

# The Michigan Tradesman.

1188-2--1  
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VOL. 2.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, SEPTEMBER 24, 1884.

NO. 53.

## 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.

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Is our Agent in Grand Rapids for our  
FAMOUS

**GALVANIC SOAP**  
The best easy washer manufactured.

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**FIELD AND GARDEN,**  
—AT—  
**WHOLESALE AND RETAIL,**  
—AT THE—  
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**W. T. LAMOREAUX, Agent.**

**DILWORTH'S,**

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

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MANIFOLD, GRATES, GAS FIXTURES,

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**Galvanized Iron Cornice.**

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Orders by Mail and Express promptly attended to.

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**DESIGNERS AND**  
**Engravers on Wood,**

Fine Mechanical and Furniture Work, Including Buildings, Etc.,  
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—THE—  
**GREAT WATCH MAKER,**

—AND—  
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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.

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

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**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.

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**HAWKINS & PERRY**

**STATE AGENTS,**

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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. MAXGUM, A. M. SPRAGUE, JOHN H. EACKER, L. R. CESNA, GEO. W. N. DE JONGE.

FRANK BERLES - House Salesman.

24 Pearl Street - Grand Rapids, Mich.

## THE FINANCIAL SITUATION.

III.

Joseph O. Rutter in the Current.

The arguments for and against a protective tariff system have been very fully presented to the people by so many able writers and speakers, that all should be familiar with the most salient points on both sides of the question. Conclusions in the minds of the public are, however, mostly reached as the determination of the question may appear to affect different sectional interests. So long as our governmental debts and expenditures remain at, or about, their present proportions, a high tariff upon imports will no doubt be the source of a large part of our revenue, while, re-adjusted as it may be, and as large numbers of political economists think it certainly ought to be, an incidental protection to certain classes of goods must remain.

Absolute free trade is for a long time out of the question for this country.

Protection is, and for some time has been, a leading cause of the mercantile and manufacturing depression under which all sections have labored and are laboring. The enormous profits accruing from manufacturing, in its early stages, induced the investment, upon the part of those who received its benefits at that period, of a great part of their gains in additional plant; thus vastly adding to their capacity for supply. Tempted by the great profits offered in this way, many new establishments started, which, in turn, were enlarged as others had been by the use of abnormal gains; this process going on year by year, until, as we have seen, the market for goods became overstocked. Their large products stimulated the demand for raw material and for labor, causing frequent scarcity and high prices in both. Thus followed an active demand for merchandise, the producer of the raw material and the laborer spending their receipts freely. Prosperity was seemingly sweeping away all traces of former calamity, and the country had the full effects of what was facetiously called the "boom." The apparently rapid strides towards wealth, made by those whose business relations came within the radius of these favored circles, induced too often a wasteful and reckless expenditure for mere show. Those without looked on and wondered, until, taken as a whole, the masses of the people sought to emulate the sudden gains which came not within the scope of their own field of work; and the mania for speculation and participation in the contents of the "grab bag" seized them. So the conditions became ripe for what subsequently followed. The agricultural resources of the country failed to furnish their expected supply, and the farmer, who is the great consumer, lowered his demands upon the markets to the basis of his actual necessities. Then came the tumble and shrinkage of values, absorbing gains previously made; and the legislation which was intended (and by certain classes depended upon) to foster the infantile manufacturing interests of the country, served to work ultimate mischief, and, in cases, ruin.

These evils will be partially remedied when the tariff system has for its elemental purpose the raising of revenue, and not protection to private interests. When this is attained, one cause of the oscillation, every four years, of our business interests from one extreme to another will be measurably done away with. A tariff for protection seems not unlike a special tax imposed for charity's sake, for the relief of the poor, and its beneficiaries not unlike the inmates of a great national poor house, and may be in most instances appropriately called, in the language of Wilkie Collins, "moral agriculturists."

The mania for quickly-gotten wealth furnished liberal supplies of money for the purpose of extending many lines of partly-developed railways, and for constructing new ones, and under the pretense of developing our country and furnishing increased and better facilities to the people where the country was already developed, enormous sums were expended. All this created a demand for labor and materials for construction and equipment, furnishing at the same time temporary earnings in transportation to roads already in operation. One class of these properties, running through unbroken wildernesses, found no adequate earnings possible, except in the distant future; while the other could only seek them through a competition in rates, which if continued would precipitate common ruin.

The evil is apparent. The remedy lies in avoiding its repetition. The ordinary growth of the country will ultimately furnish a proper amount of business for existing lines. But a vital change must come over methods of railway building and management before one can hope to be freed entirely from the widespread troubles produced by them. A stop should be put to the effort to see "what can be done by combination."

In the treatment of physical ailments, success, in a great number of instances, is dependent upon the power of diagnosis possessed by the attending physician. The nature of the trouble once accurately discerned, the remedy is commonly to be found in the annals and literature of the profession, although skill and nerve are required to adapt them to the constitutional requirements of each individual case. This truth is largely applicable to business and financial affairs. Sometimes the evils encountered and to be corrected are of such long standing as to become chronic in their nature, and demolition and reconstruction appear to be the only recourse. This is not possible in medical practice on the human body, but the body politic has undergone many such changes in times gone by—at times preserving the outward form, but not always retaining even that. The laws of trade and finance work upon certain fixed general principles, at all times and under all conditions. Their operation may be extended or abridged, may be hastened or delayed, may be, and unquestionably are, affected, modified or intensified by the nature of the environments of different people and different periods of time, combated at all times, probably by the prejudices or fancies of men—yet, sooner or later, making their power felt and bringing to their violators an inevitable, if not a retributive punishment.

Men have sought—men have always sought, will always seek—some ingenious and original plan of accomplishing financial results different from that pursued by their predecessors in financial management, either the accomplishment of good or the avoidance of evil. Ambition to be distinguished as original

thinkers, or as the honored discoverers of new principles and ideas, is, no doubt, the impelling motive. It is always in vain, so far as success is concerned. It is a homely adage, but none the less forcible, that, "there is no use making a big hole for the big cat and a little hole for the little cat." The little cat will always run through the big hole.

It may be said without offense, let it be hoped, that the Americans are more given to this than most people, and are very apt to fancy themselves an exception to the rules and laws which have governed and will continue to govern all others. We are, in other words, a law unto ourselves. In no way are we more conspicuous than in the management of our monetary matters, both public and private. The history of the financial legislation of this country will be a study for our children. May they be wiser in their generation than their parents have been in theirs, remembering another old and familiar saying: "One that takes his own experience for a teacher has a fool for a scholar." One bright and honorable feature there is,—a steady and persistent purpose to eradicate the public debt. Let us pray that the fallacy that "A public debt is a public blessing," may never take root among us.

While, however, as a people, we are addressing ourselves to the steady reduction of our national debt, let us give attention, for it demands it in an imperative way, to the reduction of our national expense account, and put a stop to the shameful waste and extravagance which has fastened, vampire-like, upon our national life. Let us, with persistent effort, do away with the "spoils." These, rapaciously sought after in political life, and sympathetically debauching financial and social life, are threatening our very existence as a republic. Remove these and one remedy has been applied for the permanent relief of financial and business troubles which overtake us with such frequent recurrence. Then, too, we may point with the finger of condemnation to the men who enjoy unexplained, if not unexplainable, riches. "Get money, honestly, if you can, but get it," is pithy. It is also dreadfully, fundamentally dangerous to the interests of society. Let us infuse honesty and economy into the conduct of our public affairs—let the man upon whom rests the suspicion of taking public power for private gain be relegated to private life, and receive universal contempt, no matter to what political party he belongs. A proper respect for public virtue will beget increased respect for private virtue, and the men whose ways of getting on in the world are not as they should be, will soon be accorded their proper place. As matters now are, it is not the custom everywhere to praise where we should condemn, and condemn where we might accord praise? It might seem ungracious to say there is too low a standard of business and political morality in this age. If there is, it is not right here we find the common cause of so many of our troubles? Our great and overshadowing evil may be found in the universal disease: "Too much haste to be rich." When we as a people cease striving to create an impression that we and our institutions are so much better than can be found elsewhere, and are content to live in a moderate and less pretentious way than many of us do—when we are ready to divest ourselves of our veneer—we will have done much toward putting ourselves on a solid foundation and to enable us to withstand the storms which make so many wrecks and work such pitiable desolation.

