

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, AUGUST 13, 1884.

NO. 47.

FACTS ABOUT FOOTWEAR.

Interesting Interview with an Intelligent Clerk.

"I tell you what it is, Mr. Reporter, women are responsible for all or nearly all the ill-shaped feet extant. They don't know how to have a shoe fitted themselves, and they won't let a shoemaker fit it for them. You see, I am hired here to sell shoes. It doesn't matter to me what kind or what size shoe I send out, but I do know how to dress a foot properly, and as I am loyal to my task I much prefer to reason with a customer rather than permit her to make reckless purchases. Sometimes I succeed, but oftener I fail, and it takes all my wits to keep from losing a sale. You see, we handle a fine class of goods; they are the best in the market, and being high-priced, seemingly exorbitant, only the wealthier families trade with us. You know as well as I do that money has a tendency to make people the reverse of humble, and when a woman thinks she knows it all dictation and suggestion are equally useless. In short, a woman buying shoes will not be reasoned with. Americans, like the French, have always had a reputation for short feet—not small feet, mind you, but short feet, with full ankle, broad toes, and arching instep. Naturally enough they have been desirous of maintaining this reputation, and they still cling to the belief that small shoes make small feet smaller. Whether the shoes are for herself, her grown daughter, any of their children, or even the babe in arms, she insists that they must fit in length and width. The result is, her own feet are deformed with bunions, protruding joints, and such swellings from distorted toes and ingrowing nails, as make her existence—in a walking boot—a perfect penance. Poor baby, who grows and crows by the day, has a shoe the exact length of his little foot. But the foot not only works down but grows down also; there is no room for the lengthening toes, so the joints are pushed up and there is a lateral expansion instead of a pushing down. The consequence is the foot becomes broad, the toes are cramped, the heel flattened, ankle thickened, and the natural beauty of that organ lost. This is all the fault of the mother, who will not buy the child's shoe long enough."

The clerk darted off to wait on the wife of a prominent lawyer, and as he passed to get a box of shoes called the reporter over to look on.

She was a tall woman, beautifully dressed, and the delicate lace in her sleeves had a suggestion of sweet clover that was both pleasant and refreshing to the senses. The writer inferred she was not altogether well, as she carried a long bottle of hartshorn in her hand and took frequent inhalations of the drug without the least apparent influence. This was all the more remarkable as the fumes were so pungent and so irritating that the shoe clerk winced painfully and was at last obliged to apologize for requesting her to turn her head. She wore a pair of beautiful black-silk stockings—a color to which all women with large feet are inclined, and when she asked for 4-C the brow of the clerk involuntarily wrinkled.

"If you will allow me to suggest, I think a 5½-B will be much better for your style of foot. You see your foot is quite full, and it will take a long sole to counterbalance the width."

"That is your idea, but it will please me very much if you will give me the size I mentioned."

"I beg your pardon, Mrs. See; I intend no offense, I assure you, and I have just the boot you wish."

The gentleman, for such he was in every sense, took out a pair of 4-C's, smoothed the crease out of the silky hose, shook a lot of fine powder in the kid-lined boot, and getting down at her side on one knee prepared for a tussel, for such it proved to be. The shoe went on slowly, the clerk was red, the woman stamped her foot well, to get it down and before attempting to button it, he kneaded the leather into the foot until it was as creaseless as a snug jersey on a fat girl.

"Just let me stretch it a little," he said, as he pulled it off with much of the same difficulty experienced in getting it on. The boot was stretched, the buttons were moved, some out and some in, and handing the clerk \$7.50 she ordered the soles to be blackened and sent home before supper.

"That is just the case I was citing," the clerk said as she left the store. "That woman should have properly a 6-A boot. Her foot would look better and the boot last just twice as long. But she rides a great deal, and as her feet are more or less exposed getting in and out of the carriage she prefers to make them appear as small as possible. But she pays dearly for her vanity. Her feet are one mass of contusions and bunions, and I am told she hires a chiropodist to treat her by the year."

"Money! loads of it. She never wears a shoe out. As soon as her foot begins to spread in the shoes she gives them to the chambermaid and gets another pair. She has been dealing here some nine years, and is one of the best customers we have."

"Here's the point I want you to emphasize. Tell the women to get a shoe never less than two sizes larger than the foot. They may be just as snug in width as the foot will permit, but keep the vamp long

and the shoe will retain its shape. Have them understand that the instep and ankle must be firmly held; but the toes require action, hence space.

"To secure this snug hold we are opposed to the use of patent fasteners, since the wear, as well as the wet weather, causes the leather to expand, when there is no way to tighten it. When the buttons are sewed on we agree to move them back every week or oftener if need be, so that the shoe retains its snug hold of the upper foot while the sole lasts. This neat fit is a condition not always found. The majority of women are very slipshod. Of course with men it is very different. They are too busy to attend much to these details of toilet, and so long as a boot fulfills its promise of durability, that is all that is required."

"About our male trade there is very little to contend with. A man comes in, pays anywhere from \$4 to \$25 for a pair of shoes, and wants it distinctly understood that if the goods are not what they are represented to be that will be the last of his patronage. The fit is left to our judgment, and when such is the case we give him an easy width and a length just three sizes larger than the measure of the stockinged foot. But all the men are not wise, and the dude, fop and dandy give us every whit as much trouble as the ladies."

"I have a family who have traded with me for thirteen years, and I take great pride in the beautiful feet I am shaping, or cultivating, if you will, in that house. The mother and I came to an understanding about it, and as the children have pedals totally unlike those of either parents, they concur in giving me the entire credit. The girls are the oldest—one 11 and the other 13—and as I insist on their wearing No. 5 shoes, which are three inches longer than the foot, you may imagine there is some disposition toward rebellion. Both, however take a treble A, which is the narrowest last made; but I want the foot to have plenty of room, and as soon as the growth stops I will retrench on the length. Were this plan more generally adopted there would be a smaller number of misshapen feet than there are."

The same authority tells us that spring heels are now being made in sizes as large as No. 5 and girls are kept in them until they are fifteen. The good sense of this seems to be indorsed by physicians, who claim that in all the running and romping done by children there is great danger of turning the ankle or twisting the cords, because the heels on the school shoes for misses and youths are not broad enough to be safe or sure.

All the garden shoes, and those for tennis, archers, rifle shooting, and similar outdoor sports for women, are made without heels. The soles are thick and finished with a coating of leather done in horse-nail cutting. The uppers are black morocco, or may be had with green, brown, gray, yellow or wine-colored foxing. The prices vary from \$4 to \$9 a pair.

The slippers for house wear are made of wine, scarlet, alligator, kangaroo, or dangola skins, which are durable as well as easy, but as the leather is of a superior quality the prices are high, \$3 being the cheapest.

White shoes are not in stock now, and white slippers are no longer worn, save by brides and their attendants. Satin and kid slippers in strap, opera or tie cuts are decorated but slightly with steel or jet beads. Occasionally slippers are made of dress material but not usually. The retail dealers cannot afford to make them for less than \$8 or \$10 and few women care to put that amount in a home slipper. Even when such orders are left, dealers have neither the time nor the talent to make them, and the measure is taken with the greatest accuracy, sent to New York or Rochester, and from there the goods are sent to the customers.

Fire-Proof Passenger Coaches.

The cremation of human beings on passenger and sleeping cars, in case of accident, as illustrated in the Ashtabula tragedy, and others of more recent date, have been and still are the greatest horrors to be found in railway travel. The light draperies, inflammable upholsterings, and heavy varnishes of sleepers and palace coaches, while pleasing to the eye, are food for the flames whenever a car is overturned; and help, however quickly it comes, is too late to save from agony, if not from death. It has been left for a Buffalo inventor, Mr. George Mann, to discover a remedy for this great terror of the traveler. He has adopted asbestos as an upholstering for seats, materials for curtains, and lining for the entire interior of the car, this to be covered, when used for upholstering or ceilings, with a fine wire cloth on which pleasing designs may be wrought. Asbestos is known to be non-combustible, and a car so upholstered and so lined, in Mr. Mann's opinion, would be almost fire-proof. Passengers would have ample time to escape, or be rescued before a fire originating from an overturned stove could become dangerous in cars in which asbestos was used.

Petroleum has been found in the province of Palermo of such excellent quality that it can be used in lamps without having been previously refined. The sign of an abundant supply has led to the undertaking of works on a large scale.

FITTING GLOVES.

Some Observations of a Clever Saleswoman.

"I wish you could have been here awhile ago," said a saleswoman in a large glove store to a reporter. "You could have seen what would interest you. You would have died."

"Glad I wasn't then."

"Oh, you would have been fully compensated. Did you ever see a woman with a number eight hand try to put on a number six kid?"

"I never saw a woman with a number eight hand."

"Oh, you didn't? Then you never worked in a kid glove store. The fact is very few women know how to buy kids. They always get them too tight. Not more than one-third of them can be made to button, and if they happen to take hold of a door-knob or the handle of a street car the glove is split."

"In buying gloves do people usually try them on?"

"Always. We had rather fit them on ourselves. If we sell them without doing that we are apt to have them brought back with a rent in them. Not all people who wear kids are used to them. More than half do not know how to put them on. They put in all the fingers at one time, give the kid a jerk, and tear it half in two. Then they are ready to complain of the quality, when, you know, the best gloves can be torn. Even when we try to help, it is hard for some people to put on a pair of gloves. They are often so awkward that it is hard to keep from laughing outright. Of course, it will never do to smile. To be successful with our sales we must never notice the ignorance of a customer in such details. Many of them would never wear kids if it were not that the practice is regarded as one of the requirements of culture."

"How do you put on a glove?"

"I rest the elbow upon the counter, the customer standing on the opposite side, which puts the back of the hand toward me. Then the three longest fingers are inserted, and after they have been fitted the thumb and little finger are put in place. After that there is no difficulty, provided the glove is gradually worked toward the wrist. If there is much of a bulge in the opening between the buttons and the palm, the glove is too small and should not be worn. Half the gloves seen upon the hands of women are too small, and so the hand is cramped out of all shape. They can never be taught that a larger one looks better. It is also cheaper to choose those that fit properly, because they last longer."

"Do many people like to put on their own gloves?"

"A few."

"These understand, of course, how to do it?"

"They are the very ones who know least about it, as a rule. People used to kids know that it is the practice in all glove stores for the salesman to try them on. If we are to assume the risk of destroying the glove we prefer to know that the goods are properly handled."

"What is the most popular practice among those who do not understand the art?"

"To insert all the fingers at one time, and pull at the palm."

"And the effect?"

"Is to split the 'bottom' or palm of the glove from the fingers."

"What do you do with such gloves?"

"Send them up-stairs to be repaired, after which they are sold at a discount."

"Do you sell many kids to men?"

"About one-third of our sales, I presume, are to men, but they give us no trouble."

"Why?"

"First, they do not care for such tight gloves. They must use their hands more. If they were to wear gloves as tight as those of their wives and sisters they could not carry a cane in their hands."

"Do you ever fit men to kids?"

"Always, and it is a pleasure when we contrast it with the trouble the women give us."

"What is the reason?"

"I don't know exactly. Men who wear kids seem to understand it better. Then they are always more polite and liberal. They nearly always except our suggestions, and as a rule buy the best gloves. In trying on gloves the quality has much to do with our success. A good glove will fit well, and it will not tear easily."

"Does it take much talk to perform your duties?"

"A few words with men, a long argument with women. It is not so much what we must say, but the way we say it, that makes this part of the work tiresome. We cannot afford to give offense, even if their ideas are absurd. The most we can say is, that it does not agree with our own. The size forms the principle point of contention. We let them take any color they want, but if they desire to match them with a dress we offer our suggestions."

"Often see the same customers?"

"Two or three times a month sometimes. Some people with small hands have a passion for visiting glove stores."

"Are these men or women?"

"Both. Mostly men in Grand Rapids. Your women are not blessed with small hands as a rule."

"Then you have lived elsewhere?"

"Yes, sold gloves in Boston and New York."

"How do the hands of the Grand Rapids women compare with those of the Hub?"

"They are much smaller on the average, though I notice no difference in the men's sizes. The Grand Rapids men have proportionately smaller hands than the women."

"You say some people have a passion for visiting glove stores. Do they buy more gloves than they need?"

"They could best answer that themselves; but what a person would want with a hundred pairs of kids at one time I fail to see. I know a woman who must have that many at least. She has a beautiful white hand and wears the finest diamond I ever saw."

"Takes it off, of course, when she tugs on a glove?"

"No; she keeps it on, and the trouble is to get a glove that will go on well and fit over the diamond."

"Young and pretty of course?"

"She! Not a bit of it. Her face is horrid, but she has a good form, good taste, and winning ways. With these she ought to catch a husband, but she is still single. May be she is wise and won't have one."

"Rich?"

"I suppose so. She always pays her bills and her check is good at the bank. I am told that when traveling she seldom stops in a town or city without buying a pair of gloves, and that she could be tracked nearly all over the world through the glove stores."

The Tack Combination.

One of the most notable combinations which have of late years brought their influence to bear upon the manufacture and distribution of commodities is that of the tack-makers, which was formed early in the fall of 1882 for the purpose of avoiding the evils growing out of over-production and fierce competition. It is a close combination, determined in its object, broad in its policy, and successful in its purpose. At the start it included the chief tack concerns of the country, and such as remained out or have since started have been induced by bonus or otherwise to come in, and it now includes all the makers in the United States, some few small concerns, manufacturing only a partial line, excepted. It is "iron-bound" in its regulations, and no complaint of violation of its rules by its members has been reported. Its primary object is to sustain values and remove its product from the fluctuations and pressure of the market. To this end it works intelligently by restricting production. This is effected by a virtual pooling of its business. The management of the combination is placed in the hands of a grand central committee or company, to which all the machines of the various members are in a manner leased and by which the product of the same is controlled. A proportionment is made by this central company, whereby each maker is allowed to run his machines a fixed number of days in the week and to make a certain quantity of tacks. Should the orders of any manufacturer exceed his product he must draw the excess above his allotment necessary to fill the orders from some other mill or mills. By this central committee is also fixed the price at which the manufacturer may sell to jobbers and dealers, together with the discounts and rebates permitted, a strict adherence to which is required. The combination is equally strict with the dealers, fixing prices at which they may sell, and requiring from them a written statement to the effect that they have bought no stock from outside manufacturers before paying to them their rebates. On the other hand it looks after the interests of the dealers, and, by restricting production and maintaining prices, virtually secures them against a decline in the values of the stocks on hand, and thus removes the inducement to buy from outside parties whose encouragement would tend to break the market. The effect has been to put the tack trade, which has not been active, upon a satisfactory basis. A disturbing element in the tack trade, and one which has cut quite sharply into it, has been the increased and cheapened production of small wire nails, in which there is an over-production and no combination, and which are largely used in place of tacks, especially in the box and similar trades. The combination, which is to hold indefinitely, meets every six months to confirm the existing conditions or to make new ones. The signs of the times indicate no disposition to disintegration in this combination.

