

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, NOVEMBER 14, 1883.

NO. 8.

HAZELTINE, PERKINS & CO.,

Wholesale Druggists,

AND DEALERS IN LUBRICATING AND CARBON OILS.

Manufacturers' Agents,

—IMPORTERS AND JOBBERS OF—

DRUGGISTS' SUNDRIES & BRUSHES,

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

GRAND RAPIDS, - MICHIGAN.

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

PUTNAM & BROOKS,

WHOLESALE

Candy, Fruit and Nuts

63 and 65 Canal Street,

Grand Rapids, - - - Michigan.

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

OIL CLOTHS,

MATTINGS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

California Prunes.

From the San Francisco Grocer and Country Merchant.

Of all the local productions, perhaps none have been more favorably received than what are known as French prunes. The crop of this fruit in California is as yet quite limited, but each year new trees are coming into bearing condition, and the best methods of preparing the fruit for market are becoming better known. Producers in Santa Clara county thus far have given more attention to the cultivation of the prune than those in any other portion of the State, and in both quantity and quality this section is pre-eminently in the lead. Producers in other counties are planting more prune trees now than in former years, and may be able to demonstrate their ability to compete successfully. The Sonoma and Napa valleys, both great fruit producing sections, have numerous young prune orchards, which bid fair to give good returns. From portions of Santa Cruz county, and in Alameda and Solano counties, we learn also of promising endeavors in this direction. Experience has shown that it is difficult to define the portions of the State suited to the production of many varieties of fruit, for the reason that they appear to thrive in almost all sections where thorough experiments are made. This may also be true with the prune. Already what is known as the California French prune has attracted considerable attention in the markets of the East. A prominent fruit house in Chicago—probably one of the largest in the country—recently informed the writer that the California fruit, if properly prepared, would find almost unlimited sale in that market, and command prices above those obtainable for the imported fruit. This statement is based on experience. It is claimed that the California prune has a richness and flavor which make it greatly preferred by consumers in that market. Thus far, local demand has taken most of the product in this State, and few, if any, prunes have been prepared and put up especially for the Eastern markets. This preparation must, however, come as the yield increases, and then the rule followed by the French producers must be observed. As to the quality of the local product, there is no longer any doubt, but, as a rule, little thought has been given to packing so as to obtain the best pecuniary results. Imported prunes have a market value largely regulated by size, hence they are carefully graded before packing, and the largest and finest fruit generally commands a fancy price, while that of ordinary quality is sold for much less. The necessity for this care may not be apparent to packers of the California fruit now, but the day is likely to come, and those who first gain the reputation for careful grading will be likely to secure a permanent advantage over their less careful competitors. The prunes we have examined this year are exceptionally fine, and such as the producers of this State may justly be proud of. This branch of industry is worthy of the attention of all fruit growers, for California is unquestionably capable of furnishing thousands of tons, instead of a few hundred tons annually.

Ladies Who Smoke Cigarettes.

Any society man can testify that cigarette smoking is becoming alarmingly common among the ladies of his acquaintance, says the *New York Morning Journal*. It is the customary thing now in the most fashionable circles for ladies to smoke cigarettes, "just for fun," if a stranger is about, their *sans froid* air showing that they are adepts at the business. The ladies smoke in the morning in their boudoirs and while calling on each other. Some of them are skillful in rolling cigarettes and carry exquisitely designed and chased cigarette cases, holders, etc. A good many well-known actresses are addicted to cigarette smoking, especially those of foreign birth. Nearly all the operabouffe artists smoke cigarettes. The names of several prominent actresses could be given who are habitual cigarette smokers, but as they deny the practice in public, it would probably be unfair to put them to trouble by a public mention of the fact. It is notorious that it is customary for the more fashionable milliners to serve their customers with liquors, and so it is also customary for them to supplement the dish with a cigarette. Not long since the young wife of a prominent society man was sent home in a carriage from a fashionable madiste's very ill, but the family physician discovered it was the effects of the "first smoke."

Recently at several ladies' lunch parties at Delmonico's, cigarettes have been called for and smoked clandestinely in the waiter's absence. The custom, of course, has been imported, and is one of the results of foreign travel. It is common for ladies—especially in the *demi-monde*—in sunny Spain and the Oriental countries to smoke cigarettes. The dear creatures claim that the fumes of the tobacco are good for their teeth. They also admit that the cigarette is a nerve tonic. At first the ladies obtained their cigarettes at drug stores, alleging that they were purchasing them for their husbands or brothers, but now they go boldly and order them with the groceries. They generally buy the lighter brand, but many of them smoke Periques.

