

# The Michigan Tradesman.

VOL. 1.

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NO. 50.

## STARTING IN BUSINESS.

Some Wholesome Advice Plainly Stated. From the Shoe and Leather Review.

It is about this season of the year when new ventures in trade are either outlined or inaugurated by fresh aspirants after popular patronage "on their own hook." And in a general way the time is most suitable. The first returns from the harvests are coming in, and money is circulating freely. Fall and winter stocks are prepared in large varieties, thus enabling the novice in mercantile independence to display his taste and discrimination in the proper selection of goods, in anticipation of the season's trade.

Great and ambitious designs occur to this period of early manhood, when a limited knowledge of the business of life gives confidence and an earnest longing for future success. It is, indeed, a most critical period to the young man who looks forward to the alluring prospect of shaking off the trammels of service and being "master in his own house," with a recognized position in the commercial world. Buoyed by ardent hopes, he collects the slowly accumulated savings of many years of toil, augmented perhaps by friendly contributions, and starts out upon the all-important road—the road to fortune. In the retail trade, under the prevailing system of buying to supply current demands only, a very respectable business can be established with one-fourth the capital required in former days, when nearly three-fourths of the stock-in-trade represented a dead investment from which no returns were either realized or anticipated. Now, however, in the hands of one who has kept pace with the march of improvement, every dollar counts, and with a strict adherence to those general principles which are necessarily concomitant with business success, there need be no doubts of the future, which every beginner pictures to himself in rainbow tints. This is the flood-tide to the average young man; for him there appears no other road than that which leads directly to success. He enumerates to himself the advantages he possesses—his saving habits and temperate disposition, that he is not afraid of any amount of hard work; and so, filled with economic principles and determinations, he looks around to see what others are doing; seeking information of this friend or that; but after all it too often happens that the pictures of imagination hide many a harsh fact, leaving hard lessons to be learned by a trying experience.

The fact is, that most of us are inclined to entertain a sort of sentimental view regarding failure in business; preferring when such an objectionable occurrence comes before us, to ascribe it to some cause suggested by our fancy, rather than that borne out by facts. We picture to ourselves what we would do under such and such circumstances, and witnessing the effect upon the individual, are content to reverse the order of things and make the effect the cause. For instance, failure would naturally affect any man, making him morose, careless, intemperate, etc., to a greater or less degree; and the most sanguine temperament at the commencement would probably be the most disheartened when face to face with reverses. The world publishes those who succeed, while failure is forgotten as soon as possible. Some benignant and self-satisfied people, full of sympathy for the young beginner, will point to numerous instances of success with an air of confidence—as if they knew all about it—detailing the wonderful gifts of this man or that, their peculiarities and extraordinary business capacity; but when asked about the reverse side, will be just as ready to attribute this man's want of success to thoughtless extravagance, another's to reckless buying or unsteady habits, etc.; and so reasoning on the most convenient lines, these sage advisers will conclude by saying, "Go to work economically and carefully, and you are bound to succeed" forgetting that it is "not in mortals to command success."

These are the ordinary views of success and failure which present themselves to the casual observer, and are pictured to the roseate imagination of the hopeful beginner. In many instances they are literally true, but considered in the light of business information, they are woefully deficient. They contain nothing but the promptings of a well-trained mind, while the commercial side to which success is directly due—the exercise of business ability, judgment and discretion—is tacitly ignored.

The business of to-day is by no means what it was even fifty years ago, when competition being less severe, the dealer had only to take a shop in a fairly populous district to command a family or connection trade. But now the customer can take a walk round miles of stores, each straining every nerve to obtain a living, and offering marked goods at ridiculous prices, which the young beginner finds out to his cost. This brings us to the consideration of some of the lessons that should be learned before "Starting in Business."

A common error with a young man starting out in business is the temptation to locate in some rapidly growing outlying district, where he takes a newly built store before a sufficiently strong neighborhood has grown round it, under the commonly expressed idea of "growing up with the place;" but while the place is growing he starves;

the majority of those to whom he looked for support do all their buying in leading thoroughfares. After maintaining the struggle to the latest moment, he is compelled to give up, sometimes when success is almost in sight; for another comes into the shop with additional capital, and seeing at a glance what goods are required, the business is made from that time. On the other hand there are shops in some of the oldest thoroughfares where there is no business traffic—locations apparently most desirable and seductive in appearance, which swallow up the money and energy of deserving young men, defying the efforts of one and all to attract one-tenth of the passers-by.

Another common error which is liable to ensure certain failure, is the fitting-up of a store in a style unsuited to that particular neighborhood. Fittings and stock adapted to a low class trade will not attract if introduced into a high class locality, while the reverse will have the effect of frightening poor people altogether. Many new beginners are clerks from high-class establishments, whose experience has unfitted them for the rough-and-ready system which their limited capital would suggest, and so the greater portion of their capital is wasted on the extravagant arrangements of both store and household, from which there is nothing to be realized. Over-buying is also a delusive snare with this class, although their business experience should have warned them that it would be better to err in the opposite direction. Prevailing opinion is entirely opposed to this error, and competition in the wholesale trade makes it comparatively easy to obtain any quantity or style of goods as required. A large number of failures among small dealers may be directly traced to the pernicious system of long dating, which tempts buyers to go in heavily, under the impression that the money will surely be turned over; but this does not always follow. No one can foresee trade eight, six, or even three months in advance, so that whatever the advantage to be derived from long dates, it is a matter of speculation requiring judgment and calculation from first to last, and in which one mistake may sacrifice a business.

The young beginner, therefore, has much to consider in making his mind clear for a start in business. Dismissing all sentimental notions, he should look all these facts in the face. Whether he chooses the neighborhood with its scant but increasing population or the old and well-known streets, he will have to gauge the class of people for whom he intends to buy. He should make himself intimate with the locality before opening a store, both by personal observation and inquiry of neighboring tradesmen; and once launched in business, every measure should be adopted to obtain success, whether by appropriate goods attractive windows, intelligent advertising, and general economy. Success is reached by avoiding those causes which lead to failure; it is the legitimate result of no sentimental theory, but of the well directed efforts of the right man in the right place.

Erroneous Estimation of Castile Soap. From the Philadelphia Call.

By some unaccountable means there has been handed from generation to generation two erroneous ideas concerning castile soap. One error is that the materials of which it is composed are invariably of the best, and the other that it is beneficial to the skin, and consequently desirable for the toilet. These errors have so taken hold of the popular mind that it is usual to provide a piece of white "castile soap" to wash the new born infant, and this is usually done by the advice or sanction of the family physician, who, having imbibed the prejudice from his preceptor, takes to recommending it as a matter of course, without using his own judgment. It is now, however, becoming a doubt among many physicians and the nurses as to whether the favorable opinion about castile soap is not entirely at variance with the true facts of the case, and it is a settled opinion with some that castile soap is really responsible for many of the skin diseases that are prevalent even among persons whose occupation should cause them to be free from any such unwelcome and annoying complaints; ministers and lawyers, bankers and artists, and men and women whose occupation (or want of occupation) would seem to preclude almost any possibility of such unclean disease as salt-rheum, tetter, etc., still in spite of their exemption from exposure are as likely as any, not only to have these or worse skin troubles, but to suffer with them for years. Infants, even children of the wealthy, surrounded by all that wealth can provide, are seen affected with eruptions and sores, or rendered hideous by ugly scabs that seemingly cannot be either accounted for or relieved.

We advise the blame to be put in such cases where it usually properly belongs, to their favorite soap, for in ninety-nine cases out of a hundred, skin diseases will be found to arise solely from soap, and any person with a skin trouble should at once make a change.

A cucumber, in lieu of ice, is cut in slices and laid upon the head of fevered patients in England. The effect is said to be cool, grateful and refreshing.

## THEN AND NOW.

The Merchant of the Past and Present. From the New England Grocer.

Commenting on the death of Mr. Royal Phelps, of New York, the Boston Herald is led to contrast the merchants of the past and present to the manifest disadvantage of the latter. It alludes to the old time merchants as men who "won for the name of American merchant a deserved reputation," and "of whom our people were justly proud as fitting types of what an American business man should be—that is to say, a man of great resources, having an intelligent comprehension of the great problems of the day; possessed of wide and varied information, and exhibiting personal activity in forwarding every undertaking for the social or mercantile advantage of the community." So far so good. We yield to no man in our admiration of those merchant princes, those chivalric knights of American commercial life. But when our contemporaries declare "that this old school of merchants has left no worthy successor behind it," and "that it would be hard to find in any of our great American cities, merchants who can be compared in any way but unfavorably with their predecessors" we are compelled to utter our emphatic protest. Never were merchants so well informed on general topics as to-day. Never were the merchants more truly representative men, acting with an intelligent knowledge of the varying phases of American commercial life. We need not emphasize these facts, they are known, or should be known, to the people at large, and none should know it better than our confreres. "Why is it," exclaims this pessimist, "that the Congress of the United States is made up almost entirely of lawyers, to the exclusion of men engaged in active business life?" and proceeds to answer its own question in this wise: "The only reason that can be given for this is that men in active business have ceased to merit public confidence in their mental ability. With unimportant exceptions they are cramped in by the narrow confines of every day occupations—have little interest in and less knowledge of, questions outside of their immediate surroundings. In this respect they present a humiliating contrast to the business men of Great Britain, who are, in the main, vastly better informed, much broader in their ideas." This is the merest fol-de-rol. American merchants are not in Congress because politicians have made a study of the art of office getting and manipulate the wires to their own aggrandizement. The merchant of to-day cannot afford to mingle in the common scramble for office. He has no "soap" to use in the procurement of office. And should he consent to assume official responsibility, the daily press of the Herald stamp would be the first to criticize his acts and slander him with ill-founded aspersions. The merchants have an intelligent comprehension of matters of general interest and importance. They are as well informed as the merchants of any other country, and many of them forget more in one night than newspaper theorists ever knew. It is the people's fault that lawyers do most of the legislating, for they will vote for a man of fluent address rather than for one of sound commercial and matter-of-fact knowledge.

We could give more than one instance where the Herald has opposed upright business men and supported lawyers and "gentlemen of leisure." In concluding this diatribe against the merchant of to-day and lamenting that our mercantile life "does not seem to have the effect of stimulating the intelligence of those engaged in it," our journal of so much theoretic knowledge declares that "it is by the free interchange of ideas; by the friction of close competition; by throwing one's self into new and diversified situations, that mental activity is evolved and business men are lifted up above the mere machine drudgery of their vocation." Amen to that. And there is that "free interchange of ideas;" attend the association meetings of the different trades for a verification of our dictum. There is close competition; no intelligent man doubts that. There are "new and diversified situations" almost every day, and the business men are "lifted above the mere machine drudgery of their vocation." The American merchant of 1884 stands the peer of any merchant that ever lived; he is the exemplar of industry, intelligence, earnest thought and successful endeavor.

As true as when uttered by that peerless Massachusetts statesman, Charles Sumner, are these eloquent words:

"This is the day of the merchant. As in early ages war was the great concern of society and the very pivot of power, so is trade now; and as the feudal chiefs were the 'notables,' placed at the very top pivot of their time, so are the merchants now. All things attest the change. War, which was once the universal business, is now confined to a few; once, a daily terror, it is now the accident of an age. Not for adventures of the sword, but for trade, do men descend upon the sea in ships, and traverse broad continents on iron pathways. Not for protection against violence, but for trade, do men come together in cities, and rear the marvelous superstructure of social order. If they go abroad, or if they stay at home, it is trade that controls them, without distinction of persons. Here, at least, in our country,

every man is a trader. The physician trades his benevolent care; the lawyer trades his ingenious tongue; the clergyman trades his prayers. And trade summons from the quarry the choicest marble and granite to build its capacious homes, and now, in our city, displays warehouses which outdo the baronial castle, and salesrooms which outdo the ducal palace. With these magnificent appliances the relation of dependence and protection which marked the early feudalism are reproduced in the more comprehensive feudalism of trade. Even now there are European bankers who vie in power with the dukes and princes of other days; and there are traffickers everywhere, whose title comes from the ledger, and not the sword, fit successors to counts, barons and knights. As the feudal chief allocated to himself and his followers the soil, which was the prize of his strong arm, so now the merchant with a grasp more subtle and reaching allocates to himself and followers, ranging through multitudinous degrees of dependence, all the spoils of every land, triumphantly won by trade. At this moment, especially in our country, the merchant, more than any other character, stands in the very boots of the feudal chief. Of all pursuits or relations, his is now the most extensive and formidable, making all others its tributaries, and bending at times even the lawyer and clergyman to be its dependent stipendiaries."