Fashions in Silverwear.

The fashion in silverwear just now is not only that in antique designs, but the real antique, even though it be of unknown history, and has seen the world from the shelves of the bric-a-brac dealer, is used by those who love beauty and antiquity under any small amount of rust and the grime of time. Wedding gifts in antique silver are considered recherche, and are valued more if they can be truly endowed with an interesting and Old-World history. This mode has rather the air of buying one's heirlooms and giving them as presents; at the same time fashion decrees that it is the thing to do, and it is done. One may polish it up or not, as one chooses, before presenting it.

TURK'S ISLAND.

Some Facts About that Salt-Producing Climate.

The population of Turk's Island is about 5,000, 80 per cent. being negroes, who alone constitute the laboring population. Although represented in encyclopedias as being a part of the government of Jamaica, Turk's Island is a separate and distinct colony, with its own ruler appointed by the Crown and a legislature or council. The only connection with Jamaica is that the laws enacted by the legislature of Turk's Island are subject to the approval of the governor-general of Jamaica. Of the eight councilmen, four are official or ex-officio, and the other four are unofficial, being appointed by the commissioner, as the governor of Turk's Island is called. The island also has a supreme court and lower courts. Thus the little colony has all the machinery of the state, but the people have no voice whatever in the government. The cost of the government used to be about \$55,000 a year, all raised within the islands, but now it is about \$35,000, having been retrenched in deference to popular demand. There is a strong feeling among the people in favor of annexation to the United States. The British government does nothing for them except to contribute \$1,500 a year toward carrying the mails, and to appoint the officials who receive the salaries raised by duties and by taxation. There is not a lawyer on the island, though if a few dozen lawyers should emigrate there they would probably be able to earn their (Turk's Island) salt by working at 75 cents a day, the ordinary pay for labor in the salt pens. There is not even a public prosecutor, the Queen's advocate having died some time ago, and nobody appointed in his stead. The supreme court is almost a sinecure, and there being no lawyers to make trouble, the jails are usually empty. The islands are healthy, although the *Royal Standard*, the colonial paper, is full of patent medicine advertisements, including cathartic pills, liver invigorators and worm tablets. The islands have a tariff on imports, and duties are collected on goods, whether from the United States, England, or Jamaica, or any other part of the world.

Of course the most interesting feature about Turk's Island is the great salt manufacturing industry. At Grand Turk, where it is chiefly followed, the water is led from the ocean by means of a canal about 12 feet wide and 2½ feet deep, to the government reservoir, which is from 600 to 800 feet long and 20 feet wide. From this reservoir the water is drawn by machinery into ponds or "pens" as they are called, and which are from 150 to 200 feet square and about two feet deep, and separated from each other by rough stone. In the cases of a few proprietors of salt pens the water is drawn from the government reservoir into private reservoirs, before being transmitted into the pond for evaporating. There is a salometer for measuring the saline strength of the water, and when the salometer shows 80 to 90 degrees of strength, the result, after evaporation, is 1½ to 2 inches of salt.

The time taken in evaporation varies according to the amount of sunshine. During the rains in the months of May, and in October and November, the salt is slow in forming. Evaporation leaves the salt dried hard and firm, like a field of ice and white as snow, but a curious feature of the ponds during evaporation is the varying color of the pickle—green, blue, red, pink, purple—indeed every variety of color except yellow or black. It is a spectacle well worth seeing. The salt is broken up in small pieces with rakes and dumped in the vicinity of the pond. There are some salt houses, but the salt as a rule is piled in heaps varying from 20 to 1,000 bushels. The salt is removed in half bushel baskets to lighters, which carry it out to vessels in quantities of 175 or 200 bushels, and from the lighters it is dumped into the holds of the vessels. Most of the salt is as it leaves the ponds, but about 25 or 30 per cent. of it is crushed for fish purposes. There is a royalty of 10 per cent. on the value of the salt. About 1,500,000 bushels are exported yearly, the number of vessels which leave Turk's Island with salt each year being about 200. The salt is sent to the United States and British provinces, and a load was recently sent to Brazil, and well approved, though the South American market is at present supplied from Liverpool. The island is not severed from the world, for both the Clyde and Cunard lines touch there. It is an interesting incident in this connection that a good number of years ago the islanders vainly appealed, time after time, to the British government for relief from an oppressive duty, but no notice was taken of them. At last a strong agitation was aroused in favor of asking the British government to permit the island to apply for annexation to the United States. The existence of the movement was officially reported to England, and very soon the obnoxious duty was removed.

How to Sell Goods.

First class salesmen are rare. We incline to the opinion that genuine salesmen are born so; that it is an art that cannot be acquired. We often see merchants whose capital is insufficient, whose stores may be in poor locations, but who, by superior ability in selling goods and winning friends, succeeded where other men with advantages far superior control only a very limited trade. To become a successful salesman, you should in the first place have a thorough knowledge of your goods; be thoroughly conversant with their origin and the uses to which they are put; also all other goods which are used for the same purpose, so that you may prove the superiority of the goods you are selling, and their advantages over other and similar articles. An exhibition of ignorance of the goods you offer at once impairs the confidence of your customer, and will often lose you a sale. Remember also that nothing so disgusts a customer as an overbearing, important clerk. While it is of the greatest importance that you be thoroughly posted in the articles you have for sale, do not make a presumptuous show of your knowledge. It is quite possible that your customer's knowledge may be equal and even superior to your own. Cultivate tact. A successful salesman knows just what to say to be polite, and just how and when to say it. You must have a keen perception to judge a customer—a knowledge of human nature that will tell you just how every customer should be treated to win his confidence, and when you have won a customer's confidence, never under any circumstances, betray it. Some salesmen may succeed in selling large bills of goods by using all sorts of small tricks and deceptions to do so, foolishly supposing the customers will not detect the fraud. Such salesmen are not usually able to sell the same person a second bill—not, perhaps, because any irregularities have been discovered, but having bought too much the first time, owing to the salesman's persuasive smartness or plausible statements, they naturally distrust him. It is far better to hold a customer's trade on moderate purchases, and increase his confidence in you.

Deal candidly with your customer always. Show even a greater variety than he asks to see, and explain the difference in quality. Manifest a disposition to satisfy, giving respectful attention to his wishes as though it was a pleasure, as indeed it really is to genuine salesmen. If he wavers in deciding it will then do to suggest, in a modest quiet way, but never attempt to instruct a customer what he wants or ought to buy, unless he asks for your advice, for it is not flattering to most person's vanity to have you insinuate that they are ignorant of their own wants. The old adage "goods well bought are half sold," is a good one, but there are many articles commonly kept by all dealers which you cannot expect to undersell. Such goods the buyer will purchase wherever he is most honorably dealt with. It is impolite to appear over anxious to make a sale, but it is equally unwise to show a lack of animation, for your customer is quite apt to be influenced by it, and remark, "It is of little consequence; I will call again," and, perhaps, fifteen or twenty minutes later, in another store where the salesman makes a show of life, he buys the article even at a higher price. An earnest effort to please will not be mistaken for over-zealousness. Do not be snappish or ill-tempered when a customer does not accept all your assertions or leaves without purchasing. Above all things never lose your temper. You can not only retain the advantage by remaining composed, but should you condescend to dispute or get into a heated argument, even though you may be right, the customer never will be convinced, and is quite likely to leave you altogether, and perhaps do you injury in many ways. Of course you have unreasonable people to deal with, but never forget to be a gentleman; it is one of the requirements of a first-class salesman.

ity in selling goods and winning friends, succeeded where other men with advantages far superior control only a very limited trade. To become a successful salesman, you should in the first place have a thorough knowledge of your goods; be thoroughly conversant with their origin and the uses to which they are put; also all other goods which are used for the same purpose, so that you may prove the superiority of the goods you are selling, and their advantages over other and similar articles. An exhibition of ignorance of the goods you offer at once impairs the confidence of your customer, and will often lose you a sale. Remember also that nothing so disgusts a customer as an overbearing, important clerk. While it is of the greatest importance that you be thoroughly posted in the articles you have for sale, do not make a presumptuous show of your knowledge. It is quite possible that your customer's knowledge may be equal and even superior to your own. Cultivate tact. A successful salesman knows just what to say to be polite, and just how and when to say it. You must have a keen perception to judge a customer—a knowledge of human nature that will tell you just how every customer should be treated to win his confidence, and when you have won a customer's confidence, never under any circumstances, betray it. Some salesmen may succeed in selling large bills of goods by using all sorts of small tricks and deceptions to do so, foolishly supposing the customers will not detect the fraud. Such salesmen are not usually able to sell the same person a second bill—not, perhaps, because any irregularities have been discovered, but having bought too much the first time, owing to the salesman's persuasive smartness or plausible statements, they naturally distrust him. It is far better to hold a customer's trade on moderate purchases, and increase his confidence in you.

Deal candidly with your customer always. Show even a greater variety than he asks to see, and explain the difference in quality. Manifest a disposition to satisfy, giving respectful attention to his wishes as though it was a pleasure, as indeed it really is to genuine salesmen. If he wavers in deciding it will then do to suggest, in a modest quiet way, but never attempt to instruct a customer what he wants or ought to buy, unless he asks for your advice, for it is not flattering to most person's vanity to have you insinuate that they are ignorant of their own wants. The old adage "goods well bought are half sold," is a good one, but there are many articles commonly kept by all dealers which you cannot expect to undersell. Such goods the buyer will purchase wherever he is most honorably dealt with. It is impolite to appear over anxious to make a sale, but it is equally unwise to show a lack of animation, for your customer is quite apt to be influenced by it, and remark, "It is of little consequence; I will call again," and, perhaps, fifteen or twenty minutes later, in another store where the salesman makes a show of life, he buys the article even at a higher price. An earnest effort to please will not be mistaken for over-zealousness. Do not be snappish or ill-tempered when a customer does not accept all your assertions or leaves without purchasing. Above all things never lose your temper. You can not only retain the advantage by remaining composed, but should you condescend to dispute or get into a heated argument, even though you may be right, the customer never will be convinced, and is quite likely to leave you altogether, and perhaps do you injury in many ways. Of course you have unreasonable people to deal with, but never forget to be a gentleman; it is one of the requirements of a first-class salesman.

The Comparative Security of Railroad Travel.

Speaking of the safety of railroad travel, the current number of the *Railway Register* says:

In these modern days of the newspaper and telegraph, when occurrences in all parts of the world are chronicled for the information of the people and when crimes and accidents are described with even too great a minuteness, we often hear of railway accidents—at least it seems to us that it is often. But when we consider the matter further the conclusion follows that the loss of life or limb on the railways does not frequently occur.

Thousands of passenger trains are every day speeding on their way carrying their precious freight of human beings. Millions of people are carried for a greater or less distance each week and yet how seldom it is that anyone is killed or injured. There is actually as much danger in walking the streets of a crowded city as in traveling from Boston to San Francisco. More people lose their lives in the city of New York in a single year by being run over by horses or vehicles than are killed in accidents on the rail.

When the annals are prepared and a comparison made, it will be found that more are destroyed by lightning than by railways. The reason of this comparative safety is the perfection to which railway administration has attained. Track, locomotives, cars and appurtenances are of the most approved pattern, employes are skillful and alert so that the traveler rests as peacefully and safely in a Pullman sleeper, running at a rapid rate, as he does in his own bed at home.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, AUGUST 13, 1884.

POST A.

Organized at Grand Rapids, June 28, 1884.

OFFICERS.

President—Wm. Logie.
Vice-President—Lloyd Max Mills.
Secretary and Treasurer—C. W. Atkins.
Official Organ—The Michigan Tradesman.
Committee on Constitution and By-Laws—Wallace Franklin, Geo. F. Owen, Geo. H. Seymour.
Next Meeting—At Sweet's Hotel reading room Saturday, August 30, at 8 p. m.

A MISTAKEN POLICY.

The *Evert Review*, like the majority of country newspapers, is always on the alert to advocate investments which would redound to the credit and prosperity of the place; but the plea put forth in last week's paper for the organization of a stock company, with a capital stock of \$100,000, "in which every man may be a stockholder," will do *Evert* infinitely more harm than good. The *Review* is, of course, animated by the best of intentions, and would not willingly encourage a movement which could not fail to result in disaster, and it is the intention of THE TRADESMAN to show the *Review* wherein its position is untenable. In a somewhat lengthy article on the subject, the *Review* says:

Grand Rapids owes her prosperity to such enterprises. Her natural advantages were no better than ours; in fact, no better than other towns in the central part of the State, but her people fostered all such enterprises. Located as we are in the midst of an abundance of material it only remains for us to make an unyielding effort in the same way to secure to us all our ambition desires. Shall we have it in *Evert*, or allow some other town to carry off the palm? Shall we manufacture our own material, or allow Grand Rapids and other towns to have large profits on what we might secure to ourselves?

Since the success of the Grand Rapids manufactories are cited, it is no more than fair to infer that the *Review* is ignorant of the conditions under which the greatest success was attained. THE TRADESMAN is willing to place itself on record with the statement that the greatest successes in the manufacturing line in this city have been made by unincorporated bodies—that is, the most money has been made by firms, and by corporations that were firms at the beginning and remained so until the business was well established. In a financial investment of any magnitude, where several persons are interested, it almost invariably happens at the outset that there are one or more men who are a drawback to the undertaking and who are sooner or later retired by the purchase of their interests. In a stock company, it is extremely difficult to accomplish such an end, especially if the obnoxious persons have taken a hand at the fascinating occupation of directing or managing the corporation's affairs, and it too frequently happens that the attempt to oust them results in an intestine warfare that seriously cripples the future credit of the company. In the organization suggested by the *Review*, this condition of affairs would be most admirably exemplified. A half hundred stockholders, each having a pet theory as to how the business should be conducted, would soon result in a clashing of opinions which would be the beginning of the end. No one would be interested to such an extent as to make him feel it his duty to abide by the will of the majority to protect his investment, and the prevailing sentiment would soon be, "Rule or ruin." It may appear that the picture is overdrawn, but a half dozen bankrupt corporations in this city and as many more in the towns surrounding, all of which owe their downfall to the causes described, fully attest the truth of the statements set forth. Stock companies, to be successful, should be practically owned by one man, or, at least, by two or three men who are in perfect harmony on all questions that affect the management of the corporation. This is impossible in the organization proposed by the *Review*.

