

The Michigan Tradesman.

VOL. 1.

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NO. 52.

THE FINANCIAL SITUATION.

Joseph O. Rutter in the Current.

II.

In alluding to the growing contraction of the circulating medium, the intention is to touch it entirely with reference to the nature of the effect produced upon property values in the country, by continuously lessening the amount of money available for daily uses, and not for the purpose of in any way considering the value to the people as a whole of possessing a large intrinsic wealth stored away for what we proverbially call a "rainy day," although it might be here said that for such purposes a metallic reserve would be better in every way than a paper currency which has been irredeemable in the past, and under contingencies not at all impossible to arise in the future, may be so again.

As against the effects of the contraction which is under consideration, there is the added purchasing power which is given to money by the great shrinkage of values which attaches to all kind of property for a long period following a collapse or a panic. A collapse in values usually is the outcome of a panic, but sometimes it precedes one, as, for instance, the decline under which we are now laboring began in 1881, and has continued steadily until this year, when its accelerated speed brought about such enormous failures that an unnatural frenzy was caused and a panic came. It is also, generally speaking, a fact that after a panic and collapse, money is very plentiful and interest rates low. This comes mainly from the timidity of men in business and of those seeking permanent investment for their idle funds. It is the occasion of constant remark among observing men: "How much more readily as a rule, properties will change owners when prices are high and apparently going higher than when they are low, and with a lower tendency?" Both of these last conditions operate in the nature of an expansion of the money adroit among the people. That this apparent expansion does not quickly make itself felt in a revival of business, is because the business interests labor at such times under what medical men call in human conditions "suspended animation."

A very striking illustration of the manner and effect of the working of strong contraction in the volume of money may be had by contrasting the conditions existing after the panic of 1857 and that of 1873. The paper money—or, to be more precise, the bank note circulation—in 1857, was issued under the authority of the various state legislatures, and came from every section of the union.

In the uncertainty and apprehension which prevailed everywhere in regard to it the people had little disposition to hoard it. Money laid away was almost wholly in gold and silver. When these notes came into the hands of people who were in debt, the apprehension in men's minds regarding it, operated as an incentive to be rid of it. There is always a natural indisposition to submit to a brokerage or discounts, and so the most feasible thing to do would be to pay debts with it. And the same line of reasoning or feeling, whichever it may be called, induced its continuance in circulation; and so on and on it went, performing a most important and useful function, which enabled the great mass of people to liquidate their debts. Notwithstanding the fact that there was no bankrupt law in force then, through which both honest and dishonest debtors could pay their debts by process of law, or rapacious creditors turn the United States courts into a mercantile, or diligent creditor's collecting agency, the number of insolvent debtors at the opening of the civil war was, relatively speaking, much less than in 1877, four years after the shock of 1873, and after (who would dare say how many?) thousands of people had a clear quittance of their monetary obligation under the authority and seal of the United States government. The number of people who lost anything of consequence by the failure of the state banks, through their bank note circulation, was few and the total loss to all aggregated a sum sufficiently small, certainly insignificant when compared with the good achieved to the community as a whole by its continuance in constant circulation.

No allusion is now made, when writing of losses to the community by state bank circulation, to the losses which accrued through the failure of the state banks of Illinois, Indiana and Wisconsin, in what is called the "stump-tail" period. These systems of banking did not owe their decline to any of those causes which produced the panic of 1857. Their trouble had a different origin. It was brought about mainly by the decline in the value of the state bonds pledged for the ultimate redemption of their circulating notes. The war of the rebellion destroyed the value of all southern state bonds, most of which had been in high favor for investment; and this decline destroyed the banks. Had there been no war the objectionable features of these banks would no doubt have been quickly remedied by the different legislatures. A system of forced redemption would have speedily checked over-issues of notes and kept them within bounds. The

want of such a system, was perhaps the most conspicuous objection to these banks. Much unjust and needless anathema has rested on the head of the "stump-tail" system. It has often been confounded with other than real cause. It is not proposed to make any comparison between the circulation of the state banks, such as formerly was furnished, and the present system of legal tender and national bank notes, the purpose being rather to enforce upon the reader the advisability, indeed the actual necessity, of devising some means by which hoarding, or at least excessive hoarding of the bank note circulation shall be avoided, and to show the great benefits accruing to business, and, in fact every interest, by keeping the money of a country in movement. This is the purpose of its creation. Money is a medium for the exchange of properties. When it ceases to be in movement it might as well not be, as far as the community at large is concerned.

Under the practices which govern the transactions of mercantile business, in a wholesale way, at the present time, many evils are growing.

The custom of inducing purchases, by the dealers in the interior towns, by granting long credits under cover of "dating bills ahead" against present shipment of goods; and of keeping an army of traveling salesmen, who, in too many cases, are more the agent of the buyer than of the seller, and whose success is not infrequently dependent at the house, upon the aggregate amount of sales more than on the profits obtained—who are also in many cases largely the advisory "credit men" of the establishment, as well as its salesmen—are some of them. They are constant topics of discussion, and many plans are offered for the cure of them. Nothing practicable has been suggested, and the difficulty of securing co-operation is so great it is unlikely that any change will be made until some great upheaval forces a different mode of selling goods upon the great distributing houses. Another cause of disturbance in times of unsettled monetary conditions, which creates anxiety, and danger to merchants, is the custom, now very general, of taking the liberal offers of discount for cash, in their purchase of merchandise or material rather than avail themselves of the long credit. This throw most houses upon the banks, or on the street, for capital in the form of borrowed money—a recourse which is sure to fail them when actual stringency or timidity induces lenders to withdraw from the market.

Banks differ essentially from merchants in this particularly that bank liabilities are always due, and may, at any moment be demanded.

This feature of their business often compels a contraction when the disposition and the judgment, if undisturbed, of the bank officers would prompt a different course. A prudent merchant will, as far as possible, guided by observation and experience, so arrange his purchases and payments that in the usual course of his affairs, the receipts from his sales will take care of his payments. This line of management cannot be the guide of the banker, for the reason already given.

In cities like New York a fund may be kept loaned subject to a demand call, which will add great strength to reserve power in times of trouble. And in a good degree the same policy can be followed in Chicago. But few cities, however, offer facilities for these loans; and the policy cannot be made on that account a general one. A great many complaints have come from the seaboard of the difficulty experienced by merchants in selling their paper, or borrowing money from the banks. May it not be as is here suggested, that to much dependence is placed on the profits accruing from discounting their purchases, and too little upon obtaining a better profit on their goods?—too much dependence on borrowed money and too little on the use of their credit in other directions?

Without inquiring at this time why it is, so, anyone familiar with the matter knows that one of the great drawbacks to prosperity now is the high rate of expenditure necessary for both business and domestic sustenance. Contrasted with the compensations obtained in other countries than our own, the conclusion can hardly be escaped that our countrymen have an evil to contend with which must be done away with before we can find our way to a permanent and enduring prosperity. So much has appeared in the public newspaper press in the past few years regarding the enormous issues of stocks in the various corporations which the development of the country has called into existence—and the chief of which are our railroad corporations—stocks which in the great majority of cases are what are known as "pure water," that is, do not represent a dollar of money paid in for them, but upon which the agricultural producer and consumer is taxed by way of freightage, the same as if value had been actually paid, and for the existence of which even the argument "that the promoters of the schemes are entitled to a compensation for the early risks taken," has lost its force—if it ever had any force—that it will be unnecessary to make any further allusion to it here.

SHEFFIELD.

The Development of Her Cutlery Manufacture.

A writer in the *English Illustrated Magazine* gives some interesting facts concerning the development of the Sheffield cutlery manufacture, from which we make extracts:

The cutlery trade is the industry upon which the prosperity of Sheffield was built, and which has been most constant to the town. Indigenous to the soil, jealously nursed and perfected within the manor of Hallamshire, the craft remains, so far as the United Kingdom is concerned, the practical monopoly of Sheffield.

In the infancy of the cutlery trade, Sheffield had more competitors in the home market than it has now, since, besides London, which still makes a pretence of rivalry, the making of knives was carried on at Salisbury, at Woodstock, and at Godalming.

The manufacture of cutting instruments in some form or other in the Sheffield district probably dates back to the time of the Roman settlement, but the first historical reference to the existence of the iron trade is contained in a grant made about the middle of the 12th century to the monks of Kirkstead, for iron-working at Kimberworth, near Rotherham; and the earliest identification of Sheffield with cutlery itself appears to be in connection with a list of articles issued from the Privy Wardrobe to the Tower in 1341, which contains the entry "cultellum de Sheffield." Before 1400, the "Sheffield thwytel," or whittle, was famous all the country over, as Chaucer testifies; the "thwytel," which the immortal miller "bare in his hose," probably being something between a dirk and the domestic table-knife. Sheffield was at that time rather the center of a district engaged in the production of cutlery than the sold place of manufacture, the area including Rotherham and Ecclesfield, and extending as far as Chesterfield.

For several centuries London remained a formidable competitor with Sheffield in *fine* cutlery, but the special reputation of the metropolis in this respect has long passed entirely into the surgical instrument trade, in the more delicate sections of which London is still supreme. According to the historian Stow, "Richard Matchews, on Flete Bridge, was the first Englishman who attained perfection in making fine knives and knife hatts, and in the fifth year of Elizabeth he obtained a prohibition against all strangers and others from bringing any knives into England from beyond seas, which, until that time, were brought into this land by shippers lading from Flanders and other places."

By far the most engrossing aspect of the cutlery trade of Sheffield is its history; and its history is enthralling, not because it records any remarkable vicissitudes of the industry as a craft, for its course has been singularly even and natural; not because of any dramatic developments in processes, for practically cutlery is made at this moment in the same primitive way as when the clang of the smith's hammer startled Lord Shrewsbury's deer; but for the light which the record throws upon the formation of the character, the habits of thought, and the economic theories of a body of artisans who have figured rather unfortunately in our industrial annals, and to whom full justice has never quite been done.

Sheffield and trades unionism will probably always be bracketed together with a sinister suggestiveness. It was not until the latter half of the eighteenth century that the trade began to shake off its self-imposed fetters, and that, under the impetus of the discovery of silver-plating and the crucible steel process, of the manufacture of the Britannia metal, the opening of the Don for navigation, and the cultivation of the foreign trade, the prosperity of the town began to move at anything like a recent rate.

By the early years of the present century a new social system had taken shape, and a wide gulf was disclosed between manufacturers and artisans. The wealth which had brought the masters social dignity also brought them more enlightened views of the interests of the town, and in 1814 they very wisely obtained an act repealing the restrictive clauses in their charter and throwing the trade open to freemen and non-freemen alike.

Soft Wood for Fuel.

From the Woodworker.

In portions of the country where hickory, maple, and white oak abound, little use is made of the soft woods as fuel. Many regard them as nearly worthless for that purpose. In the West, where wood for fuel is scarce, farmers have been advised to plant hard-wood trees for producing fuel-wood. They have been told that hard wood is worth twice as much as soft for heating or cooking purposes, while the expense of cutting and hauling is nearly the same. Admitting all these statements to be correct, it does not follow that it is advisable to plant trees producing hard wood if the object is to obtain fuel in the shortest time possible. The maple, hickory, beech, and white oaks are of very slow growth. Trees set out in one's childhood will not be of very large size when the planter reaches old age. Most of these trees will not grow well except on soils favorable to them. Willows, poplars, and

whitewood trees, however, will grow almost anywhere. They are easily propagated by cuttings as well as by sowing the seed. Their growth is very rapid. Especially is this the case with the various kinds of willows. They are among the first trees to put out leaves in the Spring, and they continue to grow till frosts appear in the Fall. Good fuel can be obtained from willow trees that have been planted out but five or six years. As soon as the trunks are cut off sprouts will appear, which in the course of a few years will become stately trees. The wood is certainly not the best. It is, however, very easily obtained, and will prove better than most persons suppose. The trees should be felled and the wood cut in suitable lengths early enough in the season to allow it to become thoroughly seasoned before the approach of winter. It will dry well if the bark remains on the wood. Many think that it dries better if the sticks stand nearly upright than if they are corded up. When dry, the wood should be protected from rain and snow.

