

# The Michigan Tradesman.

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## FACTS ABOUT STOVES.

### Fall Patterns—Interview with a Manufacturer.

"The fall trade in stoves is just beginning," said an old manufacturer, and we shall soon be very busy. There are no very striking novelties this year, but there are fashions in stoves, just as in millinery, and we have to change our designs each season. Last year, for instance, the square stoves for heating were brought out, and this season every manufacturer has a supply, but in no case are the designs identical with those of 1883. Each has been changed, involving great expense to the founders. The bills of some of them for patterns alone mount up to \$50,000 or \$60,000 a year, as there are changes to make nearly all the way through. You must not suppose because you see a parlor base-burner named 'Washington' or 'Columbus' that a single set of wooden patterns will supply all the stoves of that name. There are seven or eight sizes, some with cooking extensions and some without, and they are fully nickel-plated or half nickel-plated. Each of them has different designs, and each must be carefully wrought out by the pattern-maker. In 1885 the trade will be obliged to remodel those which are the best this year, in order to introduce some novelty. A few years ago in cook-stoves the fashion was to have large fire-boxes. Afterward came large ovens, necessitating the cutting down of the fire-boxes. Then in the same stoves there was an air-chamber to heat the air before it entered the fire-box. When mica went into general use the front had to be illuminated and of course the hot air chamber was done away with. It is a continual round of change, and perhaps not for the better. The largest founder in the West, with fifty years of experience, says the so-called improvements are of no advantage. Stoves thirty years ago performed their work just as well as now.

"The United States use more stoves than all the rest of the world put together. There are 8,000,000 of them in use here, costing the possessors perhaps \$180,000,000. They range in size from little toy affairs, which could be carried up stairs, one under each arm, by an ordinary man, up to the colossal stoves intended for summer hotels and wood-burning districts, which will do the cooking for a hundred persons. Their price is calculated by their weight. The founders sell them at rates ranging from 4 to 8 cents a pound, and the retailers at about 50 per cent advance on these figures. One stove lasts on an average about five years. Some large founders show nearly 500 kinds. Many also make stationary and Baltimore heaters, wrought-iron and stationary ranges and gas and vapor stoves, but these are not considered as parts of the trade. The chief producing places are Troy, Albany, Cincinnati, Buffalo, St. Louis, Detroit, Philadelphia and Cleveland. The largest foundries are in Albany, one in Troy, one in Buffalo and in St. Louis. Each of them makes from \$500,000 to \$750,000 worth of stoves annually.

"No man can be a good drummer for a stove firm unless he knows how to make good bread. He must be able to show how his stove will cook. Moreover, he must be able to produce far better results with his stove than the ordinary housewife can with hers, and this can only be accomplished by learning every detail himself. It will not do to trust to getting women for this labor, for few American housekeepers know how to make good bread.

"The stoves come from all parts of the East. They are no longer simple masses of iron fastened together. The esthetic craze has reached them. The terra-cotta and tile manufacturer is called upon to put on ornamental plaques; then there are brass ornaments on top, and nickel is used profusely. Even the boards on which a stove stands are ornamented.

"The scientific principles of a stove are not yet determined. We know that a very large part of the heat goes up the chimney, but we cannot yet prevent it. The two great innovations in stoves within the memory of this generation are on the base-burning principle and the clinkerless grate. By putting a large quantity of coal in an upright cylinder, which is open at the bottom, fire can be retained for a long time. As fast as the bottom of the column of coal is burned away the coal above falls down and keeps the fire supplied. This was discovered about 1850. Clinkerless grates are a later device, the first ones having been manufactured in 1870 or 1871. When coal has been in a state of ignition for some time it partially cakes together, and most of the support beneath can be taken away. That support has generally been given by a grate, upon which the ashes and other refuse from the coal gathered, thus choking the draught. It is, however, possible to remove the grate, leaving the coal suspended by its lateral pressure, and to take a poker and lightly sweep away the ashes which hang to it. The bed of coals will thus shine downward as well as above. Spear, of Philadelphia, was the first who produced parlor stoves based on the this discovery. They attracted the attention of N. S. Perry, of Albany, who was traveling in Pennsylvania, and he conceived the idea of making stoves somewhat like them. The head of the firm, John S. Perry, at his cousin's

solicitation, also examined them, and they determined to go into the manufacture. Spear demanded \$10,000 a year for a license to use his invention. The Perrys thought this was excessive; but in the meantime Mrs. John S. Perry, a highly-accomplished lady, began a search in the State Library to ascertain whether Mr. Spear's patent was a good one. A stove patent very rarely is good and this proved no exception. A patent had been granted three or four years before to a man living in a small town in Massachusetts, involving the same principle. A trusty agent of the firm was sent over there with instructions to buy it, but on arriving in the village he found that the inventor was dead, never having used his patent but in a single case, which was that of a church in which he had placed a furnace. Something was wrong with it the first night it was used, for the ashes and coal were precipitated on the floor in the night, and the church was burned down. That ended his experimenting, and inclined the heirs to dispose of their interests at a nominal sum. But of his half-dozen children who held the right of the patent one had gone to Texas, and his address was unknown. Armed with a photograph and a description, the agent sailed for Texas, and after two months' search found the man, from whom he purchased the remaining interest. Perry & Co. accordingly did not take out a license from Spear, but went on manufacturing the clinkerless grates without permission. They were immediately sued by Spear, a complaint which they at once returned. Other manufacturers also began making these grates, and were sued by both Spear and Perry. The novelty was, however, too taking for them to desist, and within two years every manufacturer in the United States was producing this kind of stove, under license from the Perrys or Spear, or as an infringer. Those who were sued as infringers formed an association to defend each other, the amount spent in litigation being enormous. Spear and the Perrys joined forces, but it was of little avail, for the Supreme Court of the United States decided that their claims were not good, and the making of clinkerless stoves is now free.

### The Cut-Nail Industry.

At present the capacity of the nail mills of the country is greatly in excess of the demand. At the close of 1882 the annual capacity of the nail mills was about 8,500,000 kegs. During 1883 the mills west of the Allegheny mountains (Western Nail Association) suspended operations several times to prevent accumulation of stocks. The mills of the Atlantic States Nail Association, however, were in operation during the year with but few exceptions. Notwithstanding this, activity in building in 1883 was so marked that new mills and enlarged old ones became conspicuous in the western district. Even mills of the Western Association, which suspended work at times, added mill after mill to their plant, in a number of cases doubling the old capacity. The consequence of this is shown in the report of nails produced in 1883 by James W. Swank, secretary of the American Iron and Steel Association. In that year the production of cut nails (including cut spikes) was 7,762,737 kegs, an increase of 1,615,640 kegs, or over 26 per cent, upon the year before. In 1883 the number of mills increased from sixty-eight, containing 4,108 nail machines, with an annual capacity of about 8,500,000 kegs to seventy-nine mills, with 5,650 machines, and with an annual capacity of nearly 12,500,000.

About two-thirds of the total nail production of 1883 was made in the western district. The center of nail production in the United States lies in West Virginia, the section including that part of Ohio lying near Wheeling. The increase in the Wheeling district in 1883 was nearly 44 per cent. of the total increase in the country.

The manufacture of steel nails in 1883 was not of very much importance, but present indications point to a large production during 1884. The Bellaire nail works, at Bellaire, Ohio, have completed and set in operation two four-ton Bessemer steel converters for the production of low-carbon steel for the manufacture of nail-plate to be cut into nails. The Riverside Iron Works at Wheeling, W. Va., have each built two Bessemer converters for the production of steel for use in making steel nails. As the production of these six converters will be more than sufficient for the three works named other nail mills in the vicinity will doubtless draw a supply of steel from these converters. Nail mill in other sections of the country will this year produce nails from steel, and a number will produce nails from iron and steel combined.

### Beating the Gas Companies.

The latest economic invention is an arrangement for lighting cigars. Gas is generated from a water battery, and is blown into a narrow, pointed flame by the movement of a small lever. The battery is concealed beneath the counter. The lighting apparatus is attached to a nickel-plated standard, on the top of which is a receptacle for wooden lighters. The component parts of the battery are water, a small potato, and common sulphuric acid. Fifteen cents a year covers the cost of the solution. An Ionia street firm is in possession of one of these lighters.

## BUSINESS ACTIVITY.

### Some of the Elements Necessary to Success. From the Grocers' Criterion.

Business success is the result of business activity. A man must go to business, and not wait in idleness for business to come to him. As a proper amount of physical exercise develops and invigorates the muscles of the body, so a reasonable amount of mental activity strengthens and sharpens the human mind. Few men have won merited success without patient and exacting labor. Our leading merchants, our prosperous manufacturers, our wealthy professional men have gained their prominence by persistent and determined mental and physical work. They have by an extraordinary amount of will power overcome all obstacles in their way to prosperity. A lack of "backbone" is what causes many men to fail in business. When in the commencement of their careers they find themselves in straightened circumstances, instead of energetically collecting what is due them with which to meet their obligations, instead of putting the best possible face on the matter and getting an extension from their creditors, they weaken when there is no imperative necessity for it and step down and out, leaving their establishments to be closed out at a frightful loss by the sheriff. They collapse because they are destitute of that indomitable spirit that urges a man on and upholds him in the hard devious road to riches.

In business a man must keep within the reasonable limits of his capital. To accumulate a fortune with small means to operate with is a slow and wearisome undertaking, and with the temptations that are presented to merchants at the present moment for speculation, it requires all the will-power they can command to resist the delusive propositions that are presented to them by which it appears plain to their mistaken eyes that they can come into immediate possession of a handsome fortune. How many unfortunates there are in country villages who are beavelling their losses occasioned by reckless ventures outside of their regular business in butter, cheese, corn, wheat, wool or potatoes. In speculations and transactions of this character it is very easy to lose in one short season the hard earned and carefully hoarded accumulations of many years. Merchants who attempt to avoid the precipitous sides of the hill of difficulty by going around it instead of over it, are very sure to be "swamped."

A distinguished author has said: "The tortoise on the right road will beat a racer on the wrong. It matters not though a youth be slow if he be diligent. Quickness of parts may often prove a defeat, inasmuch as the boy who learns readily will often forget quite as readily, and also because he finds no need of cultivating that quality of application and perseverance which the slower youth is compelled to exercise, and which proves so valuable an element in the formation of every character." Take the right road in business, keep straight on over every difficulty, take Richelieu's motto, "There's no such word as fail," and in the spirit of determination that it breathes keep steadily toiling at your grand purpose in life; be industrious, active, patient, persistent and honest, and you must, under ordinary circumstances, become ultimately successful. The difficulties that you encounter will make you stronger if you overcome them. If you meet them with energy and heroism they cannot overcome you. When you meet with similar obstacles further along in the highway of your commercial life you will have learned wisdom and gained strength by previous experience and can force your way ahead with less difficulty. Difficulties, then, develop strength, and the man who comes out of a struggle successful is always stronger, more self-reliant and independent by reason of his victory.

Young men who are just starting in a commercial career must be energetic and ambitious, but must not recklessly go beyond the bounds of prudence and safety in their business; they must not dodge difficulties, they must not be crushed by the first obstacle they encounter. They must have brave hearts and they will grow strong in manhood and rich and prosperous in their business undertakings and accomplishments.

### The Reason Why Chimneys Smoke.

From the Builder.

As a matter of fact they never do,—it is the wood that smokes. We make this statement not by way of facetiousness, but to bring the discussion to a strictly scientific basis. Since the new birth of the open wood fire, the old question of how to coax the smoke to go straight up the chimney flue at all times and under all circumstances has come again to the front and the old controversy as to the relative magnitude of two stupendous but familiar domestic evils is liable to be revived. It is not our purpose to give here and now all the infallible rules by which one of these—and doubtless the minor—can be cured, or better still, prevented, but simply to refer to one of the common reasons why smoke from a fire on the hearth falls out in the room occasionally, if not constantly, instead of going up to the skies where it properly belongs. Having

stated chimneys never smoke, it may be well to observe that they never "draw" either. Whatever goes up chimney—from Thomas Hood's chimney sweep to the steam from the kettle nose—is poked up from behind. Of course this amounts to the same thing practically as being drawn up, but it is well to remember that the same pushing force will just as readily lift air, shavings, ashes, steam, or anything else that comes in its way as smoke. The point, therefore, is to so arrange the throat of the chimney that the smoke shall be caught first, and, like proud Korah's troops, be swallowed up before it has a chance to spill over into the room and before something else can be crowded into its place. Left to its own devices it would fall out of the fire-place, and run over the floor like water. As the air in the room happens to be usually cooler and, therefore, heavier than that in the fire-place, it forces the latter upward and the smoke with it. Now the tendency of the smoke, as soon as it is lifted against the back wall of the fire-place, is to fall forward, and this tendency is favored by the curving back against which it ascends. There is no objection to this curve which seems to keep the smoke within bounds, and it doubtless radiates more heat than if it stood erect, but the one point which should be insisted upon, is that the face of this curve along which the smoke rises, should strike, if it were continued (which it is not, being cut off by the broad throat of the flue), several inches above the lintel at the top of the fire-place opening. The smoke is then fairly caught in the ascending current of warm air and carried up and away.

A smoking fire-place may often be cured without any changes of flue or chimney by simply bringing down the top either with a row of bricks or tiles, or by a piece of metal fitted in between the jambs. And this cure is effected not because the fireplace was originally too large or too shallow to "draw," but because the proper provision had not been made for entrapping the smoke and turning it into the rising stream of warm air.

