attractive salesman is always modest in his bearing towards customers, without being obsequious. His tone and manner are adapted to every class of visitors. He shows his reverence for age, his admiration for ladies, his manliness in the presence of gentlemen, and his affection for children whenever he addresses them. He cultivates these feelings till they become natural and are never affected. He never waits for his customers to make known their wishes or wants. So soon as a lady or gentleman is within speaking distance he advances and says, madam, or sir, what can I show you? or, what are your wishes? and then listens, respectfully for their response. He presents the goods for which they inquire, and holds them to the best light for the customer to see their excellencies. If complaint is made as to the price he modestly responds "It is as low as we can afford such goods."

He is silent only while his customer is speaking. When this is not the case he is describing the quality of the goods, where they were manufactured, the good reputation of the manufacturers for this style of goods, the great demand for them and whatever else he can truthfully say to recommend them. If the visitor makes no purchase, nor leaves an order, he betrays no chagrin; he utters not a single supercilious word, but expresses the hope that when they "wish any goods in our line" they will call again, and thus dismiss customers with the same pleasant politeness with which he characterized their advent. Salesmen who can maintain—in the presence of all kinds of customers—a bearing of this kind, until it shall have become perfectly natural to them, will find a demand for their services when mute salesmen on the one hand, and supercilious cocksnobs on the other, will be half their time idle with never a word hopeful of future promotion.

Krupp, the famous maker of heavy ordnance, has lately commenced the manufacture of a new kind of gunpowder, which does not explode in the open air or in packages, but burns slowly. It explodes only in hermetically closed places, and then has wonderful power to propel projectiles. It is composed, like ordinary gunpowder, of saltpetre, sulphur and charcoal, but in new proportions. One great advantage of the new powder is that it emits very little smoke when used in a gun.

L. J. Rose has sold his estate, probably the finest in California, for \$750,000. The plantation is known as Sunny Slope, near Pasadena, and it contains more than 2,000 acres of well watered land. The orange crop was sold on the trees by Mr. Rose this year for \$16,000, and the vintage last year from 1,000 acres of vines was 1,800 tons of grapes.

Up to July 18, this year, 1,519 miles of new railroad track had been laid in the United States, as compared to 2,558 in a corresponding portion of 1883, and 5,100 in 1882. Thus far this year there has been less track laid than in any year since 1879, when there was 1,083 miles laid previous to July 18.

Hood's "Song of the Shirt" is supplemented by an English seamstress with a table of figures showing the number of stitches in a shirt. The total is said to be 20,649.

J. K. Burnham & Co., of Detroit, closed out E. Ostrander, of Otisville, on a chattel mortgage on the 29th, and sold the goods to E. R. Bloomer of the same village.

It is reported that a ruby found in Clay County, N. C., was sold by the finder for \$15, then for \$3,000, and, after being cut by a lapidary, for \$18,000.

One of the inconsistencies of fashion is that in summer the hottest looking colors—red, scarlet, etc.—are made the favorite colors.

Alpena has a population of 12,000, according to the late State census—a good showing for a town without railroad.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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Advertising rates made known on application.

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Organized at Grand Rapids, June 28, 1884.

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lace Franklin, Geo. F. Owen, Geo. H. Sey-
mour.
Next Meeting—At Sweet's Hotel reading room
Saturday, August 9, at 8 p. m.

Gentlemen of Saginaw, how do you like
Grand Rapids hospitality?

Who says society is becoming demoralized
and that the world grows wicked, when
200 citizens of New York can be called to-
gether to see two turtles fight, and bet mon-
ey on the result?

The big double-eagles have poured out of
the Treasury until the gold balance is now
less than it has been for many years. And
it is still being reduced at a rapid rate. Pity
that the Treasury cannot retain the gold
and let out the cart wheel dollars.

The official report of the Commissioner of
Internal Revenue, for the fiscal year ending
June 30, shows that the aggregate receipts
from internal revenue in Michigan were
\$1,419,380. Of this amount, only \$211,869
was collected in the Second (Western) Dis-
trict.

THE TRADESMAN is assured on the best
of authority that a movement is now on foot
looking toward the organization of a Board
of Trade in this city. The matter is now in
the hands of competent and energetic busi-
ness men, who will use every exertion to
bring about a successful termination of the
project.

The oleomargarine manufacturers in New
York are making a desperate effort to de-
termine by legal measures whether or not
they have a right to manufacture their sub-
stitute for butter. A friendly suit has been
instituted by one against another, and in this
way the whole question is to be brought be-
fore the courts for adjudication. Though a
great many persons in New York believe the
manufacture illegal, no one appears willing
to take the responsibility of bringing a suit,
and in order to settle the question the manu-
facturers are going to sue each other. To
judge from the boldness of their position,
the oleomargarine men seem to believe that
both the law and the evidence are on their
side, and as they claim that good substitutes
are better and more wholesome than poor
butter, the result of their legal proceedings
will be looked for with some interest.

Dr. V. C. Vaughan, of the State Board of
Health, to whom were referred the recent
cases of cheese poisoning, visited the factory
at Fruitridge, Lenawee county, but failed to
discover anything injurious in the cans, vats
or surroundings. Analysis of the bad cheese
showed no arsenic, copper, lead, iron or
other mineral poison, but when it was cut
or broken a whitish liquid oozed from the
pores, and in this liquid minute microscopic
organisms were detected. The liquid was
very strongly acid. Dr. Vaughan recommends
the following test to determine the whole-
someness of cheese, which any groceryman
can readily apply:

Good cheese is only very slightly acid,
and slowly reddens blue litmus paper. Poi-
sonous cheese is intensely acid, and instan-
taneously reddens blue litmus, when the pa-
per is applied to the freshly cut surface.
This test for poisonous cheese appears to be
practicable. The blue litmus paper can be
applied by any grocer to each freshly-cut
cheese. If the litmus paper is instantly
turned red by the liquid which oozes into the
pores, the cheese is to be suspected as poi-
sonous.

The reference to Mayor Belknap, "as a
representative of the true American," in the
resolutions adopted by our Saginaw visitors,
is a fitting recognition of the sterling worth
of the man who promises to make a record
as the best Mayor Grand Rapids has ever
had. Himself a manufacturer and dealer,
and thoroughly in sympathy with the com-
mercial interests of the city, he is enabled to
do effective work in paths too frequently
shunned by mayoralty "accidents" and pro-
fessional politicians, and the avidity with
which he has thus far distinguished himself
in this respect gives reason for the belief
that much more may reasonably be expect-
ed. Mayor Belknap's economical measures
have already saved the city considerable
useless expense, and the firm stand he has
taken on the granting of saloon licenses has
won for him the respect and friendship of
the best men of the city, irrespective of
political complexions. If he continues the
same policy he has followed thus far, he
will deserve the appellation of "Grand Rap-
ids' best Mayor," which is saying a good
deal, as the position has been graced by
many deserving men, with the usual propor-
tion of nobodies.

They are having a mackerel scare in Eng-
land. Some one has advanced the theory
that a parasite worm common in these fish
will cause cholera. Prof. Huxley declares
it nonsense, but mackerel continue in ill-
favor.

AMONG THE TRADE.

IN THE CITY.

L. C. Barnes succeeds I. C. Barnes & Co.
in the fish business at 119 Monroe street.
Chas. F. Cobb has returned from his East-
ern trip in the interest of the Western Med-
icine Co.

Houseman, May & Co. have leased a build-
ing now in process of construction at Al-
legan, and will shortly start a branch clothing
store at that place.

Ben Putnam has now one of the fastest
driving teams in the city, and frequently
makes a thirty mile stretch, occasionally
combining business with pleasure.

B. F. Hall, who recently sold his grocery
business at Fennville to J. E. Hutchinson,
has re-engaged in the same business. Shields,
Bulkley & Lemon furnished the stock.

H. F. Hastings, the elephantine grocery
broker, who has been off duty for about two
months, most of which time he has spent at
the northern resorts, has returned home and
resumed his regular duties.

Henry G. Allen, of the firm of Eaton,
Lyon & Allen, has gone to Milwaukee for a
fortnight, in hopes that the salubrious
air and amber foaming lager of that place
may work a reformation in his health.

Myron H. Hopkins, formerly of this city,
and for a time with Paton & Andrus, at
Shelby, but now identified with Gerts, Lum-
bard & Co., jobbers in brushes at Chicago,
is in town for a few days visiting friends.

AROUND THE STATE.

John Tracy, general dealer at Roscommon,
is dead.

S. S. Dryden & Sons have moved into their
new store at Allegan.

Harry B. Whipple has opened a dry goods
and notion store at Ovid.

O. A. Thomas succeeds Geo. Tow in the
meat business at Sheridan.

L. Miller, boot and shoe dealer at Traver-
se City, has removed to Charlevoix.

Wm. Wilcox has purchased the general
store of W. H. Malcolm at Charlesworth.

Warren A. Austin succeeds Austin & Mc-
Cauley in the grocery business at Montague.

F. W. Parkhurst & Co. succeed W. A.
Whitman in the grocery business at Monta-
gue.

Wat. Stuart and Jas. Ocoobock have opened
an auction store at Whitehall. Temporary
affair.

Thad Mercer has purchased a half interest
in the boot and shoe store of F. L. Anderson,
at Saranac.

Wilson, Barrington & Co., who were re-
cently burned out at Round Lake, will prob-
ably not resume business.

Rosenthal & Son, of Petoskey, have pur-
chased the grocery stock and business of
Byron See, at Charlevoix.

Chas. A. Lockinaw announces that he will
retire from the grocery and bakery business
at Kalkaska within the next thirty days.

Livingston & Stern, clothing and dry goods
dealers at Allegan, have dissolved. Chas.
Livingston will continue the dry goods busi-
ness and Herman Stern the clothing busi-
ness.

D. M. McClellan, formerly engaged in
general trade at Reed City, now located at
Detroit, writes: "For the present, I am doing
the city with my little boys, taking it easy.
Am in no hurry to get into business again."

STRAY FACTS.

A barrel factory is soon to be started at
Ionia.