Cardinal Principles of Partnership.

In an accounting upon the dissolution of a partnership, there was a dispute as to the authority to incur expenses and as to interest. Both appealed, and the Supreme Court of Michigan, in deciding the case, through Judge Sherwood, said:

1. With or without the consent of one partner, the other can expend any reasonable amount which he may deem proper in the legitimate prosecution of the co-partnership business.

2. Unless it is agreed between partners before dissolution and final settlement, neither is chargeable with interest on money he owes to his partner or to the firm, arising out of the business transactions of the firm. We do not mean to be understood to say that there may not be equitable circumstances existing between partners before final settlement which would raise an implied agreement to pay interest.

3. Interest can never be allowed upon an unsettled or unliquidated account without an express agreement, or one clearly implied, and the case must be a strong one when it is between partners to warrant its allowance without an express agreement to that effect.

Fall Novelties in Buttons.

There are many novelties in buttons and no a few of them are very tasteful. All fancy dress buttons are smaller than last season. There is quite a run on crochet buttons. Very popular are all the steel effects, and the velvet and tinsel fronts are having quite a good run. A fine line of fancy dress buttons has fronts of pearl and cut steel. They vary in price from \$2.25 to \$27 per gross. A beautiful button, selling at \$20 per gross, has a hard enameled floral center framed with cut steel and pearl rings. Dress buttons, having Rhine stone centers have proved to be a good addition to a button stock. Some choice chenille buttons are in the market. They are bullet shaped, with and without steel heads. Half ball dress buttons, the front being composed of a narrow silk braid, come in all colors and are very effective. Jet buttons, with and without polished steel points, are as active as ever. They are shown in much smaller sizes than last season.

The Origin of the Cigarette.

The origin and early history of the cigarette is shrouded in obscurity. The earliest trace that can be found of it is in Spain, where it is known that over a century ago cigarettes were made by rolling tobacco in a leaf obtained from the inner husk of corn. In Cuba, seventy years ago, tobacco rolled in thick straw paper was in common use. Ten years later rice paper was called into requisition and cigarettes came into use in various parts of Europe, notably in Turkey. In France they were first extensively smoked in 1843. Six years ago there was no such word as cigarette to be found in any American dictionary.

The Curse of the Glove Trade.

Frequent complaints are heard among the glove men regarding the abuse of the guarantee privilege. There is apparently no redress. When a lady returns a glove to a retailer, claiming that it is imperfect, he is compelled to take it back and make restitution. The chances are nine in ten that the customer injured the glove herself by yanking it on or by trying to squeeze into it. There is a large prize awaiting the man who will devise some system or method by which the difficulty can be obviated.

"What makes you look so blue?" said Pat to Mike. "Begorra, an' you'd look blue, too, if you came home and found your wife in bed with Spinal Meningitis. Be Hevins! I'd uv shot the bloody Etyetalian!"

Gilbert, Hopkins & Co., general dealers, Sherman: "We are much pleased with your paper and can not do without it."

Gilbert Hopkins & Co. succeed Stertivant & Hopkins in general trade at Sherman.

John Dubois has engaged in the meat business at Fremont.

Even the humble pie-baker boasts that he is a great tartist.

IRON AND STEEL NAILS.

Difference in the Processes of Manufacture.

The reason why less labor is employed in making steel nails than in making iron nails, is thus described by the *New York Journal of Commerce*:

The reason why steel nails can be made with less labor than iron nails, is because the steel itself is made by the Bessemer process, which turns out immense quantities by very simple machinery, while in the case of iron used for nails the process is by hand, ver-laborious and slow. A Bessemer converter can make from 120 to 250 tons of steel per day, simply by the help of a few men to attend machinery. It is an enlarged foundry process, where metal is melted and operated upon chemically. This metal is poured out into ingots, and these ingots are heated and rolled into steel nail-plate and cut the same as the iron nail-plates.

But the case is different with the plates for iron nails. First, the pig iron is put in a puddling furnace, a half-ton at a time, and worked laboriously by two men, a puddler and a helper, for an hour and a half. Five "heats" constitute ordinarily a day's work, and the product is in the neighborhood of a ton or a ton and a quarter of iron, which is heated and worked into nail plate and cut to convenient lengths to be handled by the nail cutters. Twenty puddlers and helpers might turn out twelve to fifteen tons of iron plate in a day, but the same force at a Bessemer plant might turn out ten to twenty times that quantity of steel. A Bessemer "blow" can be made in thirty to forty-five minutes and produce five to fifteen tons, according to the capacity of the converter, simply by the labor of unskilled men to fill the converter with the necessary material and the labor of a skilled man to turn a little wheel to regulate the blast, by which the impurities in the material are oxidized and eliminated. One Bessemer plant makes 700 tons in one day with two converters doing their best, and this with the work of a small squad of laborers. It would require the labor of from 1,000 to 1,200 skilled ironworkers to make the same quantity of puddled iron, and then it would be vastly inferior to the Bessemer steel.

The actual labor of cutting the nail plate up into nails is the same with either iron plate or steel plate. The saving in labor is in the preliminary processes described. There are at present two Bessemer plants making steel nail plate. One is at Bellaire, O., and consists of two four-ton converters. Its first blow was made April 28. A few men here did what 200 did before. The second Bessemer plant is at Worcester, Mass., and also consists of two four-ton converters. The first blow of this establishment was made the 2nd of June.

A third plant is in process of erection, and will probably not be in operation until some time next year; it will have two four-ton converters. Here is a present and prospective capacity of six converters of four tons capacity each, casting in less than an hour. Hand labor in the rolling-mills is becoming slowly driven to the wall. Steel is supplanting iron gradually, but the revolution has obtained a strong foothold and nothing can arrest it. Steel nails can be made cheaper than iron nails and are much more serviceable. The same will be true of other forms of iron, as progress is made.

There are at present sixteen Bessemer steel-rail establishments in the United States, with a productive capacity of not far from 2,000,000 tons ingots per annum. Under the decline in railway building this enormous capacity has depressed prices. The complaint made as to steel nails is that they are smoother than iron nails, and therefore have less grip on the surrounding materials, but their use has not been extensive enough to say what they are worth compared to iron nails. They will certainly last longer, and, being made with less labor and out of cheaper material, they can crowd iron nails out, just as steel rails have crowded iron rails out of the market.

How Needles are Made.

Needles pass through the hands of eighty workmen. There are five series of operations in the manufacture: conversion of the wire into needles in the rough, tempering and annealing, polishing, softening of the polished needles, and putting up into packages. The conversion into needles in the rough involves twenty operations, the principal one of these being gauging the wire, cleaning, reeling and cutting into pieces of a length equal to two needles. Sharpening or pointing is done by means of grindstones. By the aid of a leather thumb-stall, the workman holds fifty wires at a time. The latter becomes red hot by friction on the stone, and a constant stream of fine particles of the steel and stone is thrown off, which formerly brought about phthisis in the workman after a time, but the adoption of powerful ventilators has now remedied all that. After pointing, the wire is cut in two, the head is flattened, and it is then annealed. Then the eye is punched in the head by means of a steel punch, the operation being performed by children. Other children "hole" the needles, that is, remove the particle of steel detached by the punch. After this, the heads are hollowed, sorted, and, when necessary, ce-

mented. Tempering and annealing of the raw product require nine operations, but they are performed with lots of thirty pounds in weight, each containing more than three hundred thousand needles. Polishing is the longest operation, although one million are polished at once. It requires five operations, each of which is repeated seven or eight times. The needles are put into rolling cylinders along with small, hard stones and oil of colza.

A Successful Salesman.

From the N. Y. Dry Goods Bulletin. A discreet, honorable, industrious, good-tempered, persevering and attentive man, always supposing he thoroughly understands his business, will invariably succeed. The writer remembers a case in which good temper, discretion, industry, happened to be centered in one individual. His duties consisted in "drumming" the jobbers for orders on woolen goods, such as cassimeres and worsted coatings, of which he carried various lines of samples of each. On his route was an important firm upon whom he called regularly every trip, but for five long years he had never secured a single line. His patience and perseverance were put to a very severe test every time, but the climax was enough to upset the equilibrium of the best. One wet day he called upon the firm in question, and seeing his man disengaged, he went for him at once, and after a few preliminaries which an experienced salesman knows how to use so well, he opened his wallet and placed his samples temptingly before his man, ere he was able to say nay. The merchant came forward, took the whole lot up and threw them into the street. With many, hot words at least would have followed this grossly insulting behavior; but no, the salesman's head was set straight on his shoulders. He quietly picked every sample out of the mud, and, returning to the counter where his case lay, politely asked the merchant's permission to rearrange matters, and regretted he had called so inopportunist. The man was so heartily ashamed of himself that he gave the salesman a good round order and the merchant eventually became the other's largest customer.

Miscellaneous Trade Notes.

Paper money is said to be ten per cent. more valuable than coin in China.

Oleomargarine is outdone at last, some ingenious Irishman having invented a method of making butter out of bog peat.

A Pittsburg concern makes maple sugar of plaster paris, rice, flour, molasses and a little coloring matter, without any sugar at all.

The home consumption of copper in England during the last quarter, is reported to show an increase of 13,413,920 pounds over the same period last year.

With its population of less than 2,000,000 Chili, has, during the past fifty years, poured out to the markets of the world about 50,000 tons of copper annually.

So great is business depression in Cuba that in Havana alone there are 4,000 untenanted houses, and in some places in the island, houses are let free of rent.

The total production of copper mineral of the mines of Lake Superior for the first half of 1884 was about 20,000 tons, against about 17,000 tons for the same time last year.

Black walnut sawdust mixed with linseed gum is now moulded into flower pieces and other ornaments for furniture. These artificial decorations are said to be much more durable than carved work.

Grecian mythology tells us that the inventor of the saw once found the jaw-bone of a snake, and used it to cut through a piece of wood, then imitated it by jaggung an iron plate, and thus made a saw.

Prices on whalebone have descended about 20 per cent. The spring boom did not, apparently, last very long. In the meantime a great deal of French horn bone, a substitute for whalebone, is being sold.

Many people buy tea from Chinese dealers on account of its being packed in quaint little boxes. The package is no proof that the article is genuine, as the wrappers are made and the tea is packed by a New York firm on Water street.

New firms, just starting in business, often fall into the error of supposing that they must offer extra inducements to customers by underselling their neighboring competitors or by cutting the price of some specific article of general need. Such a practice invariably militates against the firm so doing, and brings them enmity from the entire trade.

The sands used in the manufacture of mirrors are now used by a Paris company to make white bricks and stones. These can be made into any desired form. The sand is first strongly pressed by hydraulic power and then baked in ovens at a very high temperature. The brick is chemically speaking, almost pure silica. It is not injured by frosts, rain, etc., is very light—the specific gravity being only 1.50 to 1.85 of clay bricks. The white color is very beautiful and regular. In fact the bricks are an artificial white stone.

Geo. H. Remington, who has for several years past been identified with the blast furnace at Bangor, has engaged in the grocery business at that place. Shields, Bulkley & Lemon furnished the stock.

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E. A. STOWE, Editor.

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POST A.

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Regular Meetings—Last Saturday evening in
each month.

ONE YEAR OLD.