**Perils of the Cutlery Grinder.**  
The knife-grinder, has, after all, a story to tell, and a very dismal one it is. He is envied by dangers as completely as he is saturated with the wet "swart" (powdered stone), which dyes him a deep saffron color from head to toe. He sits over a tool which at any moment may send him through the roof with all the suddenness and velocity of dynamite, and he works in an attitude and (especially if he be a "dry" grinder) inhales a dust which he knows will shorten his life by ten, twenty or even thirty years, as constitution and fortune may serve him. The sharp crack of a breaking stone is an appalling sound to the occupants of a grinding-hall. A bang in a trough, a crash in the roof, and a piteous moan, and all is over. If the victim is alive he is hurried to the hospital; if dead, his crushed body is reverently carried away. No vigilance in the master, no care in the workman, seems able to avoid these periodic catastrophes. The insidious water-rot, the hidden flaw, and the unequal grain do their fatal work in spite of all precautions.

**Durability of Copper Roofing.**  
The durability of copper roofing is shown by the fact that no signs of deterioration are yet visible in those instances in Boston in which, forty years ago, this material was thus employed. The metal is said to be still much used in that city for cornices, gutters and rain-water pipes, as well as for covering bay windows, and in various other ways, in place of galvanized iron, the latter being inferior in beauty and durability, and not very much cheaper. The copper has also the additional advantage of needing no paint, so that the delicate lines of artistic work are in no danger of being filled up, and the metal increases rather than diminishes in beauty by the slow formation of a bluish-green patina over it. For flushing, as well as other portions of roof work, copper is regarded as much superior to zinc or tin.

**Bones for Sheffield Cutlery.**

From the American Register.  
The American Consul at Sheffield, England speaking of the cutlery industry, says that the United States furnishes Great Britain annually with about \$100,000 worth of bones, horns, and hoofs, a portion of which is returned in scales for the American cutlers, and in the remainder in finished cutlery from Sheffield. The shank bones of oxen are almost exclusively required for this purpose, two million being required annually by the cutlery trade. The best qualities are so good as to be mistaken for ivory by the inexperienced eye. Of the whole importation of bones into Great Britain in 1880, 78,138 tons were made into fertilizers, and 11,311 tons were used for manufacturing purposes, chiefly by Sheffield cutlers.

Spurgeon was recently asked if he thought the world had grown better or worse since he came into it fifty years ago. He replied that he thought in some respects it was worse. "The struggle for life," he said, "is harder now; it is more difficult to make a living, and the destitution is more appalling, I think, than it has ever been."

## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

LIABILITY OF MASTER FOR DAMAGE TO SERVANT.

In an action by a servant against a master, to recover damages for injuries received while in his employ by reason of the insecure state of the master's premises, the statement of claim must, in order to show a ground of action, allege that the plaintiff was ignorant of the insecurity alleged as the cause of injury.—Queen's Bench Division.

LETTERS PATENT AS ASSETS.

The case of Freeman, administratrix vs Freeman, Supreme Court of Massachusetts, involved the question whether letters patent owned by a firm comprising two brothers were a part of the assets of the firm and subject to the same disposal as other recognized assets. Judge Allen, in the opinion, said: "Letters patent belonging to a firm are to be dealt with on a dissolution of the firm like other partnership property. That which was the partnership property before the dissolution continued to be so afterward, and a sale of the whole personal property will ordinarily be enforced by a court of equity and an account ordered of profits made since the dissolution. The surviving partner is not allowed to divide the property in specie, or to take it himself at a valuation, or to have its value ascertained otherwise than by a sale; but he must turn all the assets into an available or distributable form so far as this can be done."

ASSIGNMENT FOR BENEFIT OF CREDITORS.

B conveyed his stock of goods, fixtures, etc., to A, to secure his creditors, but in the deed he directed that a certain bond given by him for the property assigned, but not payable for three years, should first be paid, and there was provision as to the disposition of the store, fixtures and goods. In fact the assignor continued in possession of the store, and sold and supplied the stock. A creditor filed the bill to set the assignment aside on the ground that a full and complete delivery of the assigned estate had not been made. In this case McCormack vs. Atkinson, the plaintiff succeeded, and the defendant took the decree to the Supreme Court of Appeals, where it was affirmed. Lewis, presiding judge, in delivering the opinion, said: "This deed for creditors is void, because the assignor has retained substantial control of the property assigned; for a deed of conveyance, professedly to secure creditors, in which the grantor expressly or implicitly retains a power inconsistent with and adequate to the defeat of the avowed object of the deed, is void as against purchasers or creditors."

TRANSPORTATION OF CARS AND FREIGHT.

The Supreme Court of Illinois, in the recently decided case of Peoria, etc., vs. Chicago, etc., Railway Co., involving an entirely new phase of the common carrier question, delivered the following very important opinion: "The question presented is one of first impression in this court, nor have counsel cited any case where the exact question involved was considered by any court of last resort. It leaves this court free to determine the law on principle as it shall be thought best to subserve public interests as well as the private interests of corporations concerned. No proof is needed to show the extent and the importance of the interests involved in the decision. It is a matter of so much public concern that judicial notice may be taken of the fact that cars belonging to different companies are interchangeably used on all the principal railroads of the United States, and that no company could do any considerable freight business that did not conform to this general usage. Without such usage it would be difficult, if, indeed, it would be possible, to transact the commercial business of the country. \* \* \* And why may there not be such a thing as a common carrier of cars either with or without its load of freight? As to the freight the car contains, it will be conceded such carrying roads are common carriers and are subject to the strict liability of such carriers, and, as has been seen, by a constitutional provision all the rolling stock and other movable property belonging to a railroad in this State (Illinois) shall be considered personal property. What reason exists for discriminating against this class of personal property or for holding that railway companies carrying it shall not be regarded as common carriers? The mode of moving, whether on wheels or in carriages, ought not to be the foundation of any distinction. In either case the property is in the exclusive care and control of the carrier, and there is as much reason, arising from public considerations, why such a carrier should be held to the strict liability of an insurer for the safety of the property in the one case as in the other."

CURTAILING CREDITS.

Educating the Consumer to His Duty.

The Ovid Union reproduces the article entitled "Pay Promptly," from a recent issue of THE TRADESMAN and adds a number of valuable observations coming to the editor's notice. If the country press would exhibit more interest in educating the consumer as to his duty towards the retailer, in relation to credits, there would be less cause for complaint. The Union says:

The above article which we find in THE MICHIGAN TRADESMAN, published at Grand Rapids, we copy for the purpose of showing the consumer the importance attached to prompt payment of bills, or debts, which means the same thing, as set forth between the wholesaler and the retailer. Now in order that the retailer pay with that promptness which makes his credit all in commercial circles, he must either adopt the cash system in trade or else when goods are sold on credit demand of the consumer a prompt settlement at the end of the time agreed upon. If it is three, six or nine months, there should be an express understanding that at the end of that time, payment should be made without fail; all bills to run beyond 90 days, between the retailer and the consumer, should be settled by note, stipulating the limit of the time and disposing of all the cavil and unpleasantness, which so often arises when book accounts of no less than a year's standing come to be settled.

Half of the financial ills of the country are due to the fact that the retailer is disappointed by the inability or neglect of the consumer to meet his bills, because of the indefinite and unlimited period of credit given him. This blocks the wheel of the wholesaler, which in

turn affects the business of the manufacturer. The line of credits given between the manufacturer, the wholesaler and the retailer are all given upon strictly business principles, often backed with sixty, ninety, or 115 day paper. This places the business in legal form and settlements are speedily effected, even though it be done at a loss or a sacrifice; even though banks are called upon to furnish discounts; even though interest upon interest pile up, men of business must "sweat it out" and stand all losses incurred by this inability to pay their bills promptly.