The Ovid carriage works are again run-
ning in full blast.

R. R. Matteson, hatter at Jackson, has
made an assignment.

The Eaton Rapids baking company now
use forty barrels of flour each week.

R. Connable & Son, of Petoskey, are lift-
ing about 3,000 pounds of fish per day.

The Fennville fruit desiccating factory is
now drying twenty-five bushels of corn per
day.

Walker Bros. succeed the late firm of
Walker & Son in the livery business at
Plainwell.

The Sturgis Bottling Works have been
closed on chattel mortgage held by A. M.
Eising, of Three Rivers.

John Wolford, of Manton, has fifty-two
swarms of bees and will harvest about 3,000
pounds of honey before the season is over.

The Hersey mill has shut down, having
cleared the pond and yard of 3,000,000 feet
of logs in a little more than three months.

A factory for the manufacture of pail
staves is being talked of at Whitehall. R. M.
Rugles being the prime mover in the under-
taking.

A Sanilac man is said to have a tree upon
his farm, in which is a knot hole about six
feet from the ground, out of which flows a
stream of water the year round, and fish
have been seen to issue from the tree.

Geo. W. Fisk has admitted his son, El-
sworth C., to partnership in his wagon and
carriage business at Coopersville, and the
firm is now styled Fisk & Son.

The Oval Wood Dish Co., at Mancelona,
contemplates the removal of the remainder
of their works from Delta, Ohio, which
would give them twelve machines, furnish-
ing employment to seventy-five persons, with
an average capacity of 300,000 plates per
day.

Fennville has two saw mills, a flouring
mill, a fruit desiccating factory, two hotels,
four grocery stores, a drug store, a dry goods
and clothing store, a boot and shoe store,
a hardware store, two billiard rooms and a sa-
loon. Prominent citizens of the place are
agitating the question of incorporation as a
village at the next session of the Legislature.

SAGINAW SCOOPED.

Grand Rapids Wins the Second Match—
Score 17 to 14.

The return game of base ball between the
grocery jobbers of Saginaw and Grand Rapids
was played at the base ball park in this city
last Friday afternoon, and resulted in a vic-
tory for the home club. The visitors, num-
bering about thirty in all, arrived in a spe-
cial car via D. G. H. & M. Railway and were
immediately taken to the Morton House,
where dinner was in waiting. About 3
o'clock they were escorted to the base ball
grounds, where there was gathered to wit-
ness the game one of the finest audiences of
the season. The Saginaw nine wore the
same suits as on the previous game, and the
Grand Rapids club was distinguished by the
some yellow and black striped jerseys and
brown linen caps. Mr. D. D. Cody, who
had agreed to play first base, peremptorily
resigned at the end of the first inning, and
his place was taken by Jas. Fox, who took
third base, Musselman going to first, where
he remained until the end of the game. O.
A. Ball soon became leg weary, and called
in Geo. R. Perry, who in turn gave way to
H. B. Fairchild, who did really effective
work on second base. John Caulfield like-
wise resigned in favor of Steve Sears, and
Sam Lemon disgusted several hundred who
had paid the admission fee for the sole pur-
pose of seeing him play, by turning right
field over to H. B. Grady. For a time, it
looked as though every person on the grand
stand would be given an opportunity to take
a hand in the game, but after the third in-
ning no more changes were made. The
Saginaw nine made no changes, but played
through the game with stolid indifference to
the result. At the end of the fourth inning,
the score was a tie, remaining so until the
eighth inning, when Grand Rapids took the
lead, maintaining it to the conclusion of the
game. The following is the official score:

G. R. GROCERS.

Porter, c. 6 5 3 12 3 0
Grady, p. 6 2 4 0 7 4
Fairchild, 2b. 5 1 0 7 1 2
Foss, 3b. 5 1 0 7 1 2
Musselman, 1b. 5 1 0 7 1 2
Barnhart, c. 5 1 0 7 1 2
Hawkins, l. 5 1 1 1 3 1
Sears, s. 5 1 1 1 3 1
Grady, r. 5 3 2 1 0 0
Total 47 17 14 27 17 15

E. SAG. GROCERS.

Plumb, c. 6 2 2 0 0 0
Smart, 1b. 6 2 2 0 0 0
Siewart, l. 6 2 2 0 0 0
Strachan, c. 5 0 0 0 4 6
McCausland, p. 5 3 3 0 2 4
Cooper, s. 5 2 4 2 1 0
Nelson, r. 5 1 0 0 2 4
Anderson, 3b. 5 0 2 1 2 3
Prindle, 2b. 4 2 0 3 4 0
Total 47 14 16 27 21 13

Innings. 1 2 3 4 5 6 7 8 9
Grand Rapids. 2 0 6 1 0 1 0 4 3-17
Saginaw. 4 1 3 1 0 1 0 0 4-14

Runs earned—Grand Rapids 17, Grocers 4. East
Saginaw Grocers 2. Double plays—Grady, Sears
and Musselman; Fairchild, Umpire—Geo. E.
Pantland.

THE BANQUET.

On the return to the hotel, supper was
served, and shortly after 9 o'clock the call
"Fall in, gentlemen!" caused a general
stampede for the dining room, where 110
plates had been laid. The floral decorations
were exceptionally fine, notably an immense
center piece in the shape of huge cornucop-
ias and two miniature base ball nines on a
floral diamond. Some idea of the excellence
of the feast may be gleaned from the perusal
of a reproduction of the satin-fringed
menu card:

Complimentary Banquet
Given to the
Wholesale Grocers of Saginaw Valley,
By the
Wholesale Grocers of Grand River Valley,
Morton House,
August 1st, 1884.
MENU.

Little Neck Clams. Green Turtle Soup.
Boiled Salmon. Celery.
Parsley Sauce. Potato Coquettes.
Spring Chicken. Saratoga Potatoes.
Champagne. French Peas. Roman Punch.
Dry Monopole. Shrimp Salad.
Vanilla Ice Cream. Macaroons.
Charlotte Russe. Assorted Cake. Coffee.
Fruit. Cigars.

At the conclusion of the banquet, ex-Gov-
ernor Crosby presided as toast-master, mak-
ing a brief but pointed speech and introduc-
ing each speaker in a happy manner. The
following gentlemen responded gracefully,
in the order given: Col. P. V. Fox, John
Patton Jr., Amos M. Musselman, and Judge
John W. Champlin, of this city, and May-
or Estabrook, Mayor Benjamin, C. Wisner,
John G. Owen, of Saginaw. The company
dispersed with the singing of "Auld Lang
Syne," and cheers for Saginaw and Grand
Rapids.

SATURDAY'S PROGRAMME.

At 9 o'clock carriages were in waiting at
the hotel, and the entire party embarked for
a drive around the city. At the Phoenix
Furniture Co., Lengthy Plumb, of the Saginaw
club, was presented with a mastodon
ball and bat, made of white pine. The bat
is about six and a half feet long. At the
small end was attached a card bearing the
inscription, "When Grand Rapids takes
hold of the ball Saginaw's cant-hoop raises."
Numerous other places of interest were vis-
ited, and at 2 o'clock an exhibition of the
fire department and apparatus was made on
Campau Place, the entire department being
shown. Mayor Estabrook made a short
speech complimenting the men on their pro-
ficiency and fine appearance. The party
were then escorted to the depot, where they
left for home at 3:45, on the same special
car that brought them here. Just before
leaving, Mayor Estabrook handed Mayor
Belknap the following resolutions, which
had previously been unanimously adopted:

We, the wholesale grocers and residents
of Saginaw, appreciating the unbounded
hospitalities bestowed upon us during our
stay in the second city of Michigan.

Resolved, That our most sincere thanks are
due and extended to the generous, whole-
souled gentlemen whose guests we have
been, and that in future years the memory
of our visit will linger with us; its pleasant
associations will be to us as oasis in the desert
of life and that we shall never forget the
many friends we have met or the number-
less acts of kindness shown by them to us on
every possible occasion.

Resolved, That our thanks are due to the
Peninsular Club of Grand Rapids for their
courteous invitation extended to us embrac-
ing all the privileges of their club house,
which were especially appreciated by all.

Resolved, That in Mayor Belknap the peo-
ple of Saginaw have found a representative
of the true American. That his efforts to
conduce to the pleasure of the party from
the salt region have been noble and that he
has been aided greatly by the citizens gener-
ally of Grand Rapids, to each and all of
whom our warmest thanks are due.

Resolved, That the bond of friendship,
which year by year is becoming more united
between the Saginaw and Grand River Val-
leys shall not be broken, but rather the
more firmly cemented by the exchange of
good will and good fellowship, which traits
have been exemplified toward us during our
visit.

NOTES OF THE VISIT.

Conspicuous by his absence—Col. Mess-
more.

Sam's song—"Where the grass grows
green."

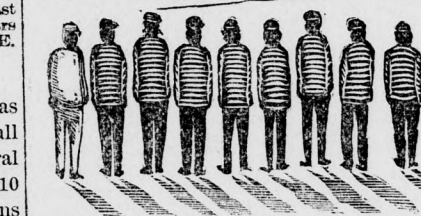
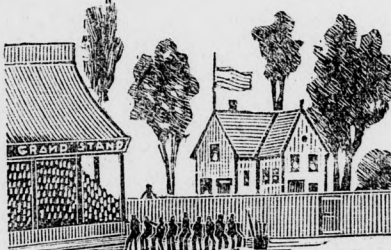
Musselman was the only man on the Grand
Rapids side who played through both games.

In his speech at the banquet, Col. Fox at-
tributed the large fortunes that had been
built up in the Saginaw Valley to the fact
that the business men in that locality acted
in concert in maintaining prices. A contrary
result in the Grand River Valley in probably
due to contrary causes.

"Saints' Rest," which has lately come in-
to public notice through the entertainment of
our Saginaw visitors last Saturday, is an el-
egantly furnished residence on Fountain
street, equipped and occupied by John G.
Shields, Geo. E. Pantland, E. Crofton Fox,
Percy T. Cook and John Patton, Jr. The
ladies in the vicinity choose to refer to the
place by the more appropriate names of
"Sinners' Roost" or "Sinners' Retreat."