Another objection to the *Evert* project—and when *Evert* is mentioned in this connection a dozen other Michigan towns can be included in the category, to which the same remarks are applicable—is the difficulty in securing competent management for a large manufactory at the outset. To be sure, each stockholder stands in readiness to try his hand at what he imagines to be an easy task, but experienced men are seldom employed, on account of the salary they command. Perhaps no better illustration of this point can be made than to refer to the recent furniture factory failure at Sparta. The company started in with the best possible prospects, and at the end of the first half year, a dividend of 16 per cent. was declared from the "earnings." The sequel of the "dividend" will be inferred when it is stated that before another six months had rolled around the company was in bankruptcy. As a consequence, the people of Sparta are now as fearful of stock companies as they would be of an earthquake—not because of any radical defect in the system, but for the simple reason that the affairs of the company were placed in incompetent hands, and the distrust thus engendered will prove the most serious set-back the town has ever had.

THE TRADESMAN does not wish to have

it inferred that it disapproves of the idea of each town encouraging home manufactures, for such is farthest from its real views. The point it wishes to emphasize is, let stock companies be severely alone, for the reason that they are unwieldy and unfitted to the majority of purely local investments. THE TRADESMAN believes that every locality should hold out inducements to manufactures suited to the place and surroundings. But instead of agreeing to "take stock," it is infinitely preferable to give really desirable parties a suitable bonus, and then help the enterprise by every encouragement at hand. If the project fails, those who contributed to the bonus are not directly out of pocket, for the reason that the contribution was a gift. But when a stock company, with a large number of share takers, goes down, it involves something more than financial disaster, and that is the destruction of all who were interested, who will thenceforth avoid all local investments for fear of a similar termination.

The election of THE TRADESMAN to the position of official organ of Post A is a distinction which is appreciated at its true worth for the spirit in which the honor was conferred carries with it a practical endorsement of the paper's policy since its inception. The encouragement and support accorded THE TRADESMAN by the commercial fraternity has been hearty and exceptional, and this public recognition at their hands encourages it to further effort in the way of a proper presentation of the rights and privileges of the traveler.

It was bad enough to have a Washington hotel fall and crush a half dozen people without embellishing the affair with lies. Imaginative reporters are telling of a parrot which after having been buried beneath the ruins twenty-four hours was asked how it felt. "All right," replied the remarkable bird, "but thirsty."

The *Southern Miner and Manufacturer* is the title of a new trade journal lately launched at Nashville. With an interesting table of contents, and exceptionally clean typography, the venture ought to meet with success.

AMONG THE TRADE.

IN THE CITY.

Be sure and see the ball game at the park Saturday.

W. B. Thompson, grocer, 29 Plainfield avenue, has removed to Lowell.

M. S. Marshall, grocer at 252 South Division street, is succeeded by Jas. A. Nelson.

J. F. Ferris has opened a branch of his Monroe street tea store at the corner of South Division street and Fifth avenue.

A. C. Adams, the Ashton general dealer, is putting in a complete new stock. Hazeltine, Perkins & Co. furnished the drugs.

R. M. Wilcox & Co., have engaged in the grocery and fruit business at Reed City. Fox, Musselman & Loveridge furnished the grocery stock.

H. L. Fish has moved his grocery stock from the corner of Madison avenue and Hall street to the corner of South Division and Adams streets.

Jacob Ritzema has sold his interest in the grocery business of Ritzema & Van Halteren to Martin Schram. The firm name will hereafter be Van Halteren & Schram.

The present whereabouts of Phillip Newman—otherwise known as Pauline and "Paisa"—is unknown to even his late friends but it is thought that he is masquerading under another name in a distant part of the country.

It is stated that J. H. DeLauey, of the late firm of C. G. McCulloch & Co., is endeavoring to effect a settlement with the creditors, in which case he would undoubtedly resume the business under his own management. Mr. McCulloch is at present sojourning in Chicago.

Assignee Immen states that the creditors of Wm. H. Stowe, with two exceptions, have agreed to accept a compromise of 25 per cent., in full settlement of their claims. In case the other two fail to wheel into line, the stock will be closed out by the assignee, and the creditors will probably not realize to exceed 18 per cent.

H. H. Dunning, who has until recently been identified with A. Bunnell in the grocery business, at the corner of South Division and McDowell streets, has put in a new grocery stock in the new building on the opposite corner, and Wm. Page has put in a drug stock in connection. Cody, Ball & Co. and Hazeltine, Perkins & Co. furnished the respective stocks.

AROUND THE STATE.

G. Dietrich, grocer at Owosso, has failed. John Sheridan has started a restaurant at Reed City.

R. C. McChesney, jeweler at Big Rapids, has assigned.

Dunn & Olesen have opened a meat market at Pentwater.

Lumbard Bros., druggists at Jackson, have been attached.

D. H. Doud has started a second meat market at Allegan.

O. W. Kibby is erecting a new store building at Belaire.

A. Corwin has purchased the general store of J. H. Anderson, at Tustin.

B. Newkirk will shortly engage in the restaurant business at Manelona.

W. W. Warner has sold his meat market at Manelona to Wm. Lybarker.

Perry Bennett succeeds Bennett Bros. in the grocery business at Cadillac.

D. F. Newton succeeds Cook & Newton in the harness business at Hastings.

Fred Bollacker will open a boot and shoe store at Reed City about the 16th.

John W. Free succeeds Free & Martin in the hardware business at Paw Paw.

McCarthy Bros. have consolidated their two boot and shoe stocks at Allegan.

John La Due succeeds Rockafellow & La Due in the clothing business at Carson City.

H. P. Miller is closing out his stock at Carson City, preparatory to retiring from business.

Johnson & Hitchcock, general dealers at Sutton's Bay, are about to dissolve, Mr. Hitchcock retiring.

Paul Ammerman has sold his grocery stock at Chase to B. Burley, who has removed the business to Nirvana.

C. H. Cooper has retired from trade at Elmira, and contemplates re-engaging in business in the southern part of the State.

Burroughs & Carter, butter and egg packers at Flint, recently sustained a loss of \$15,000 by fire. Insured for \$12,000.

Carey & Lander, general commission merchants and produce dealers at Muskegon have dissolved, Carey & Co. succeeding.

Morley Bros. are building a double brick store at Cedar Springs and will put in a stock of groceries and boots and shoes about October 1.

Walker & Laur, the Big Rapids furniture dealers, have purchased Armory Hall, at that place, and will open it up as a furniture emporium.

The Reed City *Clarion* says that N. W. Peck, who attained some little notoriety at that place last fall through the disposal of a confectionery stock, contemplates opening a jewelry store at Hersey.

STRAY FACTS.

L. W. Davis has opened the Davis Hotel at Lowell.

A fruit evaporating factory is to be established at Hamilton.

The Muskegon river is lower than it has been in many years.

F. M. Chase succeeds Hicks & Chase in the blacksmith and wagon business at Boyne.

Ross Brothers, Seth and Myron, of Hopkins Station, are building a cider and sorghum mill.

Kalkaska shipped from 300 to 400 bushels of huckleberries per week during the height of the season.

Private parties have perfected arrangements for sinking an experimental salt well at Traverse City.

Thompson's handle factory, employing thirty or forty men, will be removed from Ovid to Owosso.

A chair factory is about to be started at Schoolcraft by Myers Bros. It is to be situated in the Bauer block.

The report that Blodgett & Byrne were to remove their interior office from Roscommon to Grayling, is denied by them.

M. T. Kibbey, of Lansing, has purchased the saw mill of C. W. Farrand, at Bellaire, and intends putting in a bested factory.

Lead dimes and counterfeit bills are in circulation in Cadillac, and it looks as if a gang of counterfeiters had a plant in that vicinity.

Steel, Truck & Co., bankers at Ithaca, have become incorporated under the title of First National Bank of Ithaca, with a capital of \$50,000.

Joseph Hope has leased the flouring mill of W. L. Olmsted, at Sparta, and will complete the repairs now in progress, so as to begin operations by the middle of September.

The firm of Seaman & Webster, mill operators at Chase, afterward known as Seaman, Dunham & Co., and later as Seaman & Dunham, was last week changed to Dunham, Peters & Co.

The contract for the new hotel building at Hart has been let to E. M. Ruggles & Co., of Whitehall, who agree to complete it by December 15, 1884. It will be a brick structure, two stories high, and will consist of a hotel 32½x108½ feet, bank 20x50 feet, and three stores 24x80 feet, with rooms and parlors for the hotel over them all.

Dr. F. D. Miller has sold his snide livery outfit at Manelona to a Mr. Watson, who will undoubtedly receive a large patronage from the traveling fraternity in case he eschews the ill manners and dishonest practices of his predecessor. Unless he learns to treat the commercial men decently, he may have to submit to a pugilistic interview with the "drummer knocker," yclept Haugh.

Echoes of the Base Ball Game.

The home league club received \$167 from the grocers' game here, that amount being two-thirds of the total receipts.

A letter to THE TRADESMAN from Jas. Stewart concludes as follows: "We arrived home all right, happy and full—of spirits." The spirit part of the statement is eminently suggestive.

Amos S. Musselman has received a letter from J. S. Smart, Jr., of Symons, Smart & Co., stating that the Saginaw boys expect to down Grand Rapids at the next encounter. Mr. Smart has evidently never heard of the adage about counting chickens before they are hatched.

Geo. R. Perry recently received a postal card from Jas. Stewart (limited), which he was unable to decipher, but as he afterward received a package of papers with the Stewart stamp on the outside, it is supposed the hieroglyphics on the card referred to that subject. Mr. Stewart should enclose a translated copy with every letter he indites. Otherwise, he is accountable for an unending flood of profanity.

Fourth Meeting of Post No. 1.

At the adjourned meeting of Post No. 1, held at the reading room at Sweet's Hotel last Saturday evening, the following representatives of the traveling fraternity were present: Wm. Logie, Geo. H. Seymour, Wallace Franklin, L. M. Mills, Geo. F. Owen, Stephen Sears, D. S. Haugh, W. G. Hawkins, J. N. Bradford, P. H. Carroll and John W. Hallett, of Detroit. President Logie presided and Geo. H. Seymour officiated as secretary pro tem.

Stephen Sears, W. G. Hawkins and Wm. B. Edmunds, the committee appointed to ascertain the location of desirable rooms for a headquarters, reported that two suitable rooms could be procured in the Ledyard block at an annual rental of \$180, and that the plain furnishing of the same would involve an expense of about \$150. The report was accepted and the committee were instructed to pursue inquiries relative to the matter assigned them until the next meeting.

Geo. F. Owen, of the committee on constitution, read for a second time the draft of the constitution prepared by the committee, which was altered in a number of minor particulars and adopted as a whole. The by-laws proposed were also read, discussed, altered and adopted. By the constitution, the name of the organization is changed to "Post A," in accordance with a custom observed by the New York posts. Admission to regular membership is limited to those who are already members of the Michigan Commercial Travelers' Association, although arrangement is made for the admission of honorary members. Regular members must pay an initiation fee of \$5, and 50 cents monthly dues. Honorary members are required to pay an initiation fee of \$10, while retired travelers and those too old to be admitted to membership in the M. C. T. A. are allowed to come in on the payment of \$5. The management of the Post is placed in the hands of an executive committee of five members. Regular meetings are to be held on the last Saturday evening of each month.

Geo. F. Owen moved that THE TRADESMAN be elected official organ of the Post. The motion was supported by W. G. Hawkins and unanimously carried.

The election of an additional vice-president and committees provided by the constitution was deferred until the next meeting, and the time for such meeting was fixed at Saturday evening, August 30, at the same place as heretofore. The meeting then adjourned.

The following signatures have been added to the membership roll since the last report: S. A. Sears, W. H. Jennings, Wm. B. Edmunds, Chas. S. Robinson and P. H. Carroll. The total membership is now twenty-nine. "Brad" made a bad break pending the adoption of the by-laws, which plainly indicated that he had been asleep, whereupon he was promptly fined \$1, the proceeds to be used in purchasing a cushion for the president's chair.

The Gripsack Brigade.

C. S. Yale is drumming the Detroit trade this week.

It is currently reported that Mills has struck a bonanza—at Bonanza.

A lady commercial traveler in the boot and shoe line called upon the trade here last week.

C. S. Robinson has returned from a week's vacation, which he spent with friends at Fayetteville and Aurora, N. Y.

Mrs. Geo. McKay is spending the summer at Potosky, and Geo. happens around there as often as convenient.

Geo. P. Cogswell has gone to Detroit with a customer, to sell a new stock direct from the house. Mrs. Cogswell has gone to Alliance, Ohio, to visit friends.

The usual *Portrait* is omitted this week, but ample amends will be made next week by the presentation of a biographical sketch of W. G. Hawkins—he of the giant frame and Jumbo voice.

J. A. Henery, of the firm of Wm. L. Ellis & Co., oyster packers at Baltimore, was in town the past week, the guest of B. Frank Emery. Mr. Emery will continue the sale of the Ellis goods to the Michigan trade.

T. P. S. Hampson and Henry J. Hagy, with Hazeltine, Perkins & Co., exhibited the brush and sundry line of the firm at the meeting of the Wisconsin Pharmaceutical Association at Madison last week. Mr. Hampson is now on a tour of the Wisconsin trade.

D. E. Stearns, the general western traveling representative for the Broadhead Wrosted Mills, is now on an extended business trip through Kansas. He writes THE TRADESMAN: "Papers duly received, and contents as eagerly devoured as a late Kansas breakfast. Crops immense out here. Two million bushel of corn in this State. 'Shuah sar.'"