What does the consumer do? Well, the consumer is the very independent man, especially after he has secured his credit. He walks in at the end of six or nine months, and sometimes at the end of a year, to say to the retailer he cannot pay, but to assure that debt harassed individual that he is "good for it," and admonishes his long suffering creditor "not to worry."

The retailer, having taken no note, due bill, or security of any kind from the consumer, having nothing but an open book account which cannot be used as collateral, which represents so much capital locked up and out of existence, is forced to go into the "stave off" business with his creditors, while he coaxes, implores and pleads with the consumer to settle his accounts that he may pay, but that individual not accustomed to having his note go to protest; never having been forced to pay discounts to the banks; never having been squeezed in the business vice of pay-to-day or lose your credit and commercial honor tomorrow, and thereby forced to retire from trade, to be jeered and laughed at by the business world, and rated a very incompetent man by the very consumer whose book account with the unfortunate is quite often settled by an assignee, knows nothing by hardship about promptness in the settlement of debts.

Now who is to blame for this state of affairs? Why should we as a people whirl from year to year in this vortex of unsafe credits? What good reason is there that can be assigned why the retailer should not demand of the consumer, a stipulated day of payment—a period when the credit or accommodation asked for and given, becomes due? Why should the consumer hesitate to give his note or other obligation to close such account up and affix a day of payment any more than the retailer, who always considers himself in duty bound to comply with the customs and usages of the business world, giving his paper with the avowed purpose of meeting it when due, let the money come, whether from the resources of his business, or from the banks in the shape of more secured credit. These questions are pertinent, in view of the fact that we hear the retailer constantly crying out against a system of book accounts and long credits, which often have to be earned anew by the time employed in book-keeping and in delayed and prolonged attempts at collection.

There is no more reason why the consumer who is able to ask credit, should buy in dribbles, than there is of the retailer. Why not multiply the orders for such articles as may be necessary for subsistence by three, five or ten, and get a sixty, or ninety days', or four months' supply, which can be put into a bill and furnished with up goods, to be checked out at home, figured out and settled that all doubt and cavil as to the articles purchased may be dispensed with when it comes to a final settlement?

It is supremely ridiculous that a consumer representing \$15,000 worth of credit, or even \$8,000, should buy soap in three bar lots; sugar in five pound packages, or tea and coffee by the single pound. There is also no good reason that can be given, why the consumer who asks six and nine months' credit, or even less, should hesitate a moment about giving his note for the amount when beyond a certain limit. Doing so, he does no more for the retailer who accommodates him with credit, than does the retailer for the wholesaler, or the wholesaler for the manufacturer, who depend entirely upon the success of their business, by the promptness with which the line of credits they give are paid.

Long credits are a curse to the retailer, who consents to give them, and some of the ills, financially, which the consumer even is obliged with the rest to bear, come from no other source than that of neglect and refusal of their own class to pay with any degree of promptness.

This article we admit has grown long, yet we trust it treats upon a subject of sufficient importance to be well worthy the space occupied, or the time consumed in reading, because the sooner we reach the level of paying our honest debts, each and all of us in the several classes in which we labor, the sooner will we begin to solve that great question which is largely the foundation upon which panics, bankruptcy, and financial ruin are builded.

The consumer, be it remembered, plays a most important part in this great drama of business, and yet of all classes who come to make up the unit of our population, which rounds up numerically measured into the millions, speaking strictly in a commercial sense, is held, financially, the least accountable.

A certain traveling man expresses a willingness to make affidavit to the truth of the following: He stopped at a hotel in Big Rapids, and at the breakfast table a waiter girl, wearing an intellectual look and a Mother Hubbard approached him and said: "Beefsteak, porksteak, mutton-chop or sausage?" "Sausage," he replied. The girl wiped the monograms of some fishes from his plate and said: "Would you prefer sausage with its clothes on, or in a nude state?" The traveler gazed at her in astonishment, and she continued: "We have sausages neatly dressed in morning wrappers made from the intestines of the animal which contributed the meat, or, if you prefer, I can serve it naked, in globu-form."

The use of nickel-plated kitchen utensils has increased to such an extent in Germany that a scientist, named Geerkens, has investigated the physiological effects of nickel (which is solvent under the action of acids) upon the human organization. He affirms that as much as 7½ grains of nickel may be taken into the stomach, and the dose repeated at intervals, for a long time, without producing any notably bad effects. If Geerkens has made no mistake, the use of nickel-plated vessels, even when they are allowed to become foul with acid foods, is entirely harmless.



# The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, SEPTEMBER 24, 1884.

## POST A.

Organized at Grand Rapids, June 28, 1884.

## OFFICERS.

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Regular Meetings—Last Saturday evening in  
each month.

## A VALUABLE VOLUME.

The July number of the United States  
Consular Reports is one of the most valuable  
and interesting to the commercial interests  
of the country ever issued, as it is devoted  
to a discussion of the credit and trade sys-  
tems of the various consular districts. Act-  
ing on the suggestion of the Board of Trade  
of Scranton, Pa., the Department of State  
sent in May, 1883, a circular to the consular  
officers, asking them to furnish replies to the  
following interrogatories:

1. Does credit stimulate trade?
2. Are people averse to contracting  
debts?
3. Are there any sumptuary laws or reg-  
ulations concerning credits?
4. To what extent does credit prevail in  
proportion to the volume of business?
5. To what extent do losses incidental to  
business prevail?
6. Do tradesmen extend credit to me-  
chanics and laborers readily?
7. What advantages have cash buyers?
8. Is interest demanded on time accounts?
9. With what classes are the evils of  
credit most conspicuous?
10. What kinds of produce or manu-  
factured articles command cash returns?
11. Are credits of record (mortgages,  
judgments, etc.) prevalent; and, if so,  
among what classes?
12. When a person in business has once  
failed, or has been discredited, can he re-  
sume, and what are the obstacles to such re-  
sumption?
13. Is bankruptcy frequent?
14. To what extent do relief acts in bank-  
ruptcy prevail?
15. Are fortunes readily made and lost?
16. What are the general effects of cred-  
it?

The result of the circular was 123 answers,  
from as many consuls, making in all a  
volume of over 600 pages. Some of the re-  
plies are lengthy and specific, giving a clear  
idea of the methods of trade and the in-  
cidental facts touching the granting of  
credits. Other replies are less specific and  
hence almost valueless. In too many cases,  
the Department instructions were disregarded,  
the questions asked being answered  
theoretically by the consul, instead of hav-  
ing direct practical reference to his own dis-  
trict and the condition of affairs existing  
therein. Perhaps some of the consuls labored  
under the misapprehension that it was their  
own opinions the Department were after,  
but it is more likely that they mis-  
took the real meaning of the questions pro-  
pounded, as the latter were not stated as  
clearly and specifically as could be desired.  
Aside from these drawbacks, the reports  
embody a great amount of useful infor-  
mation that will be of immense value to ex-  
porters, as well as those who are anxious to  
learn the customs governing commercial  
transactions in other countries. The pecu-  
liar facts and circumstances surrounding the  
granting of credits in other parts of the  
world is of particular interest at the present  
time, and it would richly repay any dealer  
to secure a copy of this report and give its  
contents a careful and thoughtful perusal.  
The book can be secured by anyone on ap-  
plication to the State Department through  
the member of Congress for his district.

The fourth and closing paper on "The Fi-  
nancial Situation" will appear next week. In  
giving space to these articles, the editor  
thereby assumes no endorsement of the  
statements made, but presents them as  
worthy of consideration, as they embody the  
practical opinions of a practical man.