### SUGAR AND MOLASSES.

#### A Surfeit of Sweet Things at Gotham.

There is to-day over 170,000 tons of sugar in the bonded warehouses in Brooklyn, N. Y. Such a large amount in store has never before been known in the history of bonded warehouses. There are on hand 118,829 hogsheads of sugar, against 105,591 at the same time last year, and 1,293,783 mats and bags, against 633,359 last year. This, at a rough average, will give 170,000 tons of sugar wasting its sweetness between the walls of these warehouses. Woodruff's, Robinson's, Merchants', the Union, the Empire, the Atlantic, the Dock, and the Erie Basin stores in Brooklyn are all nearly full of sugar. In fact, with the exception of the marine stores, there is an unbroken line of sugar from the Empire stores above Fulton Ferry down to the Erie Basin. It is consigned to a number of firms, and embraces every grade that is brought to this country. The importations exceed the demand, and, as a consequence, the market has fallen off about one and a half cents a pound on nearly all grades. Sugar men say that the enormous shipment of beet-root sugar is primarily the cause of the depression in the market. One house has used 200,000 bags of this within a short time without mixing it with other sugars. The importations are mostly from Germany and France, and are landed at Jersey City. Every steamer from Germany and France continues to bring large quantities of it. Outside of this there is a sale only for the commonest kind of molasses sugar. There is some demand for this on account of the low prices. Another reason for the depression in the market is found in the fact that many of the larger refining companies have imported largely themselves this year aside from buying in the market. This has had a tendency to create dullness in the trade, and lower prices. "As the market stands at present," said a prominent dealer to-day, "there is nothing to be made by the producer or the importer. Even the best grades hardly realize enough to pay advances. Only a few days ago we sold on commission a cargo of respectable Cuban sugar to a Philadelphia firm at 2½ cents a pound, the latter paying the duties and transportation. Figuring up the war and export tax in Cuba, amounting to \$7 a hogshead, transportation to this country at from \$3 to \$5 a hogshead, casks, cooage, and commission, there was little margin left for the producer." The Havana steamers are now bringing sugar as ballast, taking it at rates that ordinary ballast would cost.

It is the same with molasses as with sugar. Molasses was never cheaper in New York than to-day. A prime article can be had at 15 cents a gallon. It is lower than before the war.

Brooklyn has the largest tin-box factory in the country. A feature is the manufacture of decorated tin ware. This consists of tin plate on whose surface there is a picture or other design. The work is done by a tin lithographing press similar to that employed upon paper. The decorated ware costs but a trifle more than the plain, and is in great demand.

## THE CORSET.

### The Various Kinds and Some of the Wearers.

Going down a street in crowded Boston we came suddenly upon a narrow front containing two long windows, one on the alley and the other facing the street, and before these windows we stop in wondering contemplation. Both are filled from top to bottom with corsets of every style, shape and form, no two alike and all handsomely mounted on wire frames of graceful proportions. Each has its own suggestive name and over these the eye roves with increased interest. Here is the "Bernhardt," fearfully and wonderfully made; here is the plump, yea, exuberant "Davenport;" here a short, curved "ballet;" here a filmy lace work "summer" and a score more in hues of rose, pale-blue, lilac, cream, and gorgeous black silk or satin, stitched in scarlet or gold, elaborately embroidered in the same color and softened with rich, creamy lace until it is a picture, a poem, a thing of beauty. Can these exquisite creations bear the same name and answer the same purpose as that stiff combination of coarse cotton, starch, steel and horn which we saw dangling from a pole in Tremont Row marked, "This stylish corset for twenty-five cents?" Let us enter and see.

Here is only a long, narrow passage between plain wood counters, and on the shelves behind nothing but long, narrow boxes. Plainly the attractions are all in the windows, unless the bright-faced girls stationed behind the counters might be enumerated among these which is doubtful, the customers being exclusively feminine, and therefore not to be influenced by the contemplation of bright eyes and rosy cheeks.

Half a dozen ladies sit at the counters. One walks briskly in, singles out a saleswoman, says concisely with a business air; "Send me a P. D., size twenty-three," and she walks out. Evidently an old customer who knows by past "fittings" what she wants.

Another sits before a dozen different limp-looking articles, looking from them to the elegant (wire) form in the window, and trying to find some resemblance between the two collections. The girl before her clasps one about her own plump waist.

"You see," she says "the shape is the same, but there is no stiffening in them. You must get them on to know what they are."

The customer looks doubtful. At this juncture a dark-eyed, dark-haired, middle-aged lady advanced with an air that bespeaks her the proprietress of all these boxes of satin and lace shapeliness. She is, of a truth, "the great corset maker"—not only of Boston but also of that peripatetic and floating population seldom seen but for a price, actresses and public singers.

"Will Madame step into the fitting room?" she asks with a charming mixture of suavity and deference. She recognizes at a glance the new customer, discouraged between the array of limps before her and the shapeliness of the gracefully outlined marvels in the window.

"It is the cut of our corsets that gives them their beautiful shape," she continues, preceding her customer to the small room at the rear of the store, while the shop-girl follows with an armful of these articles—"not starch and bones pressed into fixed curves, but the common corset. These look shapeless as you see, when not worn; but once on—ah! see how soft, and how exquisite! Of course where the natural form is defective we supply roundness and curve, so our ladies are sure of an elegant form when fitted. You, Madame, are long waisted and slender; you need this corset, which all the actresses and singers wear. I made four of them for Bernhardt when she was here at \$15 each."

"Fifteen dollars! Oh that is much more than I want to pay," protests the customer, "And for this plain Jean corset?"

"But this is not \$15," continues Madame, the corset maker, reassuringly, "although it is of precisely the same material as Bernhardt's. No one can understand what it is to make a corset for Bernhardt. Every part must be rounded and padded from the hips to the shoulder. Bernhardt is so thin! one absolutely straight, unbroken line, from the shoulders down. To fit her would be absurd; instead, we fit what she ought to be."

"But I have surely heard or read that Bernhardt wears no corset."

"Neither does she on the stage when she dies, but on the street and in that marvelous fitting riding habit does Madame suppose she wears no corset? She wears the very ones we made for her; such as the one Madame must have seen in the window."

"What! that one with a curious arrangement under the arm and over the shoulders like a horse collar?"

"Precisely! 'That horse collar' commences under the arm to give a beautiful curve to the waist; it is carried over the shoulder where it fills up the dreadful hollow just above the shoulder bone and around the arm. That is what it is for. Then the busts are rounded out with padding and the bust. Oh, it is all padded; but so luxurious and comfortable. Bernhardt says she shall never wear another style. They all wear these, plump and lean. Now, Davenport, we have made her corsets for years. She

is growing so stout, poor Fanny! She had had some made in New York but she came here soon after and got a full supply. 'Oh,' she said, 'this is the only corset that one can lie down in.' I made corsets for Jenny Lind—so long ago as that, Jenny was a sweet girl. Goldschmidt that she married came here with her. He went everywhere with her. I told my husband that she would marry Goldschmidt and that it would end her public singing. It all came out as I prophesied. I doubt if he is kind to her, and she so sweet. Ah, we see every one of note here, ladies. Many public singers come to me for their corsets. They are hard to suit. They want a good fit, but not at all tight. No singer or actress wears a tight or stiff corset. They know too well the beauty of a pliant, yielding form, and to a singer a tight corset is dreadful. They talk to me about breathing and the necessity of giving full play to the diaphragm until, I assure you, I am quite bewildered."

"But what is this broad band of webbing for?"

"Ah, that in itself is a feature. It lengthens the corset and holds it in place and prevents it from slipping down—a shocking fault with a common corset—brings the bust too low and destroys the form."

"Well, these corsets with different names, are they all of the same cut?"

"Precisely; all these high-priced ones. The padded are the 'Bernhardt,' the unpadded the 'Davenport,' and the short ones without webbing, the 'Ballet.'"

"Send this one up."

"Certainly, madame. You are sure to be suited as you have been fitted."

"Good afternoon."

"Thanks, madame."

## SILK CULTURE.

### The Government Collecting Statistics About an Infant Industry.

From the New York Herald.

One of the last bills passed by the late Congress was the appropriation of \$15,000 for the encouragement of the infant home industry of silk-culture. The plan of those interested is to form a silk-culture bureau in the Department of Agriculture, the headquarters to be at Washington. Commissioner of Agriculture Loring set to work immediately to find out the best method of reaching the culturists and benefiting them by the distribution of the sum appropriated. The Commissioners will, as soon as they have obtained the necessary information, purchase mulberry trees of the best varieties (principally the "alba," "moretti," and "japonica," and distribute them, with silk-worm eggs, to those who have already started in the industry who are unable to procure all the material needed. The officials will correspond with all who have practical knowledge of silk-culture, and what information is gained will be given in a pamphlet that is to be prepared as soon as possible. Although the appropriation is small, still it is a beginning in the right direction, for the cocoons raised in different parts of the United States are equal to any in the world. The lack of mulberry trees or Osage orange for food is the chief obstacle to the extensive culture of the silkworm.

July 30 the Government representative, Mr. Walker, visited the silk-farm at Park Ridge, N. J., on the line of the New Jersey & New York Railroad, on his tour through the various parts of the country where the industry has been established. He was shown over the farm of about thirty acres, examined the growing trees, took notes of their number and condition, and secured specimens of the beetle with which some of them are infested; examined the work of the pest in its progress from the end of the branches of young trees down to the place where the branches join the trunk, the latter place being the spot where the insect deposits its eggs. The cocoonery was next visited. The strings of cocoons procured from those who had been furnished with the best eggs were hung around the walls.

The season's crop of worms at this farm, which is under the direction of the New York Silk Exchange, met with the same fate as those of last year, only eighteen out of 100,000 worms living to spin their cocoons. The greatest care has been taken to procure only the best American cocoons in order that none but first-class stock can be raised by those obtaining their eggs there. One lot of the deep salmon Turkish variety shown yesterday brought out moths so large and perfect that from about two pounds of cocoons three ounces of eggs were obtained, the usual amount being from two to two and a half ounces. Mr. Walker took specimens of a peculiar moth which resembles the buffalo moth, and which eats its way into cocoons and devours the silk moth before it is matured from the worm state.

The whole farm was visited and the different plots that had been purchased chiefly by young women were examined. The different ways of planting the mulberry, in orchards or hedges, was discussed, with the comparative success in growing imported and native trees. The visit showed that the Agricultural Department is really in earnest, one of the last questions of Mr. Walker being, "How many trees would be needed to help the industry in this locality?" to which the ready answer was made, "About 2,000."



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E. A. STOWE, Editor.

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## POST A.

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mour.  
Next Meeting—At Sweet's Hotel reading room  
Saturday, August 30, at 8 p. m.Subscribers and others, when writing  
to advertisers, will confer a favor on the pub-  
lisher by mentioning that they saw the adver-  
tisement in the columns of this paper.The dealer who buys goods, knowing that  
he is insolvent, and that failure is inevit-  
able, is a dishonest man.In response to an inquiry from an Iowa  
groceryman, the Chicago Grocer alleges that  
borax powder placed around and under  
sugar barrels will prove a successful exter-  
minator of ants. This is worthy of a trial,  
and if it proves to be effective, should be  
noted down in every grocer's memory.The man who borrows money of a relative  
or friend with which to engage in business,  
and who is given credit on the strength of  
his having such money, should not make the  
person loaning the money a preferred credi-  
tor in case of failure, but should compel him  
to accept a *pro rata* with the other credi-  
tors.The glass manufacturers hold frequent  
conventions, and suspend their factories and  
boost up the prices, and make themselves as  
conspicuous and important as if the only in-  
dustry in the country were the manufacture  
of glass. Why, we can subsist without their  
exceedingly fragile products. We do not eat  
glass, nor drink glass, nor wear glass, and if  
it is necessary to take the conceit out of  
them we can cease using it for window  
panes and plug up the sash with old hats.THE TRADESMAN is in receipt of a com-  
munication from E. Lovejoy, who repre-  
sents himself to be a former employee of the  
late firm of E. R. Barrows & Co., of Even-  
wood, taking issue with the statement made  
in a recent paper to the effect that Receiver  
Tate is winding up the business of the firm  
to the satisfaction of all those interested in  
the matter. Mr. Lovejoy alleges that he  
holds a labor claim against the estate, con-  
tracted previous to the failure, which he has  
been unable to collect, and that a number of  
other laborers are in the same position as  
himself. THE TRADESMAN sees no reason  
why it should detract one iota from the  
statement made relative to Mr. Tate, as he is  
placed in a position, as receiver, which for-  
bids him taking cognizance of any claims  
against the estate except such as are brought  
by suit. Therein a receiver differs from an  
assignee, being governed by altogether dif-  
ferent statutes. If Mr. Lovejoy and his co-  
workers will assign their claims to one per-  
son, and instruct that person to bring suit  
against Mr. Tate for the aggregate amount,  
they will speedily receive an honorable ad-  
justment of their claims.In a hopeful article on the financial out-  
look, the Chicago Tribune says: "At a recent  
meeting of the Board of Directors of one of  
the richest and most conservative banks of  
this city the President said to his associates:  
'Take out your memorandum-books and put  
me on record as making now and here the  
prediction that this country is on the eve of  
the most prosperous days it has seen  
since 1854.' And the Tribune adds: 'It is a  
delightful change in the inharmonious  
notes of predicted evil that have overcome  
us like a flood for now, three years to hear  
once again the language of hope and the ac-  
cents of confidence. There is, it must be  
confessed, a great deal in the development  
of events that promises to make the prophe-  
cy good. The most important of these is  
the crops, the next is the crops, and the next  
to that is the crops. From Maine to Califor-  
nia and from Dakota to Texas the bounty of  
Nature has been poured on the ground with  
golden generosity. Hundreds of millions of  
dollars have been spread over the surface of  
the farms of the entire country. This treas-  
ure has but to be picked up from the agri-  
cultural placers, our real gold-diggings; a  
great deal of it has been already picked up and  
put out of harm's way, and the weather is the  
best possible for the garnering of the  
rest in magnificent shape. With such a min-  
tague of wealth out of propitious skies and  
kindly earth it matters but little to the peo-  
ple of this country whether the swapping of  
jack-knives in Wall street turns to the ad-  
vantage of this side or that. The one su-  
preme fact is that the country has made a  
profit of hundreds of millions of dollars out  
of its investment of a year's toil in the fields.  
That in wheat and other things is already  
secured. Three weeks more of weather  
without frost will give us hundreds of mil-  
lions additional out of the corn crop, which  
never looked so well as now."The brick work on Watt & Cahoon's and  
E. P. Gifford's new stores at Saranac is com-  
pleted.