THE GAME ILLUSTRATED.

THE TRADESMAN had a special artist on
the ground, and presents the following
sketches as the result of his labors:



This illustration is intended to represent
the grand march of the home club—the or-
iginal nine—and their introduction to the
grand stand. Mark, if you please, the ele-
gance of their movements, the appropri-
ness of their uniforms, and their generally
prepossessing appearance.



This sketch illustrates the "first great hit"
—joke, patented—in which Lengthy Plumb
and his cant hook handle play prominent
parts. This feature was alone worth the
price of admission, but like several other at-
tractions—Lemon, for instance—was with-
drawn after the first inning.



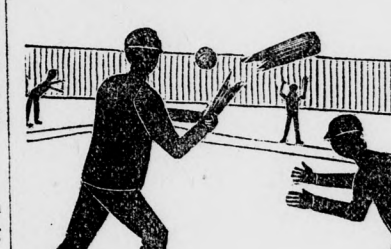
This strikingly illustrates the presenta-
tion of the elongated bouquet to Lengthy
Plumb after his great strike—and stride.
For the benefit of those who might think
otherwise, it may be stated that the bouquet
was not purchased by Mr. Plumb himself.



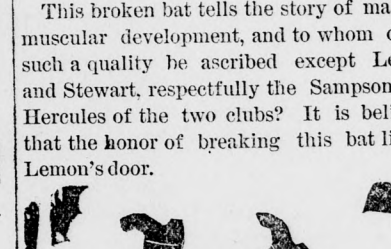
A capital illustration of Lemon, on the
home stretch, was presented last week, but
the above drawing more correctly represents
him striking a gait. This sketch is copy-
righted and all infringements will be prose-
cuted to the full extent of the law.



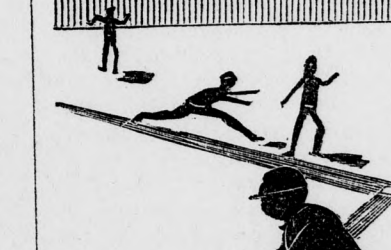
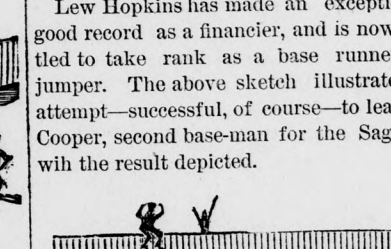
This is supposed to represent the attempt-
ed presentation of choice grasses to Fair-
child, and his flight from the person bearing
the bouquet. This exhibition of modesty is
characteristic of the subject.



This broken bat tells the story of massive
muscular development, and to whom could
such a quality be ascribed except Lemon
and Stewart, respectively the Sampson and
Hercules of the two clubs? It is believed
that the honor of breaking this bat lies at
Lemon's door.



Lew Hopkins has made an exceptionally
good record as a financier, and is now en-
titled to take rank as a base runner and
jumper. The above sketch illustrates his
attempt—successful, of course—to leap over
Cooper, second base-man for the Saginaws,
with the result depicted.



As a base ball player, Fairchild is more
or less a success. The above incident recalls
the fact that when he cannot catch a ball,
he can retire to the bosom of mother earth,
elegantly and dextrously.

Recent Developments in the Carr Case.
The Old National Bank, whose claim
against the Carr estate amounts to \$8,092,
has made an arrangement with Mrs. Carr
and Houseman, May & Co., by which it
agrees to include their claims with its own,
and pay them pro rata on the amount ob-
tained from the sale of the property includ-
ed in the mortgages. The sale of the mort-
gaged property was to have occurred at Mor-
ley yesterday, but the assignee accepted an
agreement to pay him \$200, the expenses in-
volved in a foreclosure, in consideration of
which he deeded his equity in the mortgag-
ed property to the Bank, the latter agreeing
not to hold the remainder of the estate for
any portion of its claim. The only property
not now disposed of is that at Pleasant
Lake, which is estimated to be worth about
\$2,000, although it may not realize the es-
timate anywhere near that amount. At all
events, it will be sufficient to pay the ex-
penses of the assignment.

How the "Boys" Bought a Church Bell.

"While you are recounting the good deeds
accomplished by the commercial fraternity,"
said D. M. McClellan, the former general
dealer at Reed City, "you ought not to omit
mention of the church bell which was pur-
chased mainly by contributions from the
'boys.' The Congregational society needed a
bell the worst way, and I agreed to broach
the subject to some of the travelers who vis-
ited the town. The response was as prompt
as it was gratifying. Will Pitwood put
down his name for \$5, and John McIntyre,
A. Knoffle and Frank Leonard followed
suit, with like amounts. H. Miller contrib-
uted \$5 or \$10, I have forgotten which. Sev-
eral others whose names have slipped my
memory also helped to swell the amount to
a considerable sum, and the bell that now
calls the Congregationalists to worship at
Reed City, was the result. In my opinion,
you cannot say too much in favor of the
'boys.' As a rule, they are the best-heart-
ed set out of jail, and the worst wish I have
for them is that I was in a position to give
them a hearty hand-shake and a good order
once a month."

Unnecessary Failure at Kalkaska.

On the evening of July 28, C. V. Selkirk,
of the grocery firm of Selkirk & Morrill, at
Kalkaska, had a little episode with his
wife, which resulted in his resolving to leave
town until the unpleasantness blew over.
He accordingly took \$69 of the partnership
funds, and went to Wisconsin, returning
home Saturday evening. On the morning
after his disappearance, his partner made an
assignment to A. A. Bleazby, and an inven-
tory showed that there was \$2,500 worth of
stock at a fair appraised value—enough
to meet all the liabilities of the firm—be-
sides \$4,000 worth of book-accounts. Mr.
Selkirk stopped over in this city on his way
home and announced his intention to have
the assignment set aside; but he telegraphed
here Monday that while the assignee was
willing to take such a course, Mr. Morrill
objected, and there the matter rests at latest
accounts.

M. M. HOUSEMAN,

ATTORNEY AT LAW,

ROOMS 7 AND 8 HOUSEMAN BUILDING,

GRAND RAPIDS, MICH.

COMMERCIAL LAW A SPECIALTY.



School Books

—AND—

School Stationery

—AT—

Wholesale,

EATON, LYON & ALLEN,

22 and 24 Canal Street.

The only general jobbing house in
Michigan in our line. Send for cata-
logues and terms.

MASON'S FRUIT JARS



Large stock on hand at bottom prices for
immediate shipment. Also EXTRA RUB-
BERS for MASON JARS. We quote porce-
lain lined Mason jars as follows:

Pints, \$14 per gross.

Quarts, \$15 per gross.

1-2 Gallons, \$18 per gross.

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.
1/4 Gal Stone Preserve Jars and Covers..... 85

1 Gal Stone Preserve Jars and Covers..... 1 40

1/2 Gal Stone Tomato Jugs and Corks..... 85

1 Gal Stone Tomato Jugs and Corks..... 1 40

Sealing Wax, @ B. 40

H. Leonard & Sons,

16 Monroe Street,

GRAND RAPIDS

MICH.

Drugs & Medicines

VICTIMS OF CHLORAL.

How the Habit Has Grown—Some of Its Effects.

"Ten grains in mine, please!" The speaker was a lady well dressed and attractive, who had just ordered a glass of soda water in a leading drug store. The clerk took a salt-spoonful of white crystals from a wide-mouthed bottle and placed it in the glass. It dissolved immediately. The customer drank the solution, paid fifteen cents and departed.

"That's a chloral fiend," said the clerk, "and one of our regulars." She takes that dose three times a day and she has been doing it for three or four years. She has the habit so bad that I don't believe she can break it."

"Are there many like her?"

"There must be large numbers in the great cities. We have ten chloral fiends who openly acknowledge the habit, and about twenty more who claim they take it medicinally, and not for the pleasure it gives. Multiply this by the number of drug stores, and allowing for the difference in business done, and you will readily see that there are a large number of chloral users even in as small a city as Grand Rapids. When chloral was first introduced, I think it was about 1868, it became quite popular. It was put up in patent medicine shape, flavored and sweetened, and sold very well. There was chloral nepochine and chloral soother, and a dozen other nostrums. But they have all been driven out of the market."

"What was the reason of it?"

"Well, first, it was too expensive, and second and chiefly, chloral in solution is rapidly affected by light, and decomposes into chloroform and other compounds. In several instances this decomposed chloral has acted as a poison. Now it is used only in its plain form. Some take it in soda, others by the dose, and others again buy it by the ounce and measure out their own quantities. It must be very largely used, as it is now imported and manufactured not by the pound, but by the hundred-weight, and even by the ton. The habit is very bad. The doctors have begun to recognize it, and call it 'chloralism.' A person takes a small dose, and feels a pleasant sensation of ease and quiet, something like the effect of opium and hashish. At night it induces deep and heavy sleep. After a time the dose fails to produce the desired effect, and has to be increased. Finally a limit is reached. The consumer gets the relief wanted, but at a terrible penalty. In the morning the tongue and mouth are coated, the pupils of the eye are dilated and painfully sensitive to light, and all the nerves are shattered like those of an absinthe drinker. The appetite is impaired, and all the secretions of the body greatly affected. In the night he has horrible dreams, and, I believe, sometimes pains through the whole body. When a chloral user becomes what we call a 'fiend' his existence alternates between a half pleasant lethargy and intense misery. The oddest thing about it is that a large majority of the 'fiends' are women."

"What's the dose?" They start at five grains and run up. The highest I ever knew was a hundred grains a day."

The Fall in Borax.

A British journal representing the porcelain, pottery, earthenware and allied trades furnishes an interesting account of the influences that have at last succeeded in reducing so considerably the price of borax and its compounds, a reduction which will, no doubt, have given great satisfaction in many departments of industry, where its use was necessarily extensive—the earthenware, glass making and dyeing industries being the most important. There was not much difficulty in keeping up the high price, as the sources of supply of the raw product were practically in the hands of one influential firm. It will afford some idea of the monopoly that has been enjoyed by that firm, when it is stated that the reduction that has been effected is said to be equal to \$100 per ton.