The potato crop of Northern Michigan is  
a phenomenal one this season, and reports  
from all sections indicate that low prices  
will be the order of the day. Considering  
the fact that this is the principal product  
with many farmers in the locality named,  
the outlook is not as encouraging as could be  
desired, though the enormous yield will prob-  
ably compensate for the low price.

The gathering of business men last Wed-  
nesday evening for the purpose of effecting  
a preliminary organization was in every re-  
spect representative of the jobbing interests  
of the city, and the character of the commit-  
tee to whom was entrusted the work of out-  
lining the proposed association is a sufficient  
guarantee that the duty will be performed to  
the satisfaction of all concerned.

Russia is reputed to have pretty severe  
laws, but the punishment attending fraudu-  
lent bankruptcy is none too stringent. Men  
who fail with money in their pockets are  
banished to Siberia, which is equivalent to a  
life sentence to one of our state penal insti-

tutions. When a man fails and asks a com-  
promise, a single dissatisfied creditor can  
keep the delinquent imprisoned until the  
debt is paid, by the monthly payment of  
\$2.25. Such a provision would undoubtedly  
work injury in the majority of cases, but  
there are times when it would have a salu-  
tary effect over rascals of the Messmore and  
Brisbin stripe.

The Shelby correspondent of the Hart Ar-  
gus says that "several of the farmers in this  
vicinity are taking measures to market their  
own produce on the co-operative plan, and  
expect to build a warehouse to store their  
products in until the market is favorable for  
making sales." And THE TRADESMAN vol-  
unteers the opinion that the project will not be  
marked with any degree of success. The  
experience of the past teaches that the farmer  
enters a field foreign to his training and  
ability when he attempts to reap more than  
the legitimate profits of the producer. With-  
out the experience of the skilled operator, he  
buys on a falling market and sells when the  
tide has turned in the opposite direction. He  
is too often unaware of the requirements of  
the market, and is usually unacquainted with  
the usages of business men and the rules  
that govern commercial transactions. This  
lack of knowledge is in itself sufficient to de-  
feat the ends sought to be accomplished, but  
it is the same lack that is met with in every  
branch of business, with men who are en-  
deavoring to succeed in operations for which  
they have not had a special training.

With the advent of cool weather, and the  
consequent introduction of butterine, oleo-  
margarine and other butter compounds, for  
the season, it is to be hoped that a different  
spirit will characterize the traffic in these  
articles. For several years past their pur-  
chase and sale have been carried on with  
more or less secrecy, and with a manifest  
determination on all sides to deceive. The  
retailer has almost invariably deceived the  
consumer, and it has been too often the case  
that the jobber has allowed the retailer to  
purchase the goods under a misapprehension  
as to their true character. Such a condition  
of affairs is deplorable, in a business view,  
and is unworthy the great interest which is  
jeopardized by such deception. Butter com-  
pounds are no longer a matter of experi-  
ment, but have come on the market to stay,  
and are bound to play an important part in  
the commerce of the future. The only  
thing that can retard their taking front  
rank is a foolish fear on the part of some  
dealers that the present prejudice existing  
against bogus butter would have a tendency  
to injure its sale. Consequently, they de-  
ceive the consumer, palm off on him an  
article under a false name, and thereby  
place it on a false footing. Bogus butter  
must win by its superiority over ordinary  
butter, and until butter compounds are sold  
on merit, and not on deception, the business  
will be illegitimate, and the dealers who  
practice such deception will be subject to  
distrust.

## 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 bbl. for choice eating.

Beans—Buyers pay \$1 for choice unpeeled  
and sell for \$1.50 per 100 for picked.

Butter—Creamery is very scarce, in conse-  
quence of which a really choice article readily  
commands 28c. Dairy is also very scarce,  
nearly all of the genuine dairy on the market  
being old stock and of flavor. Quotations at  
18c are none too high.

Butterine—Solid packed 22c for creamery  
at 15c per 100 for dairy.

Beets—40c per bu. or \$1.25 per bbl.

Berries—Blackberries and whortleberries are  
both played out.

Cabbages—\$4.00 per 100.

Celery—25c per bunch.

Cheese—Full cream is looking up, as is usual  
at this time of the season, in consequence of  
the keeping qualities of August cheese. Job-  
bers are now asking 10c for prime, and old  
cheese finds frequent sale at 7 1/2c.

Clover Seed—Choice medium \$5.55 per bu., and  
mammoth at \$5.20 per bu.

Cider—Sweet, 8c per gal.

Eggs—Scarce at 15c per 100.

Egg Plants—\$1 per doz.

Grapes—California \$4 per case of 40 lbs. Kelly  
Island and Delaware \$7.00 per case. Concord and  
Isabellas 4c.

Green Corn—10c per doz. ears.

Hops—Brewers are paying 25c for choice new  
crop.

Honey—Choice new, 15c.

Hay—\$12.00 per ton for new, and \$13.00 per ton for  
baled.

Melons—Watermelons, 75c per 100 doz. for home  
grown. Musk, 50c per 100 doz.

Onions—New, 50c per bu.

Peaches—Very scarce and high, though sev-  
eral heavy shipments due within a day or two  
will have a tendency to bring down prices a  
notch. Ruling prices are \$3.50 per 100.

Pears—California \$4 per case of about 225.  
Bartlett, \$2 per bu.

Plums—California, \$2.25 per crate of about  
225. Green gages and blue are scarce and  
high, and readily command \$3.00 per 100.

Potatoes—The market is well-supplied with  
home-grown, which find slow sale at 25c per 100.

Poultry—Fowls, 14c per 15c. Spring chickens, 17  
c per 15c.

Red Peppers—90c per bu.

Squash—Hubbard, 2c per bu.

Sweet Potatoes—Jersey, \$4 per bbl. Balti-  
more, \$3 per bbl.

Turnips—40c per bu.

Timothy—Choice is firmly held at \$1.55 per bu.

Tomatoes—Acme, \$3.00 per bu.

## GRAINS AND MILLING PRODUCTS.

Wheat—White, Pulse, Clawson and Lancas-  
ter command 74c.

Corn—60c per bu.

Oats—White, 28c per 30c per bu.

Rye—\$2.00 per 34c per bu.

Barley—Brewers pay \$1.25 per cwt. for new.

Flour—Fancy Patent, \$5.50 per bbl. in sacks  
and \$5.75 in wood. Straight, \$4.50 per bbl. in  
sacks and \$4.75 in wood.

Meal—Bolted, \$1.50 per cwt.

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

# 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 pur-  
chase 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 percent-  
age 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 ap-  
proval; and if not satisfactory, after examination, the goods can be returned and I 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 recom-  
mend 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, Patras 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 Macaroni, 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 Con-  
densed, 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  
Hailfitter. In Smokings, Rob Roy, Uncle Sam, Mountain Rose, and Gold Flake Cabinet.  
In Cigars, Glacum's Standard, Delumos, After Lunch, Our Winners, Little Hatchets,  
Golden Spike, Josephus, Commercial and Magnolias, the champion cheap cigar.

Outside buyers visiting the fair this week are requested to call and make themselves  
at home.

Yours Truly,

JOHN CAULFIELD.

## Hardware.

Prevailing rates at Chicago are as follows:

AUGERS AND BITS.

