

# The Michigan Tradesman.

VOL. 1.

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NO. 7.

## MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

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### MEETINGS:

Annual Meeting—December 28, 1883.  
Last Regular Meeting for 1883—December 1.

### MRS. PARTINGTON'S COMPANION.

#### How a Clever Commercial Traveler Overcame the Old Lady.

B. P. Shillaber, in Commercial Travelers' Magazine.

After spring cleaning was over and the two weeks' spring vacation in the Deep Cove Grammar School had commenced, Mrs. Partington gathered like and other traps together for a brief journey to the seaside. It was rather early in the season, she knew, but as she expressed herself, "the room at the beach at such a time was not so circumcised, and people could act just as they wished, if they desired to, and be happy in proportion as they enjoyed themselves." And so she and Ike started over the Eastern Railroad for a popular destination along the beaches, the boy happy in his release from school. The boy was very happy. So much so, indeed, that he set seven children crying, provoking the anger of seven mothers, put peanut-shells in the conductor's pocket, reached with his feet under the seat in front and kicked the heels of an old gentleman asleep over his paper, run up and down the aisle half-a-dozen times, jolting right and left, and ended with kicking over a lunch-basket that protruded, and scattering the edibles on every side,—here a doughnut and there a pickle,—to his great glee. At length he took a vacant window, and gazed on the flying landscape, while Mrs. Partington, oblivious as to his doings, sat half asleep, rolling like a Chinese mandarin as they flew along.

"Is this seat occupied, madam?"  
Mrs. Partington had seen dimly a young and bright-looking man enter when they stopped at a way-station, and was wide-awake enough to realize this, and, moreover, that he had a small valise in his hand, a paper package, and an umbrella. I forget how old it is a woman must be when she fails to appreciate the attractions of a nice-looking young man, but the voice inquiring if the seat was occupied startled Mrs. P., and she said "No," quite forgetting Ike, who still was on his knees before the window, and seeing how very agreeable the young man looked, she thought she would not subject him to seek further. Therefore she repeated the "No," adding, "sir—to it, and he took the seat, first putting the umbrella and parcel on the rack over her head, and his valise beneath his feet.

"Fine day for travelling, num," he said, in a gentle voice.  
"Yes, sir," she responded, "the air is very invigorating, and the late rain has made the atmosphere quite moist and humid."  
"Humid, perhaps you meant to say, pardon me," he replied.

"Oh, yes, thank you; I frequently make such mistakes," she replied; "but as Deacon Hanson was wanted to remark, 'A mistake aint no haystack, and to err is humane.'"  
"Cheese it!" said a boyish voice in the young man's ear, who turned around, somewhat surprised, to meet the mischievous look of an urchin who leaned over the back of the seat. He was about to make an angry demonstration when the old lady interposed.

"Isaac," said she, "you must be more reprehensible before strangers."  
"I'm behind him," said Ike, with a grin.  
"Did I catch the boy's name aright?" asked the young man, with a smile. "Is this Ike, and am I in the honored presence of Mrs. Partington?"

She modestly admitted that such might be the case, but immediately diverted the conversation to external subjects.  
"Are you an admirer of national scenery?" she asked.

"I am," try me," was the young man's reply, and a man on a seat near by laughed aloud.  
"I do so love out-door landscape," she continued. "The lovely rocks and rivers and ambiguous woods fill me with delight. There is not that view charming, with the gentle hill and the villain on top?"

She meant villa, of course, but a load of bricks on a side-track intervened, and the view was cut off forever.  
"This is a very interesting country that we are passing through," said the young man.

"Has it any hysterical interest?" she asked.  
"Yes," he replied, "there's Salem, that we just now passed, where Cotton Mather roasted all the homely old women for witches,—hundreds of 'em; and Beverly, celebrated as the birthplace of the bean; and Hamilton, where Roger Williams established the first camp-meeting; and yonder, where you catch a glimpse of blue water between the trees, is the place where Christopher Columbus landed."

"Dear me," said Mrs. Partington, "how very interesting! Have you traveled much?"  
"Yes, my dear madam," was the reply. "I am of a traveling family. I live mostly upon the cars, and am just returning to my home on my semi-annual visit, having to my home in Boston only long enough to buy a few trifles as family presents,—at the great sale, you know, of Lady Doldrum's effects, in Beacon street. They're in the bag underneath my feet."

"What did the lady sell out for?" the old lady inquired.  
"Oh," was the reply, "for many reasons. In the first place she was dead, and didn't want 'em any more. Perhaps that was reason enough."  
"Most decidedly," said the dame, with a smile.

"Perhaps you would like to see them," the young man said, reaching down to take up the bag.

"Bless me, yes, by all means."

"I invested chiefly in cosmetics," continued he, "articles for the toilet, intended not only to beautify, but to restore beauty when so far faded that the original texture cannot be perceived. Lady Doldrum was a hundred and ten, and she was never set above forty-five by those who took the census."

"Indeed!" said his eager listener.  
"Yes," he went on, "and those who never had any beauty at all, by applying this 'Balm of the Begum' lotion, may become celebrated enough to draw a ten thousand-dollar prize in a moral circus."

Ike had drawn near and was overlooking the property.  
"There, my little fellow," said the young man, "don't handle that soap unless you wish to buy a cake, of which I have several. That soap is made from the oil of spikes, and is a sure antidote against mosquito-bites."

"An antidote against mosquito-bites must be invulnerable," said Mrs. Partington, "and as you say you have purchased a number of cakes, I wish you would sell me a cake or two."

"Certainly; there are three, which you can have at cost,—seventy-five cents,—delighted to accommodate you. I bought a larger lot of the lotion than I need, and it strikes me that it would heighten and restore your beauties of complexion that time has somewhat tried. I would not press the matter, of course, but one so celebrated should take all the pains possible to preserve features that may be cherished as part of our native scenery. I can spare you a couple of bottles of the preparation, for which there was great competition among respectable old ladies at the sale. Two bottles? very well. I am pleased to accommodate you. Two dollars. Thank you."

"Is it to be put on extraneously?" she said.

"Externally, yes. And that reminds me of a little joke that occurred at the sale. One asked the auctioneer if the wash was to be applied externally, and he said, 'Yes,' adding in a tone that the questioner did not hear, 'and externally, I should judge, in your case, before it will make you beautiful.' Ha, ha, ha! Impudent, but good, wasn't it?"

"But how will it infect me?" the dame inquired.  
"Excellently well," he said, "because it has something to work upon, and your face very much resembles that of Lady Doldrum."

"What is in the other packages?" she asked.

"Oh, they are preparations for a similar purpose as the 'Begum,' and excellent things, too, which I should be pleased to show you. This is the greatest com-malligator in the world. Lady Doldrum cured herself with it, and was thereby enabled to wear shoes two sizes too small for her. Fact, I assure you. That package contains a disinfecting vinegar, called the 'Citric Sampson,' so strong that when applied as a purifier the servants have to wear a handkerchief over the head securely tied under the chin, to prevent the blowing the top of their skulls off by its pungency."