A New Use for Sawdust. From the Forest and Stream.

It is generally easier for a mill-owner to dump his sawdust into the stream for the water to wash away than it is to burn it or cart it off. The sawdust kills the fish in the stream, but he would be an idiotic mill-owner who would permit such a public loss to interfere with his private gain; and so he dumps the sawdust, kills the fish, puts his hands into his pockets, and asks the public: "What are you going to do about it?" The States have enacted laws forbidding this disposition of sawdust, and prescribing penalties for the offense, but the offenders usually manage to ignore the law or evade it entirely. Thousands upon thousands of streams which once harbored excellent food fish have been ruined by the sawdust. In the last report of the New York Commissioners of Fisheries, it is stated that "of all causes there is probably none that has exerted such an influence in expelling both salmon and trout from our spring streams as the presence of sawdust." And the commissioners go on to state that although there is a statute governing this, it is practically useless because carelessly worded.

The destruction of fish is not all that the sawdust must answer for. It kills human beings. Waters polluted by decaying sawdust spread malaria, and make miserable the lives of those who dwell on the banks of the plague-bearing stream. This is notably the case with the Raquette River, whose whole lower course is cursed with chills and fever; and Potsdam, where one of the State Normal Schools is located, has become a very undesirable place of residence from this cause.

When urged to burn, or in some other way dispose of their sawdust, lumbermen have objected that they could not afford the cost. There is a hope that the perplexing problem of dealing with this nuisance may now be solved, for a process has been discovered by which the refuse sawdust may be made to yield a handsome profit. When dry it is carbonized in iron retorts, and in the process there is given off 80 per cent. of volatile products, the remaining 20 per cent. being granulated charcoal, which can be used in making gunpowder, filters, lining refrigerators, and as a disinfectant, and mixed with a little tar it could be pressed into bricks and used for fuel; 25 of the 80 per cent. of the volatile product is in the form of fixed gases, which can be used for heating, lighting, etc.; 47 per cent is pyrolygenous acid, which is crude acetic acid, and after being purified and concentrated is used in white lead, color, print and vinegar manufactures.

There remains 10 per cent. of tar and one of wood alcohol. The tar has the same properties as coal tar, the almost endless uses of which, such as pitching roofs, lining water tanks, covering the bottoms of vessels, protecting iron from rusting, covering the wounds made in pruning trees, and the form of benzole, naphtha, carbolic and sulphuric acids, and the whole splendid series of aniline dyes, constitute one of the chief glories of modern chemistry. The wood or methylic alcohol is used as a solvent for gums, in varnish making, in the manufacture of aniline colors.

The sawdust from yellow pine and other wood rich in resin, yields also a considerable amount of turpentine, in the gathering of which so many trees are every year sacrificed.

It is estimated that in sawing inch boards of pine, hemlock, etc., the one-fourth inch sawkerf uses up one-fifth of the log. When lumber is saved by the billion feet, one can easily see that the question of disposing of the sawdust in a way to yield a profit, instead of a first-class nuisance, is a very important one.

It costs annually \$1,200,000 for links and pins for the freight cars in this country.

## HOW COFFEE IS ADULTERATED.

The Ingredients that go to Compose the Favorite Beverage.

Among the many articles of food that are subject to adulteration there is none so capable of absolute deception as is coffee, which was recently proven in the case of some damaged coffee which was redressed with coloring matter in Brooklyn, and so skillfully done that even experts were puzzled over it. It is asserted among coffee importers and dealers that deception is practiced to a greater extent than the consumer could be made to believe. To those who wish to avoid the debased article there is only one suggestion to offer, which is, to purchase the coffee in the bean from the store or roasting establishment, put up in pound packages and bearing the guarantee of well-known houses. Were this rule generally followed by the coffee consuming public, coffee adulteration would soon become one of the lost arts. It was reported years ago, however, that an ingenious Englishman had patented a contrivance for the purpose of moulding chicory and other substances, after mixing, into coffee beans. But this form of adulteration is so easily detected that it is much less dreaded than the adulterants used in the ground article.

Those who purchase ground coffee from the stores may find, upon examination, that it contains a very small proportion of the aromatic berry, while the remainder is made up of worthless or even noxious substances. Bogus coffee in this country is chiefly made up of ground rye, peas and dandelion root, with usually a little addition of chicory. In England, the grinders have been known to go much further in adulterations, using roasted cereals, peas and beans, carrots, parsnips, potatoes, acorns, mangoldwurzel (German beet), lupins, saw-dust, Venetian red, and the fragments of baked livers of oxen and horses. So-called patent or proprietary ground coffees, put up in packages and decorated with attractive labels and high-sounding names, and which are palmed off in vast quantities on the American coffee-drinkers, often consists of nothing more than a mixture of adulterants, with a small proportion of the genuine article. A recipe for making 1,000 pounds of coffee in a large coffee and spice grinding establishment, where ground coffee is put up in packages, was recently shown to a reporter. It was as follows:

Roasted peas	400 pounds
" rye	200 "
" chicory	100 "
" coffee	250 "
Other ingredients	50 "

Adulterated coffee is not so extensively sold now as it was during the Civil War and up to 1876. This decline is due to a reduction in the price of actual coffee, and to the general introduction of grinding mills into families and retail stores. When prices rule high, then adulterated coffees are put into consumption to a more general extent.

## The Dishonesty of Selling at Cost.

The grocery trade journals have for months past, in some cases for years, been objecting to the habit of selling goods to the public at cost to attract custom. And, strange as it may seem, they invariably choose for this purpose the article for which there is the most steady and heavy demand. The extent to which sugar has been sold in this way is scarcely credible. This matter would not be of much concern to the packers were it not that long-suffering sugar seems to have found a scapegoat on whom the public wreak their vengeance, and canned goods become the mercantile victim. This being, or threatening to be the case, it is our duty to ask, what is the benefit of such proceeding? To draw trade? If all give their goods away, wherein does the custom draw trade? We have seen trade driven away by the custom. We have seen a customer refused twenty-five pounds of sugar because what else she purchased was too small to justify the transaction. Undoubtedly, pushing business with such a method as that will soon level it. But these follies are not confined to this method of taking money out of one's own till. Every line of trade seems at its wits end to do what cannot be done; increase sale beyond the popularity to purchase. We see the tea dealers giving away chinaware as a temptation to buyers. A few years ago it was chromos, until they became as worthless as confederate money. Recently we heard that some of the dealers in crockery were going to retaliate by giving tea to purchasers of teapots, etc. All these things but prove one fact: that there are more traders than there is call for. This, in turn, shows that other lines of trade are likewise overdone, and we get at last to the base of all the evil—that the people have not the means to purchase what they, the people, have produced; that there is not occupation for all who need it, and yet there is more supply than will suffice, and temptation and deceit, illegitimate methods in trade and juggling devices are resorted to, to gather from many sources custom into one; and the public will not learn that they have to pay for all. The public cannot be expected to avoid the man who sells below the general price; they have, in fact, a morbid desire to buy things at a loss to the seller, and do not consider for an instant that they may be in the act as guilty as the "fence" who takes in the plunder which professional thieves bring him. This may seem like strong language, but when the law finds a person buying goods on cred-

it, and systematically selling them for cash below first price, it regards him as operating with the intention of defraud; and yet, when a dealer sells sugar or any other article of the kind steadily below cost, he does not even come under suspicion of the law, yet he is doing very much worse than the receiver of stolen goods. The latter is visited by few, and his sales are no criterion of value; but when a dealer sells goods below what he paid for them, he breaks the price in the hands of every person in his section; he compels men carrying such stock to lose money on it, and he sows broadcast the seeds of future commercial trouble, and the public is worse off rather than better. The question seems never to have been forced on our people that selling other goods below cost for any purpose is at best commercial dishonesty that may be applied to every branch of sales, and if so done would demoralize all competition and ruin all who gave credit or took it. It is true our business men gave evidence of average intelligence by agreeing somehow to dismiss trading that gives no profit; for day by day they find more difficulty in making an honest living, and yet pursue methods that many of them would shrink from, if they could be brought to consider them dishonest. But it is both dishonest and demoralizing, for cost is the basis of all transactions, and when any merchant sells any article below what he can replace it for he is cutting loose from all rules of business and compelling others to follow his lead.

## Another Use for Sawdust.

From the Scientific American.

Two Western inventors have recently obtained patents for the use of sawdust instead of sand for plastering compositions, and this, it is conceived, may be a matter of considerable importance to the owners of saw mills in the principal lumbering towns. One of the patents is for the use of nearly equal parts of plaster of Paris or cement and sawdust, with the ordinary amount of plastering hair and water; the other calls for the use of about four and a half pounds each of slaked lime and sawdust to one pound of plaster of Paris, a quarter of a pound of glue, and a sixteenth of a pound of glycerine with plasterer's hair. Whether or not either of these described plasters would be cheaper than those made in the ordinary way they would certainly be lighter, and it is believed that they would adhere to the walls, and not be so liable to chip, scale or crack. Sifted sawdust has before been used to some extent by experienced workmen for mixing with mortar for plaster walls exposed to the alternate action of water and frost, as a preventative of scaling. Certainly the experiment of introducing sawdust in place of sand and mortar is worth trying, for in many places sharp sand suitable for the purpose is difficult to obtain.

## America's Fifteen Inventions.

An English journal frankly gives credit to the American nation for at least fifteen inventions and discoveries, which, it says, have been adopted all over the world. These triumphs of American genius are thus enumerated: First, the cotton-gin; second, the planing-machine; third, the grass mower and grain-reaper; fourth, the rotary printing press; fifth, navigation by steam; sixth, the hot-air or caloric engine; seventh, the sewing-machine; eighth, the India-rubber (vulcanite process) industry; ninth, the machine for the manufacture of horse-shoes; tenth, the sand-blast for carving; eleventh, the gauge lathe; twelfth, the grain-elevator; thirteenth, artificial ice manufacture on a large scale; fourteenth, the electro-magnet and its practical application; fifteenth, the composing machine for printers.

## A Peculiar Fruit.

The loquat is a fruit about the color of an apricot, one and a half inches in length and one inch in diameter, says the Philadelphia Press. The seeds are small and the flavor like that of a cherry, delicate, sub-acid and good. A gentleman near New Orleans, who has trees twenty feet in height on his farm, declares that for eating fresh, for sauce and for pies, the loquat has no superior. The fruit does not easily pull from the stem, and in order to ship a long distance, the stem must be cut so as to avoid breaking the pulp. The loquat is grown from seeds with the greatest ease, also from cuttings and layers. In form it is globular, and one and one-fourth inches in diameter. It begins to ripen in April and continues until the first week in July.

When a big tradesman fails, he is "embarrassed"; when a stock broker fails, he "goes up"; when an oil operator fails, he "lays down"; when a small tradesman fails, he "busts"; when a big railroad corporation fails, it "gets leased"; when a newspaper fails, it is "absorbed" by some other journal; when a Wall-Streetier fails, he "retires"; when an insurance company fails—which is but seldom—the whole secular press howl "Another Swindle"; "Another Bubble Busted"; "Another Outrage on the People," etc., etc.

From cork chippings, once thrown away, thousands of yards of linoleum are now made at Delmenhorst, Germany, where the industry is becoming important.