Ives', old style.....	50
N. H. C. Co.....	55
Dougllass.....	50
Pierces.....	50
Snell's.....	50
Cook's.....	50
Jennings', genuine.....	50
Jennings', imitation.....	50

Spring..... 25 |

BARROWS..... 15 00 |

Garden..... 30 00 |

BELLS..... 60 10 |

Hand..... 15 |

Cow..... 15 |

Call..... 15 |

Gong..... 15 |

Door, Sargent..... 55 |

BOLTS..... 40 |

 Stove..... | 40 || Carriage new list..... | 75 |
Plow.....	30 10
Sleigh Shoe.....	50 15
Cast Barrel Bolts.....	50
Wrought Barrel Bolts.....	55
Cast Barrel, brass knob.....	55
Cast Square Spring.....	55
Cast Chain.....	60
Wrought Barrel, brass knob.....	55 10
Wrought Square.....	55 10
Wrought Sunk Flush.....	30
Wrought Bronze and Plated Knob.....	50 10 10
Flush.....	50 10
Ives' Door.....	50 10

BRACES..... 40 |

Barber..... 40 |

Backus..... 50 |

Spofford..... 50 |

Am. Ball..... net |

BUCKETS..... 4 00 |

Well, plain..... 4 00 |

Well, swivel..... 4 50 |

CASTS..... 40 |

Cast Loose Pin, figured..... 60 |

Cast Loose Pin, Berlin bronze..... 60 |

CAPS..... 60 |

Ely's 1-10..... per m \$5 |

Hick's C. F..... 60 |

G. D..... 35 |

Musket..... 60 |

CATRIGES..... 50 |

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

Rim Fire, United States..... 50 |

Central Fire..... 50 |

CHISELS..... 50 |

Socket Firmer..... 50 10 |

Socket Framing..... 50 10 |

Socket Corner..... 50 10 |

Socket Slicks..... 50 10 |

Socket's Tanged Firmer..... 50 |

Barton's Socket Firmer..... 50 |

Cold..... net |

COMBS..... 33 1/2 |

Curry, Lawrence's..... 25 |

Hotchkiss..... 25 |

COCKS..... 40 10 |

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

Bibb's..... 40 10 |

Beer..... 40 |

Fenn's..... 40 |

COPPER..... 37 |

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

14x52, 14x56, 14x60..... 39 |

Morse's Bit Stock..... 35 |

Taper and Straight Shank..... 35 |

Morse's Taper Socks..... 35 |

ELBOWS..... 10 |

Com. 4 piece, 6 in..... 10 |

Corrugated..... 10 |

Adjustable..... 10 |

EXPANSIVE BITS..... 20 |

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

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

FILES..... 50 |

American File Association List..... 50 |

 Dixson's..... | 50 || New American..... | 50 |
Nicholson's.....	50
Heller's.....	50
Heller's Horse.....	33 1/2

GALVANIZED IRON..... 15 |

Nos. 16 to 20, 22 and 24, 25 and 26, 27..... 15 |

HAMMERS..... 15 |

Maydole & Co.'s..... 15 |

Kip's..... 25 |

Yerkes & Plumb's..... 30 |

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

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

HANGERS..... 50 |

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

Champion, anti-friction..... 50 |

Kidder, wood tra..... 40 |

HINGES..... 60 |

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

State..... 2 50 |

Screw Hook and Strap, to 12 in. 4 1/2 14..... 3 1/2 |



# 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. Keller, F. W. Fincher.  
Next place of meeting—At Detroit, Tuesday, October 13, 1885.

## PRESIDENT WELLS' ADDRESS.

Delivered Before the State Pharmaceutical Association.  
Gentlemen of the Michigan State Pharmaceutical Association.

We interrupt to-day the circuit of business lives and duties, that we may meet, for the second time, in our corporate existence, to promote the objects which called our Association into being. Those objects are to unite the reputable pharmacists of this State, to improve the science and art of pharmacy, to elevate its standard, to restrict its practice to properly qualified pharmacists, and to promote the business interests of its members. These purposes are all worthy of, and should secure, our most earnest efforts. The steps already taken are extremely promising, and the full fruition of our wishes depends solely upon united effort. The power of concerted action, to accomplish a good purpose, has been demonstrated by centuries of human experience. Records of trade organizations are almost coeval with the records of our race. Their instrumentality has been most potent, in developing and promoting the interests of science, art and commerce, since the time those interests began to exist. Associations of merchants and artisans were a prominent feature of Roman life, and protected and fostered by Roman law, they increased in importance until the fall of the republic. From Rome, they spread over the entire continent of Europe, where, under the name of guilds, their influence became extremely powerful, even before the tenth century. Possessing, in an eminent degree, a spirit of faithfulness, honor and fraternity, their members were bound by voluntary obligations to guard each other's rights against the oppression and tyranny incident to a lawless age. They were the pioneers of civilization, at the time when western Europe was emerging from barbarism. For over two hundred years, during that period of gloom known as the Dark Ages, these guilds, in the midst of ignorance, superstition and vice, were the possessors of the skill, and much of the knowledge of their age, and they guarded well the treasures. The oppressors of the weak, the Lords and barons, found their chief opposition and rivals in these societies. Long, and often bloody, was the conflict, between the guilds upon one side, fighting for their existence and to keep aglow the sparks of knowledge and skill, which cost so much to light, and the arrogant nobles upon the other, many of whom regarded honest toil, education and business habits with the same feeling of scorn they did morality and virtue. Organization, with fixed and honest purpose, finally triumphed, and through that triumph were laid the foundations of social order, true scientific progress, proper business relations, and the principles of liberty and justice, which have developed constitutional governments, and those systems of liberal and popular education we now enjoy.

It is thus shown that the history of associations, composed of persons engaged in the same business, occupation or trade, is largely the history of our civilization. As the causes which called the guilds into existence diminished, and intelligence, skill and business enterprise obtained legal protection, and a general recognition of their value, these societies ceased to occupy the prominent position they had held for centuries, and one after another disappeared. Their revival in later times, in the form of professional and business associations, indicates either that some unrecognized causes, which made them valuable in a former age, still exist, or that others, incident to the more complex social and business relations of the present time, have been developed. The descendants of the ancient guilds, the modern associations, differ in objects and aims from their progenitors, in little save the characteristics incident to changed conditions of society and customs. The latter, like the former, seek to bar from their ranks the incompetent, and to protect themselves from the unscrupulous. They believe that well defined rights, privileges and standards of ability are no less important in the various pursuits of life now than formerly, and by organizing they act upon the knowledge, taught by both experience and reason, that these objects can only be acquired and held by the constant efforts of united workers. Pharmacy looks to a union of its members to-day as a relief from many increasing evils, and as a promising agent for the elevation of its character and work.

Unnoted causes have long been in operation to produce a crisis in some of the conditions of pharmacy. Heat, gradually applied to water, produces for a long time no visible effect, but suddenly, without special increase of temperature, ebullition ensues, and the previously quiet mass is in a state of commotion, with evidences of extraordinary power. The potential forces inherent in our profession have been steadily, but imperceptibly, reaching a kenetic condition, and are to-day, all over the land, in a state of violent agitation, exhibiting unmistakable manifestations of energy. This energy, by transmutation into organization, has already

produced associations in over twenty states. Michigan, though not the first to show evidences of these forces, is by no means least in her exhibition of their strength. Like her sister states, her pharmacists have long felt a need for legislation, that would restrict the practice of the profession to those properly qualified, and this, perhaps, was the finally potent cause, which excited them to action and rendered our first meeting so successful. Such restriction has not been sought for in other states, nor is it in ours, for the benefit of druggists alone. In fact, its aid is invoked chiefly for the safety of the public, to whom it will secure a large measure of protection, from the mistakes of the ignorant or pretended pharmacist. Were the fact less familiar, it would be a matter of surprise, that a state which has done so much to encourage education, by means of its magnificent common school system, its richly endowed University, and Agricultural College, still permits the lives of its citizens to be imperilled by ignorance. Justice demands, for their protection, a standard of qualification, as well for those who practice pharmacy, as for those who practice law. The importance of such a standard is even greater in the former than in the latter profession, for the unqualified attorney can only deprive you of property, and perhaps liberty, both of which may be regained, while the ignorant pharmacist takes from you the life, or health, which can never be restored. No argument would be deemed necessary to convince intelligent minds of the importance of restricting the preparation, and sale, of powerful drugs and poisons to competent hands, had not so much difficulty, and many failures, been experienced in obtaining legislation for this purpose in many of the states. It is, however, encouraging to us to know that the obstacles are diminishing, and the failures becoming less numerous. Each year brings welcome tidings of the success of state associations, in obtaining by persistent effort, and intelligent representation of their wants, such statutes as they desire. The present year has been signalized by the passage of excellent pharmacy laws, in the states of New York and Ohio. Have we not reason to hope, that before the close of another year, Michigan will be in this, as she is in nearly every other social and educational position, fully abreast of the most intelligent thought of the age?