"Dear me," said Mrs. Partington, "it must be dangerous to have it lying round where there are children."

"Not at all. We were told that it was composed of harmless acids, the stings of which had been extracted, and this is Newburyport, madam, named to distinguish it from 'Old Berry Port,' a favorite resort for seafarers, kept by old Mr. Berry, down below. The town is likewise celebrated for being the former residence of Lord Timothy Baxter, the author of Baxter's 'Saints' Rest,' the ruins of which are plainly to be seen. And this," he continued, "is the celebrated 'Salt-Rheum Eradicator,' which, we were told, was used by Lady Doldrum with great success. The auctioneer, who seemed to be a very truthful man, said she was so afflicted with chaps in her younger days that she had to wear boxing-gloves at her dress parties, and that, after using this ointment, her skin became as free as an infant's. Please smell its delicate odor. This cannot be beat."

"It is very odious," said Mrs. P., giving it a long sniff, "and not at all like beet. I should say it smelt more like parsley. But I have no room for it, and I am going to the beach."

"Well, my dear madam," urged the young man, "you will need it there, for the air is salt and the room is plenty. You had better take a box."

She took one, of course, and conversation continued uninterruptedly.  
"This is Greenland," said the young man as they stopped at a station; "you can see the 'icy mountains' ordinarily, but to-day, I am told, they are taken down for repairs. 'India's coral strand' is very near here."

At Portsmouth the nice young man got out with his valise, umbrella, and parcel, bidding Mrs. Partington a warm farewell, and begging her to write to him her opinion of the purchases she had made.

"What young man was that," she asked the conductor.

"He's a drummer," was the reply; "Camphor, Cantharides & Co."

"Well, I declare," she mused, "only a drummer, and yet he has enough malady in him to make a whole brass band. What have you got there, Isaac?"

"'T is a brush that fallow dropped," said he, painting the car window next him vigorously with water held in the car dipper, "we'll give it to him when we come back."

"I hope you didn't abstract it," said she. "That," said the old gent on the front seat, looking back, "is an abstract proposition. But what he meant she didn't know. He kept, probably, but he laughed, and Ike kept on dabbing the window with the new brush."

Their destination at Old Orchard was gained, where they found all the room they wanted, and it was a matter of surprise to the old lady, when she asked about the faith cure, to learn that it was not bottled and for sale, like Congress water.

I intended to weave a moral for this sketch, but to save my life I don't know how to do it, and therefore must beg the reader, if he sees one, to put a pin in it and stick it to the wall like a rare butterfly.

"There is one thing connected with your table," said a commercial traveler to a Western landlord, "that is not surpassed by the best hotels of Chicago." "Yes," replied the pleased landlord; "and what is that?" "The salt."

## He Wasn't Her Pa.

A young woman went to the depot to meet her father. As the train came in she saw a middle-aged man, who resembled her parental relative, and she rushed into his arms, huddled down on his bosom, kissed on the mouth, the ear, the chin, and all over his patent celluloid. It was not her father, but a middle-aged drummer for a tobacco house. He took a long breath, and looked around at some other drummers, and winked, as much as to say, "Oh! I'm such a dude!" Of course the scene could not last a minute, though he wished it could. After a climatic hug, she looked up in his face and shrieked, "You are not my pa?" He said probably she was right, as he had been on that route only eleven years. She asked his pardon, and he told her not to mention it, "we public men should always hold ourselves in readiness to support those who need it." She smiled a sweet, sad, blushing smile, and went out into the wide world, and the drummer walked to the hotel with the other drummers, twenty kisses and six hugs ahead of the game. They asked him if it didn't make him feel ashamed to have such a mistake made, and he said no, it was all right. He said of course it might look queer, but those things occurred very often to him, as they would occur to any fine-looking man. Besides, the girl probably enjoyed it. Then they asked him why he did not wear his diamond breast-pin on such trying occasions. He looked at his shirt-front, and it was gone. While he had been wishing her to play the daughter she had burglarized his shirt. He fainted, and when they had brought him to be said: "Tell my family I died with my face to the foe."

## Winning Over a Tough Customer.

From the Commercial Travelers' Magazine.

Not long ago a Hartford Commercial Traveler was warned of the crusty disposition of a retailer in one of the central New York cities, and informed that while he had better call upon him, the firm would not be disappointed should he fail to transact any business. "I'll sell him," said the Hartford boy, confidently. Arriving at the city in question, he paid his first call to the man he had been warned against. He found him sitting on a high stool before a desk, pouring over the pages of a ledger. As the Commercial Traveler entered he just turned his head, took in the sample-case, and said: "Humph," and went on with his figures. After a lapse of five minutes he said, without looking up:

"If you a drummer I don't want to see you, so don't waste time here."  
"But I'm not a drummer," was the reply.  
"What are you, then?" inquired the retailer.

"I am an ambassador of commerce," answered the salesman, nothing daunted.  
"Ambassador what? well, I can't talk with you."

"If you only know it, there's a man in one of the leading institutions in Hartford that would give a hundred dollars to talk with me."

"What sort of a man is he?"

"He's deaf and dumb."  
At this response the retailer came down from his high stool, and before he left, the Commercial Traveler had his name in his book for a handsome bill of goods.

## The Wise Man.

No wise man will set out on a journey without providing himself with at least fifty cheap cigars. Those which can be bought for two cents are just as good as those sold for a dime, and the gift of one is rewarded with just the same courtesy. You are in a hurry to change trains and recheck baggage. The checkman don't care two cents whether you are left or not, and the chances are that you would be left but for the cigar. Edge up to him and drop the cigar into his fingers, ask him to recheck you to Greenville, and you are fixed in six seconds. Hours later, when he comes to sit down and smoke, he may remember your phiz and bless it,—but you are far away. The brakeman on the passenger train studies gruffness. You can't offer him money, nor ask him to take a glass of beer; but if you want to know exactly how long you have to wait at Walton Junction, and how long it takes you to run from there to Traverse City, just tender him a two-cent cigar. His gruffness will melt and run all over his face, and he will feel himself bound not only to answer all inquiries, but to tell you how to save two dimes in getting your dinner at the restaurant. In fact, the influence of a two-cent cigar is almost boundless. It will stop any citizen and make him feel happy to answer a dozen questions. It will direct you to the best hotels, point out the best sights, make street-car conductors talk, give you the best seat in the omnibus, and accomplish all that gold and silver can do.

However much the farming classes may complain of the vicissitudes of the season and the consequent uncertainty of agriculture, yet there are more elements of certainty in this industry than in any commercial or manufacturing enterprise. Statistics of business, records of bankrupt courts, the experience of merchants and manufacturers, all go to prove this proposition. The abject poverty and real suffering which exist in large cities and towns are largely out of proportion to the population as compared with the rural districts.

A Savannah factory is producing daily four tons of excellent paper made of rice straw and palm leaves. The paper is said to be of superior quality and can be manufactured twenty per cent cheaper than paper made of jute butts and rags. Up to within a short time rice straw and palm leaves have been allowed to go to waste. They now yield to this factory about \$100 a day.