# The Michigan Tradesman.

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

E. A. STOWE, Editor.

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Advertising rates made known on application.

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## POST A.

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chairman; D. S. Haugh, Wm. G. Hawkins,  
Wallace Franklin and J. N. Bradford.  
Regular Meetings—Last Saturday evening in  
each month.  
Next Special Meeting—At Sweet's Hotel read-  
ing room, Saturday, Sept. 13, 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.

It is only a few months since the De-  
troit Commercial referred to Grand Rapids  
and Western Michigan as "catchpenny  
trade." But it seems the Commercial  
would like to catch it, for all that.

The business men of Detroit are certainly  
the most generous of any in the country.  
They pay the Commercial such high rates  
for advertising that the publishers are thus  
enabled to take Grand Rapids advertisements  
for nothing.

There are several advertisers who consider  
THE TRADESMAN'S rates too high. But  
they can find no fault with the Detroit  
Commercial's rates, for that paper inserts  
certain advertisements gratuitously. Can't  
get below those rates.

The Board of Trade project has not fallen  
through by any means. The gentlemen  
agitating the matter state that they have  
received considerable encouragement from  
unexpected sources, and that the sentiment  
in favor of the undertaking is sufficiently  
strong to warrant a move in that direction  
in the near future.

The finest specimen of a counterfeit silver  
dollar made its appearance in Grand Rapids  
this week. It is the most perfect that has  
been made by counterfeiters since 1881.  
The only perceptible difference between it  
and the genuine dollar is that it does not  
weigh so much as the standard dollar, is  
thicker and will not enter a tester. It has  
about the same ring as a good dollar, and  
one would be easily deceived by it.

The pointed and suggestive article, entitled  
"Pay Promptly," printed on another page,  
should receive serious consideration at the  
hands of every merchant who is in the hab-  
it of allowing his payments to fall behind.  
The reasons given for promptness in this re-  
spect are sufficiently clear and conclusive to  
convince even the most skeptical that there  
is but one side to the question. If the aver-  
age retailer were made acquainted with the  
manner in which the jobber is compelled to  
meet his bills, and the consequences involv-  
ed through failure to come to time, there  
would be less cause for complaint on this  
score.

The preliminary work attending the forma-  
tion of a Merchants' Exchange goes brave-  
ly forward. So far, sixteen houses have  
pledged their support to the undertaking,  
and as soon as twenty names are affixed to  
a paper now being circulated, a meeting  
will be called and the details attending  
the organization discussed and arranged.  
It is scarcely necessary to refer to the  
benefits which would result from a union  
of the kind proposed, as they are patent to  
all those interested in the matter, who have  
long noted the necessity for concerted  
action in matters affecting the growth and  
welfare of the jobbing trade.

The questions relative to the identity of  
the individual who struck Billy Patterson  
and the final disposition of pins having been  
disposed of, the *Crockery and Glass Jour-  
nal* seeks to explain where the crockery all  
goes to, and does it in the following man-  
ner: "We have heard people express  
their wonder at the great amount  
of crockery manufactured and to say that  
they did not know where it all went. The  
police and court news of the last week shows  
that three men in different parts of the  
country demolished the crockery of their  
three separate households to spite their  
wives, and in two instances the family  
crockery has been used as implements of do-  
mestic war."

The Ovid Union, which is edited by one  
of the clearest headed men in the profession,  
thus strikes the keynote of the present situ-  
ation and indicates a line of action which  
should be followed out to the letter: "There  
is every indication that collections will be  
sharp and decisive this fall, with a prospect  
of law suits following the refusal of debtors  
to settle their accounts. The best thing for  
everybody to do under present circumstances  
is to make the greatest effort of their lives  
to pay up every outstanding obligation. If  
all would try and do this, many would won-  
der why it all happened that times were so  
suddenly good again. Apply the idea as a  
panacea for commercial activity in a local  
way, and see how it will work."

## DISREPUTABLE COMPETITION.

The jobbing trade of Grand Rapids received  
a visit last week from one of the proprie-  
tors of the Detroit Commercial, who solicited  
the advertising favors of those he called  
upon, placing a certain value upon the space  
he proposed to allot to each house. In case  
the person to whom he made the representa-  
tions as to circulation, etc., failed to see any  
inducement in the offer made, he was in-  
formed that the advertisement would appear  
gratuitously, and to this species of beggary,  
an affirmative response was frequently given.  
In one or two instances, however, the  
solicitor was peremptorily informed that the  
card of the house would not be allowed to  
appear in the paper under any circum-  
stances, as the paper in question had improv-  
ed every opportunity to insult and slander  
Western Michigan in general and Grand  
Rapids in particular.

With the presence of Commercial's rep-  
resentative in Grand Rapids—inconsistent  
though it may be with the previous utter-  
ances of that journal—THE TRADESMAN  
has no fault to find. But when he ap-  
proaches reputable merchants with offers of  
gratuitous advertising, he not only debases  
his own business, but injures the business of  
others. THE TRADESMAN has been—and  
will continue to be—conducted on purely  
business principles, the same subscription  
and advertising rates serving for men in ev-  
ery branch of trade, no matter in what local-  
ity they may be. THE TRADESMAN has never  
made a cut—and never will—to injure the  
business of a contemporary, knowing too  
well that such contemptible action would re-  
act with deservedly disastrous effect. And  
no matter to what extremity of smallness  
and meanness the Commercial may resort,  
THE TRADESMAN will continue to hold it-  
self aloof from questionable business prac-  
tices, and pursue a course honorable alike to  
its patrons and contemporaries.

The Detroit Commercial has one solitary  
subscriber in Western Michigan. Fact!

THE TRADESMAN has more subscribers in  
the city of Detroit than the Detroit Com-  
mercial has in Western Michigan.

The man who charges one man for an ar-  
ticle that he bestows gratuitously upon an-  
other, is a knave.

Four months ago the Detroit Commercial  
referred to Grand Rapids as a "small town."  
Strange that the publishers of that paper  
should stoop to come to such a place, and  
spend a day begging for advertising—and  
get it by agreeing to print it gratuitously!

A publisher ought to know the value of  
the advertising space in his own paper. As  
the Detroit Commercial takes advertise-  
ments for nothing—absolutely nothing—it is  
plain to be seen that the publisher of that  
paper places a low estimate on the worth of  
his space, and there are those who agree  
with him in his estimate.

Between Grand Rapids and Detroit as  
competing markets, there is no ill feeling.  
And the recent attempt of the Detroit  
Commercial to bring about such a  
state of affairs was not countenanced  
by the jobbing trade of Detroit, as  
was evidenced by the interviews with a  
dozen prominent Detroit jobbers, which ap-  
peared in THE TRADESMAN several months  
ago.

The retailers of Western Michigan remem-  
ber the affront they received from the De-  
troit Commercial, only a little over four  
months ago, and retaliate by refusing to sub-  
scribe for the paper. And the treatment ac-  
corded an emissary of the Commercial in  
this city last week is proof positive that the  
jobbing trade resent the insults hurled at the  
mercantile interests of Grand Rapids by the  
same irresponsible journal.

Said the Detroit Commercial, under date  
of April 19: "The fact of the matter is,  
that this little western city is struggling to  
become a competitor of Detroit, and is mad  
because Detroit can fill orders for large quan-  
tities of goods, whereas they have to put up  
with the catchpenny trade." We regret  
that this small town is not large enough to  
brag." And the same parties from which  
this slander emanated now seek the patron-  
age of the very same men whom they were  
active in insulting.

## AMONG THE TRADE.

### IN THE CITY.

E. A. Geisler & Bro. succeed John M. Fos-  
ler in the flour, feed and wood business at  
44 West Bridge Street.

P. J. Welsh has engaged in the grocery  
business at Shaytown. Shields, Bulkley &  
Lemon furnished the stock.

Hugh McCulloch has started in the gro-  
cery business at Reed City. Shields, Bul-  
kley & Lemon furnished the stock.

J. VanderVeen, hardware dealer at 18  
West Bridge street, has admitted his brother  
to partnership, and the firm name will here-  
after be J. & E. A. Vanderveen.

John H. Delaney, on the strength of fi-  
nancial assistance volunteered by friends at Ionia  
has extended an offer of 25 per cent. to the  
creditors of the late firm of C. G. McCulloch &  
Co., and from present indications the offer  
will be accepted all around. The figure nam-  
ed is more than the creditors can consistently  
expect to realize, in case the stock is closed  
out by the assignee.

E. J. Copley is endeavoring to secure a  
settlement with his creditors on the basis of  
40 per cent., certain Manistee parties, who

came to his rescue once before, having vol-  
unteered assistance in the present crisis.  
The only really disagreeable feature of the  
matter is that his laborers, to whom he owed  
about four months pay, are also asked to ac-  
cept the compromise, which is manifestly  
unjust. In case the settlement is effected,  
he will start up again.

## AROUND THE STATE.

W. T. Lyon, grocer at Hillsdale, has sold  
out.

A. A. Wood, grocer at Ithaca, is selling  
out.

Marshall business men have formed a pro-  
tective association.

E. P. Clark has opened a new grocery  
store at Big Rapids.

I. Rogers has sold his fancy goods stock at  
Meecosta to Mr. Herrington.

L. M. Evans, meat dealer at Eastport, has  
moved into his new building.

C. A. Wall, grocer at Sturgis, has been  
closed out on chattel mortgage.

W. B. Tyler & Co. succeed C. B. Tyler &  
Co. in general trade at Richland.

A. M. Robson succeeds Robson & Parsons  
in the grocery business at Lansing.

I. L. Brown succeeds Brown & Collier in  
the hardware business at Pinckney.

Robert Kane succeeds Kane & Garvin in  
the grocery business at Mt. Pleasant.

J. H. Kerton has sold his stock of groce-  
ries and it will be removed to Central Lake.

W. J. Orser, of Potosky, has opened a  
merchant tailoring establishment at Charle-  
voix.

H. E. Harrison succeeds Geo. C. Perkins  
& Co., in the stationery business at Rich-  
mond.

T. M. Joslin succeeds Joslin & Frazier  
in the agricultural implement business at  
Alanson.

The new double store of Upton & Per-  
kins, the Hudson clothiers, is ready for oc-  
cupancy.

Peter Prius succeeds Pruis & Geerling in  
the dry goods, grocery and crockery business  
at Holland.

Knudson Bros. have sold one of their  
meat markets at Whitehall to J. Sharpe and  
the other to Joe Watkins.

John M. Bryson, late clerk for Potter,  
Beattie & Co., at Ovid, has started in the  
boot and shoe and clothing business at  
Lalingsburg.

Chas. R. Smith, the Cadillac grocer, states  
that the report sent out last week that he  
had sold out to Boorem & Wilcox is untrue,  
and further, that he does not care to sell.

E. C. Morris, late of Greenville, will open  
a dry goods store at Big Rapids about Oct. 1.

Mr. Morris was a resident of Big Rapids  
several years ago, and is well and favorably  
known there.

Frank T. King has been appointed receiv-  
er in the John Winger matter at Lowell.

The store, which has been closed since the  
beginning of the trouble, is shortly to be  
opened and business resumed.

The Port Huron Telegraph is responsible  
for the statement that a druggist of that  
place gives away "doctored" watermelons to  
all who will take them and gets his recom-  
pense in selling remedies for the sickness  
that invariably follows eating the fruit.

O. E. White, until recently identified with  
C. K. Sampson in the drug business at St.  
Louis, has purchased the drug stock former-  
ly owned by Hunt & Creasinger, and later  
by M. H. Hunt, at Maple Rapids, and will  
continue the business under his own name.

## STRAY FACTS.

A coal mine will be opened in Brooklyn.

A fish-freezing house is being built at St.  
Ignace.

The stove factory at Careyville has resum-  
ed operations.

The Greenville Barrel Co. will begin oper-  
ations about Sept. 15.

Wylie, Curtis & Co.'s bank, at Kalkaska,  
is to be discontinued.