During the year 1883-4 large quantities of borate of lime were shipped from the coast of South America to Liverpool and the Continent. The small borax manufacturers were able to refine this ordinary quality of borate of lime into refined borax, at a profit. In the year 1885 the import of tincal was over the average; there was also an increase of borate of lime from Italy, and in the last six months of the same year a very considerable increase of shipments of concentrated partly refined borax, from the Slate Range district, from Death Valley and other parts of California and Nevada. Within the past four months of last year moderate but frequent supplies of borate of lime were shipped to Liverpool from a newly discovered deposit in Chili. On its arrival in England, and on being analyzed it was found to contain over 41 per cent of anhydrous borate acid. With borate of lime of such richness the manufacture of borax is much easier than from the commoner qualities of borate of lime hitherto reported.

Adolph Gebhard, formerly in the employ of Jacob Jessen & Co., at Muskegon, but of the past year with C. H. Wagener, at Big Rapids, starts for Philadelphia shortly to attend the College of Pharmacy, where he expects to graduate next spring. Dolph is one of the most reliable and steady druggists in Western Michigan. He is an orphan boy that has earned and saved his money to carry him through college, and has the right grit to make a successful business man. He is not a relative of Freddie.

W. J. K. Martin succeeds A. E. Samis & Co. in the drug business at Greenville.

THE COMING CONVENTION.

The Programme to be Observed—Features of the Meeting.

Secretary Jessen, of the State Pharmaceutical Association, favors THE TRADESMAN with the following particulars and programme relative to the coming meeting of the association at Detroit:

The second annual meeting will convene in Merrill hall, corner of Woodward and Jefferson avenues, Detroit on Tuesday, Sept. 9th, at 2 o'clock p. m.

A very large attendance is anticipated. Your personal co-operation is desired; interest your neighbors and clerks in this announcement, let all attend and the occasion thus be made a pronounced success, professionally, commercially and socially.

An especial invitation is extended to the wives of members to accompany their husbands on this occasion.

The commercial exhibits by the leading wholesale druggists and manufacturers of the country will alone repay any druggist for coming to Detroit.

The professional part of the programme promises to be very interesting. A large number of papers on interesting subjects will be read and discussed.

Trade interests will not be forgotten but will receive proper attention.

The social part of the programme is tendered to the association by the wholesale and retail druggists of Detroit, and will consist of an excursion on the river on Wednesday afternoon, together with a visit by invitation to Parke, Davis & Co.'s Laboratory, and a banquet on Wednesday evening.

A rate of one and one-third fare for the round trip has been obtained over the Detroit Grand Haven & Milwaukee; Lake Shore & Michigan Southern; Flint & Pere Marquette; Michigan Central; Detroit, Lansing & Northern; Saginaw Valley & St. Louis; Grand Rapids & Indiana; Chicago & West Michigan Grand Trunk; Chicago & Grand Trunk Railroads. To obtain reduced rate it is in all cases necessary to send request for certificate, stating road preferred, to the secretary, not later than September 1st.

Reduced rates have been obtained for members and their families at the leading hotels.

PROGRAMME—TUESDAY AFTERNOON.
Meeting called to order by President Wells.

Roll call.
Address of welcome, by his honor Mayor Grummond, of Detroit.

Response in behalf of the Association by A. B. Prescott, M. D.
Reading of minutes of last meeting.
President's address.

Presentation of names for membership.
TUESDAY EVENING.

Report of Executive Committee on applications for membership.
Election of members.
Reports of committees and reading of papers.

WEDNESDAY MORNING.
Unfinished business.
Reading of papers and discussion of same continued.

Trade Interests.
WEDNESDAY AFTERNOON.

An excursion on the river by invitation of the Detroit druggists, together with a visit, by invitation of Parke, Davis & Co., to their Laboratory.

WEDNESDAY EVENING.
Trade Interests—continued.
Banquet, at 9 o'clock, given by the Detroit druggists.

THURSDAY MORNING.
Election of officers.
Appointing of committees.
Miscellaneous and unfinished business.
Adjournment.

"Home, Sweet Home."

Peppermint Advancing

"Peppermint has gone up in price," said a wholesale dealer in that commodity. "It is worth from 40 to 50 cents more a pound than it was a month ago, which is undoubtedly due to the belief that it will be needed in Europe on account of cholera. The old crop is nearly exhausted, and is almost all in the hands of four or five persons, and the new will not reach us until after the first of September. As soon as the cholera appeared in Toulon there began to be an active call for peppermint and most other essential oils, which, in solution, will be used by those who are attacked."

"Peppermint is grown in low, marshy districts, chiefly in the Western part of New York and in Michigan. Wayne county, N. Y., is the center where the distilling is chiefly done. The entire crop is, perhaps, 30,000 pounds, worth \$3 a pound. An acre will grow from eight to fifteen pounds. There are no large farms entirely devoted to this product, but it is cultivated in small quantities by many farmers. It is used both as a medicine and as flavoring in confectionery. When used for the former purpose it is diluted with alcohol and water, and is then known as essence of peppermint. It is sometimes adulterated with castor oil and oil of turpentine; but its most common adulterant is oil of pennyroyal, which is now worth only \$1.75 a pound. Peppermint will stand 25 per cent of this; but even in using 10 per cent there is a decided profit to the dishonest mixer. You cannot deceive the maker of confectionery. He must have his oil pure and gets it so. Adulteration in this form is easy of detection. In an unadulterated condition the oil is not dangerous, but is very powerful."

R. G. Beckwith, the Hopkins druggist, contemplates removing his stock and business to Hastings.

Some of the Fortunes Made by Patent Medicines.

The Pacific Medical and Surgical Journal, which is always in pursuit of patent medicine men, thus tells of the way in which pills may be transmuted into gold:

Most persons have noticed the advertisement of "Dr. Parr's Life Pills," with a cut of the venerable old gentleman, whose association with the pill is as foul a slander on his memory as the cut is a burlesque on his true figure. These pills were a fabrication of Mr. Ingram, the founder and late proprietor of the London Illustrated News, who made his fortune by the fraudulent speculation. Through his wealth thus accumulated he gained a social position in society, and finally secured his election to Parliament. He used to say that having noticed that customers usually gave preference to goods advertised with a cut, he took the hint and fabricated a cut of Dr. Parr in connection with the use of his name, and that this proved an element of success in his pill business. We have in California a number of adventurers in the same field who employ the same trick, sometimes varying it by supplying the portrait with their own cheeks. As a rule, this class of advertisers hold the first rank as impostors, and put forth the most unblushing falsehoods. We do not know, however, of any one who has succeeded like Mr. Ingram in gaining a foot-hold in good society. It is not uncommon for men or women of high standing to patronize quacks, despising them at the same time. If they recognize the pretended "doctor" in social life, such men as Li-po-tai would have the run of a number of aristocratic dwellings in San Francisco. The experiment was tried many years ago in Philadelphia by Swaim, the original panacea man, a vulgar and illiterate fellow who made a fortune by his medicine, the prescription for which he had got from a New York physician for his own use. Swaim built a splendid mansion on Chestnut street and invited the aristocracy of the city to a grand ball on the occasion. But the aristocracy did not come, and Swaim's money failed to open to him the doors of his fashionable neighbors. Brandeth and Jayne, among others, made fortunes by deceptive advertising, but they never rose in society above the money mark. An itinerant adventurer once told us that whilst traveling on the Mississippi river and being out of employment, he purchased of an apothecary in a Western city all his stock of purgative pills and retailed them on the steamboats and elsewhere as Brandeth's pills, with the most surprising results. A single dose often cured, and he could have got all the certificates he wanted in favor of Brandeth's pills. The foundation of Jayne's fortune was a chronic diarrhoea, which was cured by a prescription of a doctor in New Jersey. Jayne got the prescription, went to Philadelphia, procured the services of an influential and sharp young graduate in medicine to write up his lying, and as the cholera was approaching, mounted the flood which leads to fortune by flaming advertisements of "Doctor" Jayne's Carminative. Then came Jayne's Expectorant and Jayne's Vermifuge, and so forth, and in a very few years Jayne was able to build one of the costliest edifices in Philadelphia. He became also a celebrated "doctor," though he knew no more of medicine than of Sanscrit when he began his professional career.

Incompetent Druggists.

Reform seems the order of the day. People and the profession are beginning to appreciate the value of human life and to realize that it is held too cheaply and is too often unnecessarily risked. Hence the efforts to secure such legislation as shall permit only qualified persons to practice medicine. In the same direction and for the same general purpose of protecting the public health, holding the confidence of patrons and elevating the profession, a movement is being inaugurated in several of the states to induce legislation at the hands of state legislative authorities to regulate the practice of pharmacy.

The necessity of some such action as this on the part of the law-making power, is absolutely necessary to the well being of communities. Take for example, a case in hand. In a certain country town not more than 100 miles away, a young fellow having a little money and being moved to increase his worldly wealth in "due course of trade," bought a stock of groceries, drugs, etc. Shortly after opening business, he had occasion to fill a prescription having aconite as an element. The consequence was the patient died, and the "doctor" was said to have made a mistake. The fault was that the young man knew no more about filling a prescription than to weigh the ingredients on the ordinary grocers' scales.

It will be seen from this that not only the general public but the doctors are interested in requiring druggists and prescriptionists to be qualified. Many a worthy physician has been unjustly damned in consequence of a mistake of a druggist. Success in medicine depends as much on the competency and integrity of the dispensing druggist as it does on the ability of the physician.

In a matter, therefore, of such grave importance it would seem that our State Legislature would not hesitate long in regulating the men who dispense "health" and "death" to the people. A strong hearty public sentiment in favor of such a law and it will not be long until it is secured.

Slate, ground and mixed with oil, is said to furnish a satisfactory and exceedingly cheap paint, in color a rich dark blue or black, of brilliant finish. When it is considered that slate costs only about one-seventh as much as lamp-black, the value of the discovery is immense.

WHOLESALE PRICE CURRENT.