On authority of the *Grocer*, a barrel of pickles should contain from twenty-eight to thirty gallons, and the net weight should be about 160 pounds for common pickles. The vinegar used in manufacturing common pickles weighs about eighty-eight pounds, and the pickles seventy-two. Gherkins or fine pickles weigh somewhat more.

Worth, the Parisian man-milliner, is not an invalid, as reported. He is 55 years old and is growing fat and bald. He furnished the costly dress for the Zarina at her late coronation, as well as many of the wardrobes worn by the princesses and royal ladies on that occasion.

Mein Gott, Isaac! mark up everyding in der store three hundred and fifty fer cent. Here comes a man vot wants trust.

## OWNERS OF MILLIONS.

### How They Have Multiplied in the Present Generation.

Writing of his favorite *bete noir*, the millionaire, John Swinton, of New York, says:

Once upon a time old John Jacob Astor was tottering along Broadway, near Union Square, when a friend in my company pointed him out and said: "That ancient is a millionaire—he owns a million dollars." I had never before up to that time of my boyhood, heard of such a being, and so he was of course a curiosity. "A millionaire—a million dollars all his own!" He was a wonderful spectacle. "Are there any more of them?" was asked, to which my friend replied: "I've heard of but half a dozen in the country—old Stephen Girard of Philadelphia, dead John McDonough of New Orleans, and two or three others in this town." It seems but a few years since this dialogue took place; yet it was before Commodore Vanderbilt and A. T. Stewart had piled up their first million.

What a monstrous crop of millionaires we have grown among us since then, is seen by the fact that the *World*, a few weeks ago, published the names of 200 of them living in this city, and it appears from letters sent to the *World's* editor that many of them were left out of the list. The city of Boston, according to the *Globe*, can show up over 100 of these millionaires, and you have no difficulty about hunting up many more of them, beside decuple millionaires and quinquagintuple millionaires, in San Francisco, St. Louis, Chicago, Philadelphia, Cincinnati, and other places. Besides our long string of millionaires, we have now here the centuple millionaire and the bi-centuple millionaire; and perhaps there is truth in the remark made about the king of them all, that "as soon as he got to be a millionaire, he was seized with the mad ambition to become a billionaire."

The editor goes on to quote "Gath," who estimates Wm. H. Vanderbilt's fortune at at least \$200,000,000, and his income at \$10,000,000 a year. Then Mr. Swinton quotes the *World*, which, after saying that Vanderbilt's income is \$15,000,000 a year, adds: He has \$45,000,000 in government bonds. He has \$20,000,000 in Lake Shore and New York Central, probably more of it in Lake Shore. He has \$10,000,000 in Northwestern stock and bonds. He has stock in the Red Line and other freight companies, and the Wagner company. He has something in Michigan Central. In April last, when he held \$40,200,000 in government bonds, his quarterly check for interest upon them was \$402,000, so that his annual interest upon that amount of government bonds for the present year is \$1,608,000.

No fortune was ever accumulated by any individual in England equal even to the present fortune of Mr. Vanderbilt. The largest personality was that of Mr. Brassey, the great railroad contractor, \$30,000,000. The next largest was that of Mr. Morrison, dry goods, \$20,000,000, with real estate equal to some \$2,500,000 more. The Duke of Westminster's realty can fall little short of \$100,000,000, but his father only left 4,000,000 personality, and this included a famous collection of pictures. Queen Victoria herself, who has always been a miser greedy for money, is not, as a private individual, worth more than \$10,000,000.

The great nabobs of the East Indies, the wealthy slaveholders of Brazil, and the monarchs of continental Europe have no fortunes that will compare with that of this New Yorker. In old Rome there were no such capitalists as W. H. V. Pliny estimates the fortune of the wealthy Crassus at a sum that would amount to but \$10,000,000 in our money, though historians say that the enormous wealth of the millionaires of Rome was one of the worst signs of her decadence."

## Keep Your Measures Clean.

From the New York Commercial Enquirer.

"I never go into that store, because the measures don't look clean," said one lady to another in our hearing.  
"Neither do I," was the reply, "because I slipped on some greasy stuff that was on the floor the only time I was there."

Here are a couple of hints for the retail grocer. Two customers lost for the want of a little care! The case is by no means an exceptional one. There are lots of others just like it. We have noticed them ourselves, and have no doubt that others have also done so.

We have seen tea and sugar weighed in scales that were very plainly innocent of the good effects of a cleaning, for several weeks, at least. Some people do not object to such trifles, but anybody who is an admirer of soap and water will look up a store where they are occasionally used on the premises. There is always plenty of soap in a grocery store, and customers should be treated to an occasional example of its good effects. Keep your counters, scales and measures clean and bright. Take a knife and scrape off the weights once in a while. If dirt collects on your pound weight for instance, you are selling overweight without knowing it, so that cleanliness in that respect will prove profitable to you.

Don't let any meat clippings or other greasy substances lay around on your floors. They will attract rats and drive away your customers. Keep a box near your meat block and throw all the waste into it. It will do no harm either, if you keep the box out of sight.

If you have a box of oranges, lemons or other fruit displayed to view, put clean sheets of white paper around it. They will make it look twice as attractive. If you have any decayed fruit or vegetables throw them away. Don't let them remain in the basket with good articles, they will injure the sale of the latter.

After taking a bushel of coal out of your coal box shovel up what falls upon the walk. Loose pieces of coal do not improve the appearance of a sidewalk, and, besides, passers-by may slip on them, and they are sure to attract a crowd of small boys who will amuse themselves by throwing them around the street.

There are very many such trifles that should be looked after. It does not take much time to attend to them, and they are really important. Whenever any of them falls under another's observation he will surely call attention to them. In the meantime, let every man look out for himself and see what errors and omissions he can rectify.

## PEDELOLOGY.

### A New Science That Promises to Take Front Rank.

A clever writer in an Eastern paper thus discourses on what he proposes as a new science:

Pedology, the language of the foot, is a theme new to most of our learned professors, and possibly of too lowly nature to attract their attention, yet it wells vast influence upon the world. Observe the variety in the size, shape and general characteristics of feet. Examine them in each individual part, then in their entirety, and heed the lessons there taught.

The foot is a marked feature amongst peoples. One's nationality is readily distinguishable by their feet. Thus the French foot is of medium length, with small heel, and slightly tapering towards the toes, with but little hollow beneath the instep, and denotes restlessness, courage, and irritability. The English foot is long, broad and thick, with large heel and low instep, indicating determination, hardihood, self-reliance and untiring perseverance. The German foot is broad, thick, flat, and of uniform width from heel to toe, showing careless, phlegmatic sluggishness, with a mind readily susceptible to influence if properly manipulated. The Irish have narrow heels, high insteps, short feet usually, indicating strong attachments, generosity, patriotism and fondness for personal encounters. The Scot's foot is a combination of the English and German, and is equally adapted for Highland or Lowland life, since, owing to the peculiar formation of their feet, they can climb up or down the steepest hills with ready facility, and for this reason they make good soldiers and the best like Oscar Wilde—who is an exception amongst his English brethren—denoting fondness for epicurean delicacies.