The traveling salesmen have challenged the office men at the various wholesale houses to a friendly game of base ball at the park next Saturday afternoon, and the challenge has been accepted. The positions of the commercial nine will be as follows: N. S. McConnell p; Had. Beecher, c; Josh Speed, 1 b; Fred Lyon, 2 b; Fred Shriver, 3 b; Steve Sears, r f; Max Mills, 1 f; Algernon E. White, c f; E. P. Andrew, ss. The composition and positions of the other nine are as follows: P. Graff, p; B. Porter, c; Fred Ball, c f; W. F. Goodman, r f; Jim Wykes, 3 b; Greg Luce, ss; Sandy McQueenan, 1 b; C. E. Miller, 1 f; G. B. Dunton, 2 b. A cordial invitation is extended to traveling men and others to witness the game.

J. M. Chaplain, formerly book-keeper for the late firm of C. G. McCulloch & Co., now represents the Levering coffee house, covering the entire Michigan trade.

THE THING IN SHOES.

Apparently a Return to More Sensible Styles.

"What will be the styles in gentlemen's shoes this fall?" asked a TRADESMAN scribbler asked of a leading shoe dealer.

"The main difference," was the response, "will be in the shape of the toes. Pointed toes are out of style, and instead a 'medium' shape—'opera,' as the style is termed when applied to ladies' shoes—round on the end, with plain tips, except for a little pinking, are the toes that will be seen on the fall shoes. For every-day wear these shoes will be in heavy demand. They will be perfectly straight, with a low broad heel and a broad shank. They will be made in congress, button and laced styles.

"In dress shoes the extreme style will be a somewhat unique shape, which has no distinctive name. It is a good deal like a congress, with an imitation lace front extending to the top of the shoe. It is a very handsome, ultra fashionable shoe, and will be much worn.

"Patent leather shoes are coming into favor and will be very much worn by the upper ten. A shoe made entirely of patent leather, perfectly plain, with a black cloth top, buttoned, will be the extreme of fashion."

Not A Large Fish.

He was telling about his success in catching brook trout up around Potosky.

"Yes," he said, "in less than four hours I captured two hundred, and some of them weighed over two pounds each."

"Two pounds? Why, that is a very small trout."

"I think it is a very big trout."

"Ordinarily, yes. But it seems like a very small trout for you to catch."

A. N. Avery, of the firm of Morgan & Avery, has gone to Farmer Village, Seneca county, N. Y., to visit his parents, and will take in the Eastern markets before returning.

S. Rademaker, book-keeper for Fox, Musselman & Loveridge, has gone to Macatawa Park for a week's vacation.

MISCELLANEOUS.

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

WANTED—Position as drug and prescription clerk by a young man of five years' experience. Can speak French. Address GGG, care "The Tradesman."

FOR SALE—A general stock of goods at a good location on the Toledo, Ann Arbor & Northern Michigan Railway. Depot to be built immediately. Address S. M. Scott, North Star, Gratiot County, Mich.

FOR SALE—At a bargain, a double door, combination lock safe, and two 6 foot, oval front, walnut show cases, nickel trimmed, all as good as new. Or will exchange for merchandise. G. B. Wright, 14 North Division street, Grand Rapids.

WANTED to exchange dry goods, boots and shoes and crockery for hardware or vice versa, and take dry goods in exchange for hardware—say from \$50 to \$1,500 worth at equitable rates. Object, to avoid carrying so many kinds of goods. Address AAA, care "The Tradesman."

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

FOR SALE—Store and fixtures of a drug store, all new June 1, 1884. Invoices \$900, will take \$375, if sold by Aug. 10. A rare bargain. "The Tradesman" has the address.

TO RENT—A desirable store, size 18x80 feet, corner of Monroe and Division streets, Grand Rapids, Mich. Suitable for boots and shoes, millinery, clothing, dry goods, groceries, etc. This store is connected by an archway with the popular variety store, known as the "Bee Hive," and can be run in connection or separately as desired. Rent \$300. For further particulars, address Gilbert B. Wright, 14 North Division street.

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

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

MASON'S FRUIT JARS



Large stock on hand at bottom prices for immediate shipment. Also EXTRA RUBBERS for MASON JARS. We quote porcelain 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
½ Gal. Barrell Jars, per gross..... 12 50
These are glass cans with glass covers to seal with wax. Also

Per Dozen
¼ Gal Stone Preserve Jars and Covers..... 85
1 Gal Stone Preserve Jars and Covers..... 1 40
½ Gal Stone Tomato Jugs and Corks..... 85
1 Gal Stone Tomato Jugs and Corks..... 1 40
Sealing Wax, ½ lb..... 4c

H. Leonard & Sons,

16 Monroe Street,
GRAND RAPIDS MICH.

COAL AND BUILDING MATERIALS.

A. B. Knowlton quotes as follows:
Ohio White Lime, per bbl..... 1 10
Ohio White Lime, car lots..... 95
Louisville Cement, per bbl..... 1 40
Akron Cement per bbl..... 1 40
Buffalo Cement, per bbl..... 1 40
Car lots..... 1 15@20
Plastering hair, per bu..... 35@38
Stucco, per bbl..... 1 75
Land plaster, per ton..... 4 75
Land plaster, car lots..... 3 00
Fire brick, per M..... \$27 @ \$35
Fire clay, per bbl..... 3 00
Anthracite, egg and grate..... \$6 50@75
Anthracite, stove and nut..... 6 75@70
Cannel coal..... 7 00
Ohio coal..... 40@55 60
Blossburg or Cumberland..... 00@55 25

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 catalogues and terms.

This Year

If never before, you want a DAILY paper. It is the year of the Presidential contest. Never before have the two great parties apparently been so evenly matched for the struggle. You want to know what is going on, and you want to know it without delay. You want a DAILY paper; but you DON'T want an "organ"—that is, if you want ALL the news and want it honestly and impartially presented. You don't want your political intelligence discolored and perverted to suit the requirements of an organ of either political party. You want FACTS—ALL the facts—just as they are, favorable or unfavorable. With these honestly presented from day to day you are in position to intelligently form your own opinions; they will serve you better than the ready-made "opinions" of the "organ." THE CHICAGO DAILY NEWS commends itself as meeting your need at this time. It is a complete newspaper in all the requirements of American journalism. It is a member of the Western Associated Press. It prints all the news, completely but concisely. It is not a "blanket-sheet."

READ WHAT THEY SAY OF IT.

"IT IS AS GOOD A NEWSPAPER AS OUR GREAT SOURCE PRODUCES."—PAUL G. SCHULZ, Galva, Ill.

"IT IS A FIRST-CLASS NEWSPAPER IN EVERY respect."—Litchfield Car and Machine Company, Litchfield, Ill.

"YOUR COLUMN OF 'SHARES AND FLATS' IS worth the price of the paper."—M. D. Massie, New Canton, Ill.

"THINK IT SHOULD BE IN THE HOUSE OF every lover of good morals in the State of Illinois."—PHILIP FLOOD, Grand Ill.

"I CONSIDER IT THE BEST PAPER OF ITS class in the United States, not excepting the New York Sun, which I have also read for many years."—DALE WALLACE, P. M., Hoopston, Ill.

"I LIKE YOUR PAPER. BREVITY IS SAID to be the soul of wit. You give all the news and such form that a very busy man can keep posted on current events and lose no time from his business."—A. B. AVREY, Napoleon, Ill.

"HAVE LONG KNOWN THAT THE DAILY News is considered the best daily published in the United States. The Daily Sun of New York, in my opinion, is the second in rank."—DR. E. P. HUGHES, Havana, Ill.

THE CHICAGO DAILY NEWS is an INDEPENDENT newspaper. It presents political news free from partisan coloring, without fear or favor as to any party's interests. It has its own opinions upon all the questions of the day, and is accustomed to express them without reserve. If you are a partisan extremist and tender about adverse criticism of your pet political theories, perhaps you had better let it alone. It may not agree with you—sometimes. But to the fair-minded reader, who demands impartial, honest, pure, and enterprising journalism, the CHICAGO DAILY NEWS commends itself, confident of meeting every reasonable requirement.

Sold by newsdealers everywhere. Price 2 cents. Mailed, postpaid, at Six Dollars per year. Fractions of a year at proportional rate.

Address THE CHICAGO DAILY NEWS, Chicago, Ill.

IF YOU DO NOT ENJOY THE ADVANTAGE of a daily Chicago mail, subscribe for the CHICAGO WEEKLY NEWS, the next best, in my opinion, for SEVENTY-FIVE CENTS per year.

Drugs & Medicines

The Benefits of Pharmaceutical Legislation.
Secretary Jesson contributes the following admirable appeal in behalf of a pharmacy enactment:

The druggists of Michigan want a pharmacy bill passed, first, because it will raise the standard of pharmacy in this State to a higher level; second, because the public safety demands skillful, intelligent and qualified druggists to compound physicians' prescriptions, and dispense drugs and medicines, — a matter that can be regulated by the Legislature, by passing a popular pharmacy bill, such as the Legislative Committee of the State Pharmaceutical Association will report at the meeting in Detroit, September 9,—a bill that will infringe on no druggist's rights now in business, as its provisions are for the future, not for the past,—nor prevent any man from investing his capital in the drug trade—nor prevent any clerk from continuing in his chosen profession. Ohio has just secured a similar law, Illinois, Iowa and Wisconsin all have good pharmacy laws working successfully, and Indiana is moving in the same direction. The consequence will be that unless we secure the necessary legislation, the incompetent overflow that cannot settle in the surrounding states, will settle in Michigan and crowd our already overcrowded drug business. The only channel through which the druggists of the State can obtain relief is through the instrumentality of the Michigan State Pharmaceutical Association. Therefore every druggist in the State, whether engaged in business for himself or employed by another, should join the Association and thus add more strength to the Association. The Secretary has received seventy applications in the past two weeks, and hopes to receive several hundred more before the next annual meeting at Detroit, September 9, 10 and 11.

Petroleum as a Preventative.
Petroleum was first introduced to the public as a medicine, and was used as such for many years before it was considered of any account for anything else, and even yet it is largely used as a medicine. Greater still is gas. Dr. Klaczko, of Vienna, declares that the fumes of petroleum or the natural gas are powerful preventatives of cholera. He cites a number of instances where those working around the oil wells in Galicia enjoyed perfect immunity from the disease, while in adjoining districts its ravages were terrible, and no medicines could be found to check it. It is a fact that petroleum is a powerful germicide. Farmers use it extensively as a destroyer of vermin, and it is known that it is fatal to certain forms of insect life that do not yield to the deadly poisons that have of late years been lauded as insecticides.

Sure Test for Borax.
The increased use of borax has led to improvements in its manufacture, and the article now sold is often remarkably pure for a commercial article. To test it, dissolve an ounce in hot water, and notice how much insoluble matter remains. If it contains much grit, it should be rejected. To a portion of the solution add some carbonate of soda solution, which will cause a precipitate with iron, lime, etc., if present. Add to another portion of the borax solution nitric acid until the liquid is acid, and then some solution of silver nitrate. The presence of chlorides will be indicated by the formation of a white precipitate. In a good sample of borax there should be almost no residue after dissolving in water and neither carbonate of soda nor nitrate of silver should produce any appreciable precipitate.

The Way It Has Always Been.
The constant clash between capital and labor is thus epitomized in the *American Miller*:
To get much for a little is the real quintessence of happiness. Much for little has been the cry of Jew and Gentile for thousands of years, and to get much for little, men sacrifice their fortunes, their lives, and their sacred honor. On the one side, to get much money for little work, and on the other side, to get much work for little money, makes most of the troubles between employer and employed. It has been so in the past, and it will be so in the future, until the end of time, all legislation to the contrary notwithstanding.

The Charms of Black Currant Wine.
"Very few Americans buy black currants," said a commission merchant. "Our best customers for them are English people, who use them in making puddings, jam and wine. Black currant jam isn't to be sneezed at, but the wine is a drink suited to the Queen's taste. It is very heavy bodied, and contains but a small percentage of alcohol. As to flavor, it takes the distillery every time. If you ever have a chance to test it when made by a genuine John Bull, just tickle your palate."

Things Heard on the Street.
That Algernon E. White attends to his horse while attired in a Mother Hubbard wrapper.
Wat Lew Hawkins has invented an improved car spring, a model of which is on exhibition at the store.
That the horse now driven by Barlow was loaned him by the proprietors of the glue factory, Heman agreeing to convey the carcass to the factory whenever the breath of life finally leaves the poor animal's body.

The prospectus of an electric sweat band for men's hats declares that "it stimulates the imagination, strengthens the memory, and greatly augments the working power of

A DULL DRUG CLERK.

He Was Not "Up" on the Chinese Tongue.
From the Boston Herald.

A few minutes after midnight on Sunday morning a Celestial operative at tub and wringer called at a drug store in South Boston. As he opened the door his Mongolian face wore an appearance of deep meditation, which soon gave way to the placating smile which every son of China can assume when occasion requires. "Me wantee—a—me forgottee name—a—you knowee—fifty-two." And, thinking the explanation perfectly clear and satisfactory, his smile opened into a broad grin.

"You've got me dead!" cried the compounder of prescriptions, dropping into a chair. "I glo blind!" yelled the Chinaman, thoroughly aroused. Then looking in the direction of the cold sheet-iron stove, which was taking a vacation preparatory to service in a colder season, he rushed madly toward it and seized a poker. Fearing that something dreadful was about to happen, the drug clerk jumped to his feet, and, with eyes starting from their sockets, cried loudly: "Here! Drop that poker—quick!" "Ah!" exclaimed the Chinaman, letting fall from his hand the crooked iron rod, and smiling the happiest of smiles, "Ah! Ploker! Me forgottee the name. Ploker—fifty-two."

"Oh, I know now," said the clerk, scowling at himself for his dullness. "Why couldn't you have said playing cards in the first place? Who's going to know what you mean by 'ploker,' and 'glo you,' and 'slee you,' and all that? You can't expect Americans to understand about Chinese games, can you? These are playing cards. Cards—see? C a r d s!" "Cards?" repeated the Chinaman, with another broad grin, as he paid for the package and broke the seal. "Cards—I glo you fifty-two better."