Declined—Castor oil, alcohol.

ACIDS.

Acetic, No. 8. 9 10
Acetic, C. P. (Sp. grav. 1.040). 30 35
Citric, 1 lb. 10 15
Lactic, 1 lb. 10 15
Muratic 18 deg. 3 5
Nitric 36 deg. 11 12
Sulphuric 66 deg. 14 15
Tartaric powdered. 3 48
Benzoic, English. 12 15
Benzoic, German. 12 15
Tannic. 15 17

AMMONIA.

Carbonate. 15 18
Muriate (Powd. 20c). 14 14
Aqua 16 deg or 3f. 6 7
Aqua 18 deg or 4f. 7 8

BALSAMS.

Copaiba. 50 50
Peru. 25 50
Tolu. 50 50

BARKS.

Cassia, in mats (Powd 20c). 12 12
Cinchona, yellow. 18 18
Ela, select. 15 15
Ela, ground, pure. 15 15
Ela, powdered, pure. 15 15
Sassafras, of root. 10 10
Wild Cherry, select. 12 12
Strychnine powdered. 20 20
Hemlock powdered. 20 20
Wahoo. 30 30
Soap ground. 12 12

BERRIES.

Cubeb, prime (Powd \$ 85). 80 80
Juniper. 6 7
Prickly Ash. 1.60 1.10

COMPOUNDS.

Licorice (10 and 25 lb boxes, 25c). 27 27
Licorice, powdered, pure. 37 37
Logwood, bulk (12 and 25 lb boxes). 9 9
Logwood, 1/2 lb (25 lb boxes). 12 12
Logwood, 1/4 lb (25 lb boxes). 13 13
Logwood, 1/8 lb (25 lb boxes). 14 14
Fluid Extracts—25¢ cent. off list.

FLOWERS.

Arnica. 10 11
Chamomile, Roman. 25 25
Chamomile, German. 25 25

GUMS.

Aloe, Barbadoes. 60 60
Aloe, Cape (Powd 20c). 18 18
Aloe, Socotrine (Powd 60c). 50 50
Ammoniac. 28 30
Arabic, extra select. 60 60
Arabic, powdered select. 60 60
Arabic, 1st picked. 50 50
Arabic, 2d picked. 40 40
Arabic, 3d picked. 35 35
Castor, 1st. 13 13
Assafetida, prime (Powd 35c). 30 30
Benzoin. 55 60
Camphor. 21 24
Catechu, 18 (1/2 lb boxes 180). 13 13
Euphorbium powdered. 35 40
Galbanum strained. 80 80
Gamboge. 90 100
Guaiac, prime (Powd 45c). 35 35
Kino (Powdered, 30c). 20 20
Mastic. 1 10
Myrrh, Turkish (Powdered 47c). 40 40
Opium, pure (Powd \$8.00). 4 50
Shellac, Camphor. 30 30
Shellac, English. 26 26
Shellac, native. 24 24
Shellac bleached. 30 30
Tragacanth. 30 40

HERBS—IN OUNCE PACKAGES.

Horhound. 25 25
Lobelia. 25 25
Peppermint. 25 25
Rue. 40 40
Sage. 24 24
Sassafras. 24 24
Tanzy. 25 25
Thyme. 30 30
Wormwood. 25 25

IRON.

Citrate and Quinine. 6 40
Sulphate, pure crystal. 25 25
Citrate. 80 80
Phosphate. 65 65

LEAVES.

Buachu, short (Powd 25c). 12 13
Sage, Italian, bulk (1/2 & 1/4 lb). 18 20
Senna, Alex. sifted and garbled. 22 22
Senna, powdered. 22 22
Senna, tinned. 16 16
Senna, tinned. 35 35
Foxglove. 30 30
Henbane. 35 35
Rosa, red. 2 35

LIQUORS.

W. D. & Co's Sour Mash Whisky. 2.00 2.25
Druggists' Favorite Rye. 1.75 2.00
Whisky, other brands. 1.10 1.50
Gin, Old Tom. 1.35 1.75
Gin, Holland. 2.00 2.50
Brandy, V.O.S. 1.75 2.00
Catawba Wines. 1.25 2.00
Port Wines. 1.35 2.50

MAGNESIA.

Carbonate, Patterson's, 2 oz. 23 23
Carbonate, Jennings', 2 oz. 25 25
Citrate, H. P. & Co's solution. 25 25
Calcined. 70 70

OILS.

Almond, sweet. 45 50
Amber, rectified. 45 45
Anise. 1 80
Bay oil. 50 50
Castor. 18 20
Croton. 2 00
Cajeput. 1 75
Cedar, commercial (Pure 75c). 1 40
Citronella. 85 85
Cloves. 1 25
Cubeb, P. & W. 80 80
Eucalypt. 1 00
Fireweed. 2 00
Geranium oil. 75 75
Hemlock, commercial (Pure 75c). 40 40
Juniper wood. 2 00
Juniper berries. 2 00
Lavender flowers, French. 2 01
Lavender garden. 1 00
Lavender spike. 1 00
Lemon, new crop. 1 70
Lemon, Sanderson's. 1 75
Lemongrass. 1 80
Oregano, red. 1 25
Oregano, No. 1. 1 50
Pennyroyal. 1 75
Peppermint, white. 3 50
Rose oil. 9 75
Rosenberry, French (Flowers). 4 50
Sandal Wood, German. 4 50
Sandal Wood, W. I. 7 00
Sassafras. 4 50
Tar (by gal 60c). 10 12
Wintergreen. 2 25
Wormwood, No. 1 (Pure \$6.50). 4 50
Yarrow. 2 25
Wormwood. 2 50
Cod Liver, filtered. 1 90
Cod Liver, best. 3 50
Cod Liver, H. P. & Co's, 16. 6 00
Olive, Malaga. 6 10
Olive, "Sublime Italian". 2 50
Salad. 65 67
Rose, Ihmsen's. 9 75

POTASSIUM.

Bicromate. 14 14
Bromide, cryst. and gran. bulk. 35 35
Chlorate, cryst (Powd 25c). 20 20
Iodide, cryst. and gran. bulk. 1 40
Prussiate yellow. 30 30

ROOTS.

Alkanet. 15 15
Atrich, cut. 27 27
Arrow, Vincent's. 17 17
Arrow, Taylor's, in 1/2 & 1/4 lb. 35 35
Blood (Powd 18c). 12 12
Calamus, peeled. 18 18
Calamus, German white, peeled. 18 18
Elecampane, powdered. 23 23
Gentian (Powd 14c). 23 23
Ginger, African (Powd 18c). 13 14
Ginger, Jamaica bleached. 35 35
Golden Seal (Powd 40c). 22 22
Hellebore, white, powdered. 37 37
Ipecac, Rio, powdered. 1 10
Jalap, powdered. 1 10
Licorice, select (12c). 15 15
Licorice, extra select. 15 15
Pink, true. 85 85
Rhei, from select to choice. 1.00 1.50
Rhei, powdered. 1.10 1.30
Rhei, choice cut cubes. 2 00
Rhei, choice cut fingers. 2 25
Serpentaria. 50 50
Seneka. 65 65
Sarsaparilla, Honduras. 40 40

Sarsaparilla, Mexican.

Squills, white (Powd 35c). 18 18
Valerian, English (Powd 30c). 25 25
Valerian, Vermont (Powd 28c). 20 20

SEEDS.

Anise, Italian (Powd 20c). 13 13
Bird, mixed in 1/2 packages. 5 6
Canary, Smyrna. 3 4
Caraway, best Dutch (Powd 19c). 11 12
Cardamon, Aleppo. 2 25
Cardamon, Malabar. 2 25
Celery. 20 20
Coriander, best English. 12 12
Fennel. 12 12
Flax, clean. 34 34
Flax, pure grd (bbl 34c). 4 45
Foennigreek, powdered. 5 5
Hemp, Russian. 8 9
Mustard, white (Black 10c). 5 5
Quince. 1 00
Rape, English. 7 8
Worm, Levant. 14 14

SPONGES.

Florida sheeps' wool, carriage. 2 25
Nassau do. 2 50
Velvet Extra do. 1 10
Extra Yellow do. 85 85
Grass do. 65 65
Hard head, for slate use. 1 40
Yellow Reef, do. 1 40

MISCELLANEOUS.