The American foot must be divided into several types, since to each of the various latitudes of our country belongs a distinct style of foot. The New Englanders have long, narrow, elastic feet, firmly fitted to the ankle, with projecting heels, clearly intended for mountain climbing, and therefore adapted to the character of their country. These indicate lofty aspirations, perseverance, indomitable will and rare genius.

The people of the Middle States have feet of moderate length, rather broad, with wide, flat heels, and when these feet are planted in any spot they are there to stay. They mean energy, determination, fondness for official station, and acquiescence.

The Southerners have short, narrow feet, perfectly rounded heels, high arching insteps, with quite a curve beneath, and these perfectly exemplify their character. In that the South is of luxurious tastes, easy and indolent, ordinary, but firm, decided, and at times imperious, yet withal kind and amiable, open-hearted and free-handed, but with decided disinclination to manual labor.

I offer this general outline of a new branch of science, hoping that it will prove of interest and benefit to each of you.

## Telling How to Make Butter Sweet.

An enterprising Philadelphia woman is reported to have been doing a good business by advertising to furnish a new and infallible process for making strong butter perfectly sweet. The recipe would be furnished to applicants who enclosed 25 cents in stamps to "D. F." in care of the paper containing the advertisement. The following is said to be the "Great Dairy Discovery": "It will be evident to all that as long as butter is strong it cannot be sweet. The first step, therefore, is to diminish its strength to the required degree of weakness. Now the strength of a human being is due to the assimilation of meat, eggs, etc., therefore abstinence from an animal diet and a strict adherence to the vegetable tends to directly lessen strength. Butter possesses a capacity for assimilation unequalled by any human being, as can easily be demonstrated by placing a dish of butter and three salt herring side by side, in which case the butter will soon absorb and assimilate so much of the herring as to become entirely too strong to be eaten. Following this theory to its legitimate conclusion the great dairy discovery has been made. Place your butter in a wide mouthed dish or upon a plate, so as to allow free contact with the surrounding atmosphere. Then place the dish in a refrigerator containing no animal matter, but only vegetables and very few of them. The butter will soon lose its abnormal strength and become quite weak. Now remove the vegetables and place a large saucer of molasses next the butter, which will soon absorb the saccharine properties of the molasses and become as sweet as can be desired."

## Butter Past and Present.

From the German-American Grocer.

Butter is something which the average man dislikes to suspect. If it fills the requirements of butter in color, taste and odor, he does not care to inquire rashly into its family history. In olden times butter that came up to these tests was good butter. Tasting it a man had visions of broad pastures sprinkled with daisies and buttercups, dew on the grass, and clear pools under the trees where the brook broadened out. To be sure, a single hair would blur the picture; but he would strive to see a pretty dairymaid in his mind's eye as the owner of the hair, even if it were red hair. At this date butter has something of the suspiciousness of the confidence man about it. Its gold, one feels, may well be pinch-beck. The pastoral picture is just as likely to be laid at Hunter's Point with grimy men stirring greasy pots as the oleomargarine oil is mixed with lard oil, cotton-seed oil and yellow paint. Look at the little innocent pat of butter by your plate, and ask if it is guilty. It will not change color, though it may never have been near a cow. It is of this our great butter barons complain. It gives the butterine man a chance. He has a silent accomplice. The question is, if the butterman cannot always detect bogus butter, how is the poor consumer in his constitutional squeamishness to bring an indictment against his breakfast?

## The House Cat as a Fur-Bearing Animal.

An importer and exporter of furs gives this information:

The house cat is one of the most valuable of fur-bearing animals, and when they mysteriously disappear from the back fence they often find their way to the furrier. It is an actual fact that in 1882 over 1,200,000 house cats were used by the fur trade. Black, white, Maltese, and tortoise-shell skins are in most demand, and are made into linings. As for skunks, 350,000 were used in this country last season, valued from 50 cents to \$1.20. They come from Ohio and New York principally.

The thrifty manufacturers of tools in different parts of Germany have resorted to the dishonest practices of marking their goods "American manufacture" and then shipping them to different countries. Documents received at Washington from Russia, Turkey, and other countries report that this game is being played with success. The goods thus unloaded are poor material, sold at high prices, and tend to impair confidence in the standing of the American eagle generally among outside barbarians.

## The Advance in Castor Oil.

From the Oil, Paint and Drug Reporter.

In our issue of September 5th we stated that the price of castor oil would probably go higher, although the new crop of beans would then soon be available, and gave our reasons for the belief. An advance of one cent per pound has been declared, and the prospects are that ere long a still further advance will be gained. The causes for this are not far to seek. Last year the crop of castor beans amounted to 499,700 bushels, and the whole of this amount was required to supply the consumption in this country, while this year the crop in Kansas will probably not exceed 140,000 bushels, to which may be added 20,000 bushels as the production in the states of Missouri and Illinois, making the total crop this year 160,000 bushels, or less than one-third of the crop of 1882. The reason the production was so small this year is not owing to any failure of the crop, in fact, the yield per acre this year averaged ten and one-half bushels as against nine and one-half bushels last year. The small production, therefore, is entirely due to the decreased acreage devoted to this crop, and this was owing to the low prices at which beans sold last year, the farmers finding other crops would have proved more remunerative. It is apparent, therefore, that owing to scarcity, if for no other reason, prices may be expected to go considerably higher. But there are many other influences which will have a bearing on market values. The consumption of castor oil the past year was barely up to the average, and it is known that the quantity of oil held outside of the manufacturers is very light, while some of the latter have very little on hand, and are behind in their deliveries. The consumption during the year before us will without doubt be largely increased by reason of the change of duty on alizarine assistant, which will probably hereafter all be made in this country. The imports of this article last year amounted to fully 500,000 pounds, and this represents over 200,000 pounds of castor oil, it will be seen that with no change in the consumption for other purposes, we shall require an increased production by just that amount. A considerable increase in price may naturally be expected to follow when the effects of this increased consumption begin to be felt, and there is already a disposition on the part of some dealers to hold their supplies off the market for higher prices. This will, of course, react on the price of beans, and those planters who have not already sold their crop will realize better prices, and this again will probably lead to an increased acreage devoted to this crop next year.

It may be suggested that castor oil will be imported from Calcutta and that thereby the price can be kept from going much higher. This will prevent any undue advance, and there are two vessels now overdue, the St. Patrick with 200 cases, and the Alameda with 300 cases, but as it costs about seventeen cents per pound to import, and when the oil arrives, it is not uniform, the prospects are that another cent added to the price of domestic oil would not bring Calcutta oil in very close competition. The duty on castor oil is eighty cents per gallon or nearly ten and three-quarters cents per pound, so that there is very little chance that a declining market abroad would effect it much. With beans the case is somewhat different, although the duty on these being one cent per pound prevents these from being brought here to reduce the price of oil below the present market values. But with a demand for beans from America the probabilities are that the Calcutta market will advance and the price of oil be affected thereby. It will be seen from all we have pointed out that although the present price of castor oil is higher than for several years the prospects are that still higher prices must follow.