With the present issue, THE TRADESMAN completes the first year of its existence, and enters upon the threshold of a second volume. It is needless to say that its publication was begun with many misgivings, and that its career has been fraught with the usual drawbacks incident to every journalistic enterprise. Before six months had elapsed, however, it was plainly discernable that the venture was a success, and now at the conclusion of a twelvemonth, it is a pleasure to be able to announce that the paper is a permanency, having been established on a firm financial basis, and being the recipient of a substantial and constantly increasing patronage. As is the case with all innovations, the paper was at first regarded by some with indifference or absolute antagonism; but it is not saying too much to affirm that as the months have gone by, its friends have grown warmer and more constant, and that those who at first were skeptical as to its success have been won over as friends. Such results speak louder than any wordy commendation possibly can of the merits of the paper, and of the influence it exerts in the right direction. Stimulated by the success of the past and the promise of the future, we shall aim to make THE TRADESMAN better next year than it has been the past, and in this we shall have the experience of the past to serve as a guide and a warning.

The same general features that have served to give interest to the paper in the past will be retained, together with such additional features as the times may seem to demand. The same freedom of expression that has characterized the editorial policy of the paper will serve to mark it in the future, and trade frauds of every description will be given merited attention. Looking to the retail trade for support and co-operation, we are allowed a degree of latitude unknown to the "house organ," and shall continue to exercise that privilege to the advantage of the retail trade. In conclusion, the patrons of the paper will accept our hearty thanks for their patronage in the past, and we bespeak from them the same cordial support in the future.

Thirty-four signatures have been obtained to the paper calling a meeting of the jobbing trade for the purpose of discussing the advisability of forming a Mercantile Exchange. The meeting will be held at the place designated Wednesday evening, at which time it will undoubtedly be determined that the sentiment of the jobbing trade is overwhelmingly in favor of the proposed organization.

The following clipping, from the Bloomington correspondence of the Allegan Gazette, emphasizes the protest voiced by THE TRADESMAN earlier in the season relative to the organization of a cheese factory at every cross roads:

Our largest cheese factory has 1,400 boxes of cheese on hand and accumulating. Some of our wise ones think that fifteen or twenty new cheese factories in southwestern Michigan have overdone the cheese business.

The meeting of the druggists of Michigan held at Detroit last week under the auspices of the State Pharmaceutical Association, was suggestive of the great interest felt in the subject at issue and of the pressure which will be brought to bear on the next Legislature to secure the enactment of a pharmacy bill. The character of the officers selected is a sure indication that the campaign at Lansing will be spirited and aggressive, and that the results accomplished will be all that the members of the Association have anticipated.

Detroit hospitality has been many times tested and never found wanting. And the entertainment accorded the druggists of the State last week serves to strengthen the reputation heretofore possessed by the City of the Straits in this respect. With every facility for the comfort and convenience of guests, coupled with the prevailing spirit of welcome and hospitality, it is comparatively easy for the stranger to imagine that he is in the hands of friends, and that he is not required to exercise any concern regarding his own welfare.

The present occasion is an excellent opportunity for the druggists of Grand Rapids to effect a local organization. There are about forty retail establishments in the city, nearly every proprietor of which would enter into the work of organization with zeal and determination. The good results which would follow from concerted action on matters affecting the general welfare of

the trade would alone compensate for any outlay of time and money; and the encouragement such an association would offer to the committee having in charge the proposed legislation at Lansing this winter would be in itself a sufficient excuse for the undertaking. Organization is the order of the day, and the druggists should hasten to take rank in the front of the procession.

PENCIL PORTRAITS—NO. 29.

W. S. Horn, the Small Man of the Grocery Trade.

Walter Scott Horn was born at Weisport, Pa., April 28, 1856, and lived there with his parents until seven years of age, when the family removed to Lauer's Station, Pa., where they remained five years. They then went to Springtown, Pa., where they lived for two years, when they made a final change to Bethlehem, Pa., where they still reside. Here Walter received the most of his education, and in 1872 apprenticed himself to learn the trade of coach painter, serving a faithful three years' apprenticeship, and continuing to work at the trade about three years longer. Finding that the business of his selection did not agree with him, so far as health was concerned, he came to Michigan, going first to Muskegon. There he entered the employ of Andrew Wierengo, who was then conducting a retail grocery business on Pine street, near the location of his present wholesale store; and during the year and a half Horn was in Wierengo's employ, he became acquainted with and wedded his present wife, who was a sister of the proprietor, and at that time occupied the position of cashier. Severing his connection with Wierengo, he entered the employ of L. C. Dearborn, boot and shoe dealer, with whom he remained less than a year. He then purchased the stock and business of his brother-in-law, who engaged in the jobbing trade, and carried on the business on his own account about a year and a half, when he sold out, and entered Wierengo's employ as traveling and local salesman. He continued in that capacity for about two years, when he resigned to accept a similar position tendered him by Fox, Musselman & Loveridge. He was assigned as his territory the C. & W. M., north and south, and available towns on the D., G. H. & M., west, with frequent drives to inland towns. He sees his trade every two weeks.

Personally, Mr. Horn is one of the best natured boys on the road. Small in stature, and by no means handsome in feature, he is nevertheless a favorite, both among the boys and the trade, and is quietly building up a reputation for effective work that would do credit to many a traveler, older in point of years and service on the road. His experience in the grocery business has been of the practical kind, which enables him to talk understandingly of the line he handles, and this fact, coupled with his ability as a salesman, renders him a valuable man for the house he has the honor to represent.

COUNTRY PRODUCE.

Apples—The market is well supplied with home-grown fruit, which sells at \$1.50 per bbl. for cooking and \$1.75 per doz for choice eating.

Butter—Creamery is very scarce, in consequence of which a really choice article readily commands 25c. Dairy is also very scarce, and it comes to the better grades, and finds ready sale at 17c.

Butterine—Has come into the market for the winter campaign, and will undoubtedly tend to keep the price of good butter down to living figures. Solid packed dairy commands 15c to 16c, and creamery 22c. No rolls will be put on the market until the advent of cold weather.

Beets—40c per bu.
Berries—Blackberries are about played out. Whortleberries are yet in the market in limited quantities at \$2.25 per bu.

Cabbages—\$4.00 to \$5.00 per 100
Celery—25c per bunch.
Cheese—Full cream is slow sale at 9c, and old cheese is held at 7 1/2c to 8c.

Clover Seed—Choice medium \$5.25 per bu. and mammoth at \$5.50 per bu.
Cider—Sweet, 8c to 12c per gal.
Eggs—Scarce at 15c to 16c.

Egg Plants—\$1.25 per doz.
Grapes—California \$5 per case of 40 lbs.
Kelly Island, and Delaware, 10c per lb. Concord and Isabella, 4c to 6c.

Green Corn—10c per doz. ears.
Hops—Brewers are paying 25c for choice new crop.
Honey—Choice new, 15c.

Hay—\$12 to \$14 for new, and \$13 to \$15 for baled.
Maple Sugar—None moving.
Melons—Watermelons, \$1 per doz. for home grown. Musk, 50c per doz.

Onions—New, 50c per bu.
Peaches—\$3.50 to \$4.50 per bu.
Pears—California \$4. case of about 225. Bartlett, \$2 per bu.

Plums—California \$2.25 per crate of about 225. Green gages and blue, \$2 to \$3.
Potatoes—The market is well supplied with home-grown, which find slow sale at 25c to 35c per bu.

Poultry—Fowls 15c to 16c. Spring chickens, 19c to 20c.
Red Peppers—\$1.25 per bu.

Sweet Potatoes—Jersey, \$4.50 per bbl. Baltimore, \$3.50 per bbl.
Turnips—40c per bu.
Timothy—Choice is firmly held at \$1.55 per bu.

Tomatoes—Acme 30c per bu.
GRAINS AND MILLING PRODUCTS.
Wheat—White, Fulse, and Clawson 72c; Lancaster, 74c.

Corn—60c per bu.
Oats—White 32c to 35c per bu.
Rye—52c to 54c per bu.
Barley—Brewers pay \$1.25 per cwt. for new.

Flour—Fancy Patent, \$5.90 per bbl. in sacks and \$6.05 in wood. Straight, \$4.80 per bbl. in sacks and \$5.05 in wood.

Meal—Bolted, \$1.40 per cwt.
Mill Feed—Screenings, \$15 per ton. Bran, \$13 per ton. Ships, \$14 per ton. Middlings, \$17 per ton. Corn and Oats, \$23 per ton.

The Grand Rapids Seed Co. state that the prices quoted in their advertisement on the fifth page can be shaded as follows: Medium clover seed, \$5.25; Mammoth, \$5.50; Timothy and Rye, same as quoted.

JOHN CAULFIELD,

IMPORTER

AND

Wholesale Grocer,

85, 87, 89 Canal Street,

GRAND RAPIDS

MICHIGAN.

I desire to call the attention of the trade to the fact that in the territory tributary to Grand Rapids, I cannot and will not be undersold. There is no conceivable reason why Chicago, Detroit, New York or Boston should be able to place groceries in Grand Rapids' territory. I certainly buy my goods as cheap as jobbers located elsewhere. Many large houses still purchase extensive blocks of goods as in war times. I purchase as the wants of my trade demand, and am, therefore, in the existing condition of trade, better able to sell goods at the lowest prices. The difference in the percentage of cost to sell goods in Chicago, Detroit, Boston and New York, and what it costs me would in itself make a handsome profit. I am anxious to obtain as large a share as possible of the near-by and home trade; and shall be pleased to furnish samples and quotations. Mail orders are especially solicited and lowest market prices on every order received is guaranteed.

Teas.

The present is a good time to place your orders for Japan Teas. I have several invoices in transit, including basket fired and sun dried, my own importations. Please send for samples before purchasing elsewhere, or order a sample chest, subject to your approval. I wish to have it understood that all tea orders will be filled subject to approval; and if not satisfactory, after examination, the goods can be returned and will stand all expenses incurred, including outward freight.

Coffees and Spices.

I have already called attention in the columns of THE TRADESMAN to my new brands of Roasted Coffees. The marked and deserved success of this department is the very best evidence of the merit of the goods. I devote much time and attention to the selections for roasting and blending, and GUARANTEE better values than are those furnished by Eastern parties, or no sale.

Home Roasted Rio.....	14
Prime ".....	16
Select Maracaibo.....	18
Imperial Roasted (a blended Coffee).....	18
O. G. Roasted Java.....	23
Mandehling ".....	25
Java and Mocha.....	25

I exercise great care in selection and grinding of spices, and can especially recommend my two brands of

J. C. Strictly Pure Ground.
J. C. Pure Ground.

Also my

J. C. Best English Mustard.

Can put up ground goods at any price to suit the trade, and will guarantee values.

Canned Goods.

I have a large and well assorted stock of Canned Goods. My Black Diamond brand of California Salmon is especially fine. It is not a bad time to lay in a stock of the new pack of peaches.

I have en route a car load of Country Standards, all Yellows, which I will sell very cheap.

Imported Groceries.

My stock includes French and Turkish Prunes, Patias Currants, Loose Muscatels, London Layer, Valencia and Ondara Valencia Layer Raisins, Citron, Prunells, Figs, Olive Oils, French Sardines, French Mustard, Crosse & Blackwell's Pickles, Sicily Canary Seed, Italian Maccaroni, Condensed Milk, etc.

Soap and Starch.

I keep all the well known and popular brands of soaps at lowest prices, including Babbitt's, Kirk's standard brands, Fairbanks', Schultz's (Fatherland), Simon's Condensed, etc.

I am agent for Gilbert's Starch Factories, Des Moines and Buffalo. Their goods have always been regarded as equal to any of the crack Eastern manufacturers, and have always held their own in the Eastern States. I am now placing my second car-load within thirty days, and have yet to hear the first complaint with regard to quality of the goods. I am able to compete with Western manufacturers in price, and guarantee quality equal to any in the market.

Cigars and Tobaccos.