A large uptown dealer says that there is as much smoking among the ladies as among the boys. The ladies avoid soiling their fingers by using cigarette holders, which, if they have not one, they improvise out of hair-pins. The ladies are much more graceful smokers than the men, and, holding the cigarette daintily between the lips, never wet the paper, which is the proper way to smoke a cigarette. Some men like to see a lady smoking, but they probably would not like to see their wives indulging in a cigarette.

Growth of the Clock Industry.

In 1807 Eli Terry, of Plymouth, set himself the task of making 200 clocks. People declared him crazy, and said that, even if he lived to complete the task, he never could sell so many. Chauncey Jerome, a pupil of Terry's, is the father of the Connecticut clock industry. Terry laboriously made his clocks all of wood, with a saw and jack-knife. He sold the clocks in New York at \$25, without cases. In a few years he sold out to Seth Thomas and Silas Hoadly, formerly employes. In 1814 Terry made his first shelf-clock. About that time Chauncey Jerome began, although an aged friend tried to discourage him, because the country was already flooded with clocks. In 1825, however, he was selling his clocks all over the country, and last year the company of which he was the founder sold over 2,000,000 clocks, which are sent to all parts of the world.

Closing on Holidays.

From the Commercial Enquirer.

The grocer's life is not one of ease and luxury. His path is by no means strewn with roses. It is up early and down late with him, and we sometimes doubt whether his reward is as great as his labors deserve. In exceptional instances he attains comparative wealth, but in the majority of cases a fair livelihood is the utmost limit of his hope.

No man has less time for recreation. His clerks have their evenings off, but his presence is needed in the store at all hours. When he gets a chance to take a holiday he ought surely to avail himself of it. It is easy enough to do so without inconveniencing any of his customers, and a short spell of rest and amusement will do him good. He will feel all the more like buckling to work again the following day.

To those who are desirous of availing themselves of national holidays, but fear to do lest they may lose business thereby, we would suggest that they buy some large printed bills, a few days beforehand, and put them in conspicuous places around their stores. They can thus warn customers that, on the approaching holiday, they will close their place at 10 A. M., or at mid-day, according to their own inclinations. It might also be well to call customers' attention to these signs. If these things be done no one can complain, and if any customer be inconvenienced he has no one but himself to blame.

By all means treat yourselves and your clerks to a holiday as often as the occasion offers. You will feel the good effects of a temporary release from business cares.

Adulterations.

From the Mercantile Review.

It sometimes becomes a good deal of a question as to what is adulteration. The old woman who returned the pound of ginger complaining that it was too strong and must have been "adulterated" with cayenne pepper didn't understand the first principles of finance. She never would succeed as a compounder of "pure spices." The temperance argument against "fine liquors," "that they are adulterated with drugs, is a weak one, in a sanitary point of view, because it is capable of argument that the purer the whiskey is the worse it is, on the ground that alcohol is the worst of all poisons; and adulteration which leaves out the alcohol and substitutes herbene is an improvement. If this is valid, that tempter from the classic town of Almagoozem, in the Pennsylvania oil region, was a "little off" when he went for a barrel of alleged whiskey and cautioned the wholesale dealer "not to put any adulterity into it." He was in fact mistaken in more than one way. It was a shrewd old soker who always ordered his drink as the Irishman did his boots ("The largest pair yez have for the money") and took the cheapest whiskey he could get. So there may be method in the madness of those customers who always buy the cheapest groceries, and in the practice of the jobbers who always order the cheapest goods, regardless. The former probably want to get out of the world as soon as they can, and the amiable dealer wants to help them in the interest of humanity. The argument all around seems to be that the quicker the cheap goods and their consumers are worked off (as Hugh, the executioner, used to say) the better for the world. Even adulteration has its uses.

Brazil Coffee.

A coffee merchant said to a reporter recently that the coffee of Brazil was driving the coffee from other places out of the market. "The coffee of Ecuador being of a peculiar kind," said he, "will almost always command a good market and a good price, but it is about the only kind that has not been hurt by the large exportation of Brazil. The navigation of the Amazon being now open to within a comparatively short distance of Quito, additional facilities are afforded for the exportation of the coffee of Ecuador. The coffee of Venezuela used to command a high price here but when Brazil began to send out coffee in such large quantities and the price went down, the merchants of Maracaibo refused to come down, thinking that the Maracaibo berry would hold its own. They were, and the coffee trade of Venezuela has much decreased. It is wonderful what an amount of coffee Brazil sends out. I think no one has any idea of the immense amount that there is in that country."