The Elsie cheese factory works up 70,000  
pounds of milk daily.

Hazeltine, Shiawassee county, wants a  
drug store and a doctor.

There are already twenty telephones in  
the Charlevoix exchange.

Potatoes are twenty-five cents a bushel in  
some of the northern towns.

Vermontville business men are agitating  
the question of a national bank.

Preston & Dolan, hotel and saloon keep-  
ers at St. Ignace, have assigned.

The American Plate Co., of Niles, has be-  
gun work again, employing forty girls.

Sebewa is putting up a fruit evaporator  
with a capacity of 200 bushels per day.

Parks & Dunham, attorneys at Cadillac,  
have dissolved, Wm. H. Parks succeeding.

The First National Bank of Cheboygan  
has begun business with a capital of \$50-  
000.

The new fruit evaporating establishment  
at St. Johns will commence operations on  
the 4th.

The Peninsular Bridge Co. has been in-  
corporated at Detroit, with a capital of  
\$100,000.

The B. S. Tibbits property at Coldwater,  
valued at \$54,000 was bid in by the creditors  
last week at \$250.

The Phoenix Iron Works have bought 40  
acres of land in Port Huron on which to  
erect new buildings.

The contract is now thoroughly nailed for  
the extension of the St. Joseph Valley rail-  
road to St. Joseph.

The West Bay City Chemical Works,  
which have proved a losing venture have been  
sold to E. P. Morgan for \$30,000.

C. E. Seers & Co., Three Rivers, will  
start their canning factory in a few days,  
first canning tomatoes and then sweet corn.

Chas. Daniels and Joseph Galms, for the

past six years connected with the Muske-  
gon Brewing Co., will shortly establish a  
brewery at Manistee.

Cornell & Odell, new comers at Hudson,  
have purchased the Whitney warehouse at  
the depot and will open a hay market. They  
will ship pressed hay largely.

The amount of celery shipped from Kala-  
mazoo this season will nearly double that of  
last season in the same time, but competi-  
tion has materially reduced the profits.

Marcellus has but one unoccupied store,  
and three new buildings now in process of  
construction will be occupied as soon as  
completed. A cigar factory has just been  
started at the place.

Orville Lumbard, of Leslie, bought a gas-  
oline barrel to use as a swill barrel. His  
son took a lantern to examine the inside of  
it, and both father and son were seriously  
burned before they could extinguish the  
fire.

The Greenville Barrel Co. have finished  
all their buildings that will be needed for  
workmen, and the bricklayers are bricking  
in the sixty horse-power engine and boiler.  
The works will be in full operation by Sep-  
tember 15.

Oil has been struck at St. Ignace at a  
depth of 150 feet, though not in any large  
quantity. When the drill was pulled out  
the oil run off from it in little streams. The  
indications are said to be good, however,  
and drilling will be kept up until plenty of  
either water or oil is found.

## Purely Personal.

A. B. Cole and wife are enjoying an ex-  
tended visit from the latter's mother, Mrs.  
A. L. Clark, of Boston.

Dewey Hawes has severed his connection  
with Putnam & Brooks, as book-keeper, and  
is rusticating at Lowell.

R. D. Swartout, of Spring & Co., has re-  
turned from a three weeks visit with friends  
and relatives in New York and New York  
city.

Hugo Schneider and Geo. H. Seymour are  
spending the present week in Chicago, in  
search of recreation and pleasure. They are  
accompanied by their wives.

Willis T. Atkins, formerly of the firm of  
Robinson & Atkins, Rothbury, was in town  
last week, and has gone to St. Johns, for  
a few weeks' rest and recreation.

D. D. Cody, O. A. Ball and Willard Barn-  
hart have gone to Duluth on a combined  
business and pleasure trip. They are ex-  
pected back Friday or Saturday.

James E. Granger, shipping clerk for  
Cody, Ball & Co., has returned from a  
week's sojourn at Detroit. It is understood  
that the ceremony will occur on the occasion  
of the next visit.

Robert L. Hunting, for the past three  
years clerk in the local office of Dun's Mer-  
cantile Agency, has accepted a more desira-  
ble position with Thos. Hill, local repre-  
sentative of the Merchants' Dispatch transpor-  
tation line.

Wm. H. Allen, book-keeper for S. A. Wel-  
ling, was married last evening to Miss Amel-  
ia Siebneicher, one of the handsomest and  
best natured young ladies in the Valley City.  
The couple will be "at home" to their  
friends at 190 Gold street.

Henry Royce, who has been connected  
with Bradstreet's Mercantile Agency for the  
past six years, and at present occupies the  
position of head clerk, was married last ev-  
ening to Miss Aggie Collins, one of the most  
estimable young ladies in the city. Mr.  
Royce is a hard working young man, who is  
destined to make a mark in his chosen pro-  
fession. THE TRADESMAN wishes him  
much joy in his new relation.

Frank E. Hawkins has mistaken his calling.  
Instead of putting in long years behind the  
ledger, he should take the position awaiting  
him in the world of art. His latest effort in  
this direction is a capital illustration of the  
recent robbery at the office of the Grand Ra-  
pids Packing and Provision Co., in which the  
intruders secured a tobacco case which the  
owner had endeavored to give away on sev-  
eral previous occasions.

## The Gripsack Brigade.

Wm. B. Edmunds is in the Saginaw Val-  
ley this week.

John H. Eacker has started out gone on a  
five weeks trip through the Saginaw Valley.

E. E. Goetehins has engaged to travel for  
Mohr & Kenning, who are now located at 98  
and 100 Louis street.

J. B. Owen, of Newaygo, will shortly take  
the road for Cole & Stone, proprietors of the  
Marshall shirt factory.

Ed. P. Andrew is happy over the advent  
of a nine pound boy—the first in the family—  
born at Ludington on the 26th. Wife and  
child are doing well.

THE TRADESMAN is requested to notify  
J. N. Bradford that a letter—addressed in a  
fine, feminine hand, and postmarked Shelby  
—awaits him at the Hewitt House, Muir.

W. G. Hawkins slipped into THE TRADES-  
MAN office last Saturday and left samples of  
Crawford Late peaches, grown by the cele-  
brated peach packer, J. M. Arthurs, Ken-  
ton, Del. They were superb.

## Granger's Dynamite.

"I want a package of damnation insect  
powders, said a granger to a druggist. "How  
much do I want to put on?"

"What are you going to use it for?"

"My hens are all covered with blasted  
little dynamites, and I want to kill them."

It was some time before the druggist could  
understand that he meant parasites.

Mr. O'Donohue, the wholesale coffee mer-  
chant who is proposed for mayor of New  
York, attributes his phenomenal success in  
business to the fact that he never in his life  
gave a note to any man.

# FIRST ON DECK

With OYSTERS, as usual. We  
shall receive the first shipment from Bal-  
timore on Sept. 4th, of the Old Reliable

## MANOKEN BRAND,

which are the best filled cans in market,  
and will continue to receive them daily  
bo express. Present price will be 25 cts  
for Standards and 35 cts for Selects.

Also Agent for Murphy & Edgett's  
Celebrated Deviled Crabs.

Yours Truly,

I. O. GREEN.

Grand Rapids, Mich.

## F. J. DETTENTHALER,

WHOLESALE

# OYSTERS, FISH,

—AND—

## CANNED GOODS.

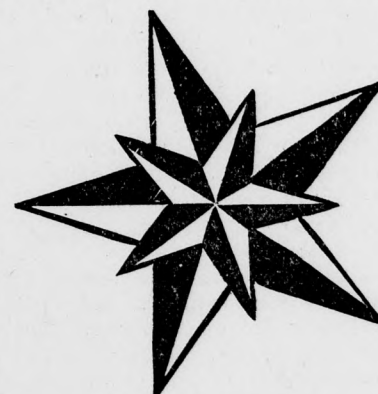
117 Monroe St., Grand Rapids.

I will quote you until further notice as follows: Extra Selects, 38; Selects, 33;  
Standards, 25; Favorites, 22.

# OYSTERS!

ON DECK—1884.

WM. L. ELLIS & CO.'S



## Baltimore Oysters!

Fat and full count. Special express and  
express rates to all points in Michigan, either  
from Baltimore or Chicago house. Our oysters  
are opened and canned fresh from the well-  
known Nanticoke beds. No slack filled or  
fresh water snags sent out. Dealers can have  
their orders filled promptly by addressing B.  
F. EMERY, Agent, Grand Rapids (at home  
every Saturday).

## 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—In Owosso, brick store and a  
small stock of dry goods. Terms easy.  
Inquire of A. T. Thomas, Owosso, Mich. 53

WANTED—Two traveling salesmen to han-  
dle a staple line on commission. Address  
XXX, care The Tradesman. 50c

WANTED—Position as clerk, book-keeper  
or traveling salesman for a reputable  
business house. Have one and a half years  
experience in general trade. Address W. T.  
Adkins, St. Johns, Mich. 50c

FOR SALE OR EXCHANGE—For a small  
farm, a stock of dry goods and groceries.  
Will invoice about \$1,000. Rent low. Address  
J. J. Hastings, Mich. 50

WANTED—Situation by competent clothing  
salesman. Can furnish the very best of  
recommendations as regards ability and honesty.  
Address for one week S. S. Bruman, Morley,  
Mich. 40

WANTED—Men in each town in the State  
to sell nests of pairs, at which big wages  
can be made. I will furnish, one each, 14  
quart, 10 quart and 5 quart flaring pails. Also  
one each, 2 quart and 1 quart covered pails  
and a 2 quart dipper, for 65 cents. These goods  
are first-class. All my pails have double seam-  
ed bottoms. No charge for packing. I am  
headquarters for anything in the tinware  
glassware or crockery line, also 5 and 10 cent  
counter goods. Country merchants and ped-  
dlers should call or write for prices. E. L.  
Wright, 14 and 16 North Division street, Grand  
Rapids, Mich. 50

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. 48c

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 grates 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 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-  
00 of cork pine standing on same, which I  
will exchange for city lots in Grand Rapids or  
sell on reasonable terms. D. C. Underwood.

## MASON'S FRUIT JARS



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

Pints, \$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  
½ Gal. Barrell Jars, per gross..... 12 50  
These are glass cans with glass covers to seal  
with wax. Also

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

H. Leonard & Sons,  
16 Monroe Street,  
GRAND RAPIDS MICH.







## The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

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

WEDNESDAY, SEPTEMBER 3, 1884.

### Action of Sunlight on Glass.

The action of sunlight on colorless and colored glass—both that which is polished and that which is rough—is so marked as to have received lately the special attention of chemists. Very perceptible changes have been observed—that is, from colorless to yellow, and from light yellow, green, or blue to the darker or mellow shades of these colors—and specimens of coffee-colored glass are instances which, in the space of only five years, had materially changed to rose and amber colors. It is thought that the rich, mellow tones, so much admired in the old and richly-stained cathedral windows, are due to the action of sunlight in a long succession of years, in toning down what were most probably comparatively bright or harsh colors originally—the action, it is supposed, may be a photo-chemical one. Investigations made in this line show, among other practical results, that manganese should be employed in glass used for lighthouse purposes; white glass, containing even as small as 5 per cent., exhibits no change.

### New Departure for Sunday School Lemonade.

"Lemons are remarkably cheap this year," said the Sunday-school superintendent to the deacon, while they were making arrangements for the annual Sunday-school picnic. "So I hear," answered the deacon; "but why do you mention it?" "I was thinking," said the superintendent, musingly, "seeing they're so cheap, that it wouldn't be a bad thing to make a new departure at the picnic this year, and put some in the lemonade."

The people of St. Joseph, Missouri, are reported to have gone daft on astronomy since the advent of Professor Richard A. Procter, who has become a resident of that city. Even the young ladies talk about Mars and Jupiter, instead of ice cream and the fall fashions. Sewing circles have given place to astronomical societies; babies are named after the stars; furniture wagons are ornamented with pictures of the aurora borealis; "Saturn cigars" and "Venus" soap are among the novelties in the market; the newspapers contain able articles on the perturbations of Uranus and other subjects of the sort; and the craze is still spreading. There are fears that it will yet be necessary to wall in the town and call it a lunatic asylum.