Sumac Prospects.
The high prices that have ruled for Sicily sumac during the past year have turned the attention of grinders and collectors of the domestic to this article as one that will likely prove more profitable in the future than it has been in the past. The last two crops of Sicily sumac have been short, and this has given such a stimulus to production that some of the millers who suspended operations a couple of years ago because there was no profit in the business, have gone at it again, and several new ones have started in. The consequence is so lively a market for the leaves that there is great danger that higher prices will be paid for them than prudence will warrant, that more will be ground than there will be a demand for, and that the millers, to whose enterprise this industry owes its existence, will not derive from it the equitable profits to which they are entitled. The situation in Sicily is the same as here, the high price has stimulated the production, and extraordinary efforts are being made to make the production as large as possible, and the indications now are that unless unfavorable weather prevents the gathering of the leaves or their proper drying there will be a larger crop than for several years past. This will mean a large reduction in price, and it may prove that the larger production will bring less profit to the producers than have the last two crops. Under these circumstances the policy of purchasers in taking only such quantities as are absolutely necessary is a wise one. It is, of course, too early to predict what the crop will be, but the prospects are favorable to a large production, and consequently lower prices.

Test of Carbonate of Soda.
This salt, which is used in a great many ways, is produced on an enormous scale, and is usually easy to get in a sufficiently pure state. The substance should have no color, and the fracture of the crystals should be clear and like water. Water should dissolve it without turbidity, and there should be no appreciable amount of residue left after solution. For most of its uses very great purity is not needed, but the purer it is at the price, the better. Acidify some of the water solution with nitric acid and boil to expel the carbonic acid. Then test one portion with barium chloride for sulphates. The less precipitate obtained, the purer the sample. The crystals of carbonate of soda when exposed to the air lose water and fall into a white powder. This in no way, however, injures them. The white powder, of course, contains more carbonate of soda than the crystals, and this should be taken into account when using them.

An Enterprising Western City.
"Yes, sir," said an enthusiastic citizen of a new Western town, "we've got a right smart town, stranger. Why," he continued impressively, "it's only six months old yet and it's got two hotels, forty-eight beer saloons, twenty-seven gamblin' places, four drug stores, to say nuthin' of grocery and clothin' stores, and the best half-mile track west of the Missouri."
"Any churches?" asked the stranger.
"Any what?"
"Churches."
"You mean them buildin's with a long pint sticking up in the air?"
"Yes."
"No, we hain't got any of them. There was some talk about buildin' one, but we finally allowed that it would look too dudsish."

Wm. E. Watson, of Mancelona, has formed a co-partnership with E. D. Wright, under the firm name of Watson & Wright. The new firm has engaged in the general merchandise business at Elmira.
F. A. Merritt, late of Eaton Rapids, has

Countermanding Orders.

From the American Artisan.
The Artisan has, in previous issues, called attention to the reprehensible custom among business men of countermanding orders. If a dealer is satisfied that he has all the assortment and stock his trade requires, he should not hesitate to tell a traveling man so and stick to it. But if he is convinced that his trade would be benefited by the purchase of new goods, either to add some article outside of his present stock, and gives his order accordingly, let him not go back on his order.

It would seem unnecessary to call attention to a matter of this kind, but the fact is that countermanding orders has grown to be a serious evil, and the average dealer has come to look upon it as a matter of course that he has a right to countermand and order at any time after giving it.

A case in the United States court has just been decided by Judge Blodgett, in this city, denying the right to countermand an order. The case of Lockhine vs. Enard was a suit for a bill of goods sold to plaintiff to defendant, July 1883. After giving the order to plaintiff's drummer, defendant countermanded the order by letter and telegraph, and refused to take delivery of goods. Judge Blodgett held that the order was a contract, and could not be voided by merely countermanding it. Judgment was therefore entered for plaintiff.

This is not a new thing, as the question has been decided before, but dealers generally do not seem to know the fact. Of course there may be in rare instances sufficient and proper reasons for countermanding an order. But in such instances the dealer will not fail to secure the desired favor by communicating with the house from which the goods were ordered.

A Generous Dose.
"Susan," said Old Bachelor Beans, as the servant entered the room in response to his bell, "where are those little black pills that I had?"
"That pills, sor?" asked the chambermaid, with an expression indicative of absolute innocence and ignorance. "Sure, I haven't seen no pills, sor."
"They were small and black," said Beans, in an impressively severe manner. "There was almost a handful of them. The box broke in my pocket and I put them here on the mantel-piece this very morning."
"Was they in a saucer, sor?" Susan asked quickly.

"They were," said Beans; "in a saucer on the mantel-piece by the clock."
"Howly mother o' Moses!" she yelled; "I'm a dead gurrel, sure, I found some crame an' sugar on the table, an' I ate them out o' the saucer wid a tayspoon. I thought they was hookleberries."

Good Words Unsolicited.
Alva L. Thompson, druggist, Harbor Springs: "I must have THE TRADESMAN. Justin N. Mead, druggist, Escanaba: "I am pleased with your paper and would feel lost without it."
G. P. Hoppough, general dealer, Smyrna: THE TRADESMAN is all right, and I'll be d— if I can do without it."

Easily Recognizable.
From the Pentwater News.
THE TRADESMAN'S illustrations of the base ball games at Grand Rapids and Saginaw are so true to life that many of the characters are easily recognized at sight.

It is reported on good authority that valuable deposits of manganese have been discovered on a tract of 1,200 acres near Batesville, Ark. The manganese belt is estimated to be about 12 miles long. The ore occurs in pockets, and is an oxide running from 40 to 65 per cent. of metallic manganese. In all about 100 mining claims have been located, but only two companies are shipping ore, of which between 3,000 and 4,000 tons have been removed. The government has sent a special agent to examine the land and report upon the deposits.

Labels can be glued on tin boxes etc., exposed to moisture, by the following process, and they will not come off, even if dipped or allowed to remain in water. The white of an egg should be mixed with half as much water, or the disiccated albumen of commerce dissolved in two or three times its weight in water. Apply with a brush to the surfaces to be united, then iron with a very hot flat-iron. Several layers of paper and glue thus treated will render any box or anything of the kind impermeable to the water.

If some plan could be devised by which the corner grocery store could be prevented from handling drugs, the health of the public and the interests of the trade would be greatly conserved.

Pieric acid is now used as an adulterant by European wine dealers. It is so intensely bitter that a few grains will acidulate a hoghead of sweet wine.

It is not generally known that Tennyson, in his early life, was a grain speculator. In his "Locksley Hall" he tells us that he "dipped into the future."

If girls become drug clerks, it is expected that the one in charge of the soda-water fountain will not be insulted if a man winks at her.

The Grand Traverse Herald speaks of THE TRADESMAN as "one of the best trade journals in the west."

E. E. Bromlow, the South Water street fish merchant, has sold his business to Hart

WHOLESALE PRICE CURRENT.

Declined—Cinchonida, oil cubes.	
ACIDS.	
Acetic, No. 8.	9 @ 10
Acetic, C. P. (Sp. Grav. 1.040)	30 @ 35
Carbolic	55
Citric	3 @ 55
Nitric 36 deg.	11 @ 12
Oxalic	14 1/2 @ 15
Sulphuric 66 deg.	3 @ 4
Tartaric powdered	20
Benzoic, English	12 @ 15
Benzoic, German	12 @ 15
Tannic	15 @ 17
AMMONIA.	
Carbonate	15 @ 18
Muriate (Powd. 2c)	14
Quia 16 deg 3f.	6 @ 8
Aqua 18 deg or 4f.	7 @ 8
BALSAMS.	
Copaiba	50
Fir	40
Peru	2 50
Tolu	50
BARKS.	
Cassia, in mats (Pow'd 20c)	12
Cinchona, yellow	18
Elm, select	15
Elm, ground, pure	13
Elm, powdered, pure	15
Sassafras, of root (25 lb boxes)	10
Wild Cherry, select	12
Bayberry powdered	20
Hemlock powdered	18
Soap ground	12
BERRIES.	
Cubeb, prime (Pow'd \$ 85)	80
Juniper	6 @ 7
Prickly Ash	10 @ 11
EXTRACTS.	
Licorice (10 and 25 lb boxes, 25c)	27
Licorice, powdered, pure	37 1/2
Assafoetida, prime (25 lb boxes)	30
Logwood, 18 (25 lb boxes)	12
Logwood, 1/48 do	13
Logwood, 1/48 do	15
Mastic	14
Fluid Extracts—25¢ cent. of list.	
FLOWERS.	
Arnica	10 @ 11
Chamomile, Roman	25
Chamomile, German	25
GUMS.	
Aloes, Barbadoes	60 @ 75
Aloes, Capri (Pow'd 2c)	30
Chios, scotched (Pow'd 60c)	50
Ammoniac	25 @ 30
Arabic, extra select	60
Arabic, powdered select	60
Galbanum strained	50
Arabic, 2d picked	40
Arabic, 3d picked	30
Arabic, sifted sorts	30
Assafoetida, prime (Pow'd 30c)	30
Benzoin	55 @ 60
Camphor	21 @ 24
Catechu, 1/2 (1/4, 1/8 & 1/16)	13
Euphorbium powdered	35 @ 40
Galbanum strained	50
Gamboge	90 @ 100
Guaiac, prime (Pow'd 45c)	35
Kino (Pow'd, 30c)	20
Myrrh, Turkish (Pow'd 45c)	40
Opium, pure (Pow'd \$6.00)	4 50
Shellac, Campbell's	30
Shellac, English	24
Shellac, native	24
Shellac bleached	30
Tragacanth	30 @ 110
HERBS—IN OUNCE PACKAGES.	
Hoarhound	25
Lobelia	25
Peppermint	25
Rue	40
Sage	24
Sweet Majoram	35
Thyme	30
Wormwood	25
IRON.	
Citrate and Quinine	6 40
Solution mur. for tinctures	20
Sulphate, pure crystal	80
Citrate	80
Phosphate	65
LEAVES.	
Buchu, short (Pow'd 25c)	12 @ 11
Sage, Italian, bulk (1/4 & 1/2, 12c)	18 @ 20
Senna, Alex, natural	18 @ 20
Senna, ex sifted and garbled	22
Senna, powdered	22
Senna tinnivell.	16
Uva Ursi	10
Belledonna	35
Pogon	35
Henbane	35
Rose, 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	2 00 @ 2 50
Gin, Holland	2 00 @ 2 50
Brandy	1 75 @ 2 00
Catawba Wines	1 25 @ 2 00
Port Wines	1 35 @ 2 50
MAGNESIA.	
Carbonate, Patterson's, 2 oz.	23
Carbonate, Jennings', 2 oz.	37
Citrate, H. P. & Co.'s solution	2 25
Calcined	70
OILS.	
Almond, sweet	45 @ 50
Amber, rectified	1 40
Bay	50
Bergamont	2 00
Castor	18 1/2 @ 20
Croton	2 00
Cajuput	75
Cassia	1 00
Cedar, commercial (Pure 75c)	40
Citronella	1 50
Cloves	1 50
Cubeb, P. & W.	7 25
Erigeron	1 00
Fireweed	2 00
Geranium	2 00
Hemlock, commercial (Pure 75c)	40
Juniper wood	2 00
Lavender flowers, French	2 00
Lavender garden do	1 00
Lavender spike do	2 00
Lemon, new crop	1 70
Lemon, Sanderson's	1 75
Lemongrass	1 20
Origanum, red flowers, French	1 25
Origanum, No. 1	50
Peppermint	1 75
Peppermint, white	3 35
Rose 3/4 oz.	9 75
Rosemary, French (Flowers \$5)	6 75
Sandal Wood, German	4 50
Sandal Wood, W. I.	7 00
Sassafras	7 00
Tansy	4 50
Tar (by gal 60c)	10 @ 12
Intergreen	2 25
Wormwood, No. 1 (Pure \$6.50)	2 12
Savin	1 00
Wormseed	2 50
Cod Liver, filtered	1 00
Biscuit (Powd 18c)	3 50
Cod Liver, H. P. & Co.'s, 16	6 00
Olive, Malaga	6 @ 20
Olive, "Sublime Italian"	2 50
Sand	65 @ 70
Rose, Ihmson's	9 75
POTASSIUM.	
Bicromate	14
Bromide, cryst. but. and gran.	30
Chlorate, cryst (Pow'd 23c)	20
Bicromate, cryst and gran.	1 40
Iodide, cryst and gran.	30
Prussiate yellow	30
ROOTS.	
Alkanet	15
Althea, cut	27
Arrow, St. Vincent's	17
Arrow, Taylor's, in 1/4 & 1/2	35
Peppermint	2 12
Calamus, peeled	18
Calamus, German white, peeled	38
Elecampane, powdered	23
Galbanum (Pow'd 14c)	10
Ginger, African (Pow'd 16c)	13 @ 14
Ginger, Jamaica bleached	20
Golden Seal (Pow'd 40c)	35
Hellebore, white, powdered	1 10
Peppermint, powdered	1 10
Jalap, powdered	37 1/2
Licorice, select (Pow'd 12 1/2)	12
Licorice, extra select	15
Rhiz. from select	1 00 @ 1 50
Rhiz. powdered E. I.	1 10 @ 2 00
Rhiz. choice cut cubes	2 00
Rhiz. choice cut fingers	2 25
Serrataria	25