This has always been prominent in my trade, and has required much of my attention. I have the exclusive control in this State of some of the best brands of Cigars, Cigarettes, Fine Cut, Plug and Smoking Tobaccos, including in Plugs Senour & Gage's Celebrated Red Star and Old Five Cent Time; Horseshoe and D. & D.; McAlpin's Green Shield and Chocolate Cream; Nobby Spun Roll and Ne Plus Ultra Black Spun Roll. In Fine Cuts, Fountain, Old Congress, Good Luck, Good and Sweet, American Queen, Blaze Away, and Hairlifter. In Smokings, Rob Roy, Uncle Sam, Mountain Rose, and Gold Flake Cabinet. In Cigars, Glacium's Standard, Delumos, After Lunch, Our Winners, Little Hatchets, Golden Spike, Josephus, Commercial and Magnolias, the champion cheap cigar.

Yours Truly,

JOHN CAULFIELD.

Hardware.

Prevailing rates at Chicago are as follows:

AUGERS AND BITS.

Ives', old style.....	dis 50
H. H. Co.....	dis 50
Douglass'.....	dis 50
Pierces'.....	dis 50
Snell's.....	dis 50
Cook's.....	dis 50
Jennings'.....	dis 50
Jennings', imitation.....	dis 50

BALANCES.....dis 25

BARROWS.....\$ 15 00

Garden.....net 35 00

BELLS.....

Hand.....dis \$ 60 10

Cow.....dis 60

Call.....dis 15

Gong.....dis 25

Door, Sargent.....dis 55

BOLTS.....

Stove.....dis \$ 40

Carriage new list.....dis 75

 Plow.....dis 30 10 || Sleigh Shoe..... | dis 50 15 |
Cast Barrel Bolts.....	dis 50
Cast Barrel, brass knobs.....	dis 50
Cast Square Spring.....	dis 55
Cast Chain.....	dis 60
Wrought Barrel, brass.....	dis 55 10
Wrought Square.....	dis 55 10
Wrought Sunk Flush.....	dis 30
Wrought Bronze and Plated Knob.....	dis 50 10 10
Ives' Door.....	dis 50 10

BRACES.....

Barber.....dis \$ 40

Backus.....dis 50

Spofford.....dis 50

Am. Ball.....net

BUCKETS.....

Well, plain.....\$ 4 00

Well, swivel.....\$ 4 50

BUTTS, CAST.....

Cast Loose Pin, figured.....dis 60

Cast Loose Pin, Berlin bronzed.....dis 60

Cast Loose Joint, genuine bronzed.....dis 60

Wrought Narrow, bright fast joint.....dis 50 10

Wrought Loose Pin.....dis 60

Wrought Loose Pin, acorn tip.....dis 60 5

Wrought Loose Pin, japanned.....dis 60 5

Wrought Loose Pin, japanned, silver.....dis 60 5

Wrought Table.....dis 60 5

Wrought Inside Blind.....dis 60

Wrought Brass.....dis 60 10

Blind, Clark's.....dis 70 10

Blind, Parker's.....dis 70 10

Blind, Shepard's.....dis 70

Spring for Screen Doors 3x2 1/2, per gross.....dis 15 00

Spring for Screen Doors 3x3, per gross.....dis 18 00

CAIRS.....

Ely's 1-10.....per m \$ 65

Hick's C. F.....dis 60

C. D.....dis 60

Musket.....dis 60

CATRIGES.....

Rim Fire, U. M. C. & Winchester new list.....dis 50

Rim Fire, United States.....dis 50

Central Fire.....dis 35

CHISELS.....

Socket Firmer.....dis 65 10

Socket Framing.....dis 65 10

Socket Corner.....dis 65 10

Socket Slicks.....dis 65 10

Butcher's Tanged Firmer.....dis 40

Butcher's Socket Firmer.....dis 20

Cold.....net

COMBS.....

Curry, Lawrence's.....dis 35 1/2

Hotchkiss.....dis 25

COCKS.....

Brass, Racking's.....dis 40 10

Bibb's.....dis 40 10

Beer.....dis 40 10

Fenns'.....dis 60

COPPER.....

Planished, 14 oz cut to size.....dis 37

14 1/2, 14 3/4, 14 1/2.....dis 39

DRILLS.....

Morse's Bit Stock.....dis 35

Taper and Straight Shank.....dis 20

Morse's Taper Shank.....dis 30

ELBOWS.....

Com. 4 piece, 6 in.....doz net \$ 10

Corrugated.....dis 20 10

Adjustable.....dis 40 10

EXPANSIVE BITS.....

Clar's, small, \$18 00; large, \$26 00.....dis 20

Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.....dis 25

FILES.....

American File Association List.....dis 50

Diston's.....dis 50

New American.....dis 50

Nicholson's.....dis 50

Heller's.....dis 30

Heller's Horse Raps.....dis 33 1/2

GALVANIZED IRON.....

Nos. 16 to 20, 22 and 24, 25 and 26, 27, 28.....dis 28

List 12, 13, 14, 15, 16, 17, 18.....dis 18

Discount, Juniata 45, Charcoal 50.....dis 50

STANLEY RULE AND LEVEL CO.'S.....dis 50

HAMMERS.....

Maydole & Co.'s.....dis 15

Kip's.....dis 25

Yerkes & Plumb's.....dis 30

Mason's Solid Cast Steel.....dis 30 c list 40

Blacksmith's Solid Cast Steel, Hand.....dis 30 c 40 10

HANGERS.....

Barn Door Kidder Mfg. Co., Wood track dis 50

Champion, anti-friction.....dis 60

Kidder, wood tra.....dis 40

HINGES.....

Gate, Clark's, 1, 2, 3.....dis 60

State.....per doz, net, 2 50

Screw Hook and Strap, 10 1/2 in. 4 1/2, 4 1/4, and longer.....dis 3 1/2

Screw Hook and Eye, 1/2.....dis 10 1/2

Screw Hook and Eye, 3/4.....dis 8 1/2

Screw Hook and Eye, 1.....dis 7 1/2

Screw Hook and Eye, 3/4.....dis 60 10

Strap and T.....dis 60 10

HOLLOW WARE.....

Stamped Tin Ware.....dis 60 10

Japanned Tin Ware.....dis 20 10

Granite Iron Ware.....dis 25

HOES.....

Grub 1.....\$11 00, dis 40

Grub 2.....11 50, dis 40

Grub 3.....12 00, dis 40

KNOBES.....

Door, mineral, jap. trimmings.....\$2 00, dis 60

Door, porcelain, jap. trimmings.....2 50, dis 60

Door, porcelain, plated trim.....list, 7 25, dis 60

Door, porcelain, trimmings list, 8 25, dis 60

Drawer and Shutter, porcelain.....dis 60

Picture, H. L. Judd & Co.'s.....dis 40

Hemacite.....dis 50

LOCKS—DOOR.....

Russell & Irwin Mfg. Co.'s reduced list dis 60

Drugs & Medicines

Michigan State Pharmaceutical Association.

OFFICERS.

President—Geo. W. Crouter, Charlevoix.
First Vice-President—Geo. M. McDonald, Kalamazoo.
Second Vice-President—B. D. Northrup, Lansing.
Third Vice-President—Frank Wurzburg, Grand Rapids.
Secretary—Jacob Sesson, Muskegon.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keeler, F. W. Fincher.
Next place of meeting—At Detroit, Tuesday, October 18, 1885.

THE PHARMACISTS.

The Second Annual Convention of the State Association.

The second annual meeting of the Michigan State Pharmaceutical Association began a three days' session at Merrill Hall, Detroit, Tuesday afternoon, nearly 300 druggists being in attendance. The hall was appropriately draped and decorated, the rear portion being given over entirely to exhibits from leading local and foreign drug supply houses, the whole presenting a very attractive appearance. The meeting was called to order by the President, Frank Wells, of Lansing, and the convention opened with prayer by Rev. R. W. Clark. Mayor Grummond was expected to give the address of welcome, but as he was absent from the city, that duty devolved upon Hon. J. Logan Chipman, Judge of the Superior Court. He regretted the absence of the Mayor, and the consequent inability to extend the official hospitality of the city, but stated that the true Michigan hospitality was in his heart, and in the heart of every resident member of the Association. He closed with a merited tribute to the profession of pharmacy.

Prof. A. B. Prescott, of Ann Arbor, responded for the Association. He said the Association were glad to meet in a city like Detroit and to receive so hearty a welcome. Of the business of pharmacy, he said it was one of great responsibility, and it was to aid in improving their qualifications for it that the members had met in convention. Pharmacy, he said, was a profession distinct from others and must be cultivated by methods purely its own.

President Wells followed with his annual address, a document of some length, but pertinent in thought and suggestive in idea, which will appear in THE TRADESMAN next week.

A list of 251 applicants for membership was presented and referred to the Executive Committee for action.

The evening session was very brief, the only business done being to act favorably on the applications for membership. This was promptly followed by adjournment, to give an opportunity to the members to accept evening invitations.

A portion of the members attended a reception at Frederick Stearns' residence, corner of Lafayette and Trumbull avenues. Another portion were the guests of Charles Wright at a reception given in honor of the State Pharmaceutical Association at his home, 24 Joy street. Both affairs were duly enjoyed.

Wednesday morning's session opened with the reception of applications from seven new members. The question was asked, "Could women join the Association?" The answer "Yes" was received with applause. The annual reports of the Secretary and Treasurer were referred to the Executive Committee, who reported that they were correct.

The Committee on Legislation reported a bill for the protection of the people against ignorant and incompetent druggists, to be presented to the next Legislature. The remainder of the morning session was occupied in hearing papers read on subjects of interest to the Association.

The afternoon was given over wholly to pleasure, the principal feature being a boat ride on Detroit River and Lake St. Clair. A visit was also paid to the immense laboratory of Parke, Davis & Co., where refreshments were served.

The evening session was short, in order to allow the members to attend the banquet tendered them by the druggists of Detroit. It was given at the Michigan Exchange, and attended by nearly 400 persons. The menu cards were of cork, and of a very novel design. A large orchestra discoursed music at frequent intervals. Toasts were responded to as follows:

Michigan State Pharmaceutical Association—Frank Wells, Lansing.

The National Retail Association—John J. Dodds, Detroit.

The City of Detroit—Frederick Stearns, Detroit.

The Pharmaceutical Press—G. P. Englehardt, Chicago.

The Detroit Pharmaceutical Society—A. B. Stevens, Detroit.

The Retail Drug Trade—A. Bassett, Detroit.

Our University—A. S. Parker, Detroit.

The ladies—S. E. Parkhill, Owosso.

The Science of Pharmacy—G. S. Purois, Detroit.

Dr. J. J. Mulhern acted as toastmaster.

At a late hour the festivities ceased with the singing of "Auld Lang Syne."

Thursday morning, the oppressive heat of the previous days of the session disappeared, and the morning meeting was comparatively comfortable. The first business of the session was the election of officers for the ensuing year. A half dozen names were proposed for president, and the choice fell to Geo. W. Crouter, of Charlevoix. A nominating committee of five members, appointed to present a list of candidates for the remaining positions, reported as follows:

First Vice-President, Geo. M. McDonald, of Kalamazoo; Second Vice-President, B. D. Northrup, Lansing; Third Vice-President, Frank Wurzburg, Grand Rapids; Secretary, Jacob Sesson, Muskegon; Treasurer, Wm. Dupont, Detroit; Executive Committee, H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keeler, F. W. Fincher. The nominations were confirmed.

The salary of the Secretary was increased to \$200 per annum.

The Committee of Resolutions on Trade Interests reported the following, which were unanimously adopted:

Resolved—That we condemn the soliciting by the manufacturers of patent and non-secret preparations of orders from dealers not druggists.

Resolved—That the members of this Association will not favor such jobbing or manufacturing firms as make a practice of selling goods to consumers or physicians.