Alcohol, grain (bbl \$2.15) 2 23
Alcohol, wood, 95 per cent ex. ref. 1 50
Anodyne Hoffman's. 50 50
Arsenic, Donovan's solution. 27 27
Arsenic, Fowler's solution. 27 27
Annatto 1 lb rolls. 30 30
Blue Soluble. 50 50
Bay Rum, imported, best. 2 25
Bay Rum, domestic, H. P. & Co's. 2 25
Alum. 2 34
Alum, ground (Powd 9c). 3 4
Annatto, prime. 32 32
Antimony, powdered, com'l. 4 5
Arsenic, white, powdered. 4 5
Balm Gilead Buds. 40 40
Beans, Tonka. 2 25
Benzoin, Vanilla. 7 00
Bismuth, sub nitrate. 1 00
Blue Pill (Powd 70c). 45 45
Blue Vitriol. 7 10
Borax, refined (Powd 13c). 12 12
Cantharides, Russian powder. 15 15
Capsicum Pods, African. 15 15
Capsicum Pods, African pow'd. 15 15
Capsicum Pods, American do. 18 18
Carmine, No. 40. 4 00
Cassia buds. 70 70
Calomel, American. 70 70
Chalk, prepared drop. 5 5
Chalk, precipitated English. 12 12
Chalk, red fingers. 2 2
Chalk, white lump. 2 2
Chloroform, Squibb's. 1 60
Colocynth apples. 60 60
Chloral hydrate, German crust. 1 70
Chloral do do cryst. 1 90
Chloral do Scherlin's do. 1 75
Chloral do do crusts. 1 00
Cinchonidia, P. & W. 55 60
Cinchonidia, other brands. 55 60
Cloves (Powd 28c). 20 22
Cochineal. 30 30
Cocoa Butter. 45 45
Coppers (by bbl 1c). 2 65
Corrosive Sublimate. 65 65
Cork, X and XX—35¢ off list.
Cream Tartar, pure powdered. 38 40
Cream Tartar, grocer's, 10 lb box. 15 15
Creosote. 50 50
Cudbear, prime. 24 24
Cuttle Fish Bone. 24 24
Dextrine. 12 12
Dover's Powders. 1 20
Dragon's Blood Mass. 50 50
Ergot, powdered. 45 45
Ergot Squibb's. 1 10
Emery, Turkish, all No's. 8 8
Epsom Salts. 2 1/2 3
Ergot, fresh. 50 50
Ether sulphuric, U. S. P. 60 60
Flake white. 14 14
Grains Paradise. 25 25
Gelatin, Cooper's. 90 90
Gelatin, French. 45 60
Glassware, flint, 7¢ off by box 60 off
Glassware, green, 60 and 10 dis. 12 17
Glue, cabinet. 17 17
Glue, white. 17 17
Glycerine, pure. 21 25
Hops 1/2 and 1/4. 25 40
Iodoform 1/2 oz. 35 35
Indigo. 85 100
Insect Powder, best Dalmatian. 25 40
Iodine, resublimed. 2 10
Isinglass, American. 1 50
Japaned. 10 15
Lead, acetate. 15 15
Lime, chloride, (1/2 & 25 10c & 1/4 11c) 9 9
Lupuline. 1 00
Lycopodium. 17 20
Mace. 60 60
Madder, best Dutch. 12 13
Manna, S. F. 1 35
Mercury. 2 25
Morphia, sulph. P. & W. 3 25
Muska, Canton, H. P. & Co's. 40 40
Moss, Iceland. 1 10
Moss, Irish. 12 12
Mustard, English. 30 30
Mustard, grocer's, 10 lb cans. 18 18
Nutmegs. 70 70
Nux Vomica. 40 40
Ointment, Mercurial, 1/4. 40 40
Paris Green. 18 27
Pepper, Black Berry. 18 18
Pepsin. 3 00
Pitch, True Burgundy. 7 7
Quassia. 6 6
Quinia, Sulph. P. & W. 1 30
Quinine, German. 1 25
Sedlitz Mixture. 1 50
Silver Nitrate, cryst. 70 82
Strich Nitrate, cryst. 70 82
Red Precipitate. 1 10
Saffron, American. 40 40
Sal Glauber. 30 30
Sal Nitre, large cryst. 10 10
Sal Nitre, medium cryst. 9 9
Sal Rochelle. 35 35
Sal Soda. 2 24
Salcin. 2 00
Santonin. 6 75
Sassafras, Macaboy or Scotch. 38 38
Soda Ash (by keg 3c). 25 25
Spermaceti. 25 25
Soda, Bi-Carbonate, DeLand's. 4 1/2 5
Soap, White Castile. 14 14
Soap, Green do. 14 14
Soap, Mottled do. 9 9
Soap, do do. 11 11
Soap, Mazaiz. 14 14
Spirits Nitre, 3 F. 26 26
Spirits Nitre, 4 F. 28 32
Sugar Milk powdered. 30 30
Sulphur, flour. 3 1/2 4
Sulphur, roll. 5 5
Tartar Emetic. 5 5
Tar, N. C. Pine, 1/2 gal. cans 1/2 doz. 2 70
Tar, do quarts in tin. 1 40
Tar, do pints in tin. 85 85
Turpentine, Venice. 25 25
Wax, White, S. F. brand. 10 10
Zinc, Sulphate. 7 8

PAINTS.

Boralumina, White bulk. 9 9
Boralumina, 5 lbs. 10 10
Boralumina, Tints bulk. 50 off.
Boralumina, 5 lbs. 10 10
Red Venetian. 13 13
Ochre, yellow Marcellies. 13 13
Ochre, yellow Bermuda. 13 13
Putty, commercial. 2 1/2 3
Putty, strictly pure. 2 1/2 3
Vermilion, prime American. 13 16
Vermilion, English. 55 57
Green, Peninsular. 10 11
Lead, red strictly pure. 6 6
Lead, white, strictly pure. 6 6
Whiting, white Spanish. 60 60
Whiting, Gliders. 60 60
White, Paris American. 1 10
Whiting, Paris English. 1 10

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WEDNESDAY, AUGUST 6, 1884.

A Young Fireman's Future Blighted.
The North and East Rivers separate from New York City two lively towns—Brooklyn and Jersey City—and at times some very ludicrous incidents come to light among the firemen in either of the mentioned places. I have in mind one of those incidents which occurred in the latter place during the past winter, and now that the matter has been talked over and passed from the minds of those directly interested, I will relate it. It was the day before one of the firemen's entertainments, a ball, at which the *celat* was present in goodly numbers, that Mr. Blank, a young and lively fireman, thought to present his best girl with a pair of kid gloves which she might wear upon the said occasion, at which he was to be her escort. He accordingly went to one of the large establishments, and selected a pair of mousquetaires, the Sarah Bernhart style, long enough to reach the shoulders. Putting the package which was given him by the cash girl into his pocket, he went immediately to the engine house and wrote the following missive, called a messenger boy, and sent his present with the note to the house of the adored one:

ENGINE HOUSE, 11:30.

My dear Kittie.

Please accept this small token of my esteem. I wish that no other hand than mine would ever assist in putting them on or off. I know this wish is vain, for many other fellows may handle, nay, even squeeze them when I am not near you. The color will just match your dress, and the quality is soft and delicate, but not more so than those beautiful members which they are intended to cover. I know this, for I have often felt—but I will not refer to this here. I hope you will wear them at the ball this evening that I may admire them. They may seem long and loose at the top, but let them wrinkle, they look more fashionable, for that is the style, and all the girls wear them loose and slipped down. I hope they are the right size. Blow in them before you put them on.

Yours as ever,

The father received the package and handed it to the daughter. A moment later there was a terrific scream and the girl was found prostrated—she had fainted. The note and open package lay by her side. Upon examination it was found to contain a pair of ladies' stockings. The father read the note, and then hastened to the engine house and demanded an explanation, when he and the now much confused fireman went to the store where he had made the purchase, where it was ascertained that the cash girl had handed him the wrong parcel. It is needless to say that the ball was held and was a grand success, but the loving couple did not attend, and now the engagement is broken off and they never speak as they pass by.

What is Discount.

In answering an inquiry, the New York Journal of Commerce says:

The word "discount" has almost wholly lost its technical meaning. It was originally used to describe an allowance made for the payment of money before it became due, and in this sense is as much as that money, if put to interest, would gain in the same time and at the same rate. Thus \$100 present money will pay a debt of \$106 due one year hence, the discount being made at 6 per cent. The discount, in this sense, on any sum is less than its interest. Thus the discount on \$100 due a year hence, is \$6 while the interest is \$6.36. But the interest laws of the several states have allowed the banks to deduct the interest instead of the discount, and to pay the borrowed instead of the "present worth" only the net remainder after such deduction. Thus if a man makes a note for \$1,000 twelve months, and gives it to a bank for discount, instead of paying him \$943.30, which is a sum that at 6 per cent. would amount to \$1,000 in a year, they give him only \$940, thus charging him more than 6 per cent. for the sum he receives. In plain terms, they deduct the interest instead of the discount. Out of this has grown the modern use of the word discount, which has simply come to mean a deduction of a given rate per cent. from a given principal. To "discount a note at 6 per cent." is now only to take off 5 per cent. interest. To allow a discount if to take off the rate from the face of the sum.

A Modest Young Woman.

They were engaged, and he complained that she wouldn't allow him to kiss her. "I am very sorry my dear," she said, "but I don't think it proper for a lady to permit a gentleman to kiss her until after they are married."

"Most young ladies allow their intended husbands to kiss them," argued George. "I know they do. But I never did, and I never will."

The way the franking privilege is used in Presidential campaigns to flood the country with chaff literature has come to be regarded by sensible people as an imposition and a scandal. The National Committees of both parties distribute speeches by the car-load at the cost of the public, while prating of economy and reform. If these documents were not for the most part the worst sort of twaddle, the country would have less reason to

Wanted to Keep Posted.

A stout old lady, of the Aunt Jemima type, with gold rimmed spectacles and a gingham umbrella, stopped in front of a fruit-stand, the other day, and said:

"Them's nice oranges; how much a dozen?"

"Forty cents, madam."

"Those 'ere bananas look good. What are they worth?" she continued.

"They are splendid, my dear woman; 5 cents apiece or 50 cents a dozen."

"I see you got some nice blackberries. What do you ask for them?"

"Twelve cents a box. They are boss. Can't be beat. Try them, lady. Will I put up a nice package of these articles for you?" asked the clerk.

"Oh, never mind," she replied. "I don't need any. I just wanted to keep posted."

The disgusted clerk walked into his store, muttering something about the place which Bob Ingersoll don't believe in.

A new mill is to be put up at Stanwood, by Leonard, Pike & Leonard, and Mosier Brothers, located east of that place, will remove their mill to Stanwood and add planing machinery to the new plant.

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—THE—

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—AND—

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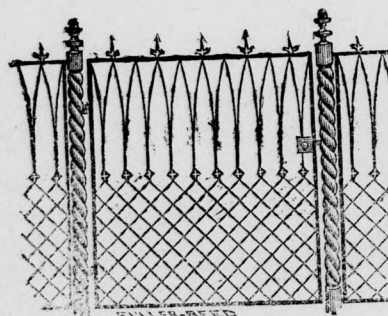
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Nuts

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

Cigars

We are agents for Gordon'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,

344, 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—

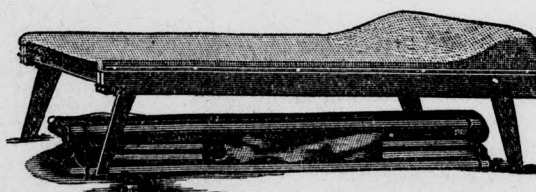
Tobaccos, Vinegars and Spices!

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

Price—36 in. wide, by 6½ ft. long, \$8.50; 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.