"Is not coffee still imported from Mocha and Java?"

"Oh, yes, but much of what is sold for Mocha is a fine grade of Brazilian. I think that as good coffee can be got from Brazil as from anywhere in the world. There are a great many who would not agree with me in that statement, however."

Adventures of a Couple of Invoices.

The *British Trade Journal* tells a good story of a firm of shoe manufacturers who do an export trade. It appears that an export merchant gave them an order of considerable magnitude for shipping to a certain colony, with the understanding that two invoices were to be supplied, one of which was to set out that the goods were charged at a much lower price than was really the case. This was for the purpose of defrauding the revenues of the colony in question by as much as would be represented by the difference in the *ad valorem* duty. The firm of shoe manufacturers before alluded to having consented to this procedure, the two documents were sent, the nominal price in one case being 25 per cent. below the real one sent out in the other. By some mischance, however, the shippers sent away the wrong—or rather the right—invoice, and were, therefore, mulcted in the full and proper import duty; but to square this loss they forwarded a check to the manufacturers for the amount stated on the lower-priced invoice, thus leaving the firm in question but two alternatives: either to accept the check, although it did not cover the cost of the goods, or to go to law and expose their share in an attempted piece of sharp practice. A mistake of this sort is not likely to occur again.

It is said that glass is gradually beginning to take the place of wood and iron in the construction of bridges in England. The inventor makes blocks of glass which he hardens by a special process. In solidity it is said to leave nothing to be desired. The experiments already made have given surprising results, and the cost is below that of bridges of wood or iron. Moreover, the glass cannot be injured by insects like wood, nor rusted like iron.

Manufacture of Date Sugar in Bengal.

From the Scientific American.

The supply of coarse brown sugar or molasses in Bengal is mainly derived, not from the cane, but from the date tree, and the date plantations have, during the last fifty or sixty years, enormously increased over well-known districts. The trees are planted in rows or clumps, and are not grown for fruit. The tree becomes profitable after seven years' growth, and may continue to yield a return for thirty or forty. In the month of October the natives are seen ascending their date trees, and making incisions on alternate sides, in alternate years, on the lowest branch of the feathery tuft, at the top. An earthen pot is placed under each incision, and when the cold nights begin, the liquid flows slowly into the pot beneath, whence it is removed in the morning. The colder and stiller the weather, the greater the flow of the juice. Rainy weather stops the flow of the juice for a time, but the process goes on, with a few intervals between November and March. The juice is boiled down and clarified by means of a coarse weed which grows in almost every tank, and the whole cultivation is very remunerative.

Revival in Car Building.

The *National Car Builder* is informed by a railway official, well versed in such matters, that freight cars can be built now at lower prices than at any previous time within his recollection. His road, he says, has received bids for 30-foot box cars at \$400, and he expected a reduction of \$20 on this figure would be made before closing contract. He also quoted bids for ordinary 30-foot flat cars at \$325, and coal cars of same length, with 28-inch sides, at \$340, with the probability of a similar reduction. The specifications for these cars require Georgia pine side sills and oak intermediate, center and end sills, the box cars to have white pine siding and all to be inspected while building by an agent of the railway company. He also says that the parties making the bids are full of work and have orders six months ahead, and furthermore, they are of the opinion that car building generally is on the increase. This railway official is doubtless a strong advocate of economy in the cost of equipment and is naturally a little inclined to "bear" the market, otherwise what will the timber famine croakers say to the outlook from a lumber point of view?

The Latest Feminine Freak.

From the Shoe and Leather Review.

The shoe manufacturers now complain of a new skit or bustle contrivance for feminine wear, which is provided with steel springs around the bottom. They say that this contrivance cuts through the leather on the instep and at the back of the shoes after a few days' wear. They are willing enough to have the shoes wear out, but the iron enters their soul, so to speak, when the shoes so cut through are returned as inferior quality and new ones demanded. There is some talk of organizing an expedition for the capture of one of the feminine wearers of these contrivances so that a thorough investigation can be made. The report of the investigation will be looked for with interest by the shoe manufacturers. In the meantime there is a chance for the inventor of an iron-clad shoe.