Resolved—That we consider the Camplan plan the best system yet devised for the protection of retail druggists in the matter of cutting prices.

The following were elected delegates to the American Protective Association: A. B. Stevens, Detroit; A. B. Prescott, Ann Arbor; A. B. Lyon, Detroit; Geo. McDonald, Kalamazoo; and H. J. Brown, Ann Arbor, as principals, and Geo. Gundrum, Ionia, O. Eberback, Detroit; H. G. Coleman, Kalamazoo; Frank Ingles, Detroit; and James Verner, Detroit, as alternates.

Delegates were elected to the National Retail Drug Association, as follows: Jacob Sesson, Muskegon; F. W. R. Perry, Detroit; A. Bassett, Detroit; Isaac Watts, Grand Rapids; and J. H. Kellogg, Bay City, as principals, and J. B. Watson, Coopersville, C. G. Stone, Detroit; C. A. Fellows, Big Rapids; B. D. Northrup, Lansing; and H. D. Harvey, Bangor, as alternates.

The following resolution was presented by ex-President Frank Wells, of Lansing, and adopted by a rising vote, supplemented with cheers:

Resolved—That the right royal welcome extended to this Association by our friends, the wholesale and retail druggists and manufacturers of Detroit, is beyond all praise. Nothing to promote our social enjoyment seems to have been forgotten, and we tender to these gentlemen, one and all, our most sincere thanks.

The Committee on Incorporation was instructed to secure the incorporation of the Association under the laws of the State.

The President announced the following committees: Trade Interests, John Dodds, H. G. Coleman, S. E. Parkhill; Pharmacy and Queries, A. B. Prescott, A. B. Lyons, O. Eberbach.

Frank Wells moved that the next meeting of the Association be held at Detroit the second Tuesday of October, 1885. After considerable discussion *pro* and *con*, the motion was adopted. Mr. Wells then moved that the Executive Committee be instructed to bear all the expense of the next meeting, which was voted down by the Detroit contingent.

Mr. Wells nominated as local secretary, the present incumbent, A. W. Allen, who was unanimously re-elected.

The discussion relative to the pharmacy bill was concluded, and the bill was adopted as amended.

At the afternoon session, President Crouter appointed the following special committee on Legislation, to look after the interests of the pharmacy bill at Lansing the coming session of the Legislature: I. J. Levy, H. Dodds, Wm. B. Wilson and Geo. L. Davis. The convention then adjourned.

During the boat ride on the river Wednesday afternoon, two gentlemen took a straw vote on presidential preferences, resulting as follows: Blaine, 213; Cleveland, 71; J. John, 11; Butler, 10.

A. W. Allen, the efficient local secretary, was presented with a handsome silver water set by the exhibitors.

Grand Rapids was not as well represented at the convention as it was hoped she would be, the only druggists attending being Frank Wurzburg, Isaac Watts, Theo. M. Kemink, Will L. White, with E. R. Wilson, and Victor H. Middleton, with Peck Bros. A local association, as proposed elsewhere in to-day's paper, would undoubtedly do much to arouse the latent energy of the trade and bring about a larger turnout another year.



HERCULES, THE GREAT STUMP AND ROCK

Strongest & Safest Explosive Known to the Arts.

Farmers, practice economy and clear your land of stumps and boulders. Main Office, Hercules Powder Company, No. 40 Prospect st., Cleveland, Ohio.

L. S. HILL & CO., AGTS.

GUNS, AMMUNITION & FISHING TACKLE.

GRAND RAPIDS, MICH.

VISITING BUYERS.

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

Geo. W. Sharer, Cedar Springs.
R. H. Woodin, Sparta.
Jackson Coon, Rockford.
E. W. Pickett, Wayland.
M. V. Wilson, Sand Lake.
Jackson Coon, Rockford.
Byron McNeal, Byron Center.
Calvin Durkee, Lakeview.
Boyes & Son, Dowling.
F. E. Deming, Freeport.
Mrs. Mary E. Snell, Wayland.
R. W. Finch, Sumner.
R. S. Hubbard, Boyne Falls.
J. E. Mailhot, West Troy.
C. F. Sears & Co., Rockford.
C. E. Herriek, Fenwick.
R. G. Smith, Wayland.
Barker & Lehen, Pierson.
Gaylord & Pipp, Pierson.
H. T. M. Treglow, Lowell.
S. S. Waldo, Albion.
Ayer Bros., Howard City.
A. B. Sunderland, Lowell.
E. Bradford, Sparta.
D. W. Shattuck, Wayland.
N. deVries, Jamestown.
Mr. Denton, of Robbie & Denton, Howard City.
John Cole, Fremont.
J. S. Barker, Sand Lake.
A. J. Provin, Cedar Springs.
Baron & TenHoor, Forest Grove.
J. Marlati, Berlin.
J. C. Benbow, Cannonsburg.
Mr. Wagar, of Wagar & Callahan, Cedar Springs.

A. E. Landon, Nunica.
Geo. Carrington, Trent.
C. Deming, Dutton.
A. W. Blain, Dutton.
Mr. Dykstra, of Botteja & Dykstra, Gr and Haven.
Lon Pelton, Morley.
W. J. Woodruff, Carey's Siding.
Geo. A. Sage, Rockford.
G. E. Wood, Cadillac.
Cutler & Savage Lumber Co., Stanton.
E. W. Pickett, Wayland.
Jacob Bartz, of C. L. Gray & Co., Ewart.
C. L. Gray, of C. L. Gray & Co., Ewart.
M. J. Thukow, Morley.
M. J. Howard, Englishville.
W. S. Root, Talmadge.
Smedley Bros., Bauer.
A. Engberts, Beaver Dam.
T. W. Provin, Cedar Springs.
Mr. Cody, Cody & Moore, Lake City.
W. H. Struik, Forest Grove.
G. H. Walbrink, Allendale.
Geo. Weitz, Caledonia.
C. O. Bostwick & Son, Cannonsburg.
J. W. Mead, Berlin.
E. P. Barnard, buyer New Era Lumber Co., New Era.

J. Omler, Wright.
Paine & Field, Englishville.
A. M. Church, Sparta.
Geo. F. Cook, Grove.
B. M. Dennison, East Paris.
Norman Harris, Big Springs.
J. C. Benbow, Cannonsburg.
J. Barnes, Austerlitz.
Geo. W. Bartlett, Ashland.
A. J. Underhill, Pentwater.
Mr. Walbrink and I. J. Quick, I. J. Quick & Co., Allendale.
C. G. Carroll, Byron Center.
John Glupker, Zutphen.
B. Wynhoff, Holland.
Wm. Vermeulen, Beaver Dam.
L. M. Wolf, of A. & L. M. Wolf, Hudsonville.

Geo. W. Scott, Coopersville.
O. W. Messenger, Spring Lake.
J. DeJongh, Grand Haven.
M. V. Wilson, Sand Lake.
O. W. Kibby, Bellaire.
Jorgensen & Hemmingsen, Trent.
Kellogg & Potter, Jenisonville.
Henry Strope, Morley.
Nagler & Beeler, Caledonia.
Holland & Ives, Rockford.
Purdy & Hastings, Sparta.
J. G. Johnson, Traverse City.
A. E. Smith, Cadillac.
F. L. Blake, Irving.
C. Stocking, Grattan.
C. H. Deming, Dutton.
S. T. Colson, Alaska.

Waite Bros., Hudsonville.
O. W. Messenger, Spring Lake.
Mr. Spring, Spring & Lindley, Bailey.
G. P. Stark, Cascade.
R. B. McCullough, Berlin.
Seaville & McAuley, Edgerton.

An Elegant Line of Goods.
From the Kalamazoo Gazette, Sept. 11
Mr. T. P. S. Hampson, traveling agent for Hazeltine, Perkins & Co., Grand Rapids, has been in town for a day or two with the finest line of goods in his line that was ever opened up for inspection in Kalamazoo. His goods consist of elaborate dressing cases, odor cases, cigar cases, infant cases with music boxes, game sets, hand and glove cases, jewel boxes, ladies' French plate glass mirrors for painting and decorating, and a general druggists' sundry line. His stock comprises over seven thousand articles.

McBride Bros. purchased a beautiful dressing case with natural bird feathers, mother of pearl and silver trimmings on the top, music box on inside playing opera airs, etc. Everyone who has seen the case pronounces it a beauty. McBride Bros. also made other purchases of fine goods.

Mr. Chas. P. Ochsner, successor to Spayde & Cookson, made purchases of dressing, odor and other cases.

Roberts & Hillhouse purchased a full line of French plate hand glasses for hand painting and decorating, as well as other goods.

Colman & Son were heavy purchasers of fine goods, and will make a fine display this fall.

Messrs. Brown & Birge purchased a large line of dressing cases and sundries.

This stock of goods was shown at Milwaukee at the national convention of the Pharmaceutical Association and carried off the blue ribbon, as it did also at the State Convention held at Madison.

Mr. Hampson, when expatiating on the excellence of his wares, becomes very animated, and he has a right to be, for it is a line of goods that he and his house need not be ashamed of.

Representatives of the following houses have been in town since our last issue:

T. B. Crawford, Gilbert starch works, Des Moines and Buffalo.

C. A. Banker, Anglo-American Packing Co., Chicago.

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An Elegant Line of Goods.
From the Kalamazoo Gazette, Sept. 11
Mr. T. P. S. Hampson, traveling agent for Hazeltine, Perkins & Co., Grand Rapids, has been in town for a day or two with the finest line of goods in his line that was ever opened up for inspection in Kalamazoo. His goods consist of elaborate dressing cases, odor cases, cigar cases, infant cases with music boxes, game sets, hand and glove cases, jewel boxes, ladies' French plate glass mirrors for painting and decorating, and a general druggists' sundry line. His stock comprises over seven thousand articles.

McBride Bros. purchased a beautiful dressing case with natural bird feathers, mother of pearl and silver trimmings on the top, music box on inside playing opera airs, etc. Everyone who has seen the case pronounces it a beauty. McBride Bros. also made other purchases of fine goods.

Mr. Chas. P. Ochsner, successor to Spayde & Cookson, made purchases of dressing, odor and other cases.

Roberts & Hillhouse purchased a full line of French plate hand glasses for hand painting and decorating, as well as other goods.

Colman & Son were heavy purchasers of fine goods, and will make a fine display this fall.

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WHOLESALE PRICE CURRENT.

Advanced—Oil Cassia.
Declined—Gum opium, glycerine, pepper-mint.

ACIDS.
Acetic, No. 8, 10 @ 10
Acetic, C. P. (Sp. Grav. 1.040) 30 @ 35
Carbonic acid 50
Citric 55
Lactic 3 @ 12
Nitric 36 deg. 11 @ 12
Oxalic 14 1/2 @ 15
Sulphuric 66 deg. 3 @ 4
Tartaric powdered 4 @ 5
Benzoic, German 12 @ 15
Tannic 15 @ 17

AMMONIA.
Carbonate 15 @ 18
Muriate (Powd. 25c) 14
Aqua 16 deg or 3f 6 @ 7
Aqua 18 deg or 4f 7 @ 8

BALSAMS.
Copaiba 50
Fir 40
Peru 2 50
Tolu 50

BARKS.
Cassia, in mats (Powd 20c) 12
Cinchona, yellow 18
Elm, select 15
Elm, ground, pure 13
Elm, powdered, pure 15
Sassafras, of root 10
Wild Cherry, select 12
Bayberry powdered 20
Hemlock powdered 18
Wahoo 30
Sage 12

BERRIES.
Cubeb, prime (Powd 80c) 12 @ 75
Juniper 6 @ 7
Prickly Ash 10 @ 110

EXTRACTS.
Licorice (10 and 25 lb boxes, 25c) 27
Licorice, powdered, pure 37 1/2
Logwood, bulk (10 and 25 lb boxes) 9
Logwood, 15 (25 lb boxes) 12
Logwood, 1/4s do 13
Logwood, 1/2s do 15
Logwood, ass'd do 14
Fluid Extracts—25 per cent. off list.