"Doctor, I want you to do something for me. My nerves are shattered completely. I am not able to eat anything and I sleep very little at night. What would you advise me to do?" "What has brought about this condition?" "Drinking too much, I'm afraid." "Well, I would advise you to give up drinking." "H'm, that idea never occurred to me. What's your charge for the advice?" "Nothing." "Nothing? I am much obliged to you, Doctor. Let's go and take something."

Judge Drummond, of Milwaukee, expressed himself thus to three lawyers of that city who put in bills amounting to \$25,000 for settling an estate worth \$32,000: "Gentlemen, you consider yourselves good lawyers, but these charges are infamous. They are such as men who are scoundrels and thieves at heart would make. This charge of \$15,000 is cut down to \$1,500, those of \$5,000 each to \$500."

Mr. Blank—You are a regular Lulu Hurst. Mrs. Blank—And pray who is she? Mr. Blank—The magnetic girl. You possess the two great qualities of magnetism. Mrs. Blank—Indeed! Mr. Blank—Yes; when determined to go to the beach in a fashionable bathing suit you are decidedly positive. Mrs. Blank—Indeed! Mr. Blank—And when, in spite of me, you wear it, you are decidedly nakedive.

A young man was frequently cautioned by his father to vote for "measures, not men." He promised to do so, and soon after gave his vote for Mr. Peck. His father, astonished at his voting for a man whom he deemed objectionable, inquired the reason for doing so. "Surely, father," said the son, "you told me to vote for measures, and if Peck is not a measure, I don't know what is."

There is a plant in China and a similar one in Japan called the "flower of the air." It is so called because it has no root, and is never fixed to the earth. It twines round a dry tree or sterile rock. Each shoot produces two or three flowers like a lily, white, transparent and odoriferous. It is capable of being transported two or three hundred leagues, and it vegetates as it travels, suspended on a twig.

The Esterbrook Steel Pen Co. recently offered two prizes for the best two poems on the subject of Esterbrook pens, and received over 600 contributions, thirty-two of which have been printed and bound in pamphlet form, which will be mailed to any address on application to the company at New York.

The Detroit Stove Works cover seven acres of ground, employ 1,000 men, and turn out on an average 350 stoves per day.

## MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:  
President—RANSOM W. HAWLEY, of Detroit.  
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;  
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEERER, 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.

## RETAILERS,

If you are selling goods to make a profit, sell

## LAVINE WASHING POWDER.

This Washing Powder pays the Retailer a larger profit than any in the Market, and is put up in handsome and attractive packages with picture cards with each case. We guarantee it to be the best Washing Powder made and solicit a trial order. See prices in Price-List.

Hartford Chemical Co.

## HAWKINS & PERRY

STATE AGENTS,

GRAND RAPIDS, - MICHIGAN.

## KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluing, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

## "Red Bark Bitters"

—AND—

## The Oriole Manufacturing Co.

78 West Bridge Street,

GRAND RAPIDS, - MICHIGAN.

## COLE & STONE,

Manufacturers and Jobbers of

## GENTS' FINE SHIRTS.

Samples and Prices will be Sent to Close Buyers in our Line.

Address,

Marshall - Mich.

## SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich.

## W. T. LAMOREAUX, Agent.

## EDMUND B. DIKEMAN,

—THE—

## GREAT WATCH MAKER,

—AND—

## JEWELER,

44 CANAL STREET,

GRAND RAPIDS, - MICHIGAN

## Hamilton Carhartt & Co.,

WHOLESALE

## Men's Furnishing Goods

MANUFACTURERS OF

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

118 Jefferson Ave.

Detroit.

## 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 Cocoanuts, and compete with any market.

## Cigars

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

## Fruit

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

## PUTNAM & BROOKS.

## FOX, MUSSELMAN & LOVERIDGE,



## WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

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

—WE MAKE SPECIAL CLAIM FOR OUR—

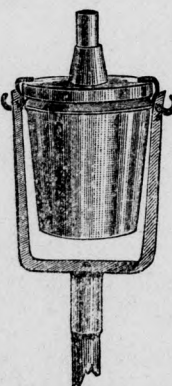
Tobaccos, Vinegars and Spices!!  
OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."  
CORRESPONDENCE SOLICITED.

## PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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



## BARBOUR'S CAMPAIGN TORCH

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

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

A Child can Put them together in one Minute.

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

WILL BURN FOR FIVE HOURS.

Ask for price or send for sample order.

FOSTER, STEVENS & CO.,

10 and 12 Monroe Street, Grand Rapids, Mich.

## Hercules Powder!

THE GREAT

## STUMP AND ROCK ANNIHILATOR!

SEND FOR PRICES.

JOHN CAULFIELD,

General Wholesale Dealer.

## REMOVAL!

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

Office removed to 3 Canal street, Basement.

A. B. KNOWLSON.

## WM. SEARS & CO.

## Cracker Manufacturers,

Agents for

AMBOY CHEESE.

37, 39 & 41 Kent Street, Grand Rapids, Michigan.

## F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

## Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

State Agent for the Lima Patent Egg Cases and Fillers.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

## PECK BROS.,

## Wholesale Druggists

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

We Employ No Travelers. Send for Prices.

129 and 131 Monroe Street,

Grand Rapids - Mich.

## SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

## STAPLE DRY GOODS

## CARPETS,

## MATTINGS,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street.

Grand Rapids, - Michigan.



# The Michigan Tradesman.

## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

### Satisfaction of Judgment.

In the opinion of the Supreme Court of New Hampshire money paid in satisfaction of a judgment to the attorney of the judgment creditor, can not, on a reversal of the judgment, with an order for restitution, be recovered of the attorney in an action at law against him by the judgment creditor.

### Extreme Cruelty.

Single instances of neglect by one having the means to provide his wife with the necessities of life, or to furnish her with medical assistance, unaccompanied by circumstances showing danger or reasonable apprehension of danger to her life or health, do not, as a matter of law, constitute extreme cruelty as a cause of divorce—Supreme Court, New Hampshire.

### Common Carrier—Bill of Lading.

When goods are delivered to a common carrier and the bill of lading made deliverable to the order of the vendor, it is sufficient evidence, without contrary proof, to show the intention of the vendor to reserve his power of disposal and to prevent the property from passing to the vendee.—Reynolds et al. vs. Scott et al., Supreme Court of California.

### Instrument of Assignment Not Acknowledged Title.

A written instrument purporting to be a general assignment of real and personal property for the payment of debts, under the insolvent laws of the State, but not acknowledged as required by the statute governing deeds and conveyances, does not pass title to real estate. Nor does it create in the assignee an equity for the conveyance.—Hamilton (O.) District Court.

### Assignee—Bankruptcy.

The assignee in bankruptcy of a right in equity to redeem homestead premises from a mortgage, executed by the debtor and his wife, releasing homestead rights, holds the premises subject to the wife's homestead rights as well as to the mortgage, and if the grantee of such assignee pays or takes an assignment of the mortgage, the wife is entitled to a homestead without contribution, she having first redeemed.—Pollard vs. Noyes, Supreme Court, New Hampshire.

### Promissory Note—Consideration.

The note of a son given to the holder of his deceased father's paper for the amount thereof, in consideration of the surrender of said paper, is void, as being unsupported by a valuable consideration, the father having left no estate, although the son recognized his own note as valid for a long time.—Schroeder vs. Fink, Maryland Court of Appeals.

### Insurance—Notice of Loss.

Where two insurance companies join in issuing a policy against loss by fire, in which the several liability of each is distinctly set forth, and a loss occurs, they may be joined as defendants in an action to recover the loss, and a notice of such loss, addressed to one of such companies, but delivered to the agent of both, is equivalent to notice to both.—Supreme Court of California.

### Fire Insurance—Change of Title.

The conveyance of property to the daughter of the insured, and by her to her mother, the wife of the insured, is a change in the title of the property, and will void a fire policy which declares that any change in the title will render it void. A policy of insurance issued to a mortgagor of real estate, made payable to the mortgagee in case of loss, is an insurance of the interest of the mortgagor in the estate, and not the interest of the mortgagee; and in such case the mortgagee is not an assignee of the policy, and is affected by subsequent acts of the assured.—Baldwin vs. Phoenix Insurance Company, Supreme Court of New Hampshire.

### Oil Wells of Pennsylvania.

According to an account which appeared in a recent issue of a Pittsburg paper there are 20,000 producing oil wells in Pennsylvania, yielding at present 60,000 barrels of oil a day. It requires 5,000 miles of pipe line and 1,600 iron tanks, of an average capacity of 25,000 barrels each, to transport and store the oil and surplus stocks. There are now nearly 38,000,000 barrels of oil stored in the region in tanks. The money actually invested in petroleum production since 1860 is estimated to be more than \$425,000,000, of which \$200,000,000 was capital from New York City. The speculative transactions represent more than \$400,000,000 annually. The lowest price crude petroleum ever brought was 10 cents a barrel in 1861. In 1859, when there was only one well in existence, Col. Drake's Pioneer, at Titusville, the price was \$24 a barrel. The Standard employs 100,000 men. The product of its refineries requires the making of 25,000 oak barrels, of 40 gallons each, and 100,000 tin cans, holding 5 gallons each, every day. The first American petroleum ever exported was in 1862. Charles Lockhart, of Pittsburg, sent nearly 600,000 gallons to Europe in that year, and sold it for \$2,000 less than the cost of transportation. In 1883 nearly 400,000,000 gallons were exported for which \$60,000,000 were returned to this country.

"Why don't you retire?" asked a friend of a rich business man. "I have observed that those of my friends who have retired soon died. I prefer to keep in harness and live long," was the shrewd response.

**A Brave Man.**  
"There goes a brave man," said a citizen pointing to a passer-by. "He is one of the bravest men I have ever seen."  
"Was he in the army?" some one asked.  
"I don't know."  
"Then I suppose you have known him to distinguish himself in personal encounters?"  
"Not particularly."  
"Why, then, do you regard him as a brave man?"  
"Well, you see, some time ago, I got a divorce from my wife."  
"Yes."  
"That man married her."

**Looking at Future Possibilities.**  
"But, dear papa, Adolphus and I do love each other so dearly."  
"I can't help that, Angelina. I tell you you can't marry him."  
"I don't see what objection you can possibly have to him, dear papa."  
"Objection enough. I want you to live at home always, and not in Canada."  
"Who said anything about living in Canada, dear papa?"  
"Nobody said anything about it, but isn't Adolphus a bank cashier, and don't that make it likely you will ultimately live there?"

**Down to a Fine Point.**  
Lover of antique—"What is the price of that Louis XIV cabinet?"  
Bric-a-brac Dealer—"Five hundred dollars."  
"Merely! Why, a friend of mine got one just like that for \$150."  
"Where?"  
"At Millburgville, Conn."  
"Oh! of course. You can't expect us to compete with Millburgville."  
"And why not?"  
"That's where they make 'em."

**A Rapid Traveler.**  
"How do you dare eat so many onions?" asked a druggist of a grocer, the other day.  
"I don't care how many I eat," he replied.  
"My wife is a long way off. She is in Buffalo."  
"Yes, but 200 miles isn't very far for an onion."

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.

Watches are smuggled into Canada in holes scooped in the center of Bibles.