Foreign Dry Goods.

From the St. Louis Commercial Gazette.

We are glad to see that the demand for foreign dry goods continues light. As a consequence, the importation has fallen away. So far this year we have imported about \$8,000,000 less in this line than during the corresponding period of 1882. It is a healthy sign. Let our ladies insist on home manufactures and quit asking for foreign silks, satins, velvets and plushes. The jobbers will not import such goods if our consumers will only discourage them.

Going.

From the Hat, Cap and Fur Trade Review.

Manufacturers have been favoring jobbers with every desirable accommodation, including capital, for the transaction of their business. This remarkable kindness enables the jobbers to use their own money in sundry speculations, of which they possess insufficient knowledge to insure success.

Result most certain:
Conclusion inevitable:
The jobbers will disappear.

A large item in the expense of maintaining a sleeping car is the washing bill. The Pullman Company's entire outfit includes 50,000 sheets, 46,000 pillow-slips, 13,000 blankets, 16,000 hand towels, and 16,000 roller-towels. A car is entirely emptied and cleaned as soon as it reaches its destination, and the linen is sent straight to the laundry. The Wagner Company's total equipment is 4,000 woolen blankets, 13,851 linen sheets, 12,202 pillow slips, 5,740 hand towels, and 2,347 roller towels. The expense of keeping the Wagner Company's bedding clean is \$30,000 a year; the Pullman Company's is larger.

Wood substitutes, or artificial wood, as foreign experiments, date back some years ago. A preparation of heated and compressed sawdust had been in use in France for ornamental purposes before the recent similar inventions were announced, and the early substitute was not an imperfect one, for in compactness and hardness it was said to surpass wood itself. Another substitute was made by mixing blood with sawdust and compressing, while costly woods were imitated very closely by mixing sawdust with glue, and casting the mass in molds.

Nine-tenths of the black tea sent from China to England is Congou, whereas to America very little but Oolong is sent. It is also a fact that in 1882 not one pound of Oolong was shipped from China to the entire continent of Europe, including Russia and Siberia, their supply being composed wholly of Congou; and Australia, which imported 17,500,000 pounds of Congou, took only 2,000 pounds of Oolong. Truly there is no accounting for tastes. Of green tea, gunpowder and young hyson are favorites for both England and America.

It is stated that Claus Spreckels, proprietor of the California sugar refinery, who holds a monopoly of the Hawaiian sugar trade, has contracted for the purchase of the entire crop of sugar of the Islands, on the condition that all shipments be made by his vessels. This is equivalent to a monopoly of the carrying trade both ways, as other vessels going there will not get return cargoes.

Odds and Ends.

The export of wines from Italy is steadily increasing.

Advertising is the pole that knocks the pessimists.

The new postage stamps cost the Government nine cents per sheet of 1,000 stamps.

Silk culture is on the rapid increase along the Gulf coast from New Orleans to Mobile.

Florida has 630 factories, working 2,749 hands, with an invested capital of \$1,700,000.

The Africans of the Congo eat salt along with a delicacy, and consume it with great gusto.

A cheese factory at Whitesboro, N. Y., recently turned out a cheese weighing 2,245 pounds.

Articles on "The American Hog Abroad" are getting to be out of the season, so many tourists have returned.

"I know many distinguished persons," says a facetious business man, "nearly all my debtors are men of note."

Potatoes are quoted in the Davenport market at 15 cents per bushel. Some men have a chance to make money in potatoes in that region.

A man in Nashville fell near a buzz saw, and though not scratched, was so frightened that he died. He had evidently never been married.

The New York fish commissioners talk of establishing a hatchery of salt-water fish with which to replenish the Atlantic coast supplies.

It is said that the money paid for fertilizers in Hartford county, Md., this year would have bought all the land in the county twenty years ago.

A drummer came in from a trip, and his wife did not care and did not rip.

For in hunting around a man
She had suddenly found
Seven photographs hid in his "grip."

Tight pantaloons having gone out of fashion, the youth who has been wearing the sleeves of his coat for trousers will now return to coffee-sacks and salt-bags.

"I don't like to have my husband chew tobacco," remarked a young married lady, "but I put up with it, for the tin-foil is just too handy for anything in doing up my front crimps."