Sarsaparilla, Mexican	18
Squills, white (Pow'd 35c)	10
Valerian, English (Pow'd 30c)	25
Valerian, Vermont (Pow'd 28c)	20
SEEDS.	
Anise, Italian (Pow'd 20c)	13
Bird, mixed in 3 packages	5 @ 6
Canary, Smyrna	3 1/2 @ 4
Caraway, best Dutch (Pow'd 16c)	11 @ 12
Cardamon, Aleppee	2 @ 2
Cardamon, Malabar	2 25
Celery	20
Coriander, best English	12
Fennel	15
Flax, clean	3 1/2 @ 4 1/2
Flax, pure red (30c)	4 @ 4 1/2
Foenugreek, powdered	8 @ 9
Hemp, Russian	5 @ 5 1/2
Mustard, white (Black 10c)	8
Quince	1 00
Rape, English	7 1/2 @ 8
Worm, Levant	14
SPONGES.	
Florida sheeps' wool, carriage	2 25 @ 2 50
Nassau do do	2 00
Velvet Extra do do	2 00
Extra Yellow do do	1 85
Grass do do	65
Hard head, for slate use	75
Yellow Reef, do	1 40
MISCELLANEOUS.	
Alcohol, grain (bbl \$2.15) 9 gal.	2 23
Alcohol, wood, 95 per cent ex ref.	1 50
Anodyne Hoffman's	50
Arsenic, Donovan's solution	27
Arsenic, Fowler's solution	12
Annatto 1 lb	30
Blue Sulfate	20
Bay Rum, imported, best	2 75
Bay Rum, domestic, H. P. & Co.'s	2 00
Alum.	2 1/2 @ 3 1/2
Alum, ground (Pow'd 9c)	1 10
Annatto, prime	32
Antimony, powdered, com'l	4 1/2 @ 5
Arsenic, white, powdered	6 @ 7
Balm Gilead Buds	40
Beans, Tonka	2 25
Beans, Vanilla	7 00 @ 7 75
Bismuth, sub nitrate	1 40
Blue Pill (Pow'd 10c)	1 65
Blue Vitriol	7 1/2 @ 9
Borax, refined (Pow'd 13c)	12
Cantharides, Russian powdered	1 85
Capsicum Pod, African, pow'd	18
Capsicum Pods, African do	20
Capsicum Pods, American do	18
Caroline, No. 40	4 00
Cassia, India	20
Cinnamon	70
Chalk, prepared drop	5
Chalk, precipitate English	12
Chalk, red, white	8
Chloroform	1 60
Chloroform, Squibb's	1 60
Colocynth apples	45
Cheolal hydrate, German crusts	1 00
Chloral do do do	1 75
Chloral do Scherlin's do	1 90
Chloral do do crusts	1 75
Chloroform	1 00 @ 1 10
Cinchonida, P. & W.	50 @ 55
Cinchonida, other brands	50 @ 55
Cloves (Pow'd 28c)	20 @ 22
Coccolinal	30
Cocoa Butter	45
Corrosive (by 10)	2
Corrosive Sublimite	65
Corks, X and XX—35 off list	38 @ 40
Cream Tartar, pure powdered	15
Cream Tartar, grocer's, 10 lb box	45
Creosote	50
Cudbear, prime	24
Cuttle Fish Bone	24
Dextrine	12
Dover's Powders	1 20
Dragon's Blood Mass	50
Ergot powdered	45
Ether Squibb's	1 10
Ether, Canton, H. P. & Co.'s	2 1/2 @ 3
Epsom Salts	50
Ergot, fresh	50
Ether, sulphuric, U. S. P.	69
Flake white	14
Grains Paradise	25
Gelatine, Cooper's	90
Gelatine, French	45 @ 70
Glassware, flint, 75 off by box 100 off	
Glassware, green, 60 and 10 dis.	
Glue, cabinet	12 @ 17
Glue, white	17 @ 28
Glycerine, pure	21 @ 25
Hops 1/2 and 1/4	25 @ 35
Iodoform 3/4 oz.	35
Indigo	85 @ 100
Insect Powder, best Dalmatian	23 @ 25
Iodine, resublimed	10
Ispinglass, American	1 50
Japonica	9
London Purple	10 @ 15
Lead, acetate	15
Lime, chloride (25 lb 10c & 1/2 11c)	10
Lupulin	1 00
Lycopodium	50
Mace	100
Madder, best Dutch	12 1/2 @ 13
Manna, S. F.	1 35
Mercury	50
Morphia, sulph. P. & W.	3 25 @ 3 50
Musk, Canton, H. P. & Co.'s	40
Moss, Iceland	10
Moss, Irish	12
Mustard, English	30
Mustard, grocer's, 10 lb cans	18
Nuts, 1 lb	20
Nutmegs, No. 1	70
Nux Vomica	10
Ointment, Mercurial, 1/2 d.	40
Paris Green	18 1/2 @ 27
Pepper, Black Berry	3 00
Pepsin	3 00
Pitch, True Burgundy	7
Quassia	6 @ 7

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

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

WEDNESDAY, AUGUST 13, 1884.

FLOUR MADE OF WOOD.

New Industry that Flourishes in the Catskills Mountains.

Catskills Correspondence New York Sun.

The chief industry up here is producing wood flour, a kind of cousin to wood pulp. It was first manufactured in the Catskills about nine years ago, and now over twenty mills are in full blast. The process is exceedingly simple. Any soft-wood tree—poplar is the favorite—is felled and drawn to the mill. The bark and boughs are removed, and the trunk put in a machine which is nothing but a lead pencil sharpener on a large scale, with four or more knife edges instead of one. On starting the machine the pencil sharpener revolves with great swiftness, and in a few minutes converts the log into a hundred miles of fine, clean shavings. These are ground and bolted exactly as in a flour mill. The product is a soft, fine, yellowish-white flour, similar in appearance to a very well ground corn meal. It possesses a slight woody smell, and is almost tasteless. It is put up in large bags and then is despatched, unmarked, to the buyer.

I tried to find out who purchased the article, but with no success. The wood miller was not very communicative. "It makes," he said, "well, I don't know how much exactly. One log may give five bags, and it may give ten. It sells well—that is, pretty tolerable. I reckon I clear about eight or nine dollars a day out of it—perhaps more. I never figured it up. What's it good for? Good many things. It's used to stiffen paper, but if you put in too much the paper gets brittle. Paper stock is dearer than poplar flour, and that's why they put it in. If you mix the flour with linseed gum and 'biled' oil you get a kind of oilcloth. Some folks mix it with meal to give to pigs and other animals. I guess it's good, but I never give it to my hogs, and even those fellows give it to some other fellow's critters and not their own. Yes I have heard that some bad contractors mixed it with meal for army and Indian supplies, but I don't take much stock in the story, because they could buy sour meal as cheap as poplar flour. It wouldn't pay to mill pine or cedar or hemlock; they are worth too much as timber. But any wood that isn't used that way, can be milled into flour. I use poplar almost altogether, but when I run short of logs I grind up buttonball, birch, elm, or willow."

The farmers dislike the new industry, as it promises to play havoc with the forests which are both an attraction to the boarder and a protection to agriculture. The tanneries years ago used up nearly all the oak and hemlock; the lumbermen have stripped the country practically of pine, cedar, and walnut; the chair factories are consuming the hickory and maple; and now the wood-flour mill promises to grind up what remain trees there may be.

Have Found Out His True Name.

From the Northwestern Grocer.

A very hypocritical looking can strutted up to an honest one that had about it that self-confidence that comes of a well-earned reputation.

"Those are old clothes you have on," said the hypocrite.

"Yes. I never dress flashy!" said Standard Brand.

"Your whole family wear the same pattern!"

"Yes, we never change the style of our dress."

"You'r an old fogey!"

"Yes, but honest."

"My clothes are stylish!"

"Yes, very flashy!"

"Your stomach is rounded out and full?"

said the hypocrite.

"Yes, but you are all caved in!"

"I'm training for a running match!"

"Where are you going to run?"

"Run out of the market!"

"What market?"

"The canned goods market!"

"What is that for?"

"They have learned my name!"

"Who has?"

"The consumers!"

"What is it?"

"Soaked Good!"

The shipment of buffalo bones from the plains to Eastern phosphate factories has largely increased lately, because of the reduction in freight rates. Thousands of buffalo skeletons are gathered from the valley of the Arkansas. A single Philadelphia manufacturer has received during the summer more than 200 car loads, paying \$25 a ton, delivered. The horns are used for umbrella tips, or to decorate fans. A portion of the head is in demand by chemists for glue, and the shoulder-blades and neck bones are fashioned into handsome and artistic buttons.

The new process of making white lead which has been successfully introduced does away with the necessity of detaching by hand the carbonate from metal which remains uncorroded, and the product is said to consist almost entirely of the opaque particles.

A Pair of Hard-Baked Sinners.

A man with a grip-sack in his hand halted before a fruit stand and priced a choice variety of peaches. When told they were twenty cents a dozen he whistled to himself, walked softly around, and finally asked the dealer:

"Are you a Baptist?"

"Hardly."

"Neither am I. I didn't know but that if we belonged to the same denomination you'd throw off a little. Do you lean on the Methodist?"

"Can't say that I do."

"That's my case. I never did take much stock in the Methodist. Twenty cents a dozen is an awful price on those peaches, considering how tight money is. I expect you are an Universalist, eh?"

"No."

"Neither am I. Can't you take fifteen cents for a dozen of these?"

"Hardly."

"Aren't you an Episcopalian?"

"No, sir."

"Neither am I; but I was afraid you were. I've been a sort of looking you over, and I shouldn't wonder if you trained with the United Brethren. Come, now, own up."

"I never attended that church," was the steady reply.

"Nor do I, either. Say, what are you anyhow?"

"I'm a hard-baked old sinner."

"No. Whoop! That's my case to a dot. I'm called the wickedest man in the county. I knew there was a bond of sympathy between us, if we could only find it out. Now do you say fifteen cents for a dozen?"

The fruit dealer counted them out without any further objection.

How a Rogue Cheated a Clothing Dealer.

There is a cheap clothing dealer on a certain street whose confidence in mankind has received a severe setback. The other day an honest-looking countryman walked into his store and said:

"You remember that second-hand overcoat I bought here for \$8 yesterday?"

"Never dakes pack anythings ven vonce sold, my frent," said the hand-me-downer.

"Oh! that's all right. I just wanted to say that I found this five hundred dollar bill sewed in the lining. Perhaps the owner may call for it."

"Of gorse he vill—he has called already my tear frent," exclaimed the dealer, eagerly capturing the money. "You ish von honish man. Here. I gif you feefy tollar ash a reward. Dot vill pe all right."

When the honest customer got around the corner he murmured softly: "I guess I'd better take this fifty and skip the town before that Sheeney tumbles to that counterfeiter. It's getting mighty hard to shove the 'queer' 'round these parts, and that's a fact."

P. Lorillard & Co. have donated \$5,000 to the Bartholdi fund.

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.

Hamilton Carhartt & Co.,

WHOLESALE

Men's Furnishing Goods

MANUFACTURERS OF

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

118 Jefferson Ave.

Detroit.

Candy

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

Nuts

We carry an immense stock of Virginia and Tennessee Peanuts, Almonds, Brazils, Filberts, Peacans, Walnuts and Coccoanuts, 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,

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.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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

SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich.

W. T. LAMOREAUX, Agent.

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.

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. MEEKER, Bay City.

Secretary and Treasurer—W. N. MEREDITH, Detroit.

Board of Trustees, For One Year—J. C. POSTUS, Chairman, S. A. MUNGER, H. K. WHITE, For Two Years—D. MORRIS, A. W. CULVER.

COLE & STONE,

Manufacturers and Jobbers of

GENTS' FINE SHIRTS.

Samples and Prices will be Sent to Close

Buyers in our Line.

Address,

Marshall - Mich.

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.

PECK BROS.,

Wholesale Druggists

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

We Employ No Travelers. Send for Prices.

129 and 131 Monroe Street,

Grand Rapids - - Mich.

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.

INSURANCE CONTRACTS.

In insurance contracts the time of payment is material, is of the essence of the contract, and non payment at the day appointed involves absolute forfeiture of the policy.

NEGLIGENCE.

The Supreme Court of New Hampshire holds that a failure to adopt a known and uniform usage among travelers in the management of loaded teams upon a steep part of the highway, is competent evidence of negligence.

NOT A PROMISSORY NOTE.

In the opinion of the Supreme Court of Minnesota an instrument in the shape of a negotiable promissory note, but with the word seal after and opposite the signature of the maker is, though there be no reference to a seal in the body of the instrument, a sealed instrument and not a negotiable promissory note.

NOTE—STOLEN PROPERTY.

A promissory note given to secure the restoration of stolen property is void, if a part of its consideration is an agreement not to search the house of the thief for the property before the next day, pending negotiation for a settlement of the matter.—Supreme Court of New Hampshire.

BUILDING ASSOCIATION—ASSIGNMENT OF STOCK.

The assignment of a certificate of stock in a building association does not carry with it a liability on the part of the assignor to pay the certificate, and the only effect of the assignment is to vest the assignee with the rights of a stockholder of the association.—Whipperman vs. Smith, Indiana Supreme Court.

MORTGAGE OF STOCKS OF MERCHANDISE.

The conveyance by an insolvent mortgagor of substantially all his unencumbered property—consisting of an ordinary stock of merchandise—with a stipulation for retention of possession and with reservation of a power of sale for the mortgagor's own benefit, is void on the ground of its inevitable tendency to hinder and delay the creditors of the grantor.—Supreme Court of Alabama.

LIABILITY FOR CORPORATE DEBTS.

In the opinion of the City Court, New York: "If a manufacturing corporation created under the laws of New Jersey has no office or place of business in that State, and opens an office and transacts business in the City of New York, the incorporators are personally liable for all debts contracted in the corporate name. The charter in such a case does not fit the company, and the incorporators by going outside of it can not screen themselves from personal responsibility."

LIFE INSURANCE—FALSE ANSWERS IN APPLICATION.

The insured stated in his application that none of his relatives had been afflicted with consumption, whereas, in fact, he had near relatives who were so afflicted. The answer in the suit on this policy was held to be bad for failure to state the names and degree of relationship of such relatives. The nearness of such a relation within the meaning of the contract is a question of law. Where the answers to questions in the application are by contract warranted to be true, and if untrue the contract is to be avoided, such questions are to be strictly construed against the insurer. If there is any ambiguity in a question, and the answer itself be true though incomplete, the insurer, if content with the partial answer, can not claim a warranty extending beyond such partial answer.—Pennsylvania Mutual Life Insurance Company vs. Wilder, Supreme Court of Indiana.

Enforcing the Rule.

Pat was a fresh arrival and had obtained a situation in a hotel as a sort of man of all work.

"Now, Pat," said the landlord, "you see that sign, 'Gentlemen must use the spittoons.' If you notice any of the guests violating that rule I want you to report the matter to me."

"O'wull, sor," Pat kept a sharp eye out, and, after watching a gentleman for half an hour, he went to him and said:

"D'ye moind the sign forinst the wall, sor?"

"Yes."

"I am not spitting on the carpet," said the gentleman, rather astonished.

"O'wull, yer not, an' yer not usin' the spettune nayther. Spet, ye thafe, or O'wull report yez."

When a customer in a location where the trade never changes, is doing a safe and fairly profitable trade, and comes to you with a request for more credit on the plea that he is going to enlarge and refit his store and carry a bigger and finer stock, advise him to let well enough alone. If he persists, refuse his request and let him go. You can better afford to lose his custom than give him unlimited credit and afterward get five or ten cents on the dollar.

A London undertaker states that he has a large number of prospective customers who have agreed to pay him \$200 each for embalming their bodies whenever his services may be required.

Blankets Made of Cow Hair.

"Have you any cow hair to sell?" a wandering buyer asked a tanner in the presence of a reporter of the New York Mail and Express, a few days ago. The tanner had some of the curious commodity asked for, and submitted it to the would-be buyer's scrutiny. The latter critically examined the lot, and offered the owner 4 cents a pound for it.