## AMONG THE TRADE.

## IN THE CITY.

Aylsworth & Cathcart succeed H. S.  
Pressburg in the clothing business at 18  
Canal street.H. Leonard & Sons' long-promised cata-  
logue has put in an appearance. It contains  
98 pages and cover, and is suitably illus-  
trated.M. McArdle has moved his grocery stock  
and business from 83 to 79 Plainfield avenue,  
the location lately vacated by W. B. Thomp-  
son.A. M. Church, formerly engaged in the  
grocery business at Englishville, has started  
in the same business at Sparta. Cody, Ball  
& Co. furnished the stock.B. J. Robertson, who was recently burned  
out at Breedsville, has resumed the drug  
business at that place, Hazeltine, Perkins  
& Co. furnishing the stock.Wm. F. Stuart, who was in town last  
Friday, states that his shingle mill on the  
Slaght timber tract, west of Tustin, will go  
into operation in about two weeks.Chas. F. Heinzelman has purchased the  
branch bakery and grocery business of  
Julius Vogel on the corner of Summit and  
Oaks streets, and will continue the business  
at the same location.Every honorable man will rejoice in the  
present peculiar predicament of one W. E.  
Hunt, a west side jeweler. In order to de-  
feat his creditors, he put his property in his  
wife's name, and now she refuses to return  
it to his custody. Surely rogues are some-  
times repaid for trickery and downright dis-  
honesty.It is stated—and on the best of authority  
—that negotiations are now pending for the  
organization of a stock company for the pur-  
pose of engaging in the manufacture of  
matches. The project is in the hands of a  
few energetic and capable men, who will  
doubtless bend every energy to accomplish  
the object in view.

## AROUND THE STATE.

Eastport has a new drug store, L. R.  
Rogers proprietor.Chas. Carmichael has opened a notion  
store at Petoskey.Prius & Geerlings, of Holland, have dis-  
solved, Mr. Prius continuing.Moon & Wade have engaged in the bakery  
and grocery business at Cadillac.DenHerder & Lahuis succeed John Den  
Herder in general trade at Zeeland.Woodhull & Wade, of Fremont, have en-  
gaged in the fruit business at Cadillac.M. I. Thomson & Co. succeed Fenn &  
Earle in the grocery business at Stanton.Scoville & Rich, bakers and grocers at  
Manistee, are succeeded by Tost & Wook-  
row.LeGrand A. Jones, druggist at Benton  
Harbor, has been closed out on chattel mor-  
gage.J. Riley will remove his grocery and no-  
tion stock from Dorris Silver Creek, Alle-  
gan county, next week.F. Sauerbier has removed his grocery  
stock from Lakeside to Big Rapids, where  
he has resumed business.Arthur H. Webber succeeds Dr. W. A.  
Hendryx in the drug business at Big Rapids.  
Dr. Hendryx will remove to Idaho in a few  
weeks.T. S. Barber and F. B. Jones have formed  
a co-partnership at Saranac under the firm  
name of Barber & Jones and engaged in the  
crockery business.W. H. Kanaga has bought of Barry &  
Downing the building formerly occupied by  
them, at Nashville, as a bank, and will oc-  
cupy it with boots and shoes as soon as the  
present incumbents vacate.The sale of Aylsworth & LaDouceur's  
clothing stock, at Big Rapids, to W. H.  
Smith, has fallen through, but Mr. Smith  
will engage in the business at that place, put-  
ting in a complete new stock.In order to prevent the execution of an at-  
tachment, the Northwestern Manufacturing  
Co., at Boyne Falls, made an assignment on  
the 12th, immediately calling a meeting of  
the creditors, to whom the present status of  
the corporation was disclosed. On satisfy-  
ing themselves that the company was worth  
fully \$25,000, and that the total indebted-  
ness reached only \$8,200, the creditors will-  
ingly allowed the assignment to be set aside,  
and appointed L. J. Rindge and Chas. Root  
trustees, to whom a trust mortgage for \$8,200  
was executed. The company then resumed  
operations as before, and the temporary sus-  
pension will in no way affect the credit or  
standing of the concern.

## STRAY FACTS.

Big Rapids is to have an artificial stone  
manufactory.Brown & Co. are erecting a lamp black  
factory in Royal Oak.A Petoskey dealer shipped two and a half  
tons of raspberries during the season.Charlevoix thinks a fish canning establish-  
ment in that village would be a good paying  
investment.The charter of the First National Bank at  
Flint will soon expire, but efforts will be  
made to renew it.Port Huron is endeavoring to get Dr.  
Fanning, of Lapeer, to start a factory for  
his patent wagons.Parties are looking over Bellaire with a  
view to building a foundry and machine  
shop in that village.Goodsell & Crawford, of Ludington, are  
building eight logging cars for the Danaher  
& Mellendy company.

Nearly \$800,000 worth of building im-

provements have been made at Port Huron  
during the present year.Slabs are selling for \$1 a cord at the mill  
docks, Ludington—a decline of 25 cents a  
cord on last year's prices.Since poplar pulp has come to be used for  
paper making, the worthless poplar lands of  
northern Michigan are looking up.Midland has a stock company formed to  
manufacture wooden ware with a capital of  
\$75,000. R. G. Peters is president.It is reported that hemlock bark is so low  
at Manistique and vicinity that it does not  
pay to peel it. It sells at \$1.50 per cord.Thos. Wells, formerly of the firm of  
Wells & Greenwood, has engaged in general  
trade and the grain business at Pewamo.The manufacturing interests of Otsego are  
assuming important proportions. They have  
a fine site and water power for such pur-  
poses.The Vermontville Brick and Tile Co. is  
the style of a new enterprise, consisting of  
Warner, Hammond & Martin, for the pur-  
pose suggested in the title.Some of the creditors of the Pullman &  
Hinchman estate, at Shelby, have purchas-  
ed the firm's executions, and the probability  
is that the mill will soon be running again.The Luther Lance says: Mr. Comstock  
informs us that there is prospect of im-  
mediate settlement of Copley's affairs at Carey-  
ville, and that he, Mr. Comstock, will run  
the mill by the thousand.The Stanton Buggy Co. succeed Weather-  
wax & McFadden in the manufacture of the  
Bush gear buggies at Stanton. N. Sheford  
is president and W. S. Pierson secretary.  
The business will be enlarged.F. F. Sommers, proprietor of the Grand  
Haven Match Works, now employs about  
seventy-five hands, and turns out about 250  
gross of matches per day, four-fifths of which  
are sulphur. Ready sale is found for the  
entire product as fast as manufactured. Mr.  
Sommers has lately invented a new com-  
position for parlor matches which is bound to  
revolutionize the trade in those goods.Saranac Local: Strangers coming into our  
village express themselves as surprised at  
the activity and bustle during the dull  
times. The new buildings are furnishing  
employment for a large number of hands,  
which creates a lively look, and the fact that  
Saranac merchants are selling goods at as  
low prices as can be obtained in the State,  
brings custom. The merchants nearly all  
say their trade has kept steadily increasing  
for the past two years.

## Purely Personal.

Heman G. Barlow, the accomplished and  
versatile groceryman, is taking a week's rest  
from active business cares, and will put in a  
portion of the time at Macatawa.W. T. Lamoreaux has a natural curiosity  
in the shape of a three-legged cat, which is  
as sprightly as ordinary felines with the  
full complement of pedal extremities.Wm. G. Herpolsheimer, of Voigt, Her-  
polsheimer & Co., is spending the heated  
term at Petoskey. John Schmitzlet, of the  
same firm, spent last Sabbath at the same  
resort, accompanied by his family.It is said that Messmore contemplates re-  
turning to practice in his former profession,  
which recalls the criticism of a former friend  
of the gentleman to the effect that he is  
"better red in the nose than in the law."Wm. H. Allen, formerly with I. E. Mess-  
more, but for the past few months identified  
with the Star Union Line, has accepted the  
position of book-keeper for S. A. Welling,  
John DeJonge will be employed in the house  
for the present.

## Stove Pipes Again.

Ernest in the American Artisan,

You will hit the nail on the head by giv-  
ing people a hauling over the coals for mea-  
suring stoves and stove pipe with all kinds  
of measures. As a rule a customer wanting  
a new joint of pipe measures the old pipe  
with the first thing in the shape of a  
string he can get his hands on. Sometimes  
it is a quarter or half inch rope, a piece of  
carpet rag, a shoe string, or a bit of common  
wrapping twine. You might as well take  
the measure with a rubber band. Or the  
thoughtless customer will measure across  
the diameter of the pipe, which having been  
jammed out of shape, gives no correct idea  
of what the size really should be. In all  
such cases the new piece of pipe is certain  
not to fit, and the tinner gets a "blessing."  
By free use of a hatchet they sometimes get  
the pipe together, or hammer it up so it is  
of no account.I would suggest that where people do not  
know enough to measure a stove pipe cor-  
rectly, they employ a tinner. But any one  
can take the measure accurately if they will  
set about it properly. If a tape line is not  
at hand, take a strip of strong wrapping pa-  
per about one inch wide, and measure  
around the pipe, having the ends of the paper  
square. Anything thin that will not stretch  
will answer. Then there will be no guess  
work about it, and the new piece will fit on  
the old. This is seemingly a very small  
matter, and yet it is one which gives tinner  
trouble every year.

## COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl.	1 10
Ohio White Lime, car lots.	95
Louisville Cement, per bbl.	1 40
Akron Cement, per bbl.	1 40
Buffalo Cement, per bbl.	1 40
Car lots.	1 15 @ 1 20
Plastering hair, per bu.	35 @ 38
Stucco, per bbl.	1 75
Land plaster, per ton.	3 75
Land plaster, car lots.	3 00
Fire brick, per M.	\$27 @ \$35
Fire clay, per bbl.	7 00

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

## To Butter Dealers!

(TREAT AS IF WRITTEN TO YOU!)

CLEVELAND, Ohio, August 18, 1884.

## TO THE TRADE:—

The Season of the year has now advanced when it is almost impos-  
sible to obtain a choice article of RICH FLAVORED BUTTER, with the approach of Autumn  
and Winter the demand increases and the supply is decreased. The result is the merchant  
must either resort to packed butter or a Butter Substitute. This naturally calls the ques-  
tion to your consideration, what shall I sell and yet retain my trade? To do this you  
must give them a fine flavored product. The dry season has made it impossible to do this  
so far as natural butter is concerned. But, fortunately for the trade and the consumer,  
we have prepared the remedy whereby they can have their tastes catered to and their ap-  
petites appeased. We therefore offer for your consideration our FAMOUS BRANDS OF  
DAIRY AND CREAMERY BUTTERENES, which for FLAVOR, RICHNESS, PURITY and  
WHOLESOMENESS are not surpassed by the natural product. Our "Rose of Sharon" and  
"Old Cuyahoga" Creameries, and "Milk Maid" and "Forest City" Butterenes are  
churned from the purest ingredients and contain no foreign or deleterious substances, but  
natural and healthy products such as are used every day and eaten at every meal through-  
out the world. So satisfied with the health-giving properties of our products, we are  
willing to place our goods at the disposal of any chemist in the country and ask his  
analysis. If any UNHEALTHY INGREDIENT IS FOUND THEREIN we are willing to con-  
tribute \$1,000 to any charitable institution in the country. We are the ONLY practical  
Butter manufacturers in the trade, and the only ones that give the business of churning  
artificial butter individual attention. Having spent many thousands of dollars in perfect-  
ing our product, we come to the trade this season with the positive knowledge that we  
have a product equal in every respect to any Dairy or Creamery Butter manufactured.  
All articles that enter our Butterenes are subjected to the severest test by our individual  
examination, which enables us to go to the trade and consumer with a full knowledge of  
what every ounce contains. We, therefore, have practically NO COMPETITORS and recog-  
nize no other manufacturers' product when merit is considered—our only opponents being  
Dairy and Creamery Butters, which we verily believe that, with our long experience in  
handling, we are not surpassed, and the majority of cases not equaled. Our Foundation  
for the manufacture of our goods is Pure, Fresh Alderney Cream and Milk, and our process  
of manufacture peculiar to ourselves, the result of many years experimenting and at the cost  
of many thousands of dollars in perfecting. All we ask of the trade and consumer is a  
comparison of our goods with the finest dairy and creamery products. A trial order will  
demonstrate just what we claim of our goods. It was our intention at the beginning of  
the Summer to run through the entire season, but owing to the increased demand side by  
side with the natural product we were compelled, by the anticipation of our increased  
trade, to double our former capacity. In so doing, we have neither spared pains or ex-  
pense, and to-day our Dairy is running at full capacity and we are prepared to fill unlim-  
ited orders.

OUR BUTTERENES are of two grades. Cream products known as "Creameries," and  
Milk products known as "Dairy." These goods are packed in 30, 40 and 50 lb. tubs, in  
ash, oak or spruce in Rolls, Prints or Solid Packed, varying with the season and demands  
of the trade. Our prices are regulated entirely by the price of Dairy and Creamery But-  
ter, ranging from four to six cents less.

This season we are making a specialty of churning for our regular customers, either pro-  
duct bearing their own fancy as to brand, which we in every way warrant equal to our  
standard and famous brands. This enables the dealer to have at all times a standard  
brand for his customers.