## A Boston House-Warming.

Lack of enterprise cannot be attributed to the wholesale grocery merchants in Boston, judging by the methods which some of their number employ to attract public attention. A late instance of this is afforded by a reception given to the trade of that city by a prominent house which recently moved into a new store. On the occasion referred to an elaborate collation was served, the bill of fare consisting exclusively of articles dealt in by the firm. California was represented by canned apricots and cherries, the production of a well-known canned goods establishment in San Jose. The New England *Grocer* states that the affair was a marked success, there having been over 5,000 visitors, of whom one-half the number partook of the collation.

## Gum Arabic.

In Morocco about the middle of November a gummy juice exudes spontaneously from the trunk and branches of the acacia. It gradually thickens in the furrow down which it runs, assumes the form of an oval or round drop, about the size of a pigeon's egg, of different colors, as it comes from the white and red gum tree. About the middle of December the Moors encamp on the border of the forest and the harvest lasts a full month. The gum is then packed in large leather sacks and transported on the backs of camels and bullocks to seaports for shipment. This is the gum arabic of commerce.

## The House Cat as a Fur-Bearing Animal.

An importer and exporter of furs gives this information:

The house cat is one of the most valuable of fur-bearing animals, and when they mysteriously disappear from the back fence they often find their way to the furrier. It is an actual fact that in 1882 over 1,200,000 house cats were used by the fur trade. Black, white, Maltese, and tortoise-shell skins are in most demand, and are made into linings. As for skunks, 350,000 were used in this country last season, valued from 50 cents to \$1.20. They come from Ohio and New York principally.

The thrifty manufacturers of tools in different parts of Germany have resorted to the dishonest practices of marking their goods "American manufacture" and then shipping them to different countries. Documents received at Washington from Russia, Turkey, and other countries report that this game is being played with success. The goods thus unloaded are poor material, sold at high prices, and tend to impair confidence in the standing of the American eagle generally among outside barbarians.



## MICHIGAN TRADESMAN.

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

E. A. STOWE, Editor and Proprietor.

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

WEDNESDAY, NOV. 7, 1883.

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

Disraeli once said that to be a great lawyer means to ruin a great man.

Do not speak of the commercial traveler hereafter as a drummer. Hail him as an "Ambassador of Commerce."

Competent authorities estimate that the net foreign immigration to the United States for the four years ending June 30, will be in the neighborhood of 2,500,000—enough to constitute a small nation.

Let no one fear that the recent lumber failures will in the least affect the legitimate business interests of the city. The causes that brought them about are entirely alien to the commercial honesty and reliability for which the city is noted, and they reflect discredit only upon the men who brought about their own downfall.

At this time of the year, when money is tight and the prospects for the winter's trade is not as flattering as it has been for some years past, it behoves the retail dealer to buy carefully, meet all bills promptly, and keep every expense down to the lowest possible notch. A little extra caution at this time may enable him to avoid serious difficulty, if not positive embarrassment, later in the season.

There is a determination to settle the question of liability for statements made to the mercantile agencies. Another suit has just been brought against a firm which failed in New York, their creditors alleging that they made fraudulent representations to an agency, on the strength of which they obtained goods from the plaintiffs. The definite settlement of this question is of importance to all merchants.

Chicago has been effervescing again on the Hennepin canal humbug and recently held one of its characteristically windy conventions to elaborate and repeat the specious arguments which it is hoped will bring Congress to the aid of that fraud. It is a fine scheme, to make a short cut from the Mississippi to the Lakes, but if there is really so much commercial need for this artificial water-route private capital ought to take it in hand as it has the ship canal across Florida. When Congress has put the natural highways in good navigable condition,—not excepting Grand River—it will be time enough to call upon it to appropriate money for artificial water-courses.

There is pressing need of a good bankrupt law, either State or National, to protect the credit business. The need is painfully demonstrated with each recent failure or suspension in business. The old National law was good as far as it went, but was very weak in its method of application. Attorneys and assignees sat upon the corpse until the bones were picked dry. Settlements were prolonged for months, and even years, which should have been closed up in as many weeks. The new State law does not promise to facilitate business. It allows an assignee to delay settlement as long as he chooses, and render his account as he sees fit. It gives the creditor no voice whatever in the distribution of assets, and compels him to waive all future claim on the debtor when he places his account in the hands of the assignee. This question of a new bankrupt law is a vital one, and the best interests of the business world demand that it should have immediate attention.

### Elder Evans on Collecting Debts.

From the New York Tribune.  
All laws enforcing collection of debts might safely be rescinded. The money paid out to collect the debts of the American people equals in amount the sums collected. Why, then, not let the debts go and save all the law machinery and personal vexation that attends the legal collection of money loaned? Let each person who lends money see to it that it is repaid or lost. Whose business is it but that of the parties interested? If the loaning is a matter of friendship—a favor conferred—the law should not intermeddle. If it is a business transaction it may safely be left in the hands of the parties concerned. The lender assumes the contingency that the borrower will be in better financial condition in the near or remote future. If he miscalculates, it is his business, not another's. Hear what Horace Greeley said:

"I hate lawyers; they do more mischief than they are worth. They cause disorder—demoralizing every form of equality, and are the chief obstacle to good government. If A lets B have his property without paying, I don't see why C D E and all the rest of the alphabet should be called upon as a police force to get it back. No such thing should be attempted by law. It is the most monstrous innovation upon man's honor and integrity that was ever forced into the commerce of the world. Let a man trust another at his own risk. Even the gambler pays his debts contracted at the gaming-table. He is not obliged to pay, but he considers them debts of honor. Abolish all laws for the collection of debts, and thus abolish the whole credit system; this is the only safe, true basis that would abolish most lawyers and all of the broker's trade which now controls the commerce of America."

To my mind that is good morality and sound logic.

## ALABASTINE.

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

FOR SALE BY—

ALL Paint Dealers.

—MANUFACTURED BY—

THE ALABASTINE COMPANY

M. B. CHURCH, Manager.

GRAND RAPIDS, MICHIGAN.

A. H. FOWLE,

PAINTER AND DECORATOR,

—AND DEALER IN—

Artistic Wall Papers

Paints, Oils, Glass, Etc., Etc.

37 NORTH IONIA STREET, So. of Monroe.

### TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.

Detroit Express..... 6:20 a m  
Day Express..... 12:45 p m  
New York Fast Line..... 6:50 p m  
Night Express..... 10:40 p m  
Mixed..... 7:30 a m

ARRIVE.

Pacific Express..... 7:30 a m  
Local Passenger..... 11:50 a m  
Mail..... 4:50 p m  
Mixed..... 5:10 p m  
Grand Rapids Express..... 10:50 p m

The New York Fast Line runs daily, arriving at Detroit at 11:40 p. 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 6:20 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at noon, New York 10:30 a. m., and Boston 2:40 p. m. next day.