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

**COAL AND BUILDING MATERIALS.**  
A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl.	1 05
Ohio White Lime, car lots.	90
Louisville Cement, per bbl.	1 40
Akron Cement per bbl.	1 40
Buffalo Cement, per bbl.	1 40
Car lots.	1 05/1 10
Plastering hair, per bu.	25/30
Stucco, per bbl.	1 75
Land plaster, per ton.	3 75
Land plaster, car lots.	3 40
Fire brick, per M.	\$25 @ \$35
Fire clay, per bbl.	3 00

**COAL.**  
Anthracite, egg and grate, car lots. \$6 00/6 25  
Anthracite, stove and nut, car lots. 6 25/6 50  
Cannel, car lots. 6 75  
Ohio Lump, car lots. 3 25/3 50  
Blossburg or Cumberland, car lots. 4 50/5 00

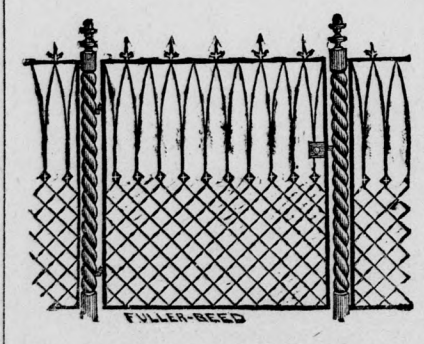


**L. S. HILL & CO.**  
WHOLESALE  
**FISHING TACKLE**  
21 PEARL STREET,  
GRAND RAPIDS - MICH.

AGENTS FOR  
**Du PONT'S Gunpowder.**

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

## Grand Rapids Wire Works



Manufacturers of All Kinds of

**WIRE WORK!**

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



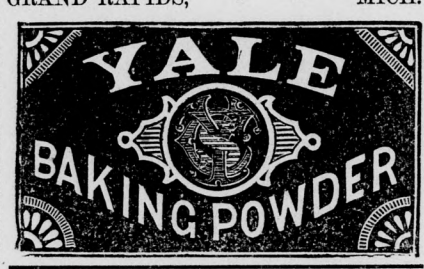
**C. S. YALE & BRO.,**  
—Manufacturers of—

**FLAVORING EXTRACTS!**

BAKING POWDERS,

**BLUINGS, ETC.,**

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



**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.	9:30 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.**

Arrives.	Leaves.
*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.**

Arrives.	Leaves.
*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.	5:30 a m

Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.  
Parlor Cars on Mail Trains, both East and West.  
Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving at 5:10 p. m. will connect Tuesdays and Thursdays with Goodrich steamers for Chicago.  
Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car to Detroit from Grand Rapids.  
D. POTTER, City Pass. Agent.  
THOMAS TANDY, Gen'l Pass. Agent, Detroit.

Grand Rapids & Indiana.

**GOING NORTH.**

Arrives.	Leaves.
Cincinnati & G. Rapids Ex.	9:00 p m
Cincinnati & Mackinac Ex.	9:20 a m
Ft. Wayne & Mackinac Ex.	9:35 p m
G'd Rapids & Cadillac Ac.	7:10 a m

**GOING SOUTH.**

Arrives.	Leaves.
G. Rapids & Cincinnati Ex.	6:30 p m
Mackinac & Cincinnati Ex.	4:10 p m
Mackinac & Ft. Wayne Ex.	10:25 a m
Cadillac & G'd Rapids Ac.	7:40 p m

All trains daily except Sunday.  
**SLEEPING CAR ARRANGEMENTS.**  
North—Train leaving at 10:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Mackinac City.  
South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

Chicago & West Michigan.

**ARRIVES.**

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

**LEAVES.**

*Mail.	5:00 a m
*Day Express.	4:10 p m
*Night Express.	8:30 a m
*Mixed.	10:15 a m

Trains connect at Archer Avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m. The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. 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.

21 Pearl Street - Grand Rapids, Mich.

## DILWORTH'S,

—THE—

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

FOR SALE BY

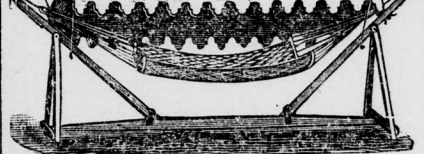
**Fox, Musselman & Loveridge**

Factory Agents for Western Michigan.

**ALBERT COYE & SONS**

State Agents for

**WATERTOWN HAMMOCK SUPPORT.**



Dealers in

Awnings, Tents, Horse Wagon and Stack Covers, Oiled Clothing, Etc.

73 Canal Street,  
GRAND RAPIDS, - MICHIGAN.

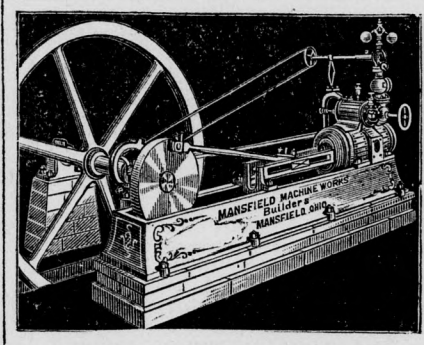
Send for Prices.

Blaine Whips,  
Cleveland Whips,  
Campaign Whips,  
Toy Whips,  
Westfield Whips,  
And Lashes of All Kinds and Prices.

ORDERS PROMPTLY FILLED.

**G. ROYS & CO., Gen'l Agents**

Grand Rapids, Michigan.



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**

IMPROVED

## 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 full samples of Leather Goods are now ready for inspection.

**Our Goods are Specially Adapted for the Michigan Trade.**

14 and 16 Pearl Street, Grand Rapids, Mich.

**CLARK, JEWELL & CO.,**

**WHOLESALE**

## Groceries and Provisions,

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

**GRAND RAPIDS, - - - MICHIGAN.**



# Groceries.

## Oil Producers to Cease Drilling.

From the Oil, Paint and Drug Reporter.

The agreement to start no new rigs or drill old wells until next January having been signed by seven-eighths of all the producers, is declared in full force and binding on all. The associated producers held sort of a love feast at Bradford, and harmony prevailed over their deliberations. The compact having been made, the prophets of the trade are now laboring to boom the market by predicting two and five dollar oil. Both stocks and petroleum took a decided turn for the better after the result of the Bradford conference was announced, and many operators believe this reaction to be the dawning of an era of prosperity. The situation at present is merely one of speculation as to whether the causes which underlie the advance are to continue in force or prove of little account. The agreement of the producers, if lived up to, will soon exhaust the oil stocks above ground, but the same causes which have worked failure in all previous attempts of the kind still exist. Irresponsible operators will always be found in the oil fields who manage to secure producing territory on the borders of prolific fields and sink wells to the oil sand, thus robbing the idle wells adjacent of their legitimate yield. This course naturally induces others to follow the same programme. By this plan the unscrupulous wildcatters reap the benefits that ensue from the cessation in production of reputable and conscientious producers. The trade may witness a wild race to see who can drill the most wells outside of the associated producers' territory, and force oil on a market that has been over-stocked and demoralized for some time, costing legitimate producers millions of dollars. The success of the shut down movement is doubted from the fact that the producers are under no restraint other than a simple obligation not to drill, and that owners of territory can proceed with the drill whenever there is any probability of the district being drained. This will afford a good sized loophole for some of the signers to escape. If the talk of the stoppage stimulates speculative trading, that policy may accomplish the desired object so fully that the actual cessation of operations may not be required. Speculators are not taking the present advance in values as a boom, but view it as a natural recovery. If the favorable elements can be kept moving, six months hence will witness a great change. Trade certainly needs a stimulus.

While on this subject, it may be stated that a movement is at last started for the purpose of effecting some sort of united action by Canadian producers. It is proposed to establish an agency through which will pass all transfers of crude, and which, in short, will occupy the position on the market of a producer large enough to control the production. It will collect and disseminate information as to production, stocks and other matters of vital importance to the trade, and will endeavor to establish the trade upon a legitimate business basis. It contains the elements of success and requires but the hearty co-operation of producers to make it effective. The plan will be circulated among producers, when they will have an opportunity to digest it.

## Pay Promptly.

A point often overlooked by the retail dealer is the importance of the prompt payment of accounts. A merchant ought never to wait for a statement, but should always have his remittance in the hands of the jobber the day it falls due. We are well aware that such a course might prove fatal to the unsuspecting jobber, to whom undoubtedly the shock would prove a bolt from a clear sky, but it would not take long for him to become accustomed to the new order of affairs and really enjoy it. But why should the retailer adopt this course? First, because promptness begets confidence, and will build up a man's credit and good name faster than any other thing he can do. Second, the cash discount thereby obtained will in the course of a year's business, amount to a good round sum. Third, because the jobber, thus handsomely treated, will be ever ready to accord such a customer every possible favor in his power; will acquaint him with the newest styles, the best selling goods; will see to it that no mistakes occur in the way of quality, etc.; in short, will look upon the prompt customer as a personal friend, and will do all that can be done to further his best interests. But how is a man to know the date of maturity of all these many and diverse bills? Keep a special diary for that purpose. When a bill is checked off record the date of maturity and see to it that a check is sent, not within a week or two, but in time to have it arrive at its destination the day it falls due. By this method you will find that in a short time your credit will be absolutely unquestioned, and you will soon find that your business is prospering beyond all your expectations.

## Features of the Week.

The grocery business has been fairly good during the past week. The market has been about steady, the only marked change being a firmer feeling in sugars.

Oranges and lemons are steady and firm at about last week's prices, with no prospect of lower prices at present. Walnuts are higher and peanuts a little lower, with prospects of an immense crop.

The present week witnesses the advent of the oyster season, several houses having announced themselves as able to fill orders any time after Thursday. Prices start high, but will undoubtedly decline as the season advances. Surely honors come easy to some men.

## VISITING BUYERS.

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

Mr. Emmett, Cotton, Russell & Co., Baldwin. J. G. Peterson, Ironton. C. Bergin, Lowell. S. C. Fell, Howard City. R. Carlyle, Rockford. J. Frost, McBride. S. R. Wylie, J. R. Wylie & Bro., Martin. Geo. A. Sage, Rockford. Ralph Steffen, South Blendon. C. H. Denning, Dulton. Mr. Carroll, of Carroll & Fisher, Dor. Ed. Roys, of Roys Bros., Cedar Springs. B. H. Lord, Howard City. J. J. Wiseman, Nunica. C. E. Kellogg, Jennisonville. G. B. Chambers, Wayland. Howard Morley, Cedar Springs. B. McNeal, Byron Center. Henry Strobe and Fred Nichols, buyer for same, Morley. E. P. Barnard, buyer for New Era Lumber Co., New Era. C. O. Bostwick & Son, Cannonsburg. A. Engberts, Beaver Dam. G. H. Walbrink, Allendale. M. B. Nash, Sparta. Baron & Tenhouse, Forest Grove. W. S. Root, Tallmadge. W. H. Struik, Forest Grove. J. Barnes, Austerlitz. John W. Mead, Berlin. Thomas Smalley, Smalley Bros., Bauer. Geo. Hobart, D. P. Clay & Co., Newaygo. O. F. Conklin, O. F. & W. P. Conklin, Ravenna. Norman Harris, Big Springs. M. J. Howard, Englishville. A. M. Church, Sparta. A. W. Stickle, Cadillac. F. E. Davis, Hopkins Station. John Scholten, Overisel. John Gunstra, Lamont. Geo. W. Bevins, Tusin. Cass Seoville, Seoville & McAuley, Edgerton. Nagler & Beeler, Caledonia. VanWormer Bros., Greenville. Wm. Parks, Alpine. J. W. Fearn, Big Rapids. Chas. Glick, South Cass. W. B. Hickert, Lowell. Smith & Fales, Coopersville. F. E. Davis, Berlin. F. A. Raider, Newaygo. R. Schack, Reed City. Waite Bros., Hudsonville. Jorgensen & Hemmingsen, Grant. F. C. Selby, Volney. B. Tripp, Bangor. Alex. Eckerman, Muskegon. J. F. Richardson, Jamestown. A. W. Fenton, Bailey. M. V. Wilson, Sand Lake. J. B. Watson, Coopersville. Frank Utley, Hesperia. Mr. Walbrink, I. J. Quick & Co., Allendale. G. P. Stark, Cascade. A. & L. M. Wolf, Hudsonville. Roop & Williams, Chipew Lake. Joseph Neuman, Dor. C. W. Armstrong, Bowen's Mills. Frank P. Watkins, Monterey. Chas. Cole, Ada. Nicholas Bouma, Fisher. P. J. Welsh, Shaytown. C. L. Howard, Clarksville. Colborn & Carpenter, Caledonia. J. Marlatt, Berlin. Heck & Goodman, Burnip's Corners. C. F. Sears & Co., Rockford. Spring & Lindley, Bailey. J. L. Graham, Hopkins. F. C. Brislin, Berlin. Gingham Bros., Lamont. J. E. Mallhot, West Troy. Sisson & Lilley, Lilley Junction. John J. Ely, Rockford. C. G. Jones, Olive Center. J. W. Galloway, Burnip's Corners. A. E. Landon, Nunica. A. J. Provin, Cedar Springs. Chas. A. Loomis, Sparta. John M. Cloud, Cadillac. Joshua Colby, Colby & Co., Rockford. A. Hanna, Casnovia. Mr. Wagar, of Wagar & Callahan, Cedar Springs. Mr. Walling, Walling Bros., Lamont. W. N. Hutchinson, Grant. O. B. Granger, of O. B. Granger & Co., Plainwell. Snod & Cook, Moline. C. Pfeiffer, Lake P. O. J. H. Edwards, Newaygo. Mr. Denton, of Robbie & Denton, Howard City. S. E. Bush, Pierson. Joseph Raymond, Berlin. Henry Stoddard, of Stoddard Bros., Reed City.