We have now contracted with many Grocers and Butter Dealers to supply them with  
their supplies during the entire winter, and are prepared, after a trial of our goods, to  
make special prices with the trade for their "known marks" of goods if desired, and by  
our special arrangements with transportation companies we are enabled to deliver to any  
point at the lowest rates, freight prepaid.

WE SOLICIT A TRIAL ORDER, and if our goods are not in every way as represented they  
may be returned at our expense. Those that do not contemplate handling until later in  
the season are respectfully requested to correspond with us as to prices and samples,  
which shall receive our prompt attention and return post reply. In order to obtain our  
goods make your first order direct to the Dairy, it matters not how small your order is, it  
shall receive that careful attention that larger ones require.

Yours very truly,

CLARK &amp; CO.,

"THE CHURNERS,"

Office: 288 Bridge Street,

CLEVELAND, OHIO.

## 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.FOR SALE—I have a fine new store building  
dwelling house and 40 business and dwell-  
ing lots in Elmira for sale on easy terms. D.  
C. Underwood.WANTED—A good merchant tailor. Must  
be a good cutter and be able to do good  
work. Address E. B. Slocum & Co., Hesperia,  
Mich.WANTED, to sell, or exchange for Dry  
Goods, Notions, Mens' Furnishing goods  
or clothing, one 7 year old sound black geld-  
ing. Good driver and elegant saddle horse.  
Perfectly safe for a lady to ride or drive.  
Very kind every way. Also top trinkin  
spring buggy, elegant harness and common  
harness, wagon, Bobs and Cutter; also a com-  
plete outfit for starting grocery business such  
as show cases, oil tanks, counter and platform  
scales, scoops, coffee mill, caddys, cheese  
saws, patent syrup gates etc., too numerous  
to mention. Any part or all of the above  
cheap for cash or reasonable equity in trade.  
Will entertain any other proposals of ex-  
change. A. A. care of "The Tradesman."FOR EXCHANGE—I have 80 acres of choice  
hard wood land lying within three and a  
half miles of Tustin, six acres cleared and 150-  
000 of cork pine standing on same, which I  
will exchange for city lots in Grand Rapids or  
sell on reasonable terms. D. C. Underwood.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 mer-  
chandise. G. B. Wright, 14 North Division  
street, Grand Rapids.WANTED—Position as drug and prescrip-  
tion 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.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, gro-  
ceries, etc. This store is connected by an arch-  
way with the popular variety store, known as  
the "Bee Hive," and can be run in connection  
or separately as desired. Rent \$300. For fur-  
ther particulars, address Gilbert B. Wright, 14  
North Division street.

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 &amp; ALLEN,

22 and 24 Canal Street,

The only general jobbing house in  
Michigan in our line. Send for cata-  
logues and terms.MASON'S  
FRUIT JARSLarge stock on hand at bottom prices for  
immediate shipment. Also EXTRA RUB-  
BERS for MASON JARS. We quote porce-  
lain lined Mason jars as follows:Pints, \$13 per gross.  
Quarts, \$14 per gross.  
1-2 Gallons, \$17 per gross.To meet the demand for cheap storage for  
fruit, we offer:Quart Barrell Jars, per gross..... 9 50  
1/2 Gal. Barrell Jars, per gross..... 12 50  
These are glass cans with glass covers to seal  
with wax. AlsoPer Dozen.  
1/4 Gal Stone Preserve Jars and Covers..... 1 85  
1 Gal Stone Preserve Jars and Covers..... 1 40  
1/2 Gal Stone Tomato Jugs and Corks..... 85  
1 Gal Stone Tomato Jugs and Corks..... 1 40  
Sealing Wax, 1/2 lb..... 4c

H. Leonard &amp; Sons,

16 Monroe Street,

GRAND RAPIDS MICH.

The Harbor Springs Independent says:  
B. F. Wagley left for parts unknown last  
week, leaving behind numerous creditors  
who will probably have something to re-  
member him by. It is estimated that alto-  
gether he dropped them about \$2,100 worth.



## Drugs & Medicines

### French Lavender Flowers.

"The best lavender flowers," said a wholesale druggist, "come from France. The flowers are small and blue in color, and are mixed with short stems as big as small pins. They are very fragrant, and when rubbed on the hand leave a pleasant and delicate odor. I'll guarantee that nine out of ten persons who use lavender water in their toilet have not the vaguest idea what lavender flowers look like. Speaking of lavender water reminds me that, although it is so called, the perfume used is not lavender water but lavender extract."

"How does it come to this country?"

"In packages of about three hundred pounds each. It is not very expensive. We sell it at twelve cents a pound."

"In what form is it imported other than the flower?"

"The extract and the essential oil. The latter is a volatile oil upon which the odor depends. The ordinary oil sells from \$1.75 to \$8 a pound. Witcham's oil of lavender, which gets its name from Witcham's garden in London, costs \$4.25 an ounce. An ounce of fairly good oil will perfume four or five gallons of alcohol."

"Is lavender not also used for medicinal purposes?"

"It is a remedy for nervous debility and one or two other complaints. It is very pleasant to the taste, and for this reason is often mixed with other medicines. The best lavender extract is made in Germany. In fact, many of the French perfumes have all their extracts made in Germany, because they make them better there than anywhere else."

### The Origin of Petroleum.

Bershiel maintains that the interior of the globe contains free alkaline metals which, in presence of carbonic acid, yields metallic acetylides, which on being decomposed by watery vapor furnish acetylene. But it has been already proved that acetylene may be polymerized, so as to produce aromatic carbides or the derivatives of marsh-gas by the absorption of hydrogen. All these reactions have been demonstrated experimentally, but the presence of alkaline metals in the interior of the globe is an unproved and improbable hypothesis. According to Byasson, the hydrocarbons of petroleum are formed by the action of water, carbonic acid, and sulphuretted hydrogen upon incandescent iron. Mendeleeff likewise admits that the action of watery vapor upon iron carbides may give rise to the formation of petroleum. To these hypotheses is opposed the absence of iron in volcanic products. Other investigators consider that petroleum is formed not synthetically, but by the decomposition of organic matter.

### Elmira on the Boom.

A leading business man of Elmira writes as follows of the present growth and future prospects of the place:

Elmira still continues to flourish, more buildings being under process of construction here than at any other town of its size along the line of the G. R. & I. Its future prospects are very flattering. A large church is nearly completed, and several other good buildings are under way. Several Grand Rapids parties have lately made purchases of realty here, among them being five traveling men and four passenger conductors. Geo. W. Bevins, the Tustin general dealer, owns both land and lots here. Mrs. L. S. Jenks' new store building has been leased by the new firm of Watson & Wright, who will open up about the 25th. Mr. Locey, a practical mill operator, has built a large saw mill a mile and a half south of the village and the G. R. & I. has put in a switch to the same.

There is no lack of invention in chemistry. Of new dyes having a commercial importance the following have been introduced within a few years: African red, alizarine blue; alneine, anthracene blue, orange, and violet; aureolin benzaurine, beta-barbar wood, Biebrich scarlet, blackey blue and orange, benzyl blue, Bordeaux, calliatura wood, campobello yellow, canelle brown, caudine, chlorazone, chrome alum, chrysoline, cocine, ceruleine, cyanogen purple, the malachite, solid and methyl greens; enthylosine pink, eosine and its modifications, gallein, the indophenols and indulines, laureline, the oranges and tropaeolines, rose Bengale, saffronine, corceine scarlet, etc. On the other hand many of the old dyes are now superseded, and their timber may rest in primitive forests.

For adhesive labels dissolve 1½ oz. common glue, which has laid a day in cold water, with some candy sugar, and ½ oz. gum arabic in 6 ounces hot water, stirring constantly till the whole is homogeneous. If this paste is applied to labels with a brush and allowed to dry, they will then be ready for use by mere moistening with the tongue.

The President of the United States can not draw his salary until four persons have pondered over the subject and signed their names.

The Leonard glass works, of Detroit, shut down on July 31 for repairs to the furnace and also to enlarge their capacity for handling glass insulators.

One hundred and forty tons of chloride of lime are used daily in London for the purpose of deodorizing the outlets of the sewers.

There is not a single wax match factory in the United States. They are all made in England, France and Italy.

### The Indigo Market.

From the Oil, Paint, and Drug Reporter.

There being an entire absence of any disturbing element in the indigo market, the fluctuations in values have been comparatively light for some time, and prices at present writing are ruling steady. Consumers are large buyers in the home market. They were led to believe that money could be saved by purchasing in foreign markets, and, as a consequence, most of them have been importing indigo on their own account. The experience has taught them, however, that the disadvantages of the practice outweigh the benefits and many consumers are returning to their old custom of buying after arrival. The spot stock of Bengal is large and the only recent change in values to be noted is the slight better appreciation of the Kurpah grade. At the third periodical sale of East India indigo, held by Messrs. Hess & Erdmann of London, in July, 9,200 chests of assorted grades were offered, of which 3,905 chests were sold under the hammer and 1,050 chests privately. As usual at the July sales there was a large attendance of buyers and observers, most of whom were attracted for the purpose of being informed on London July rates for use later in the year for Calcutta. Many opportunities were presented at this sale to buy indigo cheaply, especially in the case of plant outdies and outdies, their price having given away under the influence of cheap kurpahs. All through the sale a tone of depression prevailed, even fine Bengals being touched by a decline to three pence per pound, although it is still given out that the Bengal and Tirhoot crop of next year is expected to turn out much smaller than the last two or three years. Kurpahs were not so plentiful as in April or up to the average in quality. Good parcels brought a small advance, but the mixed grades are not altered in price. An excellent quality of Bengal was offered, and this tended to influence foreign buyers to lay in a larger stock than usual. They covered the requirements at about three to four pence per pound, discount on Calcutta prices, exclusive of interest. Dry leaf declined about three pence per pound, but there is still a scarcity of desirable medium grades. Blimpipatams were in more limited supply than at any sale for some time past. Manilla was in light request; only a few chests were sold out of fifty chests offered.

### Good Words Unsolicited.

W. T. Long, wholesale fruit and produce, Vicksburg: "I find it almost impossible to do business and get along without THE TRADESMAN."

VanderLinde & DeJongh, grocers, Muskegon: "Your TRADESMAN is a very interesting paper for dealers in any line, particularly us grocers."

Dr. W. H. Andrews, druggist, Fennville: "Received two copies of your valuable paper. Got more than \$5 worth of information from them. Count me in for a subscriber as long as I can borrow a dollar from my prospective brother-in-law. Expect to visit your city before long and will run in and leave you a basket of choice Fennville peaches."

### He Preferred It.

"I see you've got this confounded rye bread again," hissed Plunkett at the breakfast table.

"Yes, dearie," smoothly replied the lady, "I got it because you love it."

"Me love it, madam? Ugh, the very smell of it makes me sick. Who was so wise as to know that I loved rye bread?"

"Nobody," stammered Mrs. Plunkett, "except I heard you tell Fitzgobber a few days ago that you preferred rye to corn, and I didn't know in what you preferred it unless it was bread."

When he went to work Plunkett kicked himself out of the door.

### A Mill Owner.

"No, young man, I shall not give my daughter to any one unable to support her. Why, you are not worth a fraction of a cent."

"You certainly labor under a mistake. I own ten mills."

"Ten mills?"

"Yes."

"Pardon me. Take her, my boy; take her."

N. B.—After the wedding the old man was reminded that ten mills make a cent.

A revolution in the match-making industry may be expected. The Russian department of commerce and manufactures has recently awarded a patent to the inventor of a means of so impregnating wood with a liquid that, when dried, it lights with slight friction, and can be used several times over, thus securing, according to the inventor, an economy of at least 75 per cent.

### The Best Weight for Market Pigs.

From the Live Stock Journal

The style of market pig has undergone a great change within a few years. The large 400 or 500 pound hog is now seldom found. The overgrown hog is no longer sought after, and pig feeding has been more carefully studied of late years. Shrewd feeders have found that the older the hog the more its carcass costs per pound. It is also found that the flesh of the large hog is coarser and stronger, and not as sweet and fine flavored as a ten or twelve months' pig. It is true, the older over-fattened hog yields more lard, but this does not carry profit with it, as lard often brings no higher price than the side pork. The inducement, therefore, to grow these large hogs no longer exists, and the 300 pound pig has displaced the 500 hog.