The pharmacy bill presented for your consideration, and published in the proceedings of our first meeting, should be thoroughly discussed in the light of our present knowledge, its provisions perfected, and all possible measures adopted to secure its passage at the next session of the legislature. Steps should also be taken for procuring a legal standing for our Association by means of incorporation, under the general law of this State. In addition to other advantages, this will entitle us to a delegate in the association for the revision of the pharmacopoeia. I therefore recommend that the necessary authority be delegated to some of the officers of our Association for this purpose.

## TRADE INTERESTS.

Subjects of trade interest which affect our business and profits, though always of great importance, are receiving from druggists to-day more consideration than ever before. For many years we have been attracting to ourselves, and have become the dispensers of, various classes of goods, besides those legitimately belonging to pharmacy. While for some of these we merely claim pre-emption rights, there are others, which from their nature, clearly belong to the drug trade. These latter include patent medicines and the various articles indefinitely described as druggists' sundries. It is estimated that not less than two-thirds of our profits are derived from the sale of these goods. Within a few years our title to a large portion of this domain has been contested by other trades, while at the same time members of our own profession have endeavored in a selfish spirit, and by unbusiness-like ways, to deprive us of the chief portion of its income. The contest between druggists and other dealers for the sale of perfumery, toilet goods and similar articles, will perhaps result in both continuing such sale. Some manufacturers are likely to make it to the interest of ourselves, and others to the interest of our competitors, to sell their products. A better knowledge of this class of merchandise, a disposition to keep only such as they have reason to believe are the best of their kinds, and their taste in exhibiting them, will always give druggists advantages over their rivals.

## CUTTING OF PRICES.

The cutting of prices, especially of patent medicines, has become an evil of a very serious nature, and one which is confined to no locality. It has given rise to much discussion, and to the consideration of many plans for its suppression. The propriety of pharmacists selling this class of goods has been seriously questioned, and probably all the best dealers in our land would welcome the day when their own laboratories would furnish the medicines they might be called upon to dispense, a day when they might, without serious loss, discard forever the venerable sarsaparilla compound, the omnipotent liver pad, the mixtures expressed in chemical symbols, like S T 1860 X, the numerous pills, powders and plasters miraculously charged with magnetism, or claiming to be storage batteries of electricity, and the wonderful vegetable curatives, which owe their origin to those distinguished men of science, the North American Indians. But the tree is deeply rooted, and we have so long eaten of its fruits, and been protected by its branches, that we shall hesitate to destroy it. The sale of patent medicines has grown

to enormous dimensions and has become thoroughly identified with the drug trade. There are many plain and valid reasons why pharmacists alone should be entrusted with the dispensing of medicinal compounds of every kind, and it is from them that the public, unless unduly influenced in other directions, expect to obtain their supplies. Manufacturers keenly alive to their own interests seek for the services of no other class to furnish their cures and renovators, after the departure of the street musician and fishing-jack. These strong bonds of mutual benefit and dependence therefore unite so firmly the business of the pharmacist proper, and the dealer in patent medicines, that the present generation is unlikely to witness their divorce.

In claiming a protection from manufacturers, which shall render the sale of their goods profitable, the retail dealer demands no more than he is entitled to, nor than such manufacturers have the ability to grant. It is a protection they have already yielded to the jobber, through the rebate system. Economic principles which govern the prices of ordinary merchandise do not obviously apply to proprietary goods. Manufacturers of patent medicines fix arbitrarily a price for their preparations by the single package and by the dozen or gross. Under the rebate plan jobbers deviating from established wholesale prices have their supplies cut off by the proprietors. Can there be any valid reason why retailers should not be equally compelled to adhere to the price established for them? In addition to the protection this system has afforded the wholesale trade, it has increased the price of nearly every article, to retailers who purchase in ordinary quantities, while it furnishes large lots at prices which enable those who desire to retail at regular jobbing prices, with a fair profit. Such discrimination against legitimate retailers is manifestly unjust. We have the power, and self preservation dictates its exercise, to compel from proprietors protection for ourselves, equally with the jobber. This power is united action on the part of pharmacists, in aiding the sale of the products of such manufacturers only as recognize by their acts, the justice of our claim.

The history of the National Retail Drug Association, the recent adoption by it of the Campion plan, after considering it, with many others, together with the acceptance of this plan by most of the best proprietors, is familiar to you all. The report of our delegation to the meeting of this association recently held in Milwaukee, will give the latest and best information concerning the workings of the Campion plan, and the prospects of its ultimate success. This plan seems to meet the requirement of retailers, in their relation to patent medicines and their proprietors, and leads us to hope that through its instrumentality, this vexing question may be set at rest. It can only accomplish this, however, through the co-operation, and active support of those whom the plan is intended to benefit. Manufacturers of patent medicines and cutters of prices are watching our actions most eagerly. A disposition upon our part at this time to hold back will give them reason to claim that we are neither united nor in earnest in our demands and deprive us, perhaps forever, of the justice so nearly within our reach. Resolutions in favor of the action of the National Retail Druggists' Association are well, and are their due, but application for membership is much better. It is the only way we can show our strength, assert our rights, quiet the scoffers who sneer at our ineffectuality and achieve success.

Is it not proper that the moral, as well as the business attitude druggists should assume towards these, and all other secret preparations, be considered? My own conception of this attitude is that it should be as nearly negative as possible. They should be sold where specifically called for only, and without either recommendation or endeavor upon the part of druggists to substitute supposed better or more profitable preparations. By this course dealers subscribe both professional honor and business integrity. Secrecy in medicine is a relic of a past and ignorant age. Unfortunately, it is one which lingers most persistently amid the knowledge of the present. A lack of popular education upon all subjects pertaining to medicine, even among otherwise intelligent minds, is very great, and is the chief cause of the success of quack physicians and medicines. Not only should secret remedies, formulas and methods receive no countenance from us, but one of the missions of pharmacy should be to endeavor to educate the people to this degree at least, that they look with distrust upon medicines and men, claiming either power or knowledge, the sources of which are shrouded in mystery. By means of this kind of education, we may hope to obtain, at no distant day, a popular demand for action by Congress, requiring every article claiming to be medicine to have its composition stated upon its face, thereby removing from it every opportunity for false claims, and compelling it to stand upon its intrinsic merits alone. [Concluded next week.]

## A Good Suggestion.

"Speaking of fires in drug stores," said H. B. Fairchild, "reminds me of the method O. H. Richmond adopted while in business up at Pierson. On the top of his shelving, he kept a number of two bushel baskets in nests, and never allowed anyone to sell or handle them. In case of fire, the baskets would enable him to save the most of his stock in good shape. This method of saving stock commends itself to the drug trade in the wooden towns, where the fire protection is inadequate."