Wondering what use cow hair could be put to, the reporter sought to satisfy his curiosity by questioning the buyer. "What do I do with it?" replied the individual, "I'll tell you. I first blow the hair by a peculiar process, which separates the long hairs from the short ones. The long hairs are then woven into fabrics with other material, which, upon completion, becomes the genuine, all-wool-blankets which Uncle Sam presents to the Indians.

"And the shorter hairs?" "They are worked into felting." "Do you ever pay more than 4 cents a pound for it?" "Oh, yes. White cows' hair is worth 11 cents a pound."

Good Enough for Boarders.

From the Detroit Journal. A rather stout gentleman of Irish extraction was slowly walking through the market one morning with a basket on his arm. On coming to a stall where a large owl was perched on a bar, he stopped, and after inspecting it for a few minutes with a troubled expression on his countenance, his face lit up, and, with a patronizing air, he inquired:

"How much do you want for yer broad-faced goose?"

"With an audible grin, the proprietor said:

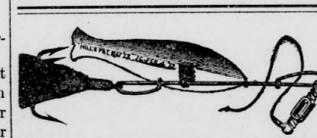
"That's no goose; it's an owl."

The would-be customer evidently understood him to say that the bird was old, for, in a positive tone, he said:

"O'wull care how old it is; it's good enough fur the boardthers."

Algeria bids fair to become a great wine-producing country, for the area of its vineyards is increasing annually. In 1850 there were but 1,980 acres of vines in Algeria; in 1877 there were 33,520 acres. The area is now about 50,000 acres, with a production of 350,000 hectolitres of wine per annum. M. Leroy-Beaulieu, in his recent book on colonization among the Arab tribes, says that should the immunity from phylloxera which Algeria has hitherto enjoyed continue, it would not be surprising if in ten years' time there were from 375,000 to 500,000 acres of vineyards in the country, with an annual production of 150 to 175 million gallons.

"Yes, they are excellent boots," said the shoe-dealer to the young lady purchaser, "they will wear like iron." "Do you think the buttons are sewed on securely?" she asked. "They are: the boots are supplied with the old maid's wedding' button, a new invention." "Why is it called the 'old maid's wedding button'?" "Because it never comes off."



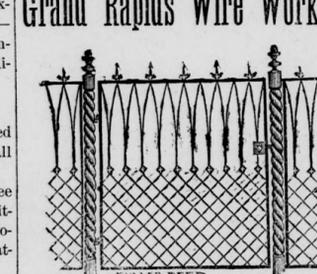
L. S. HILL & CO.

WHOLESALE FISHING TACKLE 21 PEARL STREET, GRAND RAPIDS, MICH.

Du PONT'S Gunpowder.

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

Grand Rapids Wire Works



Manufacturers of All Kinds of WIRE WORK! 92 MONROE STREET.

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.

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.

BOOK-KEEPING MADE EASY
FOR RETAIL GROCERS.
By using our Combined Ledger and Day-Book, CUSTOMERS' ACCOUNTS are kept and ITEMIZED STATEMENTS rendered in half the time required by any other process.
Send for descriptive circular to HALL & CO., Publishers, 154 Lake St., Chicago, Ill.

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

YALE BAKING POWDER

G. S. YALE & BRO.,

Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS, BLUINGS, ETC.,

40 and 42 South Division St., GRAND RAPIDS, MICH.

YALE BAKING POWDER

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 11:59 a. m., and New York at 9 p. m. the next evening.

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

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

A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.
J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.
*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 3:55 p m
*Atlantic Express..... 9:45 p m 10:45 p m
*Mixed, with coach..... 10:30 p m
GOING WEST.
*Morning Express..... 12:40 p m 12:55 p m
*Through Mail..... 5:00 p m 5:10 p m
*Steamboat Express..... 10:30 p m 10:35 p m
*Mixed..... 7:10 a m 7:15 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 at 5:10 p. m. will connect Tuesday, Wednesday with Goodrich steamers for Chicago.

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

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

Grand Rapids & Indiana.

GOING NORTH.
Cincinnati & G. Rapids Ex. 9:00 p m 11:00 p m
Cincinnati & Mackinac Ex. 9:20 a m 10:25 a m
Pt. Wayne & Mackinac Ex. 3:55 p m 5:00 p m
G'd Rapids & Cadillac Ac. 7:10 a m 7:10 a m
GOING SOUTH.
G. Rapids & Cincinnati Ex. 6:30 p m 7:00 a m
Mackinac & Cincinnati Ex. 4:10 p m 4:35 p m
Mackinac & Pt. Wayne Ex. 10:25 a m 10:45 p m
Cadillac & G'd Rapids Ac. 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 10:35 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 5:30 p m
Express..... 8:30 a m 10:15 a m
Trains connect at Archer Avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m.
The Northern terminus of this Division is at Baldwin, where close connection is made with F & P. trains to and from Ludington and Manistee.
J. H. PALMER, Gen'l Pass. Agent.

S. A. WELLING

WHOLESALE MEN'S FURNISHING GOODS

Lumberman's Supplies

—AND— NOTIONS!

PANTS, OVERALLS, JACKETS, SHIRTS, LADIES' AND GENTS' HOSIERY, UNDERWEAR, MACKINAW, NECKWEAR, SUSPENDERS, STATIONERY, POCKET CUTLERY, THREAD, COMBS, BUTTONS, SMOKERS' SUNDRIES, HARMONICAS, VIOLIN STRINGS, ETC.

I am represented on the road by the following well-known travelers: JOHN D. MANGUM, A. M. SPRAGUE, JOHN H. EACKER, L. R. CESNA, GEO. W. N. DE JONGE, FRANK BERLES - House Salesman.

21 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

Olive, Timothy and all Kinds Field Seeds

Seed Corn, Green and Dried Fruits, Oranges and Lemons, Butter, Eggs, Beans, Onions, etc.

GREEN VEGETABLES AND OYSTERS.

122 Monroe Street, Grand Rapids, Mich.

Spring and Summer Hats and Caps

—I WOULD CALL THE ATTENTION OF MERCHANTS TO MY—

Spring Styles of Fine Hats, Spring Styles of Wool Hats, Spring Styles of Stiff Hats, Spring Styles of Soft Hats, Wool Hats \$4.50 to \$12 per Dozen, Fine Hats 13.50 to \$36 per Dozen, Straw Hats for Men, Straw Hats for Boys, Straw Hats for Ladies, Straw Hats for Misses.

Hammocks Sold by the Dozen at New York Prices !!

—LARGE LINE OF—

Clothing and Gent's Furnishing Goods, Cottonade Pants and Hosiery.

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

Call and get our prices and see how they will compare with those of firms in larger cities.

I. C. LEVI, 36, 38, 40 and 42 CANAL STREET, GRAND RAPIDS, MICHIGAN

The Old Reliable

Pioneer Cigar Factory,

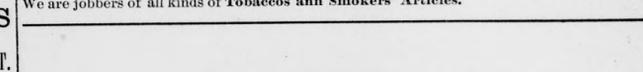
H. SCHNEIDER & CO

PROPRIETORS.

21 Monroe Street, Grand Rapids.

The following brands are our own make and Union labeled 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.

ARCTIC



BAKING POWDER

IMPROVED BAKING POWDER

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.

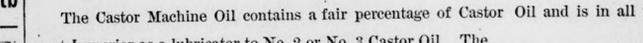
OFFICE

—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

Olive, Timothy and all Kinds Field Seeds

Seed Corn, Green and Dried Fruits, Oranges and Lemons, Butter, Eggs, Beans, Onions, etc.

GREEN VEGETABLES AND OYSTERS.

122 Monroe Street, Grand Rapids, Mich.

Castor Machine Oil.

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

Hazeltine, Perkins & Co., Grand Rapids.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF

BOOTS & SHOES,

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

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Provisions,

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,

GRAND RAPIDS, MICHIGAN.

Groceries.

VISITING BUYERS.

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

H. D. Harvey, Bangor.
O. B. Granger, of O. B. Granger & Co., Plainville.
Emmet Hagadorn, Fife Lake.
E. P. Barnard, buyer New Era Lumber Co., New Era.

W. H. Struik, Forest Grove.
M. Minderhout, Hanley.
Baron & Tenhour, Forest Grove.
G. H. Walbrink, Allendale.
J. Bartz, North Dor.

Walter Shoemaker, Cannonsburg.
J. W. Mead, Berlin.
A. Engberts, Beaver Dam.
J. G. Lamoreaux, Fennville.
C. Bergin, Lowell.

C. O. Bostwick & Son, Cannonsburg.
Paine & Field, Englishville.
J. Barnes, Plainfield.
J. C. Benbow, Cannonsburg.

W. S. Root, Talmadge.
B. M. Dennison, East Paris.
Mr. Quick, of Quick & Morton, Howard City.
Geo. M. Sharer, Cedar Springs.

A. & L. M. Wolfe, Hudsonville.
H. DeKline, Jamestown.
T. W. Provin, Cedar Springs.
Andre Bros., Jennisonville.
D. E. McVean, Kalkaska.

Albert E. Smith, Cadillac.
John Gunstra, Lamont.
C. H. Deming, Dutton.
R. Carlyle, Rockford.
Nevins Bro., Moline.

Eli Runnels, Corning.
J. & M. Friar, Berlin.
Mr. Colburn, of Colburn & Carpenter, Caldonia.
E. D. Wright, Watson & Wright, Elmira.

A. G. Chase, Ada.
F. E. Davis, Berlin.
Barker & Lehman, Pierson.
J. D. F. Pierson, Pierson.

G. W. Shattuck, Wayland.
E. Bradford, Sparta.
R. H. Wooden, Sparta.
D. R. Slocum, Rockford.

Jacob A. Landon, Nunica.
Mr. Voorhorst of Voorhorst & Glerum, LeRoy.
F. B. Hine, Lowell.
C. R. Hine, Lowell.

A. J. Provin, Cedar Springs.
Carroll & Fisher, Dor.

G. F. Gretzinger, East Saugatuck.
Mr. Kanter, of Kanter & Sons, Holland.
C. Deming, Dutton.
E. L. Wright, Woodville.

W. H. Willard, Manistee.
W. S. Goodway, Hastings.
A. DeKruif, Zeeland.
A. C. Adams, Ashton.

M. V. Wilson, Sand Lake.
Walling Bros., Lamont.
Wood Bros., Shaytown.

WHOLESALE PRICE CURRENT.

Table with columns for various goods like Flour, Sugar, and their prices.

Table with columns for various goods like Oatmeal, Syrup, and their prices.

Table with columns for various goods like Pickles, Soap, and their prices.

Table with columns for various goods like Rice, Beans, and their prices.

Table with columns for various goods like Sausages, Canned Fruits, and their prices.

Table with columns for various goods like Canned Vegetables, Spices, and their prices.

Table with columns for various goods like Seeds, Soap, and their prices.

Table with columns for various goods like Lard, Sausages, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

WHOLESALE PRICE CURRENT.

Table with columns for various goods like Flour, Sugar, and their prices.

Table with columns for various goods like Oatmeal, Syrup, and their prices.

Table with columns for various goods like Pickles, Soap, and their prices.

Table with columns for various goods like Rice, Beans, and their prices.

Table with columns for various goods like Sausages, Canned Fruits, and their prices.

Table with columns for various goods like Canned Vegetables, Spices, and their prices.

Table with columns for various goods like Seeds, Soap, and their prices.

Table with columns for various goods like Lard, Sausages, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

WHOLESALE PRICE CURRENT.

Table with columns for various goods like Flour, Sugar, and their prices.

Table with columns for various goods like Oatmeal, Syrup, and their prices.

Table with columns for various goods like Pickles, Soap, and their prices.

Table with columns for various goods like Rice, Beans, and their prices.

Table with columns for various goods like Sausages, Canned Fruits, and their prices.

Table with columns for various goods like Canned Vegetables, Spices, and their prices.

Table with columns for various goods like Seeds, Soap, and their prices.

Table with columns for various goods like Lard, Sausages, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

WHOLESALE PRICE CURRENT.

Table with columns for various goods like Flour, Sugar, and their prices.

Table with columns for various goods like Oatmeal, Syrup, and their prices.

Table with columns for various goods like Pickles, Soap, and their prices.

Table with columns for various goods like Rice, Beans, and their prices.

Table with columns for various goods like Sausages, Canned Fruits, and their prices.

Table with columns for various goods like Canned Vegetables, Spices, and their prices.

Table with columns for various goods like Seeds, Soap, and their prices.

Table with columns for various goods like Lard, Sausages, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

WHOLESALE PRICE CURRENT.

Table with columns for various goods like Flour, Sugar, and their prices.

Table with columns for various goods like Oatmeal, Syrup, and their prices.

Table with columns for various goods like Pickles, Soap, and their prices.

Table with columns for various goods like Rice, Beans, and their prices.

Table with columns for various goods like Sausages, Canned Fruits, and their prices.

Table with columns for various goods like Canned Vegetables, Spices, and their prices.

Table with columns for various goods like Seeds, Soap, and their prices.

Table with columns for various goods like Lard, Sausages, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Table with columns for various goods like Soap, Lard, and their prices.

Table with columns for various goods like Canned Fruits, Canned Vegetables, and their prices.

Table with columns for various goods like Spices, Seeds, and their prices.

Spread Out Your Goods.

We remember, when a boy, seeing this notice conspicuously hung up in all the village stores: "If you don't see what you want ask for it!" It was doubtless thought to be an excellent idea then, and may be still, by some merchants, but when we reflect that the average American does not hesitate to make his wants known, a notice of that sort seems superfluous.

The result of all this change in the manner of arranging goods, is that customers are induced to buy many articles they had not intended. Often, after asking for what they wanted and did not see, they buy what they see and yet do not need, because it "strikes their fancy," or impresses them as being "dirt cheap."

Spread them out, so that the assortment of patterns can be seen and the "full size" appreciated. Do not leave part of your canned fruit in the cellar because the space allotted to it on the shelf is insufficient; make a grand pyramid of it on the counter or center of the floor.

Features of the Week. The past week has been an improvement over the preceding one, so far as the volume of business is concerned, and there has been a still further improvement in collections. In the farming communities, the dealers talk very cheerfully and assure the jobbers that they will be able to give the latter a lift, financially, within the next four weeks.