## VISITING SALESMEN.

Representatives of the following houses have been in town since our last issue: C. B. Coffin, Trojan Shirt Co., Troy, N. Y. Frank R. Edgett, Murphy & Edgett, Annapolis. R. J. Cunningham, with B. L. Solomon's Sons, New York. E. L. Mansure, with W. H. Horstmann & Sons, Philadelphia. G. E. Angier, with W. T. Mesereau & Co., New York. H. J. Wiggins, with H. B. Wiggins's Sons, New York. M. D. Palmer, Ray Hubbell, Northville, N. Y. C. A. Banker, Anglo-American Packing Co., Chicago.

## The Price of Hops on an Upward Tendency.

Reports from 200 hop growing towns in New York, Maine and the Province of Quebec indicate a crop at least one-fourth short of the average, but this is believed to be an underestimate. The averages for each State are as follows: Maine, 78; Vermont, 80; Quebec, 70, and New York, 70. Buyers have been prospecting here and there offering twenty-five to thirty cents per pound. Growers, however, are generally confident of higher prices and disposed to hold for thirty-five to fifty cents. Especially is this the case in New York, where forty and fifty cents have been offered in a few instances for new hops and where growers are well posted. Old hops are pretty much out of grocers' hands, only occasional small lots being reported here and there in New York. The new crop is of an extraordinary fine quality.

Last week Jas. Fox was selected to act as judge in a horse race. This week he was elected a member of the Board of Education from the Third ward, which is an indication of the high standing he has in the community. Surely honors come easy to some men.

## WHOLESALE PRICE CURRENT.

AXLE GREASE.	
Frazier's	85
Diamond	60
Modoc	70
Paragon	70
Paragon, 20 lb.	90
BAKING POWDER.	
Arctic 1 lb cans.	45
Arctic 1/2 lb cans.	75
Arctic 1/4 lb cans.	1 40
Arctic 1 lb cans.	2 40
Arctic 5 lb cans.	12 00
BLUING.	
Dry, No. 2	25
Dry, No. 3	45
Liquid, 4 oz.	35
Liquid, 8 oz.	65
Arctic 4 oz.	8 00
Arctic 10 oz.	12 00
Arctic No. 1 pepper box.	2 00
Arctic No. 2	3 00
Arctic No. 3	4 50
BROOMS.	
No. 1 Carpet	2 50
No. 2 Carpet	2 25
No. 1 Parlor Gem	2 75
No. 1 Hurl	2 00
Fancy Whisk	1 25
Common Whisk	85
CANNED FISH.	
Cove Oysters, 1 lb standards.	1 15
Cove Oysters, 2 lb standards.	1 95
Cove Oysters, 1 lb slack filled.	1 25
Clams, 1 lb standards.	1 65
Clams, 2 lb standards.	2 65
Mackerel, 1 lb fresh standards.	1 35
Mackerel, 5 lb fresh standards.	6 50
Mackerel in Tomato Sauce, 3 lb.	3 50
Mackerel, 3 lb in Mustard.	3 50
Mackerel, 1 lb Columbia river.	1 60
Salmon, 2 lb Columbia river.	2 60
Salmon, 1 lb Sacramento.	1 50
Salmon, Wm. Hume's Eagle.	1 85
Sardines, domestic 1/2 lb.	12 1/2
Sardines, Mustard 1/2 lb.	12
Sardines, imported 1/2 lb.	12
Sardines, imported 1/2 lb, boniness.	32
Sardines, Russian kegs.	50
Trout, 3 lb brook.	3 00
CANNED FRUITS.	
Apples, 3 lb standards.	90
Apples, gallons, standards, Erie.	2 50
Blackberries, standards.	1 10
Cherries, red.	1 10
Cherries, white.	1 75
Damsons.	1 20
Egg Plums, standards.	1 45
Egg Plums, Erie.	1 45
Green Gages, standards 2 lb.	1 40
Green Gages, Erie.	1 50
Peaches, 3 lb standards.	1 75
Peaches, 3 lb Extra.	2 00
Peaches, seconds.	1 65
Pie Peaches 3 lb.	1 15
Pears, Bartlett 2 lb.	1 40
Pineapples, 2 lb stand.	1 45
Quinces.	1 45
Raspberries, 2 lb stand.	1 25
Raspberries, 2 lb Erie.	1 40
Strawberries, 2 lb stand.	1 10
CANNED FRUITS—CALIFORNIA.	
Apricots, Lusk's.	2 75
Egg Plums.	2 85
Green Gages.	3 00
Pears.	3 00
Quinces.	3 00
Peaches.	3 00
CANNED VEGETABLES.	
Asparagus, Oyster Bay.	3 25
Beans, Lima.	90
Beans, String.	90
Beans, Boston Baked.	1 65
Beans, Stringless.	1 00
Corn, Erie.	1 00
Corn, Reverse.	1 10
Corn, Egyptian.	1 10
Corn, Yarmouth.	1 20
Corn Trophy.	1 15
Corn, 2 lb Onandago.	1 15
Mushrooms, French.	22 1/2
Peas, standard Marfat.	1 40
Peas, 2 lb Early, small (new).	1 60
Peas, 2 lb Beaver.	23 1/2
Peas, French 2 lb.	23 1/2
Pumpkin, 3 lb Golden.	1 10
Succotash, 2 lb standards.	85
Succotash, 2 lb B. & M.	1 15
Squash, 3 lb standards.	1 20
Tomatoes, 3 lb Dilworth.	1 05
Tomatoes, 3 lb Job Bacon.	1 05
CAPS.	
G. D.	75
Musket.	75
CHOCOLATE.	
Boston premium.	43 1/2
Baker's premium.	40
Runkles.	45
German sweet.	45
Vienna Sweet.	45
COFFEE.	
Green Rio.	12 1/4
Green Java.	17 1/2
Green Mocha.	25 1/2
Roasted Rio.	12 1/2
Roasted Java.	24 1/4
Roasted Mar.	17 1/2
Roasted Mocha.	24 1/4
Roasted Mex.	17 1/2
Ground Rio.	17 1/2
Ground Mex.	17 1/2
Arabica's.	15 1/4
XXXX.	15 1/4
Dilworth's.	15 1/4
Levering's.	15 1/4
Magnolia.	15 1/4
CORDAGE.	
72 foot Jute.	1 25
60 foot Jute.	1 05
60 foot Cotton.	1 75
60 foot Cotton.	1 50
FLAVORING EXTRACTS.	
Lemon.	
Jennings 2 oz.	1 00
" 4 oz.	2 50
" 8 oz.	3 50
" No. 2 Taper.	1 25
" No. 4	1 75
" 1/2 pint round.	1 25
" 1	9 00
" No. 8	3 00
" No. 10	4 25
Vanilla.	
Jennings 2 oz.	1 40
" 4 oz.	2 40
" 8 oz.	4 00
" No. 2 Taper.	1 50
" No. 4 Taper.	4 00
" 1/2 pint round.	7 50
" 1 pint round.	15 00
" No. 8	4 25
" No. 10	6 00
Faucault, self measuring.	62 50
Faucault, common.	65
FISH.	
Whole Cod.	4 1/2
Beefed Cod.	2 75
Herring 1/2 bbls, 100 lb.	2 75
Herring Sealed.	2 25
Herring Holland.	2 25
White, No. 1 1/2 bbls.	5 75
White, Family, 1/2 bbl.	2 25
White, No. 1, 12 lb kits.	1 05
Trout, No. 1, 12 lb kits.	5 35
Trout, No. 1, 12 lb kits.	5 35
Mackerel, No. 1, 1/2 bbls.	6 50
Mackerel, No. 1, 12 lb kits.	1 60
FRUITS.	
London Layers, new.	2 85
Loose Muscatels Raisins, new.	7 1/2
New Valencia Raisins.	7 1/2
Ondars.	6 10
Turkey Prunes.	6 6
Currents.	5 25
Almonds.	8 25
Dried Apples.	8 25
MATCHES.	
Grand Haven, No. 9, square.	2 25
Grand Haven, No. 8, square.	1 50
Grand Haven, No. 200, parlor.	2 50
Grand Haven, No. 200, parlor.	2 50
Grand Haven, No. 7, round.	2 25
Richardson's No. 2 square.	2 75
Richardson's No. 3	2 50
Richardson's No. 5	2 75
Richardson's No. 8	2 75
Richardson's No. 9	2 50
Richardson's No. 4 round.	2 25
Richardson's No. 7	2 75
Richardson's No. 7 1/2	1 70
Electric Parlor No. 17.	3 20
Electric Parlor No. 18.	4 04
MOLASSES.	
Black Strap.	30 1/2
Porto Rico.	30 1/2
New Orleans, good.	40 1/2
New Orleans, fancy.	50 1/2
OATMEAL.	
185 lb pkgs.	63 75
362 lb pkgs.	63 25
Imperial bbls.	65 50
Quaker bbls.	65 75
Steel cut.	65 75
OIL.	
Kerosene W. W.	13 1/2
do Legal test.	13 1/2
Sweet, 2 oz. square.	75
Sweet, 2 oz. round.	75
Castor, 2 oz. square.	1 00
Castor, 2 oz. round.	1 00
PICKLES.	
Choice in barrels med.	7 00
Choice in 1/2 do small.	4 25
Dingee's 1/2 do small.	4 25
Dingee's 1/2 do small.	4 25
American qt. in Glass.	2 00
American qt. in Glass.	2 00
C. & B. English quarts.	6 00
C. & B. English pints.	3 00
Chow, mixed and Jenkins.	3 50
Dingee & Co.'s C. M. & G. E. style, qts.	2 75
PIPES.	
Imported Clay 3 gross.	2 25
Imported Clay No. 216.	2 25
American T. D.	90 1/2
RICE.	
Choice Carolina.	6 1/2
Prime Carolina.	7 1/2
Java.	6 1/2
Patna.	6 1/2
Rangoon.	5 1/2
SALERATUS.	
DeLand's pure.	5 1/2
Church's.	5 1/2
Taylor's G. M.	5 1/2
Cap Sheaf.	5 1/2
Sea Foam.	5 1/2
S. B. & L.'s Best.	5 1/2
SALT.	
60 Pocket.	2 50
28 Pocket.	2 25
Standard Coarse.	1 55
Standard Fine.	1 00
Diamond C.	1 75
Ashtons, English, dairy, 4 bu. bags.	3 20
American, dairy, 4 bu. bags.	25
Rock, bushels.	30
SAUCES.	
Lee & Perrins Worcestershire, pints.	65 00
Lee & Perrins Worcestershire, 1/2 pts.	65 00
Pepper Sauce, red, large.	65 00
Pepper Sauce, red, large.	65 00
Pepper Sauce, green, large.	65 00
Catsup, Tomato, pints.	65 00
Catsup, Tomato, quarts.	65 00
Horseradish, 1/2 pints.	65 00
Capers, French surfinies.	65 00
Capers, French surfinies, large.	65 00
Olives, Queen, 16 oz bottle.	65 00
Olives, Queen, 27 oz bottle.	65 00
Olives, 1/2 pints, Antonio & Co.'s.	65 00
Olives, 1/2 pints, Antonio & Co.'s.	65 00
Olives, 1/2 pints, Antonio & Co.'s.	65 00
SEEDS.	
Hemp.	5
Canary.	5
Rape.	5 1/2
Mixed Bird.	5 1/2
SOAP.	
Lautz Bros. & Co.	
Ace, 70 lb bars.	6 1/2
Ace, 25 lb bars.	6 1/2
Towel, 25 bars.	6 1/2
Napkin, 25 bars.	6 1/2
Best American, 60 lb blocks.	6 1/2
Palma 60 lb blocks, plain.	6 1/2
Shampoo, 100 cakes, wrapped.	6 1/2
Master, 100 lb cakes.	6 1/2
Starline, 100 lb cakes.	6 1/2
Marseilles, white, 100 lb cakes.	6 1/2
Cotton Oil, white, 100 lb cakes.	6 1/2
Loat, 60 lb blocks, wrapped.	6 1/2
German Mottled, wrapped.	6 1/2
Savon, Republica, 60 lb box.	6 1/2
Blue Danube, 60 lb blocks.	6 1/2
London Family, 60 lb blocks.	6 1/2
London Family, 2 lb bars 80 lb.	6 1/2
London Family, 4 lb bars 80 lb.	6 1/2
Gem, 100 cakes, wrapped.	6 1/2
Nickel, 100 cakes, wrapped.	6 1/2
Nickel, 100 cakes, wrapped.	6 1/2
Boss, 100 cakes, wrapped.	6 1/2
Marseilles Castile, Toilet, 3 doz in box.	6 1/2
A 1 Floating, 60 cakes.	6 1/2
Kirk's American Family.	6 1/2
do. India.	6 1/2
do. Savon.	6 1/2
do. Satinet.	6 1/2
do. Revenue.	6 1/2
do. White Russian.	6 1/2
Goodrich's English Family.	6 1/2
do. Princess.	6 1/2
Procter & Gamble's Ivory.	6 1/2
do. Japan Talk.	6 1/2
do. Golden Bar.	6 1/2
do. Arab.	6 1/2
do. Mottled German.	6 1/2
Procter & Gamble's Velvet.	6 1/2
Procter & Gamble's Good Luck.	6 1/2
Procter & Gamble's Wash W.	6 1/2
Badger.	6 1/2
Galvanic.	6 1/2
Gowan & Stover's New Process 3 lb br.	6 1/2
Tip Top.	6 1/2
Ward's White Lily.	6 1/2
Handkerchief.	6 1/2
Sidall's.	6 1/2
Babbitt's.	6 1/2
Blue Rag.	6 1/2
Bluing.	6 1/2
Magnetic.	6 1/2
New French Process.	6 1/2
Anti-Washboard.	6 1/2
Spoon.	6 1/2
Vaterland.	6 1/2
Magie.	6 1/2
Pittsburgh.	6 1/2
Bogue's.	6 1/2
White castle bars.	6 1/2
Mottled castle.	6 1/2
Old Country.	6 1/2
SPICES.	
Ground Pepper, in boxes and cans.	10 25
Black Pepper, in boxes and cans.	10 25
Cinnamon.	10 25
Cloves.	10 25
Ginger.	10 25
Mustard.	10 25