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Arrives. Leaves.  
\*Steamboat Express..... 6:30 a m 6:45 a m  
\*Through Mail..... 10:40 a m 10:50 a m  
\*Evening Express..... 4:05 p m 4:05 p m  
\*Atlantic Express..... 10:05 p m 11:00 p m  
\*Mixed, with coach..... 11:00 a m 11:00 a m

GOING WEST.

\*Morning Express..... 1:05 p m 1:35 p m  
\*Through Mail..... 5:15 p m 5:25 p m  
\*Steamboat Express..... 10:30 p m 10:30 p m  
\*Mixed..... 7:45 a m 7:45 a m  
\*Night Express..... 5:40 a m 6:00 a m  
\*Daily, Sundays excepted.

Passengers taking the 6:45 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.

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

D. POTTER, City Pass. Agent.

THOMAS TANDY, Gen'l Pass. Agent, Detroit.

Grand Rapids & Indiana.

GOING NORTH.

Arrives. Leaves.  
Cincinnati & G. Rapids Ex. 9:30 p m 10:20 a m  
Cincinnati & Mackinac Ex. 9:50 a m 10:20 a m  
Ft. Wayne & Mackinac Ex. 4:25 p m 4:25 p m  
G. Rapids & Cadillac Ac. 7:45 a m 7:45 a m

GOING SOUTH.

Arrives. Leaves.  
G. Rapids & Cincinnati Ex. 7:00 a m 7:00 a m  
Mackinac & Cincinnati Ex. 4:35 p m 4:35 p m  
Mackinac & Ft. Wayne Ex. 10:55 a m 1:00 p m  
Cadillac & G. Rapids Ac. 8:20 p m 8:20 p m  
All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 5:15 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:20 a. m. has combined Sleeping and Chair Car for Mackinac City.

South—Train leaving at 5 p. m. has Woodruff Sleeping Car for Chicago.

A. B. LEET, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Arrives. Leaves.  
Express..... 7:25 p m 8:00 a m  
Mail..... 10:00 a m 4:25 p m  
The train leaving at 4:25 p. m. connects at White Pigeon with Atlantic Express on main line, which has Palace Sleeping Coaches from Chicago to New York and Boston without change.

The train leaving at 8:00 a. m. connects at White Pigeon (giving one hour for dinner) with special New York express on main line.

R. E. ABBOTT, Gen'l Agent.

Chicago & West Michigan.

Arrives. Leaves.  
\*Mail..... 10:00 a m 4:35 p m  
\*Day Express..... 1:15 p m 10:45 p m  
\*Night Express..... 9:00 p m 6:35 a 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 1:15 p. m., and through coach on 9 p. m. trains.

NEWAYGO DIVISION.

Arrives. Leaves.  
Mixed..... 6:20 a m 4:30 p m  
Express..... 3:10 p m 10:10 a m  
A. M. NICHOLS, Gen'l Pass. Agent.

## THE UNITED STATES MUTUAL ACCIDENT ASSOCIATION

320 and 322 Broadway, New York.

INSURES AGAINST ACCIDENTS AT HALF THE  
RATES OF STOCK COMPANIES.

\$70,000,000 of Insurance in Force!  
NOT ONE DOLLAR OF INDEBTEDNESS.  
HAS PAID 2,000 CLAIMS.  
NO CLAIMS UNPAID.

CHARLES B. PEET, of Rogers, Peet & Co., President.  
JAMES R. PITCHER, Secretary.



A. B. KNOWLSON,  
—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement,  
ME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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

H. LEONARD & SONS,  
16 MONROE STREET, GRAND RAPIDS, MICHIGAN.

—DIRECT IMPORTERS OF—

HOLIDAY GOODS  
MAMMOTH STOCK.

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

Dolls! Dolls! Dolls!

One Hundred Styles, in Wax, China, Bisque, Paper Mache, Rubber, Leather and cloth. Dressed and Undressed. Dolls' Heads and Bodies Separate. Bathing Dolls, French Dolls, Crying and Sleeping Dolls.

Bohemian Glassware.  
Cologne Sets, Card Receivers, Vases, Mugs, Bouquet Holders, Etc.

Lava Ware.  
Smoking Sets, Tobacco Boxes, Spittoons, Cuspidors, Match Boxes, and Many Other Articles.

Tin and Wooden Toys.  
Great Variety, Both Imported and Domestic.

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

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

Holiday Goods.  
ONE ASSORTED CASE NO. 1.

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## MICHIGAN TRADESMAN.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE, Editor and Proprietor.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

WEDNESDAY, NOV. 7, 1883.

### AMONG THE TRADE.

#### IN THE CITY.

Frost Bros., grocery dealers at 133 South Division street, have sold out.

Will Butchart has taken the position of billing clerk at Cody, Ball & Co.'s.

J. C. Shaw, dealer in groceries at 36 Leonard street, has sold out to Braginton & Seigel.

L. J. Eckler, of Westwood, who lately engaged in general trade, purchased his dry goods stock of Spring & Company last week.

Wm. H. Stewart, who operates a general store at Round Lake, was in town last Thursday. He was accompanied by his family.

Sam. Tannebaum, of the Star Clothing House, started north yesterday on a visit to the patrons of the establishment along the line of the C. & W. M.

The grocery brokerage business appears to be a lucrative one, as Mr. H. F. Hastings is understood to have lately purchased a block of stock in the Wolverine Chair and Furniture Co.

U. S. Monroe, the general dealer at Berlin, recently took to wife the accomplished Miss Wilson, of that place, and celebrated the event on the occasion of his visit here last Saturday by passing around a choice brand of smokers.

C. S. Yale & Bro. now occupy two stores, Nos. 40 and 42 South Division street, the increase in working space having been rendered necessary by the growing demands of their business. The two stores will be connected by an arched passage way.

The Grand Rapids Felt Boot Co.'s factory is running day and night to keep pace with their orders, with a capacity of 800 pairs each 24 hours. During October, 1,500 cases were turned out, the largest month's business ever done by the establishment.

The Bissell Carpet Sweeper Co. shipped six cases of their carpet sweepers to Hamburg, Germany, Saturday, 12 cases on Tuesday, and nine cases to-day. Each invoice was sent to a different house, the orders having been obtained through exporters.

The Stockwell & Darragh Furniture Co. did more business in October than during any previous month in the history of the corporation. Joshua Speed, general traveling agent for the company, expects to take the road the latter part of the week, visiting the trade in the far west.

The recent cut in freight rates as far west as Ogden has brought to this market a number of heavy furniture buyers, nearly all of whom have purchased largely. Among the buyers who have lately put in an appearance are Geo. W. Perkins, Pueblo, Colo.; Kilpatrick & Brown, Denver; Robert Keith, Kansas City; Hiram Brush and Frank Barnes, Chicago; Geo. Neidhardt, Three Rivers.

#### AROUND THE STATE.

Alpena shipped 4,728,000 feet of lumber last week.

The cheese factory project at Coopersville has failed to mature.

The Harbor Springs toothpick factory will begin work this week.

Ryerson, Hills & Co., Muskegon, will soon begin manufacturing salt.

Port Huron hardware dealers have imported 100 stoves this month.