Status of the Selkirk & Morrill Matter. A. A. Blasby, the assignee for Selkirk & Morrill, the Kalkaska grocermen, was in town Monday on his way to Detroit and interviewed most of the creditors interested in the matter.

WHEREAS, The practice of giving gifts and prizes with the sale of merchandise is carried on to such an extent by certain manufacturers and jobbers as to become a nuisance. And, WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence. Therefore, Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

At a meeting of the Western Cracker Bakers' Association at Detroit last week, the price of all baked goods, except a few kinds of sweet goods, was reduced one-half cent a pound. This reduction promises to hold good for some time to come.

The sales of Virginia tobacco have fallen off considerably during the first seven months of the present year, as compared with the corresponding months of the preceding year.

Elgin creamery butter, the choicest the market has to offer, is now on hand.

A Move in the Right Direction.

The Retail Grocers' Association has adopted the following resolutions: WHEREAS, The practice of giving gifts and prizes with the sale of merchandise is carried on to such an extent by certain manufacturers and jobbers as to become a nuisance.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence.

Resolved, That we, the Des Moines Retail Grocers' Association, disapprove of said method of selling goods, and that we will do all in our power to discourage its continued practice in our city.

WHEREAS, Goods sold in connection with gifts and prizes, as a rule, are inferior in quality to those sold upon their own merits. And, WHEREAS, We believe that all trafficking in gifts, prizes and lotteries, is injurious to trade and exerts immoral influence.

FAUCETS.

Table listing faucet models and prices.

FRUITS.

Table listing fruit prices.

FRUITS.

Table listing fruit prices.

FRUITS.

Table listing fruit prices.

Dry Goods.

Spring & Company quote as follows:

Table listing various dry goods such as Pepperell, Pequot, and other cottons with prices per yard.

COUNTRY PRODUCE.

Table listing country produce including apples, wheat, corn, and other agricultural products with prices per bushel or ton.

LUMBER, LATH AND SHINGLES.

Table listing lumber, lath, and shingles with prices per M, per 1000, or per 10000.

Hardware.

Prevailing rates at Chicago are as follows:

Table listing hardware items such as axes, saws, hammers, and nails with prices per unit.

Advertisement for Foster, Stevens & Co., Hardware, featuring a large logo and text about their products and services.

THE FRENCH WAY. Dissertation Upon the Ins and Outs of Corporation Possibilities. From the Detroit Times. The confidence of the business public would be increased a hundred fold and the prosperity of the country greatly enhanced.

The Michigan Tradesman.

MUSKEGON MATTERS.

Facts and Fancies Picked Up at that Busy Place.

F. L. Gausden succeeds C. L. Nichols in the cigar business.

Sam Peasley, a small grocery dealer on street, recently sold his stock to Henry Sising, leaving several creditors in small amounts.

Muskegon has more grocery stores, in proportion to the population, than any other city in the State. And the business is not overdone to any alarming extent, either.

Attention is directed to the advertisement of Kline's patent candler and egg carrier, to be found this week in the directory of Muskegon's business interests. This invention is now on the market, and is bound to meet with unqualified success. G. C. Sayles, who has been appointed sole agent for the United States, will answer any questions regarding the patent or sell any territory desired.

Postmaster Fowler, of Lakeside—Ryerson postoffice—states that the time is not far distant when Lakeside, the former postoffice name, can be resumed. At present, the name is in the possession of a small hamlet in Berrien county, but as there is no particular appropriateness in the designation, the people of the place have agreed to waive their claim to the cognomen in favor of Ryerson. Then the confusion that necessarily exists through having two names for a place will be avoided, as Lakeside will be Lakeside postoffice as well as Lakeside village.

Louis Schimmel, assignee of the late firm of L. W. Schimmel & Co., is out with an offer to the creditors, agreeing to advance 40 per cent. of the amount of each claim, in consideration of a discharge from the indebtedness. So far as heard from, the offer has been refused, and there is no probability that a settlement can be effected short of 100 cents on the dollar. Considerable feeling exists over certain irregularities surrounding the assignment, such as the giving of a chattel mortgage to the assignee the day the assignment was made, the consideration being a sum of money alleged to be due the senior Schimmel by his son, for which the firm was not obligated. Keating & Dickerman, who represent six of the principal creditors, whose claims aggregate over half the total liabilities, have secured an injunction restraining the foreclosure of the mortgage, and hope in this manner to compel the firm to treat their creditors fairly and honorably.

Not a Remnant Left.

"This remnant business is about played out," said a leading merchant the other day. "It was all very well at first, but it was overdone. You see some clever merchants began advertising remnants as a specialty. They bought goods and cut 'em up in remnant style. Then they charged regular prices and people thinking they were getting good bargains kept the business booming, all but it is played out now."

N. S. Reed has opened the Forrest Avenue House at Frankfort.

The Pottery Manufacturing Co., at Ionia, has a capital of \$50,000.

The American Chemical Works, Bay City, will resume work again.

Kison & Miller's new brick block is a fine improvement for Montague.

S. L. Parsons has engaged in the grocery and notion business at Lusher.

T. H. Clayton succeeds C. S. Kidder in the furniture business at Cedar Springs.

Ed. Bradford, the Fremont groceryman, carries a badly banged thumb. Too much base ball.

Dingman & Mitchell is the name of a new dry goods firm that succeeds E. R. Saxton in business at Lakeview.

Greenville has a new enterprise in a manufactory of the Asbenton artificial stone for steps, pedestals, etc. L. R. Waldo is the manufacturer.

The stock of boots and shoes formerly owned by Pier & Schoepplin, Ovid, will be sold by C. C. DeCamp, the assignee, on Tuesday, August 19.

A. J. Provin & Co., hardware dealers at Cedar Springs, have dissolved, N. A. Barker retiring. A. J. Provin will continue the business in his own name.

R. G. Beckwith, the Hopkins Station druggist, states that the report that he contemplates removing his stock and business to Allegan is unfounded.

H. Oppenheim & Son will close out their clothing business at Stanton by the middle of September and remove to Buchanan, where they will go into business.

Good Words Unsolicited.

E. F. Allen, druggist, Boyne City: "Could not do without it."

H. L. Page, hardware, East Jordan: "Good paper, and don't you forget it."

M. T. Arbour, druggist, Orangeville Mills: "Have seen a few copies of the paper and think I can't keep store without it."

D. W. Root, baker, Cross Village: "Have just opened a bakery here. I thought I could not do better than subscribe for your paper, being much pleased with the sample copy sent me."

M. Freehling and W. H. Baker, dry goods dealer and druggist, respectively, Whitehall: "We like your paper very much and have wondered how we did without it so long heretofore. A paper that is of such value to business men cannot help but meet with success."

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.

Trifling With a Man in Trouble.

An Irish gentleman visited the municipal court and walking up to the judge on the bench said:

"Jobidge, the wather pipe at the hydrant beyant me house is bursht, and it has flooded me celler and is drowning me hins. Me name is McCarthy joodge."

The judge sympathized with him, and was sorry for the damp life his hens were leading, but told him he would have to go to the Board of Public Works and complain. McCarthy went away, but the next morning he came back to the judge, and told the same story about the "wather" and the "hins," when the judge said:

"I told you to go to the Board of Public Works and tell your story."

"And I did," said McCarthy.

"And what did they say?" asked the judge. McCarthy looked indignant, and said:

"The man axed me, 'McCarthy,' says he, 'why in thunder don't you keep ducks?'"

Whom He Is Going For.

They had been talking politics. After a lull in the conversation Brown says: "I know whom I'm going for."

"Then you've made up your mind at last, eh?" queried Smith.

"I have."

"Blaine?"

"No."

"Cleveland?"

"No."

"St. John?"

"No."

"Butler?"

"No."

"Then you ain't going for anybody."

"Yes I am."

"Who is he?"

"The feller that roped me into stock gambling and plastered a mortgage all over my house and lot. He's the cuss I'm going for."

Stove in Summer.

"Is it hot enough for you?" remarked a man to another, on the sunny side of the street.

"Hot? You ain't complaining about warm weather, I hope."

"Well, it isn't so darn freezing cold as it might be, is it?"

"No, nor is it so boiling hot. Why, man, I've got a stove, a great big anthracite base burner in my room."

"Thunder and Sahara! How do you stand it?"

"Oh, easy enough."

"Well, I'd like to know how."

"By not putting any fire in it. You see we haven't any other place to store it, so we just leave it there all the time."

His Condition.

"So, Charley, you've got a sweetheart, I hear," said a well-known traveling man to a companion.

"I've heard something of the sort, too," answered Charlie.

"Is she pretty?"

"Rather."

"Father living?"

"I should smile. Livest man you ever saw."

"Well healed?"

"I don't know whether he is healed at all or not, but I have cause to believe he is very heavily toed," and he limped away with a hurt look and a crumpled coat tail.

Things in Good Shape.

First Farmer—How's your corn crop looking?

Second Farmer—Beautiful, never better.

First Farmer—Hay promising well?

Second Farmer—Biggest crop I have had for years.

First Farmer—Stock flourishing?

Second Farmer—I should say so; I've got half a dozen yearlings that'll lay over anything in this part of the country.

First Farmer—How's your wife?

Second Farmer—Who?

First Farmer—Your wife.

Second Farmer—Oh, she's well enough.

A factory in Cuba produces 2,500,000 cigarettes per day.

It is said that the United States manufactures no wax matches.

Although very little railway building is being done, railway projects are as numerous as ever.

The are 69 shoe manufactories in New Hampshire, which employ 5,000 operatives, and have a product of \$10,000,000.

Orange peel is now said to be collected, dried in ovens, and sold for kindling fires. It burns readily and with great fierceness, and is safer than kerosene.

A St. Louis man wrote to Postmaster-General Gresham recently offering to rent the basement of the new postoffice in that city for a barroom. A courteous declination was sent by return mail.

"It's all very well," remarked a red-nosed man, "it's all very well to say, 'Let business revive; but what we want sir, is confidence, public confidence, sir. Each one of us must be willing to bring out our hoarded dollars and put them once more in circulation. Then the skies will brighten; then—by the way, I changed my vest this morning—lend me fifty cents, will you?"

New York is the center of the cigar making trade. She has nearly 4,000 factories and turns out 1,000,000,000 cigars a year.

Pennsylvania, Ohio and Illinois rank after New York. There were made in this country last year 3,177,869,952 about 40 for every pound of tobacco used. About 35,000,000 were imported, thus making a total of about 3,200,000,000, or 60 for every man, woman and child in the United States, and 250 for every man over 21 years of age.

MUSKEGON BUSINESS DIRECTORY.

Kline's Patent Candler and Egg Carrier.

The Best on the Market.

Can be made any Size, Round or Square, with any Capacity. State Territory for Sale by G. C. SAYLES, Sole Agent for the United States, P. O. Box 145, Muskegon, Mich.

ANDREW WIERENGO,

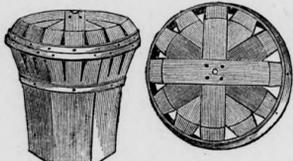
Wholesale

GROCEER,

WIERENGO NEW BLOCK

Pine Street - - - Muskegon, Mich.

TO FRUIT CROWERS



MUSKEGON BASKET FACTORY!

Is now in full operation manufacturing all kinds of

Prices the Lowest. Quality Guaranteed. FRUIT PACKAGES, ETC.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited. MUSKEGON, MICH.

S. S. MORRIS & BRO.,

PACKERS

-AND-

Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

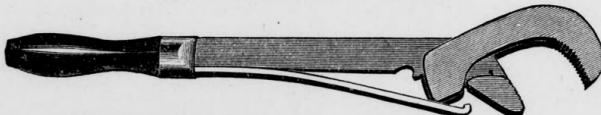
Stores in Opera House Block, Packing and Warehouse Market and Water Street.

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.

Choice Butter a Specialty!

BANANAS, LEMONS, CALIFORNIA FRUITS, EGGS, CHEESE, VEGETABLES, APPLES.

Careful Attention Paid to Filling Orders.

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

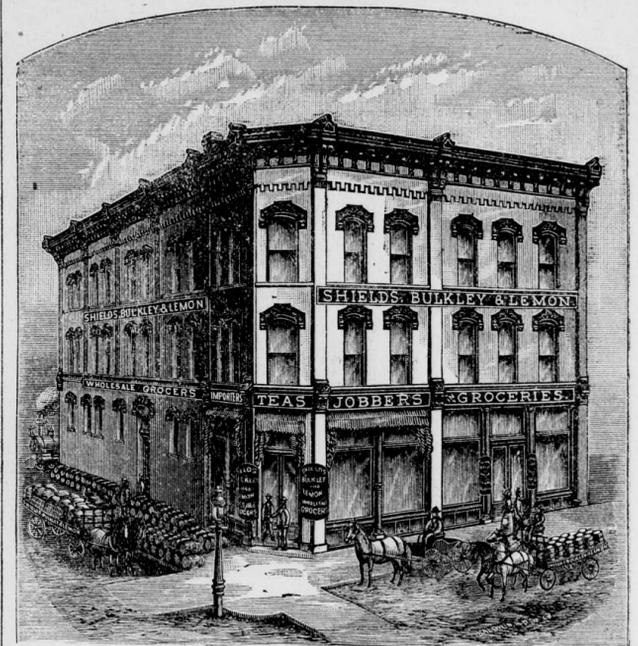
LOVERS OF A GOOD SMOKE

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:

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

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

Starch.

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

Tobaccos.

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

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

See quotations on grocery page.

Fancy Groceries.

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

Crosse & Blackwell's English Pickles.	Curtis Bros.' Salad Dressing.
Lea & Perrins' English Sauce.	Durkee & Co.'s " "
Holford's " " "	A. Lusk & Co.'s California Peaches.
Piccadilly " " "	" " " Green Gages.
Colman's " Mustard.	" " " Apricots.
James Epps' " Breakfast Cocoa.	" " " Egg Plums.
Choice Brands of French Peas.	" " " Pears.
" " Mushrooms.	" " " Quinces.
" " Italian Macaroni, 1 lb pkg.	" " " Grapes.
" " Vermicella.	" " " Cherries.

Queen Olives, 16 oz and 27 oz bottles. China Preserved Ginger, all size jars, French Capers, genuine imported in bottle. Knowles & Anderson's Jams and Jellies. Choicest Salad Oil, Antonini & Co., Leghorn.

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

SHIELDS, BULKLEY & LEMON.