### VISITING BUYERS.

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

J. Riley, Dor. E. G. Maxwell, Sands & Maxwell, Pentwater. J. C. Benbow, Cannonsburg. W. S. Root, Talmadge. B. M. Dennison, East Paris. A. W. Blain, Dutton. Wm. F. Stuart, Sand Lake. T. J. Sheridan, Lockwood. Geo. W. Bartlett, Ashland Center. Wm. Black, Cedar Springs. A. M. Church, Sparta. B. M. Dennison, East Paris. J. W. Mead, Berlin. Mr. Paine, of Paine & Field, Englishville. M. J. Howard, Englishville. C. O. Bostwick & Son, Cannonsburg. G. H. Walbrink, Allendale. Baron & TenHoor, Forest Grove. W. S. Root, Talmadge. Mr. McLeod, of McLeod & Trautman Bros., Moline. Norman Harris, Big Springs. Smedley Bros., Bauer. W. H. Struik, Forest Grove. J. Barnes, Plainfield. J. C. Benbow, Cannonsburg. Falls & Truax, Spring Lake. J. W. Clotterhouse, Grandville. G. J. Shackleton, Lisbon. John Smith, Ada. Jay Marlatt, Berlin. R. B. McCulloch, Berlin. Jacob Omler, Wright. Geo. Bliss, Plainfield. J. Gunstra, Lamont. Mr. Selkirk, Kalkaska. Geo. W. Crawford, Big Rapids. R. H. Woodin, Sparta. Byron McNeal, Byron Center. W. F. Rice, Alpine. B. Steketee, Holland. S. S. Dryden, Allegan. J. S. Barker, Sand Lake. G. Carrington, Trent. J. DeHart, Casnovia. John Neale, Sanguituck. B. H. Rose, Sherman. Mr. Denton, of Robbie & Denton, Howard City. Geo. Lentz, Croton. Richard Purdy, Fremont. Mr. Huhn, of Frace & Huhn, Saranac. Geo. A. Sage, Rockford. S. T. Colson, Alaska. J. R. Wylie, Martin. G. S. Putnam, Fruitport. John Scholten, Filmore Center. B. Tinkler, Hastings. S. T. McLellan, Denison. D. B. Galantine, Bailey. Cornell & Griswold, Griswold. Thos. Cooley, Lisbon. Colborn & Carpenter, Caledonia. D. W. Johnson, Muskegon. J. H. Spies, Leroy. Mrs. E. Deacon, Cedar Springs. S. A. Colby, Rockford. J. A. Spooner, of Spooner Bros., Cedar Springs. J. R. Dibble, of Dibble Bros., Burnip's Corners. M. Jonkman, Holland. Mr. Davis, of O'Dell & Davis, McLain. G. P. Stark, Cascade. A. A. Bleazby, Kalkaska. O. P. McClure, Spencer's Mill. Howard Morley, Cedar Springs. Geo. Ross, Cedar Springs. Geo. W. Sharer, Cedar Springs. C. E. Kellogg, Jennisonville. Wm. Black, Cedar Springs. Mr. Camp, of Cole & Camp, Kingsley. A. B. Foote, Hilliards. John Andre, of Andre Bros., Jennisonville. Jos. Newman, Dor. P. H. Bennege, Fremont. Mr. Lahuis, of Den Herder & Lahuis, Zealand. E. Pryce, Chase. Holland & Ives, Rockford. Sisson & Lilley, Spring Lake. Walling Bros., Lamont. Roup & Williams, Chippewa Lake. S. T. Colson, Alaska. O. E. Close & Co., Sand Lake.

### VISITING SALESMEN.

Representatives of the following houses have been in town since our last issue: H. P. Boylan, John Copeland & Co., Detroit. C. H. Cole, Lord & Taylor, New York. Mr. Hutchins, E. S. Jaffrey & Co., New York. Mr. Coolidge, Gibson, Parish & Co., Chicago.

### Cheerful View of the Situation.

"The business outlook," said a leading banker, to a reporter, the other day, "is good. I think everything points to an excellent fall trade."

"How is it now?"

"Matters are pretty quiet at present. The late financial disturbances have caused a feeling of conservatism among business men, and they are not branching out much, they are getting down to hard pan. Our local banks, I know from personal observation, are putting themselves on a better footing than they have been for a number of years. There has been a decrease in the amount of assets, it is true, but there has been a reduction of liabilities in a greater ratio."

"Then you feel rather cheerful over the situation, do you?"

"Certainly. The false bottom has been knocked out, men are more careful than they were before, having profited by the lessons, and trade is on a more substantial basis than it has been for years. With good crops I anticipate a season of prosperity."

Jurubeba, a drug that is quite popular in Brazil, has been recently introduced into the United States. It belongs to the Solanum or tomato family, and is said to possess all the virtues and none of the vices of mercury. Dr. Carvalho of Rio de Janeiro and Dr. De-Champs of Paris call it "the vegetable mercury."

"Don't give me any of your lip," said an ugly country school teacher to a pert young miss who had "sassed" him. "Oh, you needn't worry," she retorted; "I would not kiss you even if the freckles on your face were gold dollars."

Fresh milk from America sold in London is a new wrinkle made practicable by refrigerators and swift conveyance.

### WHOLESALE PRICE CURRENT.

Declined—Quinine, P & W, and German.				
Advanced—Oil Peppermint, Celery Seed.				
ACIDS.				
Acetic, No. 8.	30	9	10	
Acetic, C. P. (Sp. grav. 1.040).	30	6	35	
Carbonic			50	
Citric			55	
Chloric, 28 deg.	3	18	5	
Nitric 36 deg.		11	10	
Oxalic		14 1/2	15	
Sulphuric 66 deg.		3	4	
Tartaric, powdered		20	4	
Benzoic, English.	30	12	15	
Benzoic, German		12	15	
Tannic		15	17	
AMMONIA.				
Carbonate	30	15	18	
Muriate (Powd. 25c)		6	7	
Aqua 16 deg or 3f		7	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		13		
Sassafras, of root		10		
Wild Cherry, select		12		
Hayberry powdered		20		
Hemlock powdered.		13		
Wahoo		30		
Soap ground		12		
BERRIES.				
Cubeb, prime (Pow'd \$ 85).		8	80	
Juniper		6	6	
Prickly Ash.	1.60	10	10	
EXTRACTS.				
Licorice (10 and 25 lb boxes, 25c).			27	
Licorice, powdered, pure			37 1/2	
Logwood, bulk (12 and 25 lb boxes)			12	
Logwood, 1s (25 lb boxes)			13	
Logwood, 1/2s do			13	
Logwood, 1/4s do			15	
Logwood, ass'd do			14	
Fluid Extracts—25¢ cent. off list.				
FLOWERS.				
Arnica.	10	10	11	
Chamomile, Roman			25	
Chamomile, German.			25	
GUMS.				
Aloes, Barbadoes		60	75	
Aloes, Cape (Pow'd 24c)			18	
Aloes, Socotrine (Pow'd 60c)			50	
Ammoniac		28	30	
Arabic, extra select.			60	
Arabic, powdered select			60	
Arabic, 1st picked.			40	
Arabic, 2d picked			40	
Arabic, 3d picked			35	
Arabic, 4th picked			30	
Assafoetida, prime (Pow'd 35c).			35	
Benzoine		55	60	
Camphor		21	24	
Catechu, 1s (45 lb boxes)			13	
Euphorbium powdered		35	40	
Galbanum strained			80	
Gamboge		90	100	
Guaiac, prime (Pow'd 45c)			35	
Kino (Powdered, 30c)			35	
Mastic			40	
Myrrh, Turkish (Powdered 47c)			40	
Opium, pure (Pow'd \$6.00)			45	
Shellac, Campbell's			24	
Shellac, English			24	
Shellac, native			24	
Shellac bleached			30	
Tragacanth		30	10	11
HERBS—IN OUNCE PACKAGES.				
Horhound			25	
Lobelia			25	
Peppermint			25	
Rue			40	
Sage			24	
Spearment			24	
Thyme			25	
Tanzy			25	
Thyme			30	
Wormwood			25	
IRON.				
Citrate and Quinine		6	40	
Solution iron, for tinctures			7	
Sulphate, pure crystal			7	
Citrate			65	
Phosphate			65	
LEAVES.				
Buchu, short (Pow'd 25c)	12	12	13	
Sage, Italian, bulk (45 & 13c)	18	20		
Senna, Alex, natural		20	30	
Senna, Alex, sifted and garbled			20	
Senna, powdered			22	
Senna, sifted			16	
Senna tinnivell.			22	
Uva Ursi			10	
Belleadonna			35	
Foxglove			35	
Henbane			35	
Rose, red.			25	
LIQUORS.				
W. D. & Co.'s Sour Mash Whisky	2	20	25	
Druggists' Favorite Rye	1	75	100	
Whisky, other brands	1	10	15	
Gin, Old Tom	1	35	60	
Gin, Holland	1	60	60	
Brandy	1	75	60	
Catawba Wines	1	25	60	
Port Wines	1	35	60	
MAGNESIA.				
Carbonate, Pattison's, 2 oz.			23	
Carbonate, Jennings's, 2 oz.			27	
Urate, H. P. & Co.'s solution			2	
Calcined			70	
OILS.				
Almond, sweet	45	50	50	
Amber, rectified			45	
Anise			1	80
Bay	2	10		
Bergamont			2	100
Castor	18 1/2	20		
Croton			2	100
Cajuput	75			
Cassia			1	100
Cedar, commercial (Pure 75c)			40	
Citronella			85	
Cloves			1	25
Cubebs, P. & W.			7	25
Erigeron			1	60
Fireweed			2	100
Green			2	100
Hemlock, commercial (Pure 75c)			40	
Juniper wood			50	
Juniper berries			2	100
Lavender flowers, French			2	100
Lavender garden			2	100
Lavender spike			2	100
Lemon, new crop			1	70
Lemon, Sanderson's			1	75
Lemongrass			2	100
Origanum, red flowers, French			1	25
Origanum, No. 1			1	75
Pennyroyal			1	75
Peppermint, white			1	75
Rose 45c			9	75
Rosemary, French (Flowers \$5)				
Sandal Wood, German			7	50
Sandal Wood, W. I.			7	50
Sassafras			1	25
Tansy			4	50
Tar (by gal 60c)	10	12		
Wintergreen			2	25
Wormwood, No. 1 (Pure \$6.50)			2	100
Savin			1	25
Wormseed			2	100
Cod Liver, filtered.	30	gal	1	90
Cod Liver, (Cod Liver 40c)			1	90
Cod Liver, H. P. & Co.'s 16			6	00
Olive, Malaga.			1	20
Olive, "Sublime Italian"			2	80
Salt	65	oz	9	75
Rose, Ihmsen's.	30	oz	2	75
POTASSIUM.				
Bicromate, cryst. and gran. bulk			14	
Bromide, cryst. and gran. bulk			35	
Chlorate, cryst (Pow'd 23c)			30	
Iodide, cryst. and gran. bulk			1	40
Prussiate yellow			30	
ROOTS.				
Alkanet			15	
Althea, cut			27	
Arrow, St. Y. (Pow'd 40c)			35	
Arrow, Taylor's, in 1/4s and 1/2s			35	
Blood (Pow'd 18c)			12	
Calamus, peeled.			18	
Calamus, German white, peeled.			12	
Elecampane, powdered			25	
Gentian (Pow'd 14c)			20	
Ginger, African (Pow'd 16c)	13	13	14	
Ginger, Jamaica bleached			20	
Ginger, Golden Seal (Pow'd 40c)			2	10
Heliebore, white, powdered			22	
Ipecac, Rio, powdered			1	10
Jalap, powdered			37 1/2	
Licorice, select (Pow'd 12 1/2)			12	
Licorice, extra select.			15	
Pink, true.			35	
Rhei, from select to choice.	1	00	10	50
Rhei, powdered E. I.	1	00	10	50
Rhei, choice cut			2	10
Rhei, choice cut flngers			2	25
Serpentaria			20	
Seneka			20	



## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

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WEDNESDAY, AUGUST 20, 1884.

### SETTLING BY NOTE.

#### An Unfounded Prejudice among Dealers.

When the agreement against dating ahead was being passed around and universally signed, says the *Carpet Trade and Review*, one of the clearest-headed jobbers, as he affixed his name, remarked:

"I do not consider the practice of dating bills ahead by any means the worst abuse connected with the business. The system of open accounts is equally if not more annoying and costly. It affords the same opportunity to the customer to gain additional time, and not unfrequently puts the seller to extra and unnecessary expense in raising the money required in carrying on his business."

There seems to be among many dealers a curious and unfounded prejudice against giving notes in the settlement of account. This feeling we are satisfied, after considerable inquiry, prevails to a wider extent in the carpet business than in almost any other department of trade. A moment's reflection will convince any one that such feeling is wrong and works equally to the disadvantage of all concerned.

The manufacturer must have money with which to carry on his business. He must buy his exchange to meet his wool as it arrives at the various shipping points, and must have money ready from week to week for the payment of his hands and other expenses. Very few have capital enough to meet the demands of a large factory which must run months before its production can be placed in the jobbers' hands and turned into cash. He must obtain accommodation from some source.

This necessity enures, in the first place, to the benefit of the wholesale dealer who stands ready to take the goods and pay the cash. Just in proportion to his ability to do this he is enabled to reap the advantages of the market and obtain his goods at prices which give the retail dealer a stock at figures which will stimulate consumption, enhance profits and widen operations. The amount of money required by large carpet jobbers at certain portions of the year is something enormous. They are buying from many sources, and have their money locked up in thousands of accounts which, no matter how good, are practically of not the slightest use until they are due.

If they have the evidence of obligation, in the shape of their customers' notes, there is no difficulty in obtaining the money to carry on their business, and there is little doubt that, with the keenness of modern competition, the customer will obtain his share of the advantages thus gained by the house with which he is accustomed to deal. Notes are the lubricator which keeps the wheels of commerce moving easily and steadily.

Probably the men from whom the remark is frequently heard, "I never give notes," have a sort of vague idea that some disadvantage attaches to the practice, and yet, if they would look at the matter calmly and dispassionately, we imagine they would find it hard to give any valid reason for such an opinion. An honest merchant not only intends to pay his debts, but intends to pay them when due. If he buys goods and agrees to settle for them in sixty days, he no more obligates himself by giving a note at sixty days than by leaving the account open. His status is not altered, either legally or morally. Of course, it is understood we are speaking of that large class of merchants who read this journal, and not of those, fortunately few in the trade, who stand prepared to dispute bills, gain a few days' time by any means possible, or rely upon accidents to delay the payment of their accounts. This class of men are thoroughly known, and in one way or another, in the long run, gain nothing by the practice of which we speak. Merchants do not like to sue bills, and no matter how solvent a man is, no matter how readily accessible his property may be to the ordinary processes of the law, they are not anxious to sell him, and if they do, take good care that the probable cost of collection or the interest lost by delay is added to the price of his goods. Moreover, any favor that a house may have to give to its customer, any trouble that he may be compelled to put it to to obtain scarce goods, any little courtesy out of the ordinary line of trade will be conceded much more readily to those who show a desire to assist the operations of that house and facilitate its business.