## The Michigan Tradesman.

PENCIL PORTRAITS—NO. 28.

**A. D. Baker, Better Known as "Charley."**  
Allison Durand Baker was born near Ransomville, Niagara county, N. Y., May 9, 1860, and lived on the farm with his parents until sixteen years of age, when he went to Lockport, N. Y., and attended the Union school there two years. The death of his father impelled him to turn his attention to business pursuits, and he accordingly entered the hardware store of L. L. Chadwick, at Lockport, remaining there about two years, coming west in the spring of 1881. After a short stop at Greenville, he came to Grand Rapids and solicited employment at the hands of Foster, Stevens & Co., who gave him a position in the stove department. So well pleased were the firm with his work, that they proposed to him that he accept a position on the road, a proposition in which he eagerly acquiesced. The first territory assigned him was the principal towns on the four railway lines leading south of the city, but on the retirement of John Read from the road, he was assigned the principal northern points—dividing that territory with Geo. W. Alden—while he still retains the C. & W. M. Railway.

Mr. Baker's success as a salesman is to be attributed to his prevailing good nature, coupled with a faculty for making and holding friends, and to the fact that he takes pains to post himself thoroughly on every point in any way connected with the business of his adoption. He is a hard-worker and a skillful salesman, possessing to a marked degree the respect of his house and the confidence of his trade. A young man of good habits, and possessing exceptional business qualifications, Mr. Baker has every reason to look forward to a useful and promising career.

### Miscellaneous Notes of Interest.

In Louisiana rum is made from sweet potatoes.

The taxable values of the State of Texas for the year show an increase of \$60,000,000.

A popular cane in Maine is composed of whisky, except for a thin enclosing cylinder.

The annual sales of sawed lumber in the United States are said to aggregate \$233,000,000.

There are at present 695 potteries in the United States, half of which are in New Jersey.

"The hand that rocks the cradle is the hand that rules the world." It is the hand of the hired girl.

When the marriage ceremony was over, the parson was approached by the groom with the question: "What's the damage, elder?"

The shoe trade is in an excellent condition in Beverly, Mass., and one firm is said to have paid out \$76,000 in wages in six months.

When a saw has cracked near the teeth, to prevent it from continuing, drill a small hole at the end of the crack. This is said to be effectual.

Mr. Dude: "I always sleep in my gloves, Miss Fresh; it makes my hands so soft."—Miss Fresh: "And I judge you sleep with a cap for the same reason."

"Herr Meyer, I suppose you understand that every one was to bring along something to the picnic. What have you brought?" Herr Meyer: "My two boys as you see."

An old farmer who wrote to an editor asking how to get rid of moles, and received the reply: "Plough them out," answered back: "Can't do it. It's on my gal's nose."

Judge—"What sort of man, now, was it whom you saw commit the assault?" Constable—"Shure, yer Honor, he was a small onsignificant crathur—about yer own size, yer Honor!"

A young gentleman wishes to know which is proper to say on leaving a young lady friend after a late call—good night or good evening? Never tell a lie, young man, say good morning.

"Why did you put that nickle with a hole in it in the contribution box?" asked one man of another. "Because I couldn't put the hole in without the nickle, and I had to put in something."

"Doctor, my daughter seems to be getting blind, and she is making ready for her wedding. Whatever will she do?" "Let her go on, by all means. If anything can open her eyes, marriage will."

The average man doesn't feel as bad when he receives ten dollars too much change as when he gets ten cents too little. He is more anxious to correct the little mistake than he is to rectify the big one.

"What is the price of this axle grease?" asked a new salesman of his employer, the grocer, "there is no mark on it." "It depends on your customer; if he asks for axle grease charge him fifteen cents per pound, but if he wants butter make it thirty-eight cents."

A machine for making paper pulp from sawdust was recently put up at Glens Falls, N. Y., and is pronounced a success. The pulp shows a long fiber, from which a fine quality of book, news and wrapping paper is made. A ten ton paper mill will be built at once.

A genius in the hardware line has devised luminous door-knobs which he advertises will "shine all night." Anybody can find the door-knob in the dark, but the key-hole is what bothers most men who stay out late. A luminous key-hole would "fill a long felt want." Where is the hardware manufacturer that will bring out luminous key-hole trimmings?

Locomotives have fallen in price very heavily in the last few months. A contract for building ten locomotives at \$8,000 each, has just been taken, it is said, by an Eastern company which sold locomotives precisely similar only a little over a year ago for \$15,000.

Judge: "If that man don't stop disturbing us with that coughing, I'll fine him \$10."—Response: "Jedge, I'll be willing to pay \$20 to have that cough stopped. If you can do it for \$10, better get off the bench and go to practicing medicine. There's money in it, Jedge, money in it."

A poor child in Boston has had daily treatment for seven weeks at the Massachusetts General Hospital for badly swollen feet, the result of poisoning from the use of cheap red stockings. Her feet were in a terrible condition at first, but have gradually improved under treatment.

The acting Secretary of the Treasury has issued instructions to all customs officers to declare against rags coming from European ports suspected of infection, and prevent the landing of them unless proof is furnished that they are wholly free from disease and come from no infected ports.

The *American Artisan* pertinently remarks: We do not know that it is within the reach of human genius, but the man who gets up a good stove polish which will not drive the family out of the house by its villainous odor, when the stove is first lighted, will have a sure road to fortune.

Maine is opening her eyes over the fortune she sinks in potato bugs every year in the form of Paris green. One dealer in Portland has sold ten tons this year, and he has no doubt that the farmers of the State have scattered over their fields a hundred tons of the poison, at a cost of \$50,000.

A distinguished politician, while conversing with a lady the other evening, became piqued by her attention to a beautiful dog that was resting its head confidentially in her lap, and impatiently asked: "How is it that a lady of your intelligence can be so fond of a dog?" Because he never talks politics," was the prompt reply.

Brunswick black thinned down with turpentine until it has attained the right tone and color, will, if a little varnish be added, about one-twentieth of the bulk of the black and turps, prove a stain for imitating walnut or oak-wood. There is no difficulty in getting the mixture to dry hard, and it will take varnish over it first-class.

Our trade with Japan has increased rapidly. In 1860 we imported 365,000 pounds of tea from that country, and last year 34,000,000 pounds. The imports from China in 1883 amounted to 30,000,000 pounds, which was 2,000,000 pounds less than in 1860. Last year we exported 2,300,000 cases of oil to Japan and 1,100,000 cases to China.

The cattle and sheep raising interests in New Mexico are growing to large proportions, and capital is rapidly being invested in the business, which yields handsome returns. It is claimed that New Mexico is the best stock raising country in the west. The grasses are rich, nutritious and plentiful, while in many localities water is abundant, and where it is not, it has been demonstrated that artesian wells will supply the deficiency at a small expense.

### M. M. HOUSEMAN,

ATTORNEY AT LAW,

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GRAND RAPIDS, MICH.

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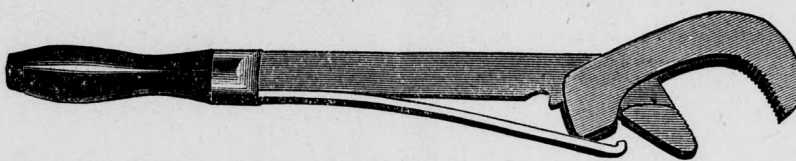
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### ANDREW WIERENGO,

Wholesale

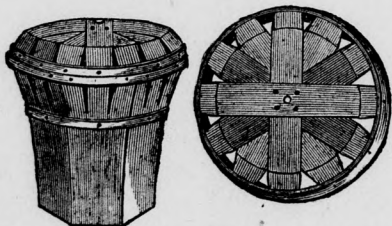
### GROCER,

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.

### 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 " Mustard.	" " Apricots.
James Epps' " Breakfast Cocoa.	" " Egg Plums.
Choice Brands of French Peas.	" " Pears.
" " Mushrooms.	" " Quinces.
" Italian Macaroni, 1 lb pkg.	" " Grapes.
" " Vermicella.	" " Cherries.

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

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

## SHIELDS, BULKLEY & LEMON.