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

GUMS.
Aloes, Barbadoes 60 @ 75
Aloes, Cape (Powd 24c) 18
Aloes, Socotrine (Powd 80c) 22 @ 30
Ammoniac 20 @ 30
Arabic, extra select 60
Arabic, powdered select 60
Arabic, 1st picked 50
Arabic, 2d picked 40
Arabic, 3d picked 35
Assafetida, prime (Powd 35c) 55 @ 60
Benzoin 21 @ 24
Camphor 13
Catechu, 1/2 (14c, 1/4s 16c) 35 @ 40
Euphorbium powdered 35 @ 40
Galbanum strained 90 @ 100
Gamboge 35
Guaiac, prime (Powd 45c) 35
Kino (Powdered, 30c) 20
Mastic 10
Myrrh, Turkish (Powdered 40c) 24
Opium, pure (Powd \$6.00) 4 25
Shellac, Campbell's 1 20
Shellac, English 25
Shellac, native 24
Shellac bleached 24
Tragacanth 30 @ 110

HERBS—IN OUNCE PACKAGES.
Hoarhound 25
Lobelia 25
Peppermint 25
Rue 25
Sage 25
Spearmint 25
Sweet Majoram 25
Tanzy 25
Thyme 25
Wormwood 25

IRON.
Citrate and Quinine 6 40
Solution mur. for tinctures 20
Sulphate, pure crystal 7
Citrate 80
Phosphate 65

LEAVES.
Buchu, short (Powd 25c) 12 @ 11
Sage, Italian, bulk (1/4s & 1/2s, 12c) 18 @ 20
Senna, Alex, natural 18 @ 20
Senna, Alex, sifted and garbled 22
Senna, powdered 22
Senna tinctivell 22
Uva Ursi 13
Belleadonna 35
Foxglove 35
Henbane 35
Rose, red 2 35

LIQUORS.
W. D. & Co.'s Sour Mash Whisky 2 00 @ 25
Druggists' Favorite Rye 1 75 @ 20
Whisky, other brands 1 10 @ 50
Gin, Old Tom 1 35 @ 75
Gin, Holland 2 00 @ 50
Brandy 1 75 @ 50
Catawba Wines 1 25 @ 50
Port Wines 1 35 @ 50

MAGNESIA.
Carbonate, Patterson's, 5 oz 23
Carbonate, Jennings, 5 oz 23
Citrate, H. P. & Co.'s solution 2 25
Calcined 70

OILS.
Almond, sweet 45 @ 50
Amber, rectified 45
Anise 2 00
Bag 50
Bergamont 2 00
Castor 18 @ 19 1/2
Croton 2 00
Cinnamon 10
Cassia 1 10
Cedar, commercial (Pure 75c) 40
Citronella 85
Cloves 1 25
Cubebs, P. & W 6 00
Erigeron 1 60
Fireweed 2 00
Ginger, African (Powd 16c) 4 50
Hemlock, commercial (Pure 75c) 40
Juniper wood 50
Juniper berries 2 00
Spirits Nitro, 4 lb 2 00
Lavender garden 1 00
Lavender spike do 90
Lemon, new crop 1 70
Lemon, Anderson's 1 70
Lemon grass 40
Origanum, red flowers, French 1 25
Origanum, No. 1 20
Peppermint, white 1 00
Peppermint, wild 1 00
Rose 9 75
Rosemary, French (Flowers 55) 4 50
Sandal Wood, German 7 00
Sandal Wood, W. I. 7 00
Tansy 4 50
Tar (by gal 60c) 10 @ 12
Wintergreen 2 25
Wormwood, No. 1 (Pure 50c) 4 50
Savin 1 00
Wormseed 2 50
Cod Liver, filtered 1 90
Cod Liver, best 3 50
Cod Liver, H. P. & Co.'s 16 6 00
Olive, Malaga 6 10
Olive, "Sublime Italian" 2 50
Salad 65 @ 67
Rose, Hunsen's 9 75

POTASSIUM.
Bicromate 14
Bromide, cryst. and gran. bulk 35
Chlorate, cryst (Powd 23c) 20
Iodide, cryst. and gran. bulk 1 25
Prussiate yellow 30

ROOTS.
Alkanet 15
Althea, cut 27
Arrow, St. Vincent's 17
Arrow, 1/2s and 1/4s 35
Blood (Powd 18c) 12
Calamus, peeled 18
Calamus, German white, peeled 38
Elecampane, powdered 23
Gentian (Powd 14c) 10
Ginger, African (Powd 16c) 13 @ 14
Ginger, Jamaica bleached 35
Golden Seal (Powd 40c) 15
Hellebore, white, powdered 22
Hellebore, red, powdered 1 1/2
Jalap, powdered 37 1/2
Licorice, select (Powd 12 1/2) 12
Licorice, extra select 15
Lilac, true 35
Rhei, from select 1 00 @ 1 50
Rhei, powdered E. I. 1 10 @ 1 20
Rhei, choice cut cubes 2 00
Rhei, choice cut fingers 2 25
Serpentaria 4
Sassafras 45
Sarsaparilla, Honduras 40

Sarsaparilla, Mexican 18
Squills, white (Powd 35c) 10
Valerian, English (Powd 30c) 25
Valerian, Vermont (Powd 28c) 30

SEEDS.
Anise, Italian (Powd 20c) 13
Bird, mixed in lb packages 5 @ 6
Canary, Smyrna 3 1/2 @ 4
Caraway, best Dutch (Powd 18c) 11 @ 12
Cardamon, Aleppo 2 00
Cardamon, Malabar 2 25
Celery 2 50
Coriander, best English 12
Fennel 15
Flax, clean 3 1/2 @ 4 1/2
Flax, pure grd (bbl 35c) 8 @ 9
Foenugreek, powdered 5 1/2 @ 6
Hemp, Russian 6
Mustard, white (Black 10c) 8
Quince 1 00
Rape, English 7 1/2 @ 8
Worm, Levant 14

SPONGES.
Florida sheeps' wool, carriage 2 25 @ 2 50
Nassau do do 2 00
Velvet Extra do do 1 10
Extra Yellow do do 85
Grass do do 65
Hard head, for slate use 75
Yellow Reef, do 1 40

MISCELLANEOUS.
Alcohol, grain (bbl \$2.21) 2 29
Alcohol, wood, 95 per cent ex. ref. 1 50
Anodyne Hoffman's 50
Arsenic, Donovan's solution 17
Arsenic, Fowler's solution 22
Annatto 1 lb rolls 30
Blue Soluble 50
Bay Rum, imported, best 2 25
Bay Rum, domestic, H. P. & Co.'s 2 00
Alum 2 1/2 @ 3 1/2
Annatto, prime 3 @ 4
Antimony, powdered, com 4 1/2 @ 5
Arsenic, white, powdered 6 @ 7
Balm Gilead Buds 40
Beans, Tonka 7 00 @ 2 25
Beans, Vanilla 1 60
Bismuth, sub nitrate 1 60
Blue Pill (Powd 70c) 45
Blue Vitriol 7 1/2 @ 9
Borax, refined (Powd 18c) 12
Cantharides, Russian powdered 1 55
Capsicum Pods, African 18
Capsicum Pods, African pow'd 20
Capsicum Pods, American do 4 00
Carminc 12
Cassia Buds 70
Calomel, American 70
Chalk, prepared drop 5
Chalk, precipitate English 12
Chalk, red fingers 8
Chalk, white lump 2
Chloroform, Squibb's 1 60
Colocynth apples 1 00
Chloral hydrate, German cryst. 1 70
Chloral do do cryst 1 70
Chloral do Scherlin's do 1 90
Chloral do do crusts 1 75
Chloroform 1 00 @ 1 10
Cinchonidia, P. & W 45 @ 50
Cinchonidia, other brands 45 @ 50
Cloves (Powd 28c) 20 @ 22
Coccoloba 45
Copperas (by bbl 1c) 2
Corrosive Sublimate 65
Corks, X and XX 30 off list
Cream Tartar, pure powdered 38 @ 40
Cream Tartar, grocer's, 10 lb box 15
Creosote 50
Cudbear 24
Cuttle Fish Bone 24
Dextrine 12
Dover's Powders 1 20
Dragon's Blood Mass 50
Ergot, powdered 45
Ether Squibb's 1 10
Emery, Turkish, all No.'s 8
Epsom Salts 2 1/2 @ 3
Ergot, fresh 50
Ether, sulphuric, U. S. P. 60
Flake white 10
Grains Paradise 25
Gelatin, Cooper's 90
Gelatin, French 45 @ 70
Glassware, flint, 7 1/2 off by box 60 off
Glassware, green, 60 and 10 dis 12 @ 17
Glue, cabinet 12 @ 17
Glue, white 17 @ 22
Glycerine, pure 19 @ 22
Hops 1/2s and 1/4s 25 @ 40
Iodoform 1/2 oz 35
Indigo 85 @ 100
Insect Powder, best 25 @ 30
Iodine, resublimed 2 10
Isinglass, American 1 50
Japanica 9
Lemon Purple 10 @ 12
Lead, acetate 15
Lime, chloride, 1/2

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 17, 1884.

NO MONEY IN SMALL STORES.

Many of Them are Run Merely to Pay the Rent.
From the Detroit News.

"Hello! Have you sold out?" inquired a News reporter of a friend who had been keeping a cigar stand and a confectionery store in connection with which he also had ice cream parlors.

"Yes. I'm tired of working for nothing. I intend to rent a cottage and go to work at my trade."

"I thought you were doing a nice little business. In fact, I was inclined to think you were making money."

"Well, I made money at the business in years past, but the trade is cut up now and there is no money in it. Take the cigar trade. Every drug store sells cigars, you can find them in all groceries, and I was going to say all dry goods stores, but I know for a fact that half a dozen places of that kind on this avenue sell them. Ice cream parlors are as thick as mushrooms during the warm season, and how they all manage to even make their rent is what surprises me. There are too many small stores for all to do well."

From my observation they seem to be increasing rather than diminishing. I know of one or two young men in the cigar and tobacco business who are doing very well, and have succeeded beyond their expectations."

"Oh, there are exceptions, of course. There's a young fellow over there who does a rushing business. You can go into his store any evening and in his back room you will find half a dozen tables where young men are seated playing cards for cigars. I have said young men, but you will also find middle-aged married men seated there—men who like to play cards simply for the pleasure there is in it, and of course when there is something at stake the game is intensified. Men who are seldom or never seen in saloons will go there and play cards the whole evening for cigars. He has a good run of that kind of custom, and is making money."

"How do you account for the increase in number of these places if there is no money in the business?"

"That's a very easy matter. Some people are satisfied if they make their rent, and that's just what three-fourths of them are doing. A man with a little capital rents a small store and starts in. He manages to live overhead, or as often happens, on the floor with the store. His wife or one of his children, if he has any, will attend to it, and he goes off to work at his trade. If the receipts of the 'store' pay their rent, why he is so much ahead. If they fall behind that a little, he is nothing out, because he would have to pay rent anyhow. This is the way they manage to keep the business going, and many people are led to think they are getting rich. For my part I'm through with it."

On investigation the reporter found that his friend's view on the matter were pretty nearly correct. Competition has become so strong that those who go into the business to make a living have to work very hard, and the days are gone by in this city when anyone can start a small store and a bank account at the same time.

Had to Get Back Home Again.