The grocery firm of M. H. Brackney & Son, at Big Rapids, is succeeded by Grand-Gerard & Co.

McOmber & Fincham, dealers in groceries at Petoskey, are about to establish a branch store at Alanson.

Pitman & Flower, of Pontiac, have purchased J. W. Chadcock & Co.'s hardware store at Battle Creek.

The Newaygo Republican says that a business firm at that place sold \$11,000 worth of goods during October.

L. M. Handy, dealer in boots and shoes at Mancelona, has sold out to Haaris & Layman, who will continue the business.

Bradstreet's reports the opening of a new meat market at Reed City by J. N. Maynard, and a new millinery store by Mrs. E. Gilbert.

Will W. Bailey, of Buffalo, N. Y., has purchased the general store at C. C. Bailey, at Fife Lake, and will continue the business.

Brown & McLellan will build a new \$10,000 roller-process grist mill at Bronson, and the citizens propose to help them to the extent of \$2,500.

Charles B. Lovejoy, who has seen sixteen years' service behind the counter, opened his new grocery store at Big Rapids on the 3d with considerable eclat.

Geo. Lentz has purchased the interest of his deceased partner, Charles Merritt, in the general stock of Merritt & Lentz, at Croton, and will continue the business.

Sheehan & Co., clothing dealers of Ann Arbor, have sold out to B. J. Conrad, formerly manager of the Register Printing and Publishing Co. Sheehan & Co. go to Menominee.

Buhl Sons & Co., of Detroit, the mortgagees, bid in the Shick bankrupt stock of hardware at Marshall. Mr. Shick, speaking after the auction, "bit off more than he could chew," and was closed out by creditors.

The Big Rapids Herald says that a gentleman of that city, who knows whereof he speaks, estimates the total amount of lumber handled at that place from Jan. 1 to Nov. 1 224,000,000. This is exclusive of lath and shingles.

L. A. Lyon, of Hudson, an old veteran in the hotel business, has leased the Hudson House in that place and proposes to run a first-class hotel. Improvements and thorough renovation are now in order. His son George will be manager.

#### INCIDENT OF THE LATE FAILURES.

One of Messrs. Hazeltine, Perkins & Co.'s northern customers recently wrote them, making inquiries relative to the excursion which left the city for Louisville yesterday. They answered at length, detailing the time it would leave, giving the price of tickets, and naming the place where they could be obtained. The customer appeared at the house Monday, and upon being greeted and asked if he was ready for the excursion, replied rather emphatically: "Excursion! H—! I've got \$3,500 worth of M. J. Bond's paper!"

### VISITING BUYERS.

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

C. O. Bostwick & Son, Cannonsburg.  
Waite Bros., Hudsonville.  
J. E. Bevins, Leroy.  
John Smith, Ada.  
G. Miller, Ryerson P. O.  
C. B. Moon, Cedar Springs.  
G. H. Force, Morley.  
L. J. Eckler, Westwood.  
John J. Ely, Rockford.  
O. S. Richards, Clarksville.  
Delo Bros., Bravos.

G. W. Joscelyn, Ventura.  
Colborn & Carpenter, Caledonia.  
F. Doga, Stanwood.  
J. R. Harrison, Sparta Center.  
John Barker, of Barker & Lehnen, Pier-sen.

P. W. Travis, Otsego.  
Fred K. Hotchkiss, Hastings.  
D. M. Rice, Croton.  
T. J. Sheridan, Lockwood.  
S. A. Gardner, Cedar Springs.  
H. S. Farrell, Jamestown.  
R. V. McArthur, Rockford.  
J. D. F. Pierson, Pierson.  
C. E. Blakeley, Coopersville.  
G. W. Hoag, Martin.

F. A. Winslow, Saugatuck.  
C. H. Adams, Dual & Adams, Bradley.  
L. S. Dickinson, Fennville.  
W. H. Struik, Forest Grove.  
G. Bron & Ten Hoor, Forest Grove.  
U. S. Monroe, Berlin.

Norman Harris, Big Springs.  
Geo. Heintz, Ross Station.  
G. H. Walbrink, Allendale.  
A. M. Church, Englishville.  
C. E. Kellogg, Grandville.  
McLeod & Trautman Bros., Moline.

Oliver Seaman, Big Rapids.  
C. O. Bostwick & Son, Cannonsburg.  
R. Gilbert, Moline.  
Paine & Field, Englishville.  
J. Omler, Wright.

A. Engberts, Beaver Dam.  
Geo. Lentz, Croton.  
Smeadley Bros., Bauer.  
Wm. McMullen, Wood Lake.  
W. S. Root, Talmage.  
G. S. Curtiss, Edgerton.  
B. M. Dennison, East Paris.  
J. Colby, Rockford.

### TRADE CHANGES.

Bradstreet's Mercantile Agency furnishes THE TRADESMAN with the following business changes, embarrasments, etc., occurring up to the hour of going to press:

Alpena—N. H. Epstein, clothing, sold out and left town.

Berrien Springs—Dexter & Bolinger, grocer, dissolved, Bolinger Bros. continue.

Bloomington—J. E. Matthews, tinware and hardware, is succeeded by J. E. Matthews & Son.

Burnip's Corners—Spencer Streng, general store, sold out.

Bay City—Forsyth, Pierson & Holcomb, hardware, dissolved, Forsyth & Pierson succeeded.

Centerville—E. D. Thomas, drugs, sold out to C. E. Sabin.

Flowerfield—J. N. Hoag & Co., millers and produce, sold out to B. J. Conrad.

Edmore—J. B. & S. C. Matthews, drugs, out of business.

Erie—R. Green & Co., jewelers, reported left town.

Ionia—VanAllen & Co., druggists, G. W. Webster retired, G. W. VanAllen admitted, style firm name.

Ithaca—S. J. Thoenan & Son, hardware, about selling out.

McBrides—A. B. McBrides, general store sold out to White & Maynard.

Marshall—Rock River Paper Co., attached.

Oak Grove—M. L. Davis, general store, sold out to Isaac M. Bush.

Petoskey—Shirk Bros., hardware and bankers, discontinued banking; Belknap & Strickland, grocers, advertising to sell out.

Plainwell—J. W. Hitchcock & Co., tailors, style changed to Hitchcock & Heath, same partners.

Roscommon—H. Bartholomew, drugs, sold out to W. S. Washington.

Sheridan—Stanton Bros., drugs, dissolved, M. B. Stanton continuing.

Wyman—O. W. Avery, saw mill and store, burned out, loss estimated at \$15,000, insured for \$10,000.

### THE LATE FAILURES.

"Swapping Paper," and What Came of It—Reckless Lumbermen.