There is one view of the matter which, though seldom referred to in discussing the subject, is of grave importance, and should have considerable weight. The country merchant who places his paper in the hands of a prominent and reputable city house thereby helps his own credit. When such a house requires money, the notes which it endorses and sends to the bank or to the capitalists are always those which it feels reasonably certain will be paid at maturity. It is a notice that the firm, which ought to know the standing of its customer, has confidence in him. Sooner or later the fact becomes known. Such houses do not allow the paper they have had discounted to go to protest. And in case of the accidents of

trade, to which every man in active business is liable, the country dealer who had been in the habit of settling by note could receive extension or accommodation with as much readiness and much more heartily than the one who had dealt upon open account.

An odd sort of straw hat is made from sea grass. The maker says that rain strengthens and improves the fabric.

## 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.

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## KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

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## "Red Bark Bitters"

—AND—

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## COLE & STONE,

Manufacturers and Jobbers of

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Samples and Prices will be Sent to Close

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—AND—

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## Hamilton Carhartt & Co.,

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## Men's Furnishing Goods

MANUFACTURERS OF

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

118 Jefferson Ave.

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## Candy

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

## Nuts

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

## Cigars

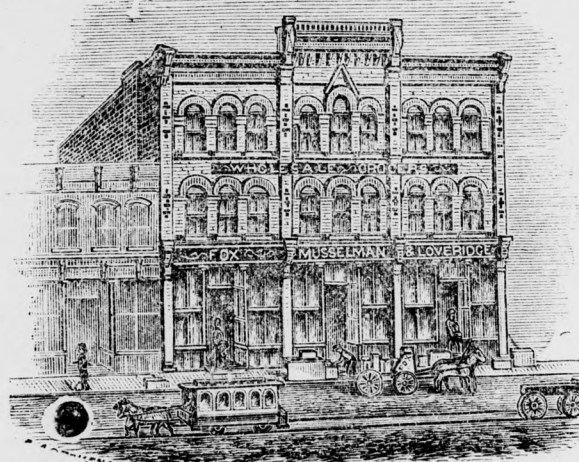
We are agents for Cordon's celebrated Wag Jaws, Olympian, D. F., and many other well-known brands and carry a full line of his goods at factory prices.

## Fruit

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

## PUTNAM & BROOKS.

## FOX, MUSSELMAN & LOVERIDGE,



## WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

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

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OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN." CORRESPONDENCE SOLICITED.

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—DEALERS IN—

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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.

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## WM. SEARS & CO.

## Cracker Manufacturers,

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## Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

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## Wholesale Druggists

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

We Employ No Travelers. Send for Prices.

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## SPRING & COMPANY

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FANCY AND

## STAPLE DRY GOODS

## CARPETS,

## MATTINGS,

OIL CLOTHS,

ETC., ETC.

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Grand Rapids, - Michigan.



# The Michigan Tradesman.

## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

### BANKING.

The president of a bank has no right, unless authorized by the board of directors, to part with a collateral security which the bank has obtained from one of its creditors. Supreme Court of Pennsylvania.

### CONTRACT—BY LETTER—ACCEPTANCE.

In the opinion of the Supreme Court of Iowa, when a proposal is accepted by letter, the contract is deemed to become complete when the letter is mailed, provided the offer is standing and the acceptance is made within a reasonable time. The contract is deemed complete when the letter is mailed, because the mailing constitutes the overt act by which the acceptance is manifested.

### GARNISHEE—JOINT LIABILITY.

Two or more parties can not be held as garnishees unless the liability to the principal debtor is joint, and this is so whether the proceedings relate to the possession of the property or the indebtedness. Where the garnishee admits no property in his possession belonging to the debtor at the time of the service of summons, or any indebtedness to him, the proceedings as to the garnishee should end.—Supreme Court of Michigan.

### CORPORATION—STOCKHOLDER'S CONTRIBUTION.

One of several stockholders can not back out of an agreement, which all have entered into, to contribute a number of shares each, to be sold for the benefit of the corporation, after the rest, in reliance upon the agreement, have contributed their proportion. And if his shares have been taken and used accordingly, he can not bring trover for them. Conrad vs. LaRue, Supreme Court of Michigan.

### FIRE INSURANCE—RECEIPT OF PREMIUM.

The Supreme Court of Illinois holds that a receipt of a premium, after a breach of the condition for its payment has occurred, is doubtless a waiver of the forfeiture; but the payment must be made to the insurer, or to an agent having authority to receive it, and it must be made fairly and honestly, without any misrepresentation or concealment of material facts known to the party making the payment, of which the insurer can not reasonably be presumed to have knowledge.

### LIEN OF CREDITORS.

In law, the first entry of judgment is always a first lien, provided due diligence has been made in making a levy. This is also true as regards partners. A mortgage on the individual property of one partner was foreclosed, and both an individual creditor and a firm creditor claimed the surplus money. Both had judgments, the latter being first entered. The former claimed a preference as an individual creditor, but was defeated. He carried the case (London vs. Ball) to the Supreme Court of Indiana, where the judgment was affirmed. Judge Elliott, in the opinion, said: "It is not doubted that the general rule is that partnership creditors are postponed as to individual property, and individual creditors preferred. But this general rule does not apply where a lien has been obtained by judgment rendered prior to the creation of the individual debt."

### SALE—FRAUD—CHANGE OF POSSESSION.

The case of Grady vs. Baker, recently decided by the Supreme Court of Dakota, was a case wherein the purchaser of goods could not pay for them, and he sold them to persons who employed him as a salesman. The vendor attached the goods, claiming that the purchase and sale was fraudulent, and that the employment of the purchaser by his vendee was conclusive evidence of fraud as to the fraudulent sale by him. The trial court decided against the attachment, which opinion was affirmed by the higher court, which held that that the employment of the vendor by the vendee after a sale may be proved as a fact tending to show that there has been no actual or continued change of possession; but when proved it does not become conclusive of the question, but only an element of proof to be weighed by the jury. After a sale of goods and chattels, and an actual change of possession, the employment of the vendor by the vendee, in the capacity of a clerk or salesman, is not, in itself, conclusive evidence of fraud which admits of no explanation. After a sale of goods and chattels, and an actual and notorious change of possession, the employment of the vendor by the vendee, as a mere clerk or salesman, is not a fraud which vitiates the sale, for the change of possession is not continued.

### INJURY TO CHILD—EMPLOYEE'S CARELESSNESS.

The case of Powers vs. Harlow, appealed to the Supreme Court of Michigan by the plaintiff, involved some novel points. The action was brought in the lower court to recover damages for injury to plaintiff's child from a dynamite explosion, the explosive having been left in the street by the defendant's employee, where it was found by the child, who exploded it by striking it with a stone, injuring his hand. The defense was set up that the plaintiff should have prevented the boy from trespassing on defendant's premises. Judge Cooley, in reversing the decision of the lower court, said: "The moving about of children upon the land where they were at liberty to go, while they were not actually employed, was as

much an incident to their being there as the loitering or playing by children outside of the traveled part of the highway as they go upon it to school or upon errands. And children wherever they go, must be expected to act upon childish instinct and impulse; and others who are chargeable with a duty of care and caution toward them must calculate upon this, and take precautions accordingly. If they leave exposed to the observation of children anything which would be tempting to them, and which they in their immature judgment might naturally suppose they are at liberty to handle or play with, they should expect that liberty to be taken."

### Extending Assistance.

"Can you help me a little?" asked a tramp, "I'm hungry, and can't get any work at my trade."

"What is your trade?" asked the gentleman.

"I am a glass worker?"

"What kind of a glass worker?"

"Beer glass worker."

"Here is a penny for your frankness."

"Thank you, sir," said the tramp gratefully, "I'll put part of it in the bank."

### An Illustrated Weekly.

From the Cadillac Times.  
THE MICHIGAN TRADESMAN, of Grand Rapids, comes out as an illustrated weekly this week, and gives an illustrated account of the great game of base ball played in that city between the wholesale grocery men of that place and the wholesale grocers of Saginaw.

### Pleasant for Jones.

"I say, Jones, dine with me at the house to-night, will you?"

"Certainly, with pleasure. Will your wife expect me?"

"No; that's the beauty of it. We had a quarrel this morning about the seashore business, and I want to make her mad."

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

OUR SUBSCRIBERS can do us a kindness that will be duly appreciated by mentioning THE TRADESMAN always in replying to the advertisements that appear in our columns.

Elgin creamery butter, the choicest the market affords, at M. C. Russell's.



**L. S. HILL & CO.**  
WHOLESALE

**FISHING TACKLE**

21 PEARL STREET, MICH.

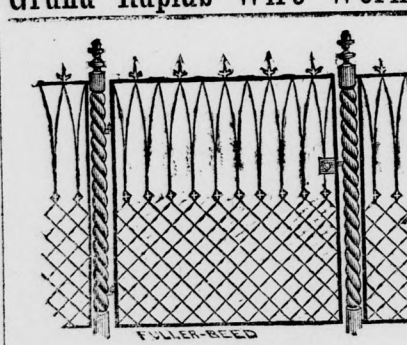
GRAND RAPIDS

AGENTS FOR

**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 cents.

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

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

All Goods WARRANTED the BEST in the Market.

Telephone No. 272.

**Wm. A. Clark**

80 South Division Street.

**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.

**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**

**C. 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..... 3:30 p.m.

\*Grand Rapids Express..... 10:25 p.m.

\*Daily except Sunday. \*Daily.

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

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

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

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

J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

\*Steamboat Express..... 6:10 a.m.

\*Through Mail..... 10:15 a.m.

\*Evening Express..... 3:20 p.m.

\*Atlantic Express..... 9:45 p.m.

\*Mixed, with coach..... 10:30 a.m.

GOING WEST.

\*Morning Express..... 12:40 p.m.

\*Through Mail..... 5:00 p.m.

\*Steamboat Express..... 10:30 p.m.

\*Mixed..... 7:10 a.m.

\*Night Express..... 5:10 a.m.

\*Daily, Sundays excepted. \*Daily.

Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:40 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.

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

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

D. P. POTTER, City Pass. Agent.

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

Grand Rapids & Indiana.

GOING NORTH.

Cincinnati & G. Rapids Ex. 9:40 a.m.

Cincinnati & Mackinac Ex. 9:20 a.m.

Pt. Wayne & Mackinac Ex. 3:55 p.m.

G. Rapids & Cadillac Ex. 7:10 a.m.

GOING SOUTH.

G. Rapids & Cincinnati Ex. 6:30 p.m.

Mackinac & Cincinnati Ex. 4:10 p.m.

Mackinac & Pt. Wayne Ex. 10:25 a.m.

Cadillac & G. Rapids Ex. 7:40 p.m.

All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

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

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

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

Chicago & West Michigan.

Leaves. Arrives.

\*Mail..... 9:15 a.m.

\*Day Express..... 12:25 p.m.

\*Night Express..... 8:35 p.m.

\*Mixed..... 6:10 a.m.

\*Daily. \*Daily except Sunday.

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 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.

Express..... 4:10 p.m.

Express..... 8:30 a.m.

Express..... 10:15 a.m.

Express..... 8:30 a.m.

Express..... 8:40 p.m.

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

J. H. PALMER, Gen'l Pass. Agent.

**S. A. WELLING**

WHOLESALE

**MEN'S FURNISHING GOODS**

**Lumberman's Supplies**

—AND—

**NOTIONS!**

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

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

24 Pearl Street - Grand Rapids, Mich.

**DILWORTH'S,**

—THE—

**BEST ROASTED PACKAGE COFFEE ON THE MARKET.**

FOR SALE BY

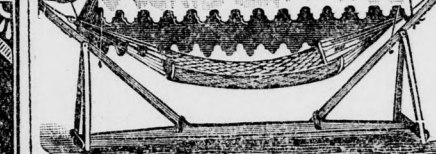
**Fox, Musselman & Loveridge**

Factory Agents for Western Michigan.

**ALBERT COYE & 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**

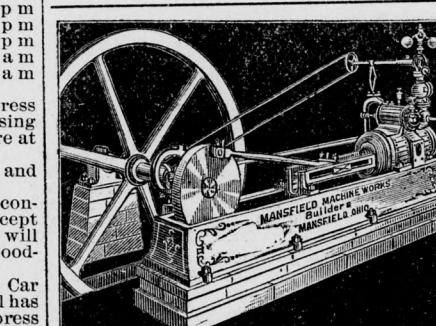
—AND—

**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

Olover, 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 labelled goods: Dick and George, Peninsular Club, Los Dos, Sehr Fein, Louise, Mocking Bird, Evening Star and K. T. We are jobbers of all kinds of Tobaccos and Smokers' Articles.



**ARCTIC**  
**BAKING POWDER**

**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.**

&lt;



# Groceries.

## PENCIL PORTRAITS.

Wm. G. Hawkins, the Tall Man of the Grocery Trade.

William George Hawkins was born in the village of Hayzlettsville, Kent county, Delaware, March 12, 1853, and at the age of two years removed with his parents to a farm in the same county, on which he subsequently worked summers, and attended common school winters. In the fall of 1867 he engaged with Arthur & Graham, proprietors of a general store at Kenton, as a boy of all work, with whom he remained a year and a half, subsequently occupying the more exalted position of head salesman with their successor, W. H. Moore. After remaining there another year, he attended school a year, when he engaged as clerk in the office of the Mayor, Jonathan Pratt, of Dover, remaining there two years. He then went to Long Green, Baltimore county, Md., where he clerked in the general store of J. G. Painter, and afterward for his successor, H. E. Bartleson, remaining with the two gentlemen about four years. In the spring of 1876, he went to Cincinnati, where he accepted the position of stock man for the wholesale dry goods house of John Shillits & Co. After filling this position one year, he was compelled to resign on account of ill health, and put in a year at his old Delaware home, recruiting. Upon regaining his health, he entered the employ of G. W. W. Naudain, general dealer at Middletown, Del., as head salesman, remaining there until the spring of 1879, when he came to Grand Rapids and engaged to travel for the wholesale grocery firm of Arthur Meigs & Co., and during the past five years he has at different times visited almost the entire trade of the house. At present, his territory includes all available towns on the G. R. & L., from Grand Rapids to Reed City, the F. & P. M., from Evart to Ludington and Manistee, and both branches of the D. L. & N., north of Ionia. He sees his trade every three weeks.