ASSIGNMENT OF LEASE.

A contract for the assignment of a lease of real estate for a term of years is within the statute of frauds, in the opinion of the Supreme court of Minnesota, case of Benton vs. Schulte.

CONTRACT TO HAUL—LIEN.

In the opinion of the Supreme Court of New Hampshire in the case of Stillings vs. Gibson, one who contracts to haul and deliver lumber on the cars at an agreed price, to be paid when it is sold in market and the avails received has no lien thereon at common law for his labor.

CHattel Mortgage—Attachment.

An attachment of mortgaged personal property by the holder of the mortgage, in an action founded in part upon a note for which the mortgage is held as collateral security, which is defeated by forcible seizure of the property by an officer claiming it under a prior attachment, is not a waiver of the mortgage as to such prior attachment.—Ellmiwood vs. Holt, Supreme Court of New Hampshire.

MASTERS LIABILITY FOR INJURY TO EMPLOYE.

The United States Supreme Court is of the opinion that the obligation of a master to provide reasonably safe places and structures for his servants to work upon does not oblige him to keep a building which they are employed in erecting, in a safe condition at every moment of their work, so far as safety depends on the due performance of that work by them and their fellow servants.

PERSONAL INJURY—REASONABLE CARE.

In the opinion of the Supreme Court of Illinois, although a railway company may omit the statutory duty of ringing a bell or sounding a whistle at a public road crossing, still a party claiming to recovery for an injury in consequence of such omission of duty, must have used due care and caution. The negligence of the company does not absolve him from all care. The plaintiff in such case, to recover, is required to exercise such care as might be expected of prudent men generally under like circumstances.

Available Timber for a Son-in-Law.

Young Galacious Middleton saw Judge Maleland's daughter, and immediately allowed his soul to go forth and worship at the shrine of serene beauty. The young lady consulted not her shrewd father, but upon demand, surrendered her heart. Several nights ago, young Middleton, after having spent two delightful hours in company with the young lady, entered the judge's library just as the legal gentleman, in writing an elaborate opinion concerning the case of Johnson vs. Fatterson, had made his pen say: "Patterson undoubtedly stole the hog." "Good evening, judge?" "How are you?" shoving up his spectacles, and regarding the young man with a why—this—intrusion stare. As the judge had omitted to extend the courtesy of a chair the young man remained standing for a time, and then said: "I suppose I may sit down?" "Yes, I suppose you may. Don't know of any particular force to keep you from it."

"Thank you," seating himself. "Judge, I have stepped in to consult you concerning a very important matter."

"Do you desire my opinion as a lawyer, sir?"

"No, as a father. I love your daughter."

"You don't tell me so."

"Yes, sir, I love her, and I want your consent to our marriage."

"Oh, I have no objection to your marriage, young fellow, but—if you will grant me the right—I would rather my daughter would marry some one."

"Am I not some one, sir?"

"I don't know. You have not told me your name."

"Excuse me."

"Excusable sir. You needn't tell it."

"Oh, yes, I will tell you. I am Galacious Middleton."

"You shall not have my daughter."

"Why?"

"You cannot support her."

"I have an excellent business."

"Yes, but not enough to support a wife as she should be supported."

"My sales are enormous."

"Makes no difference."

"And I think of making an assignment in a week or so."

"What, make an assignment? Then, by jingo, you shall have her. I was afraid, sir, that you had not the proper business capacity, but I now see my mistake. Will you have preferred creditors?"

"No, will beat them all alike."

"Ah, hah! Assets how much?"

"About three thousand in stock."

"And liabilities?"

"Seventy-five thousand."

"Say," exclaimed the judge arising. "Stay here until I come back with the preacher," and as he closed the street door he mused: "Cannot afford to let such valuable son-in-law timber escape."

J. P. Anderson has removed to his new brick block at Saranac.

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

Boots and Shoes, Clothing, and Bank Deposits.

From the Detroit Free Press.

The head of one of the largest houses in the jobbing trade in boots and shoes in Detroit was asked yesterday as to the state of trade.

"From January to July," he replied, "our sales fell off about eight per cent, and our cash receipts about a little more than ten per cent, as compared with the corresponding period in 1883. You see the country was poor last year, and we were perfectly willing that our customers should buy fewer goods. We confine our operations exclusively to Michigan, and have watched the business pulse throughout the State very sharply."

"How do you find collections?"

"Extremely light. Thus far we have had no benefit from this year's excellent crops. Country merchants are not crowding the farmers, and as a natural consequence we are going easy on country merchants."

"What is the outlook for the autumn trade?"

"The promise is for a fair average, and I think there's no doubt that we shall get it. Trade generally, however, is overdone; there are twice as many men in every little village as there ought to be."

A manufacturer and jobber of clothing was also asked a like series of questions. In reply to the inquiry, how is trade? he replied with a humorous twinkle:

"First-rate. The only thing we need now is customers, but we live in hope."

A banker on being approached concerning money said:

"Deposits in local banks have steadily increased during the last ten days. The national banks of Detroit suffered in three months, beginning April 24, an aggregate withdrawal of \$1,400,000, but there is going to be a continued gain from this time onward, I think. By the middle of August collections will have begun to boom, and then we shall certainly see an improvement all around the commercial circumference."

TACKS AND NAILS

EVERY KIND AND SIZE.
—ALSO—
Trunk, Coat and Finishing
Steel Wire Nails and Brads.
American Tack Co.,
FAIRHAVEN, MASS.

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.

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 cts.
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..... @ 65
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..... @ 82 1/2
Other makes..... 75 @ 77 1/2
Best cotton chain..... 60 @ 62 1/2

ALL WOOL SUPERFINES.
Best 2-ply..... 57 1/2 @ 60
Other grades 2-ply..... 52 1/2 @ 55

WOOL FILLING AND MIXED.
All-wool super, 2-ply..... 50 @ 55
Extra heavy double cotton chain..... 42 1/2 @ 45
Double cotton and wool, double..... 35 @ 40
Heavy cotton and wool, double..... 30 @ 32 1/2
Half d'l chain, cotton and wool, 2-ply..... 27 1/2 @ 32 1/2
Single cotton chain..... 19 @ 25

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

OIL CLOTHS.
No. 1, 4 1/2, 5 1/2, 6 1/2 and 8 1/2..... @ 45
No. 2..... @ 37 1/2
No. 3..... @ 30
No. 4..... @ 25

MATTINGS.
Best all rattan, plain..... @ 62 1/2
Best all rattan and cocoa, plain..... @ 52 1/2
Napier A..... @ 50
Napier B..... @ 40

CURTAINS.
Opaque shades, 38 inch..... @ 15
Holland shades, B finish, 4 1/2..... @ 18
Pacific Holland, 4 1/2..... @ 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..... 95
Louisville Cement, per bbl..... 1 40
Akron Cement per bbl..... 1 40
Buffalo Cement, per bbl..... 1 40
Car lots..... 1 15 @ 1 20
Plastering hair, per bbl..... 83 @ 88
Stucco, per bbl..... 1 75
Land plaster, per ton..... 4 75
Land plaster, car lots..... 3 00
Fire brick, per 1000..... \$27 @ 28
Fire clay, per bbl..... 3 00

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

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:

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

TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.

*Detroit Express..... 6:00 a m
*Day Express..... 12:25 p m
*New York Fast 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..... 3:20 p m
*Grand Rapids Express..... 10:25 p m
*Daily except Sunday. *Daily.

The New York Fast Line runs daily, arriving at Detroit at 11:50 a. m., and New York at 9 p. m. the next evening.

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

The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 8:45 p. m. next day.

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

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

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 10:00 p m
*Mixed, with coach..... 10:30 a m 10:30 a m

GOING WEST.

*Morning Express..... 12:40 p m 12:55 p m
*Through Mail..... 5:10 p m 5:15 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 10:00 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.

Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving 5:10 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.

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

D. J. PETER, 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 & G. Rapids Ex. 9:20 a m 10:25 a m
Ft. Wayne & Mackinac Ex. 3:55 p m 11:42 p m
G'd Rapids & Cadillac Ex. 7:40 p m 7:40 p m

GOING SOUTH.

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

All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

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

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

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

Chicago & West Michigan.

Leaves. Arrives.

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

*Daily. *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..... 4:10 p m 8:30 p m
Express..... 8:30 a m 10:15 a m

Trains connect at Archer Avenue for Chicago as follows: Mail, 10:30 a. m.; express, 8:40 p. m.

The Northern terminus of the Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

I. H. BAILEY, 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

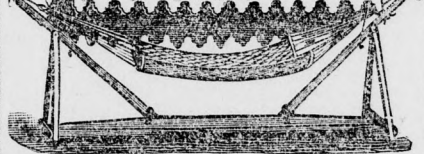
Fox, Musselman & Loveridge

Factory Agents for Western Michigan.

ALBERT COYE & SONS

State Agents for

WATERTOWN HAMMOCK SUPPORT.



Dealers in
Awnings, Tents, Horse Wagon and Stack Covers, Oiled Clothing, Etc.
73 Canal Street,
GRAND RAPIDS, MICHIGAN.

Send for Prices.

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.

240 Monroe Street, Grand Rapids, Mich.

The Old Reliable

Pioneer Cigar Factory,

H. SCHNEIDER & CO.

PROPRIETORS.

21 Monroe Street,

Grand Rapids.

The following brands are our own make and Union labelled goods: Dick and George, Peninsular Club, Los Dos, Sehr Fein, Louise, Mocking Bird, Evening Star and K. T. We are jobbers of all kinds of Tobaccos and Smokers' Articles.

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.

The Michigan Tradesman.

PENCIL PORTRAITS—NO. 25.

Henry Ward Beecher, Better Known as "Had."