A woolen manufacturer from Yorkshire, England, with fifty operatives and several hundred tons of machinery, has arrived at Philadelphia, to establish a manufactory of woollens.

Turkeys are fast approaching their day of doom. The dawn of Thanksgiving Day will witness the demise of many a gobbler that has nothing but a corn-stuffed gizzard for which to be thankful.

A statue of De Blane, the inventor of the manufacture of soda, is about to be erected in Issoudun, his native place. It is the old story. The world refused him bread while living; now it gives him a monument.

A man at a hotel felt the whole length of a flight of stairs. Servants rushed to pick him up. They asked him if he was hurt. "No," he replied, "not at all. I'm used to coming down that way. I'm a life insurance agent."

The San Francisco *Merchant* says that it is a well-known fact that out of the sixty-five principal sugar plantations in the Hawaiian Islands, forty-seven are owned by Americans, eleven by Englishmen, five by Germans, one by Scotch, and one by Chinese.

Slang is a dangerous language. Recently when a handsome young wife went to a hardware store to get one of those contrivances to mash potatoes, and said, "I want a masher," every man in the shop, from the boss to the office boy, started up to wait on her.

"Mr. White," said a Harrisburg lawyer to a witness in the box, "at the time these papers were executed you were speculating, were you not?" "Yes, sir." "You were in oil?" "I was." "And what are you in now?" "Bankruptcy," was the solemn reply.

In Gowanda, N. Y., six brothers and six sisters have six children each. Not one of the twelve is less than six feet tall, and the lightest one weighs 200 pounds. There is exactly two years difference in their ages, the youngest being 44 and the oldest 66 years.

The first iron ore discovered in this country was in North Carolina in 1685. The first iron work successfully established was a blast furnace and refining forge, in Lynn, Mass. The manufacture of iron in Pennsylvania was established in 1716, by Thomas Rutter.

Fifteen years ago an Alabama man killed a peddler. Ever since that time his wife has held the crime over him as a whip, obliging him to split all the wood, build the fires, and rock the baby. Rendered desperate by her treatment he has given himself up to be hanged.

Three-quarters of the present site of Denver was owned only a few years ago by Edward McClintock, who sold it for a pair of French calf boots, a pound of plug tobacco and a burro. McClintock drove an ox team in the first overland train that ever crossed the continent.

Commercial traveling for the past quarter of a century would probably show a larger percentage of progress and increase, could the figures be compiled, than has been achieved by any other business, profession, or enterprise in operation at the beginning of the term mentioned.

A Mr. Knight rode into Cleburne, Texas, the other day on a horned horse. The animal is in every respect a well-formed two-year-old colt, except that it has two horns, about fifteen inches long, growing from the top of the head. The curiosity is to be sold to a Northern showman.

"Where are you taking me to?" asked a criminal, addressing the detective who had just arrested him. "I'm taking you to the office of the police superintendent, was the reply, "I wish to observe in this case, then," said the culprit, "that it is the office seeks the man, and not the man the office."

Coffee, when roasted, is quickly affected by the atmosphere, especially if the weather is damp, as any roasted product possesses strong affinity for moisture. Roasting evaporates the moisture, and the dry coffee will again attract it when exposed. It should, therefore, not be roasted in larger quantities than are needed for immediate demand.

STAPLE GROCERIES.

Table of staple groceries including items like Modoc, Diamond, Dry No. 2, No. 1 Carpet, Pie Peaches, Green Java, etc., with prices listed.

PLUG.

Table of plugs including items like Sentinel 17 lb and 28 lb cads, Climax, Honey Bee 28 lb cads, etc., with prices listed.

DRUGS, DYES AND CHEMICALS.

Table of drugs, dyes, and chemicals including items like Bismuth, Blue Pill, Borax, Capsicum Pods, etc., with prices listed.

CROCKERY AND GLASSWARE.

Table of crockery and glassware including items like H. Leonard & Sons, One Crate White Granite Ware, etc., with prices listed.

COAL AND BUILDING MATERIALS.

Table of coal and building materials including items like A. B. Knowlton quotes, Ohio White Lime, etc., with prices listed.

HIDES, PELS AND FURS.

Table of hides, pelts, and furs including items like Green #1, Fur cures, etc., with prices listed.

TIME TABLES.

Table of time tables for Michigan Central-Grand Rapids Division, Detroit, Grand Haven & Milwaukee, Grand Rapids & Indiana, etc.