## WHOLESALE PRICE CURRENT.

Advanced—Oil Cassia, Honduras Sarsaparilla Root.					
Declined—Carbolic acid, Oil Pennyroyal Morphine, Rape Seed.					
ACIDS.					
Acetic, No. 8.	10	9	2	10	
Acetic, C. P. (Sp. grav. 1.040).	30	6	35	35	
Carbonic	35	6	40	40	
Citric	3	3	4	55	
Muriatic 18 deg.	3	3	4	12	
Nitric 38 deg.	11	12	12	12	
Oxalic	14	15	15	15	
Sulphuric 66 deg.	3	4	4	4	
Tartaric powdered.	10	20	20	20	
Benzoic, English.	12	15	17	17	
Benzoic, German.	12	15	17	17	
Tannic.	15	15	20	20	
AMMONIA.					
Carbonate.	15	15	15	17	
Muriate (Powd. 20c).	14	14	14	14	
Aqua 16 deg or 3f.	6	7	7	7	
Aqua 18 deg or 4f.	7	8	8	8	
BALISAMS.					
Copaiba.	50	50	50	50	
Peru.	2	50	50	50	
Tolu.	50	50	50	50	
BARKS.					
Cassia, in mats (Pow'd 20c).	12	12	12	12	
Cinchona, yellow.	12	12	12	12	
Elm, select.	13	13	13	13	
Elm, ground, pure.	13	13	13	13	
Elm, powdered, pure.	13	13	13	13	
Sassafras, of root.	12	12	12	12	
Wild Cherry, select.	10	10	10	10	
Bayberry powdered.	12	12	12	12	
Hemlock powdered.	12	12	12	12	
Wahoo.	12	12	12	12	
Soap ground.	12	12	12	12	
BERRIES.					
Cubeb, prime (Powd 80c).	6	7	7	7	
Juniper.	6	7	7	7	
Prickly Ash.	1	10	10	10	
EXTRACTS.					
Licorice (10 and 25 lb boxes, 25c).	27	27	27	27	
Licorice, powdered, pure.	37	37	37	37	
Logwood, bulk (12 and 25 lb boxes).	12	12	12	12	
Logwood, 1/2 lb.	12	12	12	12	
Logwood, 1/4 lb.	12	12	12	12	
Logwood, 1/8 lb.	12	12	12	12	
Logwood, ass'd.	14	14	14	14	
Fluid Extracts—25¢ cent. off list.					
FLOWERS.					
Arnica.	10	11	11	11	
Chamomile, Roman.	25	25	25	25	
Chamomile, German.	25	25	25	25	
GUMS.					
Aloes, Barbadoes.	600	75	75	75	
Aloes, Cape (Powd 24c).	50	50	50	50	
Aloes, Socotrine (Powd 60c).	280	30	30	30	
Benzoil.	60	60	60	60	
Arabic, extra select.	60	60	60	60	
Arabic, powdered select.	50	50	50	50	
Arabic, 1st picked.	40	40	40	40	
Arabic, 2d picked.	35	35	35	35	
Arabic, sifted.	30	30	30	30	
Assafoetida, prime (Powd 35c).	30	30	30	30	
Myrrh.	55	55	55	55	
Camphor.	21	24	24	24	
Catechu, 1/2 lb.	35	40	40	40	
Euphorbia, com. (Powd 25c).	35	40	40	40	
Galbanum strained.	90	100	100	100	
Gamboge.	20	20	20	20	
Guaiaic, prime (Powd 45c).	20	20	20	20	
Kino (Powdered, 30c).	20	20	20	20	
Myrrh, Turkish (Powdered 47c).	4	4	4	4	
Opium, pure (Powd \$6.00).	30	30	30	30	
Shellac, Campbell's.	26	26	26	26	
Shellac, English.	20	20	20	20	
Shellac, native.	20	20	20	20	
Shellac, bleached.	30	30	30	30	
Tragacanth.	30	30	30	30	
HERBS—IN OUNCE PACKAGES.					
Hoarhound.	25	25	25	25	
Lobelia.	25	25	25	25	
Peppermint.	25	25	25	25	
Rue.	25	25	25	25	
Spearmint.	25	25	25	25	
Sweet Majoram.	25	25	25	25	
Tanzy.	25	25	25	25	
Thyme.	25	25	25	25	
Wormwood.	25	25	25	25	
IRON.					
Citrate and Quinine.	6	40	40	40	
Solution purg. for tinctures.	20	20	20	20	
Sulphate, pure crystal.	7	7	7	7	
Citrate.	65	65	65	65	
Phosphate.	65	65	65	65	
LEAVES.					
Buchu, short (Powd 25c).	12	13	13	13	
Sage, Italian, bulk (1/2 and 1 lb).	18	20	20	20	
Senna, Alex, natural.	38	40	40	40	
Senna, Alex, sifted and garbled.	38	40	40	40	
Senna, powdered.	38	40	40	40	
Senna tannivell.	13	13	13	13	
Uva Ursi.	10	10	10	10	
Belladonna.	30	30	30	30	
Scopolamine.	30	30	30	30	
Henbane.	35	35	35	35	
Rose, red.	2	35	35	35	
LIQUORS.					
W. D. & Co's Sour Mash Whisky.	2	60	60	60	
Druggists' Favorite Rye.	2	60	60	60	
Whisky, 2nd brand.	1	60	60	60	
Gin, Old Tom.	1	35	35	35	
Gin, Holland.	2	60	60	60	
Brandy.	1	60	60	60	
Catawba Wine.	1	60	60	60	
Port Wine.	1	35	35	35	
MAGNESIA.					
Carbonate, Pattison's, 2 oz.	23	23	23	23	
Carbonate, Jennings's, 2 oz.	37	37	37	37	
Citrate, H. P. & Co's solution.	2	25	25	25	
Calced.	2	25	25	25	
OILS.					
Almond, sweet.	45	50	50	50	
Amber, rectified.	45	45	45	45	
Anise.	2	60	60	60	
Bay 1/2 oz.	9	9	9	9	
Bergamont.	18	19	19	19	
Castor.	2	60	60	60	
Croton.	2	60	60	60	
Cajuput.	1	20	20	20	
Cassia, powdered.	1	20	20	20	
Cedar, commercial (Pure 75c).	85	85	85	85	
Citronella.	1	20	20	20	
Cloves.	6	60	60	60	
Cubeb, P. & W.	1	60	60	60	
Eriogon.	1	60	60	60	
Fireweed.	2	60	60	60	
Geranium 1/2 oz.	7	70	70	70	
Geranium, 1 lb.	7	70	70	70	
Juniper berries.	2	60	60	60	
Lavender flowers, French.	2	60	60	60	
Lavender garden.	2	60	60	60	
Lavender spike.	2	60	60	60	
Lemon, new crop.	1	70	70	70	
Lemon, Sanderson's.	1	70	70	70	
Lemongrass.	1	70	70	70	
Origanum, red flowers, French.	1	25	25	25	
Origanum, No. 1.	1	50	50	50	
Pennyroyal.	1	50	50	50	
Peppermint, whole.	1	35	35	35	
Rose 1/2 oz.	9	95	95	95	
Rosemary, French (Flowers 55c).	65	65	65	65	
Sandal Wood, German.	4	10	10	10	
Sassafras.	60	60	60	60	
Tansy.	4	50	50	50	
Tar (by gal 60c).	10	10	10	10	
Wormseed.	2	50	50	50	
Savin.	1	100	100	100	
Wormseed.	2	50	50	50	
Cod Liver, filtered.	1	30	30	30	
Cod Liver, H. P. & Co's, 1 lb.	6	60	60	60	
Oliver, Malaga.	2	20	20	20	
Oliver, "Sublime Italian."	65	65	65	65	
Rose, Humsen's.	9	95	95	95	
POTASSIUM.					
Bicromate.	13	13	13	13	
Bromide, cryst. and gran. bulk.	14	14	14	14	
Chlorate, cryst (Powd 23c).	20	20	20	20	
Iodide, cryst. and gran. bulk.	1	25	25	25	
Prussiate yellow.	30	30	30	30	
ROOTS.					
Alkanet.	15	15	15	15	
Althaea, cut.	17	17	17	17	
Arrow, St. Vincent.	35	35	35	35	
Arrow, Taylor's, in 1/2 and 1/4.	12	12	12	12	
Blood (Powd 18c).	12	12	12	12	
Calamus, peeled.	12	12	12	12	
Calamus, German white, peeled.	12	12	12	12	
Elecampane, powdered.	20	20	20	20	
Gentian (Powd 14c).	10	10	10	10	
Ginger, African (Powd 16c).	13	13	13	13	
Ginger, Jamaica bleached.	35	35	35	35	
Golden Seal (Powd 40c).	35	35	35	35	
Helioleba, white, powdered.	12	12	12	12	
Helleb, Bto, powdered.	12	12	12	12	
Jalap, powdered.	12	12	12	12	
Licorice, select (Powd 12 1/2).	12	12	12	12	
Licorice, extra select.	12	12	12	12	
Pink, true.	12	12	12	12	
Rhubarb, from select to choice.	1	100	100	100	
Rhei, powdered E. I.	1	100	100	100	
Rhei, choice cut cubes.	1	100	100	100	
Rhospentaria.	1	100	100	100	
Senecka.	1	100	100	100	
Sarsaparilla, Honduras.	1	100	100	100	