H. W. Beecher—not the Brooklyn edition, but the Grand Rapids disciple of orthodoxy—first saw the light of this world at La Grange, Ind., August 31, 1858. There he lived with his parents until fourteen years of age, when he removed with them to this city, immediately entering the employ of H. M. Hinsdill, who at that time operated a book and stationery store at the present location of the new Fourth National Bank building. He remained with Mr. Hinsdill until the consolidation of his business with that of Eaton, Lyon & Allen's, clerking and traveling on the road. On the retirement of Mr. Hinsdill, he engaged to travel with the surviving firm, taking as his territory all available towns to the east and south. He continued his visits to the trade with uninterrupted regularity until a few months ago, when he was promoted to the situation of buyer and house salesman. He still sees the trade in a number of the larger towns, however, and has lately engaged in the book and stationery business on his own account at Traverse City under the firm name of Beecher & Kymer—a venture which promises to yield good returns.

Mr. Beecher's success as a salesman—and every one who knows him will agree that he is an unqualified success in that branch of business—may be attributed to the fact that he is social, active and accurate. He is a born worker and carries into his work all the enthusiasm of youth, tempered with the experience of ten years' service on the road. He possesses the respect of his trade and the confidence of his house. Aside from his business qualifications, he is an expert billiard and pool manipulator, and has the reputation of being the best amateur base ball catcher in the State. It is not predicting too much to state that "Had." Beecher has a promising future in store for him.

A Man of a Million.

"While you are talking of remarkable men," said a veteran traveler the other day, you ought not to omit mentioning Barnes, up at Traverse City. There is not an article in Hannah, Lay & Co.'s immense stock that he does not know its cost, where it was bought, what it is worth to-day, and how much it ought to be sold for to realize a reasonable profit. Of course he does not attend to all the details of buying, as he has heads of each department for that purpose, but he is consulted on all round orders, and I have never known him to err in judgment. The mass of information he has accumulated during his business career is almost beyond belief. I don't think any specialty man can tell him anything new, although he would allow the man to carry the idea that his knowledge of the subject was acceptable. When you come right to the bottom of things, Hannah, Lay & Co. owe more of their wonderful success, as merchants, to Mr. Barnes than to any other feature, and that is saying a good deal."

Wanted for Crazy Work.

"Why do you punch those pieces of silk full of holes?" asked a customer at one of the leading dry goods stores of a man who seemed to be wasting his time in ruining scraps of beautiful material.

"I am not doing this for amusement," said the clerk, "but am aiming a blow at a fraud. All merchants send samples of any goods desired by out-of-town buyers, but since the mania for crazy quilt work the demands have been so heavy that we finally suspected that there was some other object besides the purchase of dress material, and our order book revealed the fact that but a small percentage of the orders for samples resulted in a sale of goods."

"Among merchants now the rule is that the samples sent out shall be defaced either with the stamp of the firm in indelible ink or by perforation. Samples of silk are now put up in different-sized packages and sold at a small figure especially for crazy work. You will find this to be a heavy business just now with all the silk mills of the country."

White Ties All the Rage.

"There are more white ties worn this year than ever before," observed a dealer in gents' furnishing goods to a reporter the other day.

"Why is it?"

"I suppose it is the fashion. Then one reason for the increase is that the ladies now wear the same ties as the men. Open shirt-bosoms and low-cut vests are coming once again to be popular, and of course a man can't wear a cravat or anything cut after the style of the 'dirty shirt hider' with a low vest. After all a white tie is the best thing for summer wear. It is cool, light, it always looks well and is never out of place."

"Do you sell many of the kind of ties that will stand being washed?"

"None at all, so to speak. A white tie can only be worn once, or ought only to be worn once, and then thrown away. They are cheap, and one can pay for looking cool and clean."

Silent Men.

"Your characterization of I. M. Clark as 'solemn and silent as a sphinx' would also have applied to D. D. Cady several years ago," said an intimate friend of both gentlemen, "but of late years he has grown more affable, and is now about as talkative as the ordinary run of men. But when you come to sphinxes, you ought to see Fred Morrison, who is attending to J. H. Thaw's brokerage business in the latter's absence. He comes in the store, opens up his samples, and if we do not need anything in the line goes away

without saying a word. For silent men, he deserves to take front rank."

"Beer and Bluing."

"I went down to Lansing one day several years ago," said Frank Plumb, the elongated head of the firm of Plumb, McCausland & Co., the Saginaw jobbers, "and some of our customers at the Capital City undertook to get me drunk. How well they succeeded, and how near they came to getting drunk themselves, may be inferred from the fact that I sold them that day 117 boxes of bluing. They afterwards kicked like steers, but I would not take the stuff back, and the most of it was a total loss on their hands. To this time, that day is spoken of as 'Beer and Bluing.'"

Miscellaneous Trade Notes.

Chas. Brown has engaged in the harness business at Saranac.

Huebner & Eggert have engaged in the grocery business at East Saginaw.

The Cheboygan Lumber Co. is having piles driven for 200 feet dock extension.

The Gallien handle factory will turn out over 1,000,000 broom handles this year.

The Kalamazoo Cornice and Roofing Works are a new and promising institution.

M. A. Potter will shortly engage in the grocery business at Oakfield Center, occupying Walter A. Williams' old stand.

D. R. Stocum has arranged to build a double brick building, 40x80 feet in size, one story high, at Rockford the coming season.

H. Colby & Co. have moved into their new brick store at Rockford. The building is 42x70 feet in dimensions, and two stories high.

C. V. Haynes has sold his drug stock at Remus to E. M. Greenwood, who has removed it to Pompeii, where he will engage in business.

The general store of C. T. Sawyer, at Tustin, was destroyed by fire on the 29th, together with a portion of its contents. Loss, \$1,500; partly insured.

Townsend & Gannon, dealers in groceries and meats at Whitecloud, have dissolved. J. C. Townsend will conduct the grocery business and Richard Gannon the meat market.

Good Words Unsolicited.

W. A. DeHart, general dealer, Vickeryville: "I like your paper."

Chas. Glasgow, general dealer, South Cass: "Your paper is the boss."

Whitinger & Barras, crockery, Ionia: "Your paper is of great interest."

Marshall N. Dilley, grocer, Irvington: "I could not live without your paper."

A. J. White, general dealer, Bass River: "Please keep sending along the paper, as I like it very much."

L. Averill & Co., general dealers, Frankfort: "THE TRADESMAN is the boss paper, and is what every business man wants."

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.

MUSKEGON BUSINESS DIRECTORY.

ANDREW WIERENGO,

Wholesale

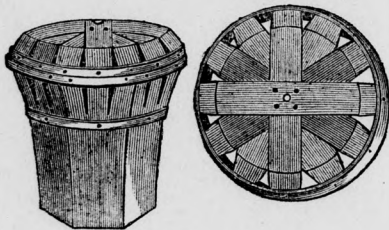
GROCEER,

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.

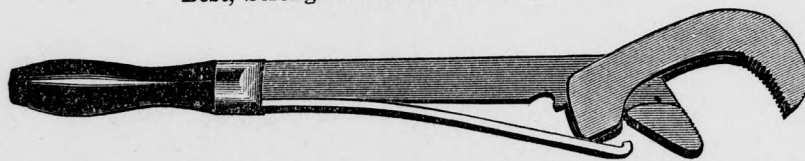
Stores in Opera House Block, Packing and Warehouse Market and Water Street.

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.



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.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

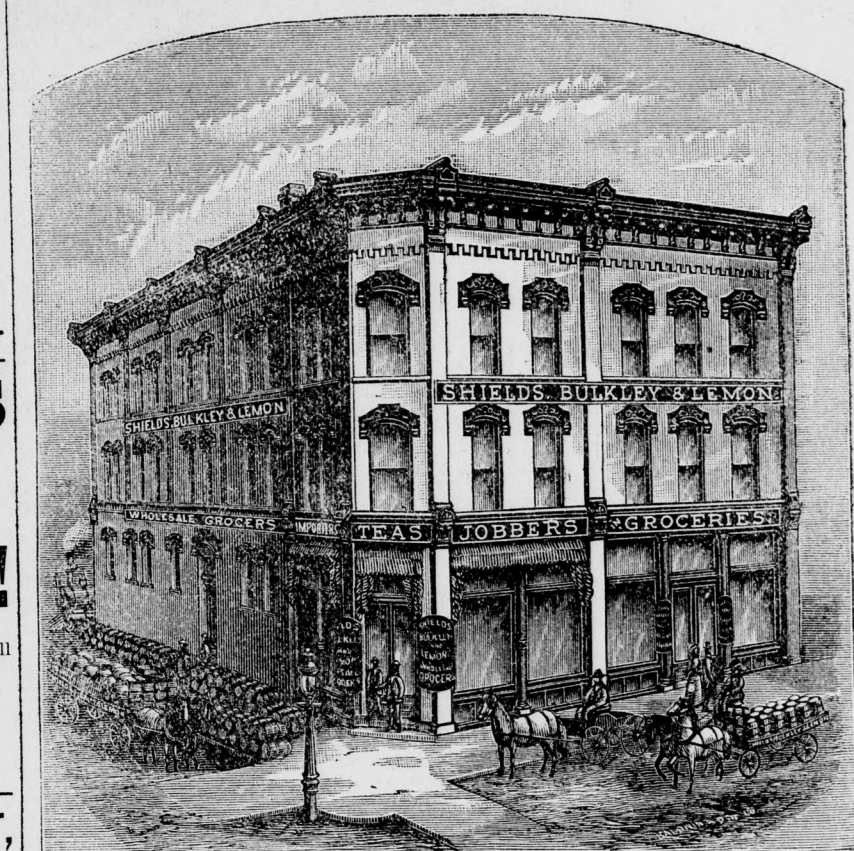
LOVERS OF A GOOD SMOKE

ALL USE

Eaton & Christenson's

L. C. B. CIGAR.

SHIELDS, BULKLEY & LEMON,



IMPORTERS

—AND—

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:

Aeme,	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
Hofford's	A. Lusk & Co.'s California Peaches.
Piccadilly	" " Green Gages.
Colman's	" " Apricots.
James Epps'	" " Breakfast Cocoa.
Choice Brands of French Peas.	" " Pears.
" " Mushrooms.	" " Quinces.
" " Italian Macaroni, 1 lb pkg.	" " Grapes.
" " Vermicella.	" " Cherries.

Queen Olives, 16 oz and 37 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.