The announcement, last Friday, that Frank Chickering had made a voluntary assignment for the benefit of his creditors, and the announcement the day following that M. J. Bond had taken a similar course, were received with considerable surprise, as it had been supposed that both gentlemen were doing a safe business. That such was not a fact, however, will be understood when it is stated that they had both been in the habit of "swapping paper" at the banks, and that that practice brought about their downfall. The local papers and the bank officers have been extremely careful to present the failures in the most favorable light, probably arguing that if the true facts were made known, the showing would be a bad one, and possibly bring about disastrous results. That such a form of argument is defective, need not be demonstrated. Messrs. Chickering and Bond were not representative business men, having made their money suddenly and launched out too deeply. Their failure reflects upon themselves alone, and not in the least upon the good name of the city. The statements in the city papers that both men will settle in full, and have money left, is on a par with the other assertions. We venture the opinion that neither will pay 40 per cent., and time will prove the truth of this statement.

The failures of Porter, Byrne & Co., Wetzel Bros., S. P. Swartz, and others here and Rice & Messmore, at Cadillac, are resultant upon the other assignments, and like them are a standing reproach to the habit of "swapping paper," one of the most pernicious schemes ever invented to raise money.

### Always Believe Everything They Read.

A daily exchange has the following: In the Sunday papers some one of the many cheap stores advertised to sell cotton cloth and calico for a cent a yard. Hundreds of women rushed to the store yesterday, prepared to buy from fifty to 5,000 yards each, and were disgusted on being informed that not more than ten yards would be sold to any one person, and furthermore that the "special" sale closed at noon. The women knew that they had been fooled, and naturally wanted to get even with somebody, and consequently they came to the newspapers in small swarms. If the millennium will usher in the period when people will know that they can't expect to get something for nothing, it can't come too soon.

### TRADE TALK.

Facts Gleaned from the Various Houses at this Market.

#### DRY GOODS.

Business continues good, and collections are reported as exceptionally prompt. There is no change in quotations.

#### GROCERIES.

Trade is fair, with little prospect of an immediate improvement. Jobbers are looking up credits very sharply, and are conservative enough not to push sales, where the party buying is at all shaky. Coffees are at a standstill, but firm at present prices. Sugars reached their lowest point last Saturday, at which time they advanced  $\frac{1}{16}$ ¢, which still leaves the staple a little below last week's quotations. Syrups are weak, in consequence of the dullness in sugars. New Valencia raisins are higher. Tobaccos hold their own, although both retailers and jobbers are pretty well loaded, in anticipation of the late advance and another in prospect.

#### DRUGS.

The drug trade is moving along in the even tenor of its way, and seems to be the only branch of business that is not affected by the present slackness. Country dealers exhibit considerable conservatism in making purchases, but none express disappointment at the present condition of trade or apprehension for the future. Arrow root and hemp seed have advanced since last week, and oil wormwood, balsam tulu, oil cubeb, canary seed and oil cajuput have declined. The statement made last week to the effect that castor oil had advanced in consequence of a "corner" on the staple was the result of a misunderstanding, and has no truth in fact. The advance is owing to entirely different causes, as is pointed out in an article on the subject on another page.

#### HIDES, PELTS AND FURS.

Arrangements have been made with a leading house in the above line to furnish full quotations on hides, pelts and furs. The list will appear next week and be a regular feature of the paper thereafter.

#### CANDY, NUTS AND FRUITS.

Trade in the above lines, which has been a trifle tight for some time past, is picking up somewhat, and will doubtless be good until after the holidays. Oranges and lemons are in fair supply and prices steady. Almonds, brazils and filberts are higher. Peanuts are somewhat lower, although the new crop is not yet in market to any great extent. New figs are plenty and prices lower.

#### COUNTRY PRODUCE.

Cider—Selling freely at 20¢ per gal. Quality poor.

Celery—Active at 30¢ per doz.

Cabbage—Firm at \$1.20 per doz.

Clover Seed—Not much moving. Some sales made at \$5.85 per bu.

Timothy—Rather scarce at \$1.65 per bu.

Sweet Potatoes—Jerseys, firm \$4.50 per bbl.

Grapes—Last pickings. Concord are selling at 6¢. @ 7¢. White California, \$5.25 per case.

Pears—Good quality California \$4 per case. Cranberries—Cape Cod, \$4 per bu.; cultivated Wisconsin, \$10.50 per \$13 per bbl.

Poultry—Easy. Spring chickens in good demand, but old rather slow. Dressed chickens, 11¢ per lb., and old fowls, 10¢.

Eggs—In fair supply at 25¢. Jobbers and commission dealers anticipate still higher prices.

Dried Apples—Quarters, 8¢ per lb.; evaporated, 15¢ per lb.

Honey—In comb, 18¢ per lb.

Potatoes—Almost a drug in the market, in consequence of heavy shipments from Southern Michigan and Northern Indiana. Choice Rose and Burbanks are offered freely at 45¢, and earload lots are slow sale at 40¢.

Apples—Winter and fall fruit are selling at \$3.25 to \$3.50 per bbl.

Butter—Dull. Western creamery, 24¢; dairy, 18¢ to 22¢.

Onions—Dull and slow. Sales of choice yellow were made at \$2.25 per bbl., and 75¢ per bu. in sacks.

Quinces—New York state fruit, \$2.75 to \$3 per bu.

Squash—Hubbard selling at 2¢ @ 2½¢ per lb.

Buckwheat—New York patent, \$4.60 per 100 lbs.

### CALKINS BROTHERS.

97 OTTAWA STREET.

Agents for GUN AND BLASTING POWDER, and Dealers in

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

DEALERS SUPPLIED.

## THE DEAREST TOBACCO

Is a Poor, Common or Low-Priced Article,  
As It Gives Neither Pleasure  
Nor Satisfaction.

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

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

—THE REMARKABLE SALE OF—

## LORILLARD'S PLUG TOBACCOS

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

One-Fourth of All the Plug Tobacco Used in this Country!

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

Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

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

## HAZELTINE, PERKINS & CO.,

# Wholesale Druggists,

AND DEALERS IN LUBRICATING AND CARBON OILS.

Manufacturers' Agents,

—IMPORTERS AND JOBBERS OF—

DRUGGISTS' SUNDRIES & BRUSHES,

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

GRAND RAPIDS, - MICHIGAN.

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

## FOX, MUSSELMAN & LOVERIDGE,



## WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—  
Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

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

—WE MAKE SPECIAL CLAIM FOR OUR—  
Tobaccos, Vinegars and Spices!  
OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."  
CORRESPONDENCE SOLICITED.

## PUTNAM & BROOKS,

WHOLESALE

# Candy, Fruit and Nuts

63 and 65 Canal Street,

Grand Rapids, - - - Michigan.

WHOLESALE

## HAT & CAP STORE

PRICES GUARANTEED

AS LOW AS CHICAGO AND NEW YORK!

GOOD FUR CAPS, \$22.50 PER DOZEN. — WOOL HATS, \$4.50 AND UPWARDS.  
GENUINE FUR HATS, \$13.50 AND UPWARDS.

—LARGE LINE OF—

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

—AGENCY FOR THE—

Pontiac Filled Mitts, Socks and Boots!

EVERY ONE WARRANTED.

—LARGE LINE OF—

Clothing and Gent's Furnishing Goods.

DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN.

Terms—7 per cent. off in 10 days; 5 per cent. in 30 days; net in 60 days.

I. C. LEVI.

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