"Yes, I've been down South," said a dusty tanned passenger, with quite a variety of baggage lying on the seat in front of him, "and it's mighty glad I am to get back again. The South is no place for my business." And what might your business be? "selling clothes-ringers, flutters and sad-irons. The colored women do all the washing and ironing in the South, and of course I canvassed among them. They're a queer lot of citizens, they are. In one house in Memphis I wanted to sell a women a flutter, and when she said: 'Go way wid yo' saw-sidge machine—we's no Dutch trash in dis hyah house.' In Vicksburg I was showing a colored woman some sad-irons, when she said: 'We's got no use for such weep'ns sah; I'm a pec'ble woman, I am, an' don't go gaddin' roun' nights wid common folks; n' a as fo' my husban' he nebber would be boddaded wid one o' dem a 'irons—he prefahs a razah.' Even in the back street of the colored district of St. Louis I was carrying a wringer along one day when about four dozen pickaninies ran after me and cried out: 'Mistah! mistah, pleathe play us a tune.' In two hours I lit out for the North."

A donkey is a tough creature. It never suffers from a softening of the brayin'.

A burglar alarm clock went off the other night without arousing the family. It went off with the burglar.

A lady advertises for sale, in a country newspaper, one baboon, three tabby cats and a parrot. She states that having married she has no further use for them.

He had an auburn-haired girl, and promised to take her out riding. She met him at the door when he drove up, and he exclaimed, "Hello! ready?" She misunderstood him, and they don't speak now.

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. SWEDER, Detroit;
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEER, 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.

HAWINS & 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

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.

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 Coccoanuts, and compete with any market.

Cigars

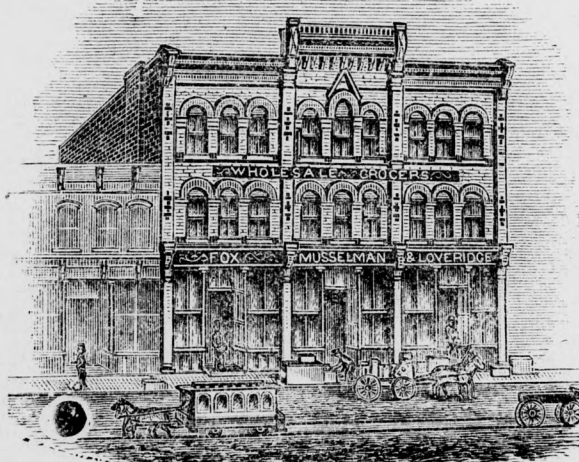
We are agents for Cordon's celebrated Wag Jaws, Olympian, D. F., and many other well-known brands and carry a full line of his goods at factory prices.

Fruit

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

PUTNAM & BROOKS.

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

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.



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.

TRADE MARK.

In the opinion of the United States Circuit Court for the district of Rhode Island, a trade mark may be bought and sold in connection with the article with which it is associated in the same way as other property. It constitutes a part of partnership assets and is properly sold with firm property.

CONSTITUTES A TENDER.

The Supreme Court of Wisconsin, in the recently decided case of Elderkin vs. Fellows, held that an offer of payment to constitute a tender must be understood as a tender absolute and unconditional, and to treat an offer of payment conditional upon a discharge from the whole debt as a tender is a fatal error.

FIRE INSURANCE—MORTGAGEES INTEREST.

A policy of insurance issued to a mortgagee of real estate made payable to the mortgagee in case of loss is an insurance of the interest of the mortgagee in the estate and not of 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.—Supreme Court of New Hampshire.

PATENTED ARTICLE—SALE.

The purchase of a patented article from the patentee confers upon the buyer the right to use the article to the same extent as though it were not the subject of a patent; but the sale does not import the permission of the vendor that it may be used in a way that would violate his exclusive property in another invention.—United States Circuit Court, Southern District of New York.

RIGHT TO DRAW WATER.

If a grantor of two pieces of land, in his conveyance of the first, reserves to himself the right to draw water from a well situated upon it, this right, though enjoyed by him in his occupation of the second piece, does not pass by his subsequent conveyance of that piece. When land is conveyed by deed, an easement of convenience merely in other land does not pass by implication.—Wentworth vs. Philpot, Supreme Court of New Hampshire.

DEFENSE—WANT OF CONSIDERATION.

The Supreme Court of New Hampshire holds that in an action by an indorsee against the maker of a promissory note transferred for value before maturity, the defense of want of consideration, or that the note was given for a worthless patent, or for an article not patented, but fraudulently represented to be, can not be made, if the indorsee, at the time of the transfer, had no knowledge or notice of the facts relied on as a defense, mere suspicion of facts which could be a defense to a note in the hands of the payee, is not notice of, and does not put the indorsee upon inquiry as to such facts.

FRAUDULENT CONVEYANCE.

A creditor filed a bill in equity to set aside a voluntary deed to the debtor's wife as fraudulent as to him. The deed has been recorded for more than a sufficient time to bar the action by the statute of limitations and the defense of the statute was pleaded. The trial court decided in favor of the plaintiff, on the ground that the statute did not begin to run against him until he discovered the fraud. The defendant carried the case to the Court of Appeals, where this judgment was affirmed. The Chief Justice, Hargis, in the opinion said: "The recording of conveyances made in good faith and for a valuable consideration within the time prescribed by the registry laws is notice to the world of their existence and recordable contents; but where the conveyance is voluntary its registration is not constructive notice of its existence or contents to a subsequent purchaser for a valuable consideration without actual notice. A pre-existing creditor stands in a better position than a purchaser; he has the right to rely upon the condition of his debtor when his debt was created, and he is not bound to keep constant watch over the public records for the voluntary conveyances his debtor may make, else he is barred by limitations regardless of the time of actual discovery of the conveyance or its equivalent." Ward vs. Thomas, Court of Appeals of Kentucky.

The Borrowing Family.

From the Detroit Free Press. The borrowing family sent their boy Jack over to Mrs. Murphy's to borrow some tea and sugar and a plate of butter. Mrs. Murphy was busy and had no inclination to lend to neighbors who never returned anything they borrowed. At the same time she did not care to entirely offend them.

"I'd be glad to accommodate ye," she said politely, "but oim in a hurry and haven't the time to wait on ye. I've other fish to fry just now."

The boy went home and reported that Mrs. Murphy was too busy to attend to him, and had other fish to fry, etc.

"And why didn't ye wait?" asked his mother breathlessly. "Go back and take another plate wid you, and tell Mistress Murphy you're in no hurry, and mother'd be much obliged to her for a plate of the fried fish."

Osculation is the art of hitting the popular taste, and is generally hit with a miss.

SEEDS!

We will sell to the Trade for Spot Cash until further notice:

Medium Clover Seed	\$5.50
Mammoth "	\$5.60
Prime Timothy "	\$1.55
Fall Rye "	.75

Delivered free on board cars in lots of 5 bags or more. Cartage charged on smaller quantities.

GRAND RAPIDS SEED CO.
91 CANAL STREET.

JOHN CAULFIELD
Is our Agent in Grand Rapids for our FAMOUS

GALVANIC SOAP
The best easy washer manufactured.
B. J. JOHNSON & Co.,
MILWAUKEE.

BANNERS!

We are prepared to get up on short notice Banners and Transparencies of all kinds. Lettered, with or without Portraits of Candidates. Ropes to put up same also furnished. State size you want and we will quote prices.

JOBBER OF HORSE COVERS, OILED CLOTHING, AWNINGS, TENTS, ETC., ETC.

ALBERT COYE & SONS,
73 Canal Street.
GRAND RAPIDS, - MICHIGAN.

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.

C. S. YALE & BRO.,
—Manufacturers of—

FLAVORING EXTRACTS!
BAKING POWDERS,
BLUINGS, ETC.,
40 and 42 South Division St.,
GRAND RAPIDS, - MICH.

YALE BAKING POWDER

YALE BAKING POWDER

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.

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
Louisville Cement, car lots.	1 40
Buffalo Cement, per bbl.	1 40
Car lots.	1 05
Plastering hair, per bu.	25
Stucco, per bbl.	1 75
Land plaster, per ton.	3 75
Land plaster, car lots.	3 00
Fire brick, per M.	25
Fire clay, per bbl.	3 00

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

DO YOU KNOW

—THAT—

Lorillard's Climax
PLUG TOBACCO

With Red Tin Tag, is the best? Is the purest? Is never adulterated with glucose, barytes, molasses or any deleterious ingredients, as is the case with many other tobaccos? Lorillard's Rose Leaf Fine Cut Tobacco is also made of the finest stock, and for aromatic chewing quality is second to none. Lorillard's Navy Clippings take first rank as a solid durable smoking tobacco wherever introduced. Lorillard's Famous Snuffs have been used for over 124 years, and are sold to a larger extent than any others.

OYSTERS!

We duplicate Chicago and Detroit prices and guarantee as strictly fresh stock and as well filled cans as any in the market—at bottom prices.

SEEDS!

Clover, Timothy and all kinds field seeds at bottom prices. Write for quotations when in need of seeds.

Oranges and Lemons

Green and Dried Fruits, Butter, Eggs, and all kinds of Produce.

MOSELEY BROS.,
122 Monroe Street, Grand Rapids, Michigan.

M. M. HOUSEMAN,
ATTORNEY AT LAW,
ROOMS 7 AND 8 HOUSEMAN BUILDING,
GRAND RAPIDS, MICH.
COMMERCIAL LAW A SPECIALTY.

DILWORTH'S,
—THE—
BEST ROASTED PACKAGE COFFEE ON THE MARKET.

FOR SALE BY
Fox, Musselman & Loveridge
Factory Agents for Western 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.

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.

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.

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.

S.A. WELLING

WHOLESALE

MEN'S FURNISHING GOODS

Lumberman's Supplies

—AND—
NOTIONS!

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

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

24 Pearl Street - Grand Rapids, Mich.

TIME TABLES.
MICHIGAN CENTRAL

The Niagara Falls Route.

Michigan Central—Grand Rapids Division.

DEPART.
*Detroit Express..... 6:00 a.m.
*Day Express..... 12:25 p.m.
*New York Fast Line..... 6:00 p.m.
*Atlantic Express..... 9:20 p.m.

ARRIVE.
*Pacific Express..... 6:4 a.m.
*Local Passenger..... 11:20 a.m.
*Mail..... 3:20 p.m.
*Grand Rapids Express..... 10:25 p.m.
*Daily except Sunday. *Daily.

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

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

The Detroit Express leaving at 6:00 a. m., has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:20 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. 6:20 a.m.
*Through Mail..... 10:15 a.m. 10:20 a.m.
*Evening Express..... 3:20 p.m. 3:35 p.m.
*Atlantic Express..... 9:45 p.m. 10:45 p.m.
*Mixed, with coach..... 10:30 a.m.

GOING WEST.
Arrives. Leaves.
*Morning Express..... 12:40 p.m. 12:55 p.m.
*Through Mail..... 5:00 p.m. 5:10 p.m.
*Steamboat Express..... 10:30 p.m. 10:35 p.m.
*Mixed..... 5:10 a.m. 5:30 a.m.
*Night Express..... 5:10 a.m. 5:30 a.m.

*Daily, Sundays excepted. *Daily. Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.

Parlor Cars on Mail Trains, both East and West.

Train leaving at 10:25 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 a Parlor Car to Detroit. The Night Express has a through Wagner Car and Local Sleeping Car Detroit to Grand Rapids.

D. POTTER, City Pass. Agent.
GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana.

GOING NORTH.
Arrives. Leaves.
Cincinnati & G. Rapids Ex. 9:00 p.m. 11:00 p.m.
Cincinnati & Mackinac Ex. 9:20 a.m. 10:25 a.m.
Ft. Wayne & Mackinac Ex. 3:55 p.m. 5:00 p.m.
G. Rapids & Cadillac Ex. 7:10 a.m.