Mr. Hawkins attributes his success as a salesman to indefatigable industry, but there are those who affirm that his ever-present good nature has much to do with it. He is invariably happy, and does not believe in treating his trade otherwise, even when he feels that way. As a consequence, he has many friends on the road, both among the trade and outside, and it is needless to say that he is esteemed by his house, and is everywhere considered an A 1 salesman and collector, having the reputation of selling more plug tobacco than anyone else in the business. Coming from a locality famous for canned goods, and being thoroughly acquainted with all the branches of the business, he is able to handle that line understandingly and successfully. The fact that every change he has made in employers during the past eighteen years has been at his own option speaks stronger than any word commendation of his merits and his ability to discharge any duties that may be entrusted to him.

## Features of the Week.

The past week has been characterized by a still further improvement in business, and collections are reported as growing easier every day. The grocery market has been about steady, but pork and pork products have taken a decided leap, in consequence of the gigantic Armour corner.

The Chicago Grocer says: The grocery trade is beginning to improve, and collections are better. Values as a rule are firm, and with present prospects, the future promises at least satisfactory returns.

Oranges are more plenty and prices are lower. The quality is very good. Lemons are also in good supply and a little lower in price. The new crop is coming in and though hard is good stock and sound. Bananas are not plenty at present. Peanuts are steady and firm at present quotations.

## Ready to Skip Town.

From the Chicago Grocer. A little bound volume lay snugly tucked away behind the dishes in the pantry of Mrs. Poor Pay.

"Have you an account of me?" asked a ten pound package of sugar.

"Somewhere, yes."

"And of me?" asked the tea caddy.

"Guess so."

"And of me?" asked the flour barrel.

"Certainly."

"And of me?" asked the coffee can.

"Correct."

"And of me? and me? and me?" chimed in the soap box, the dried fruit caddy and the butter dish.

"All here! you bet! and we'll have a jolly old vacation."

"Where we going?"

"Going to leave town."

"When we going to start?"

"Between two days."

"What for?"

"The jig is up."

"How is that?"

"My credit it gone."

"The grocer gets duped?"

"Oh! my yes! he is badly left."

"Well! Well! you're an uncertain little cuss."

"Oh, yes! a regular bank cashier skipper. I'm the festive pass book."

The growing tobacco crop is the largest ever planted in this country. Virginia, North Carolina and Kentucky planted more than ever before.

It is proposed to hold a national convention of lumbermen at New Orleans during the Exposition there.

## Brisbin Ready to Offer a Compromise.

The following letter has been addressed to the creditors of F. C. Brisbin, the Berlin general dealer, who recently gave a couple of chattel mortgages, but assured the creditors that all claims against him would be paid in full:

COOPERSVILLE, August 13, 1884.

DEAR SIR—I will meet the creditors of F. C. Brisbin at the office of E. G. Sturley & Co., in Grand Rapids, on August 20, 2 o'clock p. m., for the purpose of negotiating a settlement of all claims against him. Please be present or represented, at such meeting, that the matter may be settled to the best advantage of all parties.

Yours, etc.,

ARTHUR LOWELL,

Attorney for F. C. Brisbin.

"That means a settlement," said a jobber heavily interested in the matter, "in other words, a clear steal of all they think they can get away with. But they won't get me to attend the meeting, or any gathering called for any such purpose. I'll have 100 cents or nothing, and the sooner Brisbin comes to understand the matter in that light, the better it will be for all concerned."

So far as can be learned, very few of the Grand Rapids creditors will pay any attention to the meeting, for the reason that they look upon the failure as a fraudulent one, and do not propose to assist Brisbin in his endeavor to defraud the creditors.

It is thought that but one creditor in the city has any faith in Brisbin's promises to pay in full, and that gentleman recently stated to a reporter of THE TRADESMAN: "I have no faith in Brisbin as a man, but I have faith in his promise to pay me in full."

"No, sir, I shall attend no meeting," emphatically exclaimed Mr. S. A. Welling. I understand Brisbin recently boasted that he now had his creditors just where he wanted them and that they could take 10 cents or nothing. For me, I will take nothing. I consider the failure a downright steal, and Brisbin a first-class scoundrel."

"Brisbin considers himself a very sharp buyer, and to hear him talk about the quantities he purchases one would think he was doing a jobbing business," said a house salesman, the other day. "He came in here a few months ago, and after looking over our stock of overalls, asked for the bottom price in ten dozen lots. I gave it to him, and he ordered one dozen. Again he got a price on shoe laces in large quantities, and then placed an order for a single gross. He seems to think he is too sharp for anything."

Settlement of the Selkirk & Morrill Matter.

The showing made by the assignee in the Selkirk & Morrill assignment was so discouraging that the principal creditors were of the opinion that it would be useless to expect any considerable precentage on their claims in case the stock was closed out at forced sale, but that if a compromise could be effected, fully 50 per cent. could be realized. Messrs. John Caulfield and Hawkins & Perry, whose claims aggregate nearly \$1,200, accordingly proposed to the other creditors that they give or take 50 per cent. in full settlement, and have thus secured the claims of all the other creditors, and obtained possession of the stock, etc., from the assignee. They have paid Selkirk his exemption, and placed Messrs. Ramsey and Morrill in charge of the stock, with instructions to carry on the business as expeditiously as possible until the jobbers in question secure ample remuneration for the money they have advanced. It is thought that the business will finally pass into the hands of the gentlemen now managing it.

Referring to Selkirk's return to Kalkaska, and his subsequent actions, the Leader, of that place, says: Our county clerk gravitated back last Sunday, and since then the air has been filled with rumors of libel suits, etc., and instead of feeling penitent over the course he has pursued in this matter, assumes an air of injured innocence, that is unbecoming, to say the least. Coupled with an invitation to retract what we said last week in regard to the affair in which he so prominently figured, came an intimation that in performing a manifest, though painful duty, we were prompted by malicious motives. The charge was utterly false, and we assured the gentleman of that fact in plain terms, and here repeat it. As for fears of a libel suit or of personal injury, we are in no wise alarmed. And until we find that we have misrepresented the matter we shall take nothing back.

## The Berry Trade.

From the New York Tribune.

The berry trade in this city amounts to nearly \$3,000,000 each season, and is carried on by about 200 houses on small commission. The season begins in the early part of May and continues until the middle of August. Strawberries come first from Maryland, and then follow from Delaware, New Jersey, and along the Hudson river, while the last of them come from Oswego, about June 1. Raspberries begin to arrive in June, and they last until August 1. Blackberries and whortleberries begin to come July 1, and last until August 15. The raspberries are sent first from Maryland and Delaware, and others follow from New York, while the whortleberries are received chiefly from Pennsylvania, though there are some raised among the Catskills. The trade from points upon the North river is a heavy one, and the berries are mostly brought to the city by two lines of boats—the Kingston line and the Poughkeepsie company. The berries are in casks packed in crates. When a retailer purchases a crate of berries he is required to deposit \$1 for the crate, which he receives back upon its return, the shipper holding the commission merchant responsible in that amount.

## WHOLESALE PRICE CURRENT.

AXLE GREASE.		
Frazier's	85	
Diamond	60	
Modoc	70	
Paragon	70	
Paragon, 30 lb pails.	90	
BAKING POWDER.		
Arctic 1/2 lb cans	45 doz.	
Arctic 1/2 lb cans	75	
Arctic 1 lb cans	140	
Arctic 5 lb cans	1200	
BLUING.		
Dry, No. 2	25 doz.	
Dry, No. 3	45 doz.	
Liquid, 4 oz.	35 doz.	
Liquid, 8 oz.	60 doz.	
Arctic 4 oz.	40 gross	
Arctic 8 oz.	80 doz.	
Arctic 16 oz.	1200	
Arctic No. 1 pepper box	200	
Arctic No. 2	300	
Arctic No. 3	450	
BROOMS.		
No. 1 Carpet	250	
No. 2 Carpet	225	
No. 1 Parlor Gem	275	
No. 1 Hurl	200	
No. 2 Hurl	175	
Fancy Whisk	85	
Common Whisk	85	
CANNED FISH.		
Cove Oysters, 1 lb standards.	115	
Cove Oysters, 2 lb standards.	195	
Cove Oysters, 1 lb slack filled.	125	
Cove Oysters, 2 lb slack filled.	195	
Clams, 1 lb standards.	165	
Clams, 2 lb standards.	265	
Lobsters, 1 lb standards.	200	
Lobsters, 2 lb standards.	400	
Lobsters, Picnics.	120	
Mackerel, 1 lb fresh standards.	130	
Mackerel, 5 lb fresh standards.	650	
Mackerel, 1 lb black filled.	350	
Mackerel, 2 lb black filled.	350	
Mackerel, 3 lb in Mustard.	350	
Mackerel, 3 lb broiled.	350	
Salmon, 1 lb Columbia river.	150	
Salmon, 2 lb Columbia river.	150	
Salmon, 1 lb Sacramento.	150	
Salmon, Wm. Hume's Eagle.	150	
Sardines, domestic 1/2 lb.	125	
Sardines, domestic 1/4 lb.	125	
Sardines, imported 1/2 lb.	125	
Sardines, imported 1/4 lb.	125	
Sardines, imported 1/8 lb, boneless.	20	
Sardines, Russian kegs.	50	
Trout, 3 lb brook.	300	
CANNED FRUITS.		
Apples, 3 lb standards.	90	
Apples, gallons, standards, Erie.	250	
Blackberries, standards.	125	
Cherries, 1 lb standards.	140	
Cherries, white.	175	
Damsons.	120	
Egg Plums, standards.	135	
Egg Plums, Erie.	145	
Green Gages, standards 2 lb.	140	
Green Gages, Erie.	150	
Peaches, 3 lb standards.	175	
Peaches, 3 lb Extra Yellow.	175	
Peaches, 2 seconds.	165	
Pie Peaches 3 lb.	150	
Pears, Bartlett 2 lb.	130	
Pineapples, 2 lb stand.	145	
Quinces.	125	
Raspberries, 2 lb stand.	125	
Raspberries, 2 lb Erie.	140	
Strawberries, 2 lb standards.	110	
CANNED FRUITS—CALIFORNIA.		
Apples, Russian kegs.	275	
Egg Plums.	285	
Green Gages.	285	
Pears.	300	
Peaches.	300	
CANNED VEGETABLES.		
Asparagus, Oyster Bay.	325	
Beans, Lima.	85	
Beans, String.	90	
Beans, Boston Baker.	165	
Beans, Stringless.	100	
Corn, Erie.	115	
Corn, Revere.	110	
Corn, Egyptian.	110	
Corn, Yarmouth.	120	
Corn Trophy.	115	
Corn, 2 lb Onandago.	140	
Mushrooms, French.	220	
Peas, standard Marfat.	140	
Peas, 2 lb Early, small (new).	160	
Peas, 2 lb Beaver.	160	
Peas, French 2 lb.	230	
Pumpkin, 3 lb Golden.	110	
Succotash, 2 lb standards.	85	
Succotash, 2 lb B. & M.	175	
Squash, 3 lb standards.	105	
Tomatoes, 3 lb Dilworth's.	105	
Tomatoes, 3 lb Job Bacon.	105	
CAPS.		
G. D.	75	
Musket.	75	
CHOCOLATE.		
Boston premium.	630	
Baker's premium.	640	
Runkles.	635	
German sweet.	625	
Vienna Sweet.	625	
COFFEE.		
Green Rio.	12	
Green Java.	17	
Green Mocha.	25	
Roasted Rio.	12	
Roasted Java.	12	
Roasted Mar.	17	
Roasted Mocha.	17	
Roasted Mex.	17	
Ground Rio.	17	
Ground Mex.	17	
Arbuckle's.	17	
XXXX.	17	
Dill's.	17	
Levering's.	17	
Magnolia.	17	
CORDAGE.		
72 foot Jute.	125	
60 foot Jute.	105	
FLAVORING EXTRACTS.		
Lemon.		
Jennings' 2 oz.	100	
" 4 oz.	200	
" 6 oz.	250	
" 8 oz.	300	
No. 2 Taper.	125	
No. 4.	175	
1/2 pint round.	900	
No. 8.	300	
No. 10.	425	
Vanilla.		
Jennings' 2 oz.	140	
" 4 oz.	280	
" 6 oz.	420	
" 8 oz.	560	
No. 2 Taper.	150	
No. 4 Taper.	300	
1/2 pint round.	1500	
1 pint round.	1500	
No. 8.	425	
No. 10.	600	
FATS.		
Faucets, self measuring.	250	
Faucets, common.	35	
FISH.		
Whole Cod.	420	
Noneless Cod.	420	
Herring 1/2 bbls, 100 lb.	250	
Herring Scaled.	224	
Herring Holland.	610	
White, No. 1, 1/2 bbls.	650	
White, No. 1, 10 lb kits.	95	
White, No. 1, 12 lb kits.	105	
Trout, No. 1, 1/2 bbls.	525	
Richardson's No. 7.	600	
Mackerel, No. 1, 1/2 bbls.	160	
Mackerel, No. 1, 12 lb kits.	650	
FRUITS.		
London Layers, new.	285	
Loose Muscatels Raisins, new.	720	
New Valencia Raisins.	625	
Dehesia.	625	
Ondars.	610	
Turkey Prunes.	610	
Turrants.	560	
Citron.	625	
Dried Apples.	834	
MATCHES.		
Richardson's No. 2 square.	270	
Richardson's No. 3 do.	255	
Richardson's No. 5 do.	170	
Richardson's No. 8 do.	170	
Richardson's No. 9 do.	255	
Richardson's No. 4 round.	270	
Richardson's No. 7 do.	255	
Richardson's No. 10 do.	255	
Electric Parlor No. 17.	320	
Electric Parlor No. 18.	464	
Grand Haven, No. 9.	225	
Grand Haven, No. 10.	150	
20 gross loose special price.		834
MOLASSES.		
Black Strap.	18	
Porto Rico.	3025	
New Orleans, good.	4025	
New Orleans, fancy.	4025	







## The Michigan Tradesman.

### MUSKEGON MATTERS.

#### Facts and Fancies Picked Up at that Busy Place.

G. F. Sperry & Co. have put in a new Fairbanks dormer scale, purchased of Wallace Franklin.

Thos. M. Lander, of the late firm of Carey & Lander, contemplates engaging in the apple business at Benton Harbor.