GOING SOUTH.
G. Rapids & Cincinnati Ex. 6:30 p.m. 7:00 a.m.
Mackinac & Cincinnati Ex. 4:10 p.m. 4:35 p.m.
Mackinac & Ft. Wayne Ex. 10:25 a.m. 11:42 a.m.
Cadillac & G. Rapids Ex. 7:40 p.m.
All trains daily except Sunday.

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

Chicago & West Michigan.

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

*Daily. *Daily except Sunday. Pullman Sleeping Cars on all night trains. 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 E. & P. M. trains to and from Ludington and Manistee.

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

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. O. 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.

Jennings & Smith,
(Props. Arctic Manufacturing Co.,)
MANUFACTURERS OF

Fine Perfumes
—AND—
Toilet Articles.

JENNINGS' FLAVORING EXTRACTS!

ARCTIC Improved Baking Powder,

Bluings, Inks, Mucilage, Kid Dressing, Etc.

RINDGE, BERTSCH & CO.,
MANUFACTURERS AND JOBBERS OF

BOOTS & SHOES,

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

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

FIRST ON DECK

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

MANOKEN BRAND,

which are the best filled cans in market, and will continue to receive them daily by 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.

The Michigan Tradesman.

The Sentiment of a Thinking Dealer.
ST. IGNACE, Sept. 11, 1884.

Editor "Michigan Tradesman."
DEAR SIR—I like the weekly visits of THE TRADESMAN, and admire your treatment of those dealers who sell anything for less than it can be bought and paid for at wholesale, whether it be advertising space, sugar, or anything else. I think the stand you have taken on these subjects is right. Your editorial on "prompt paying" is just the thing, but one great hindrance to that very desirable end is our retail customers' failure to pay us. I am seriously thinking of selling only for cash, or its equivalent, and buying for cash on the arrival of goods according to agreement; and, above all, only buy what I want, notwithstanding a farm, sewing machine, gold watches, etc. are thrown in as an inducement to buy largely. The quality most needed by dealers of the present time is grit enough to say NO. With kind regards,
GEO. COOKE.

Good Words Unsolicited.
Hightcock & Putnam, general dealers, Northport: "Well worth any man's \$."
A. L. Vandercok, Mason: "THE TRADESMAN is the best paper for business men that I have ever had the pleasure of reading."
C. Strobe, general dealer, Errysburg: "Can't do business without it. The paper should be in every business office. Wish you all the success possible."

Movements of the Michigan Trade.
Not a vacant store in Marshall.
Alma is to have a cheese factory.
J. S. Daniels has re-opened a meat market at Lowell.

The Hillsdale canning factory is doing a rushing business.

A big box factory is to be established at Bay City by R. J. Briscoe.

Reid & McCracken, marble dealers, have removed from Adrian to Detroit.

The Ohio paper mill at Niles is putting in a new water wheel and making other repairs.

The Kalamazoo Canning Co. is putting up 10,000 cans of corn and tomatoes daily.

Damon Stewart, dealer in woolen goods at Flint, has failed. Wm. A. Burr is the assignee.

L. C. Madison, general dealer at Boyne Falls, has removed his stock and business to East Jordan.

H. C. Haskins, the Clayton produce dealer, has 37,000 apple barrels, which he will fill during the season.

C. A. Warren's general store at Orono was burned on the 10th. Loss about \$9,000, insurance one-half.

Goodrich & Guinan, the Ann Arbor hat-makers, make a showing of \$2,000 liabilities, and \$4,500 assets.

It is said that a barrel factory will be put into one of the Upton shops at Battle Creek as soon as the shop is vacated.

Ringman & Hazard is the name of a new firm who will open a jewelry store and general jobbing establishment in Adrian.

McCarthy & Hull, of Vermontville, met with very heavy loss by the burning of their large tobacco factory in Ashville, N. C.

Dealers purchasing supplies of field seeds should consult the Grand Rapids Seed Co.'s quotations, in another part of this week's paper.

J. J. Granger and P. Oberson have purchased the boot and shoe stock of Crownor & Hunter, at Saranac, and will continue the business. The new firm will be known as Granger & Oberson.

A Preacher Who Was "Clean Off" on Overcoat Buttons.

An evangelist from the far East made a tour to Texas recently for the purpose of saving some of the desperate denizens of the Lone Star State. He opened his first meeting in what is known in the State as a "tough town." About thirty hard-looking male citizens comprised the audience. After the good man had discoursed a little and sung several hymns, he requested that a collection be taken up to carry him further into the State. A tall and fierce-looking Texan, armed to the nape of his neck, passed the sombrero around, with the significant remark:

"Guv liberal, boys: you've seen the show, and we ain't the men to beat any showman."

The result was that every man contributed something, and when the hat was passed to the evangelist he examined the contents, and then remarked:

"I find in this hat four dollars, fifteen cents, and two overcoat buttons."

"That ain't a square deal," yelled the fierce man who had taken up the collection, as he mounted the chair. "The man who put them buttons in the hat will redeem them at fifty cents a piece, or there'll be h—l here in the toss of a cent."

"Make no disturbance, my friend," pleaded the evangelist, holding the supposed buttons in full view. "I will—"

A shout and considerable laughter cut off the evangelist's remark, and the tall man, without dismounting from the chair said:

"Mr. preacher man, you're clean off on overcoat buttons. Them ain't no buttons; them are chips, good for fifty cents' worth of licker in any gin-mill this side of the Rio Grande. They'll also get you cooked grub, stranger, ef yer appetite needs it."

The explanation was satisfactory, and the meeting closed."

S. J. Wing and J. M. Neasmith, of Vicksburg, and J. C. McCauley, cashier of the Union City National Bank, have opened a bank under the State law, at Vicksburg with \$30,000 capital.



School Books

School Stationery

Wholesale,

EATON, LYON & ALLEN,

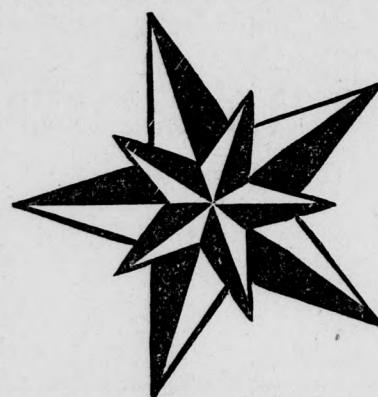
22 and 24 Canal Street,

The only general jobbing house in Michigan in our line. Send for catalogues and terms.

OYSTERS!

ON DECK—1884.

WM. L. ELLIS & CO.'S

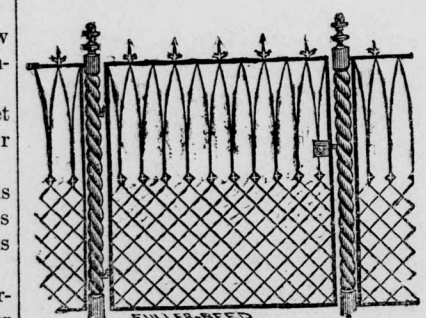


BRAND

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).

Grand Rapids Wire Works



Manufacturers of All Kinds of

WIRE WORK!

92 MONROE STREET.



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

PLEASANT TO TAKE, ACTS MILDLY, CURES QUICKLY

DUNHAM'S SURE CURE FOR FEVER & AGUE.

One Dose taken during the Chill, arrests the disease in 20 minutes. NEVER KNOWN TO FAIL. Money returned if it does not cure. Price, 50c. Ask druggist for it. Sent prepaid for 60 cts. Address, WESTERN MEDICINE CO., Grand Rapids, Mich.

WESTERN MEDICINE CO.'S TONIC LIVER PILLS.

Purely Vegetable; contain no calomel, mineral poison or quinine. Act directly on the Liver, "tone up" the system, aid digestion and purify the blood. POSITIVELY CURE HEADACHE AND CONSTIPATION. Indigestion, Biliousness, Indigestion, Hypochondria, etc. Sent free on receipt of price, 25 cts. Sample package free. WESTERN MEDICINE CO.'S, Grand Rapids, Mich.

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.

MUSKEGON BUSINESS DIRECTORY.

S. S. MORRIS & BRO.,

PACKERS

—AND—

Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

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

W. D. CAREY & CO.

Successors to Carey & Lander,

GENERAL

Commission Merchants

—AND JOBBERS OF—

Fruits and Produce.

ORDERS PROMPTLY FILLED. BEST GOODS AT LOWEST PRICES.

Kline's Patent Candler and Egg Carrier.

The Best on the Market.

Can be made any Size, Round or Square, with any Capacity. State Territory for Sale by G. C. SAYLES, Sole Agent for the United States, P. O. Box 1973, Muskegon, Mich.

ANDREW WIERENGO,

Wholesale

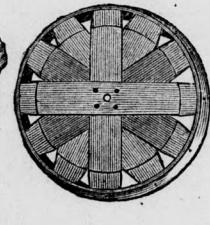
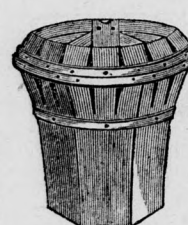
GROCEER,

WIERENGO NEW BLOCK

Pine Street

Muskegon, Mich.

TO FRUIT CROWERS



MUSKEGON BASKET FACTORY!

Is now in full operation manufacturing all kinds of

Prices the Lowest.

Quality Guaranteed.

FRUIT PACKAGES, ETC.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited.

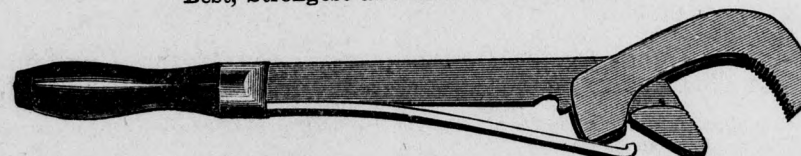
MUSKEGON, MICH.

MUSKEGON NOVELTY IRON WORKS

Manufacturers of the

Williams' Patent Novel Pipe Wrench

Best, Strongest and Most Durable Made.



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

361 Western Avenue.

Choice Butter a Specialty!

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

Careful Attention Paid to Filling Orders.

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

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Provisions,

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

GRAND RAPIDS,

MICHIGAN.

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 1,200 chests in all, which we have recently received per the Pacific Steamers San Pablo and City of Rio de Janeiro. These Teas are positively our own importation, and we believe we are safe in saying that they are the first Teas ever imported to this market direct from Japan.

They are selected with a view to the wants of Michigan trade and our friends will do well to send for samples and quotations before buying new Teas.

Soaps.

Again we remind the Trade that we are the Sole Agents in this market for the well-known and popular Soaps of LAUTZ BROS. & CO., Buffalo, N. Y. Below we mention a few of their best-known brands:

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

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

Starch.

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

Value Cigars.

We have received the agency for the new Value Cigar, the best five cent on earth, and are prepared to furnish every merchant who buys the same with presents for every purchaser of a single cigar, consisting of elegant Seth Thomas clocks, fine meerschaum and briar pipes, gold and silver plated tobacco and match boxes, etc., etc. These cigars we furnish to the trade at \$35 at 1,000, in lots of 1,000. Express prepaid on all mail orders. Send in your orders for a trial lot of 1,000.

Fancy Groceries.

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

Crosse & Blackwell's English Pickles.	Curtis Bros' Salad Dressing.
Lea & Perrins' English Sauce.	Durkee & Co's "
Holford's "	A. Lusk & Co's California Peaches.
Piccadilly "	" " Green Gages.
Colman's "	" " Apricots.
James Epps' "	" " Egg Plums.
Choice Brands of French Peas.	" " Pears.
" " Mushrooms.	" " Quinces.
" " Italian Macaroni, 1 lb pkg.	" " Grapes.
" " Vermicelli.	" " 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 Desicated and Cooked Oat Meal, Hominy, Wheat, Beans and Peas. Send us a trial order for these goods. All correspondence and mail orders receive prompt attention.

SHIELDS, BULKLEY & LEMON.