H. J. Morris of the firm of S. S. Morris & Co., is off on a month's trip through the Eastern states, combining business with pleasure.

Dr. Zerach Mizner, who was recently burned out at North Muskegon, has resumed the drug business at the corner of Western avenue and Seventh street.

Two new grocery stores are about to be launched in the city, the locations having been determined, and the purchase of the stocks having been arranged for.

The work of improving pavements and sidewalks goes bravely forward, and each week new changes for the better are to be noted. The people of Muskegon surely have an abiding faith in the future of the place.

W. W. Barcus, of Barcus Bros., has returned from a three weeks' tour through the manufacturing district of Pennsylvania. He reports a better feeling among the producing class, with genuine reason for an encouraging business outlook.

Impelled by the growth of his business, M. A. Olsen has found it necessary to begin the erection of a new store building, on the corner of Hudson street and Michigan avenue. It will be 24x50 feet in size, two stories and basement, and will be completed about October 1.

Attention is directed to the card of Wm. D. Carey & Co., which appears for the first time with this issue. As the successors to Carey & Lander, the firm is heir to a large and constantly increasing trade, and the new arrangement gives them added capital and increased facilities for the prosecution of the business.

The latest triumph achieved by the creditors in the Schimmel case is the refusal of Judge Russell to dissolve the injunction holding against the stock. This leaves the way open for the appointment of a receiver, which will probably be the next thing in order; but as this cannot be done until court is again in session, the time intervening may be taken advantage of by the late firm to secure a compromise with the creditors. Such a course is not altogether improbable, for the reason that the members of the firm are understood to be somewhat unfriendly, the mortgage to the elder Schimmel having been uttered for the sole purpose of effecting a settlement with the creditors, whereas the person holding the same now presents the amount of the mortgage as a valid claim against the estate, and states that he intends to force the collection of the same. How well he will succeed in this determination, remains to be seen, but it is fair to infer that he will have some difficulty in maintaining his claim, as the law is very explicit on the question of one man acting both as assignee and trustee, which the elder Schimmel is endeavoring to do. The final outcome of the matter will be looked for with considerable interest, as the case is a peculiar one in many respects, and the chances between an honorable division or dishonorable preference are about evenly divided.

#### Had Been There Before.

From the Detroit Journal.  
"Sir," said a clerk in a Jefferson avenue wholesale grocery store, to the proprietor this morning, "my grandfather is dead and I would like to have the day off to attend the funeral."

"Well," replied the proprietor, "I don't mind letting you off a day now and then to attend your grandfather's funeral, but I think you ought to have the courtesy to send a few of the fish around to my house."

It is needless to say that he will get them.

A man in Iowa when a draft was presented to him for payment wrote on the back of it "Kiss my foot," and signed his name. He was sued for the draft and the case having reached the supreme court, that grave body discoursed at much length over the problem whether the man meant to accept or reject the draft by the expression "Kiss my foot." It decides that he could not have meant to accept and so he must have refused. The country will now be able to know just what a man means when he replies to a dun with "Kiss my foot," even if he does not use his foot on the dunner.

#### His Confidential Clerk.

From the Chicago News.  
"But, oh, papa, George and I do love each other so devotedly."

"I don't care; I say you shall not marry him. How on earth can he support the daughter of a wealthy merchant when his salary is only \$5,000 a year?"

"But, papa, you forget he is your confidential clerk, your trusted employee."

"What of that?"

"Why, he probably owns more of the store than you do, already."

Philadelphia dealers in second-hand clothing have formed a protective association and will boycott all pawnbrokers who permit the general public to make a critical examination of their goods before the articles are sold at auction.

A new kind of bug has been discovered which bores holes in lead pipes. It is called the "plumber's friend."

### COMPLIMENTS AND COUNTERFEITS.

#### Tricks of Customers to Cheat Lady Cashiers.

"I don't mind the smirks and guips and quiddities and attempts at familiarity of the customers who come in here," said a lady cashier, the other day. "It is part of the business of a woman who accepts such a position to endure very many things that would shock many sensitive persons. In a short time one can get used to such things and simply not notice them. But it is a constant trial and a perpetual annoyance to be compelled to be on the lookout for all sorts of tricks and devices by which many persons seek to cheat the proprietor."

"But the most difficult thing to do is to escape taking bad money. It seems as if all the men who have bad money to pass try to pass it on lady cashiers. They seem to think we don't know bad money when we see it. They will hand out a regular old-time counterfeit note and try to distract our attention with a joke or a compliment. The game of deceiving lady cashiers with that sort of thing is very transparent. I have got so used to it that when a man pays me a compliment now I always take the second look to see whether he is not giving me bad money. The other day a dude came in here with one of the new counterfeit silver certificates. I had read about it in a newspaper, and a policeman had just called at the door to warn us not to take them. The young man bought a quarter's worth of cigars, and threw out one of the new counterfeit silver certificates. I saw at a glance that the note was bad. I did not like to offend him by refusing it at once, so I took it up to inspect it."

"Twenty-five cents," he said carelessly.

"Excuse me," I remarked, "but this note has a strange look to me."

"Oh, that's all right," he said; "it's one of the new issue. Your hair looks very neat this morning."

"Yes, I said. Could you not give me another note?"

"Really," he said, "I would not have troubled you, but I wanted the change for car fare. You may give me all silver if you have no small bills. Your eyes are very bright."

"I am sorry I have not change enough in the drawer," I said. "I will send out one of the waiters to get change."

"This staggered him, and he took the note back, handed out twenty-five cents change, and I was so well pleased at detecting him that I did not discover until after he had left that he had given me a lead ten-cent piece. I know several lady cashiers who lost from 20 to 50 per cent. of their salaries for months before they learned to detect bad money. When you once learn it is surprising how quick you can tell it. You cannot tell how you tell it, but you do, as the saying is, 'feel it in your bones.' At first it made me nervous and apprehensive, and almost sick, to keep up the constant strain of being on my guard. Even now I wonder how the cashiers in the big banks do it so quickly. They have so much to handle that they can hardly give a glance at each note. But of course they do not labor under the disadvantage of having soft nonsense talked to them to distract their attention."

"It seems as if counterfeit money is growing much more plentiful all the time, and the variety of notes is now considerable when the different issues are considered. It is really no easy task to learn the appearance of all genuine notes."

"Then we must look out for pasted notes and mutilated notes and all sorts of light and bogus coins. I assure you that with all this responsibility a lady cashier has not much time for silly talk with customers."

The remarkable increase in the use of steel has greatly benefited junk dealers and rag pickers. Formerly iron and steel were sold together as "scrap" or "junk," and brought from one-quarter to one-half cent per pound. Now the steel is separated and finds a ready market at from one-half to two cents per pound. A few junk men, who have learned to easily distinguish the different varieties of the metal, have made considerable money.

Care should be taken with the trick toys known as magical spoons. These are made of a very fusible alloy, and when put in hot tea or coffee by the victim of the joke melt immediately. Unless continually cleaned and polished they rust rapidly, and the rust in some instances is very poisonous. Among the dangerous metals used in making these spoons are antimony, bismuth, zinc, lead, cadmium, and mercury.

Fashionable palm leaf fans are covered with silk or cretonne and have a loose piece of the same material attached so as to form a bag. There are pompons around the edge at regular distances. They are hung against the wall, handle upward, and serve as receptacles for odds and ends. The outsides are painted, gilded or covered with silk or satin fitting tightly.

Edison promises to get out a new crop of inventions during the next year in the electrical line.

#### 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. SNEDDER, Detroit;  
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEYER, Bay City.  
Secretary and Treasurer—W. N. MEREDITH, Detroit.  
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MUNGER, H. K. WHITE For Two Years—D. MORRIS, A. W. CULVER.

### MUSKEGON BUSINESS DIRECTORY.

## W.D. CAREY & CO.

Successors to Carey & Lander,

### GENERAL

## Commission Merchants

—AND JOBBERS OF—

### Fruits and Produce.

ORDERS PROMPTLY FILLED. BEST GOODS AT LOWEST PRICES.

## 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 1973, Muskegon, Mich.

## ANDREW WIERENGO,

Wholesale

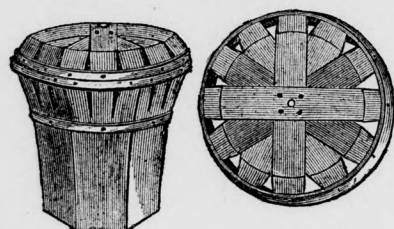
## GROCER,

WIERENGO NEW BLOCK

Pine Street

Muskegon, Mich.

## TO FRUIT CROWERS



Prices the Lowest.  
Quality Guaranteed.

## MUSKEGON BASKET FACTORY!

Is now in full operation manufacturing all kinds of

FRUIT PACKAGES, ETC.

## ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited.

MUSKEGON, MICH.

## S. S. MORRIS & BRO.,

PACKERS

—AND—

## Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

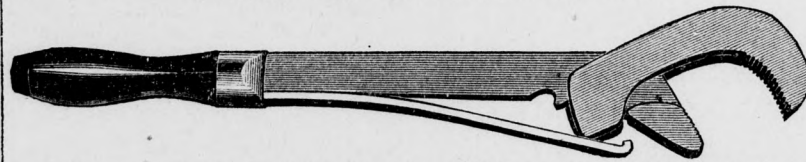
Stores in Opera House Block, Packing and Warehouse Market and Water Street.

## MUSKEGON NOVELTY IRON WORKS

Manufacturers of the

## Williams' Patent Novelty Pipe Wrench

Best, Strongest and Most Durable Made.



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

## 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.

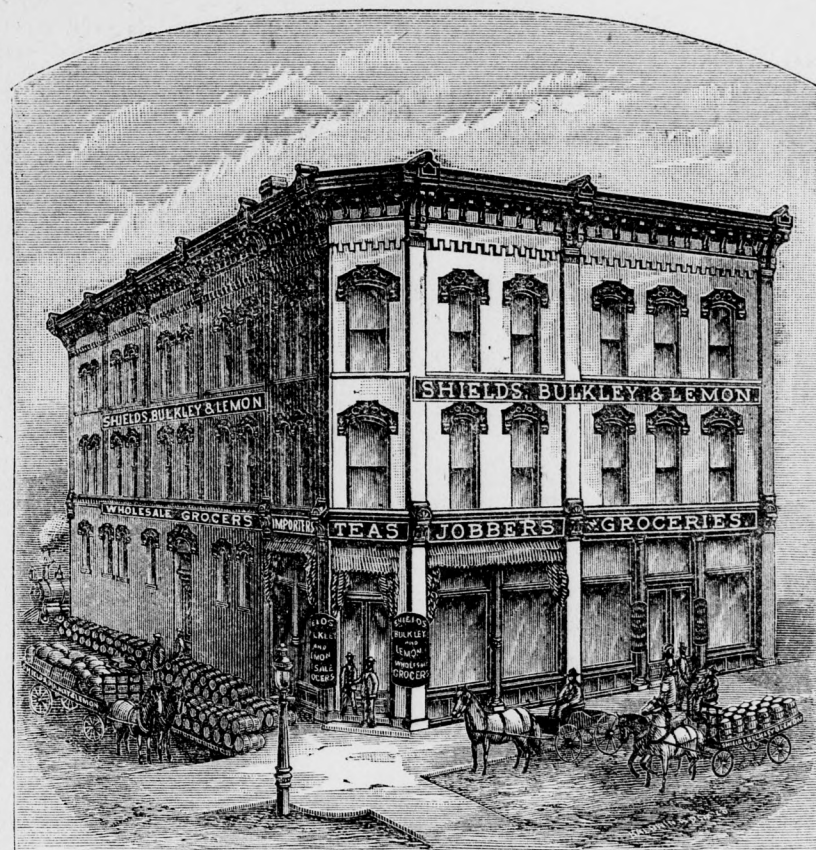
## LOVERS OF A GOOD SMOKE

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:

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

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

## Starch.

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

## Tobaccos.

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

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

See quotations on grocery page.

## Fancy Groceries.

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

Crosse & Blackwell's English Pickles.	Curtis Bros.' Salad Dressing.
Lea & Perrins' English Sauce.	Durkee & Co.'s
Holford's	A. Lusk & Co.'s California Peaches.
Piccadilly	" " Green Gages.
Colman's	" " Apricots.
James Epps'	" " 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.  
French Capers, genuine imported in bottle.  
Choicest Salad Oil, Antonini & Co., Leghorn.

We are sole agents for the Rochester Ready Cooked Food Co.'s Desicated 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.