## 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 24, 1884.

### Dilatation in Business.

One of the most important factors in the success of any business enterprise is the faculty of having all the work done up to date. Not a few young business men get in the habit of letting their work accumulate, and are always just about so much behind. The victims of this habit generally complain that they are so rushed with work that they cannot possibly catch up, and yet, if by some miracle all their arrears should be cleared up, they would be as badly off as before. As a rule, it is not because people have too much to do that they get behind in their work; it is rather the result of dilatory habits. A man who accustoms himself to finishing up everything he has on hand before leaving his desk, store or office at night, will never be haunted by the spectre of "unfinished business" in his sleeping hours.

With most people the want of any well-defined system or method is one of the chief causes of their getting behind with their work. A systematic method of working, combined with industry, will complete a vast amount of work in a day and finish it with ease; but, without system and application, the worker may be in a continual rush and yet accomplish but little. Aside from the continual annoyance that it occasions, it is a very unprofitable plan to have unfinished business constantly on hand that should have been done before. If a bookkeeper, for example, is a few weeks or months behind with his accounts, his employer cannot tell how he stands; is unable to determine whether he is making or losing money, and cannot tell whether accounts are being settled and collections made as promptly as they should be. In such a state of affairs he is practically going it blind, and the consequences are frequently disastrous enough.

Every young man should strive to finish each day's business within the day on which it comes to him. If the habit is once formed, it will be found an easy matter to continue it, while it is of the greatest possible advantage to the possessor, especially if he has but just entered business life. The all important thing in beginning a business career is to start right, and that young man is indeed fortunate who has an employer able and willing to put him in the right path. But any young man possessed of energy and determination, with a real interest in his business and a desire to succeed, can train himself up in the habits of promptness, thoroughness and accuracy.

The cod liver oil business is flourishing at Marseilles, and competition runs high. A repudiated advertisement of one of the manufacturers reads as follows: "The cod being one of the small fishes of the sea, is constantly tracked and pursued by its enemies, the whales and sharks, etc., therefore it lives in a constant state of fear; and it is a well-established fact that fear engenders in all living creatures jaundice and diseases of the liver. Consequently, all codfish taken in the open sea have diseased livers. But all my fish are caught in a safe harbor where marine monsters cannot enter. They live there in peace and comfort. Their livers are perfectly healthy, and that is the reason why my cod liver oil is the best."

She was in humble circumstances, but she was a Boston girl for all that. "Yes, papa is a unicyclist," she remarked to the railroad reporter, whom she met on an excursion train. "Indeed!" responded the young gentleman addressed, very much concerned to know what a unicyclist might be, but very much afraid of exposing his Western rawness by asking. From a Boston young man on the train it was learned that "papa" imparted the desired impetus to a wheelbarrow, used in connection with city improvements."

The *Crockery Journal* truthfully remarks: Nothing looks worse on crockery than the deposit of dust that some storekeepers permit to gather on their goods. We happened not long ago in a store where the dust lay like a black curtain over the whole stock, and when we asked, "How's trade?" we received the expected reply, "Durn it, there ain't none!" And we don't wonder at it at all, for dust is disastrous to good patronage.

Of 270 fulminate factories started in Europe during the present century, 201 have disappeared by explosion. Fulminates are now made in small quantity at a time in low sheds. These are so arranged that an explosion throws them over, and little damage is done.

The Wisconsin tobacco crop is reported to be so much heavier than was anticipated that most growers find that their sheds are far too small to accommodate it.

Camm Bros., merchant tailors at St. Johns, have assigned to C. E. Merrill. Liabilities, \$800; assets, \$900.

M. R. & S. M. Hartwell are using 250 bushels of apples daily at their evaporator at Cannonsburg.

Kirk & Co.'s box factory turned out 4,100 boxes at Muskegon the other day.

A tradesman in Frome, Somersetshire, England, who is a large dealer in china and earthenware, and also keeps a posting establishment, has just announced as a bait that he will supply all young people just beginning in life who will purchase goods of over \$15 value a carriage and pair of grays free for their wedding. This is a novelty. It is now open to a vender of patent medicines to supply hearse and pair of black horses for every \$15 worth of stuff.

Canfield & Wheeler's salt works, at Manistee, are turning out 260 barrels of salt per day. During August these works produced 5,962 barrels; Charles Reitz's, 4,045, and R. G. Peters', 1,300—all at Manistee—making a total of 11,307.

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

A porous plaster made in Milwaukee acts, the manufacturer asserts, by holding the back in place while the pain escapes through the holes.

This country manufactures annually 8,920,384,000 pins.

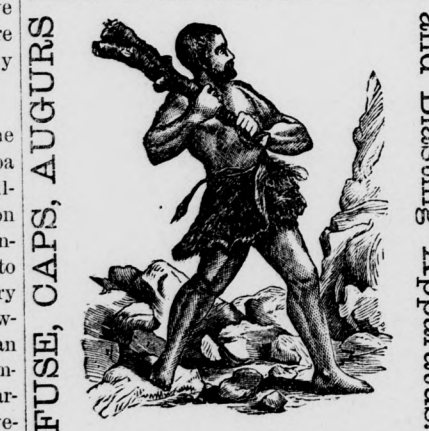
### COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:  
Ohio White Lime, per bbl. 1.05  
Ohio White Lime, car lots. 90  
Louisville Cement, per bbl. 1.40  
Akron Cement, per bbl. 1.40  
Buffalo Cement, per bbl. 1.40  
Car lots. 1.05 @ 1.10  
Plastering hair, per bu. 25 @ 30  
Stucco, per bbl. 1.75  
Land plaster, per ton. 3.75  
Land plaster, car lots. 3.00  
Fire brick, per M. \$35 @ \$35  
Fire clay, per bbl. 3.00

### LUMBER, LATH AND SHINGLES.

The Newaygo Company quote f. o. b. cars as follows:

Uppers, 1 inch.....	per M \$44.00
Uppers, 1 1/2, 1 3/4 and 2 inch.....	46.00
Uppers, 1 inch.....	35.00
Selects, 1 1/2, 1 3/4 and 2 inch.....	38.00
Fine Common, 1 inch.....	30.00
Shop, 1 inch.....	20.00
Fine Common, 1 1/2, 1 3/4 and 2 inch.....	32.00
No. 1 Stocks, 12 in., 12, 14 and 16 feet.....	15.00
No. 1 Stocks, 12 in., 18 feet.....	16.00
No. 1 Stocks, 12 in., 20 feet.....	17.00
No. 1 Stocks, 10 in., 12, 14 and 16 feet.....	16.00
No. 1 Stocks, 10 in., 18 feet.....	17.00
No. 1 Stocks, 10 in., 20 feet.....	18.00
No. 1 Stocks, 8 in., 12, 14 and 16 feet.....	15.00
No. 1 Stocks, 8 in., 18 feet.....	16.00
No. 1 Stocks, 8 in., 20 feet.....	17.00
No. 2 Stocks, 12 in., 12, 14 and 16 feet.....	12.50
No. 2 Stocks, 12 in., 18 feet.....	13.50
No. 2 Stocks, 12 in., 20 feet.....	14.50
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....	13.50
No. 2 Stocks, 10 in., 18 feet.....	14.50
No. 2 Stocks, 10 in., 20 feet.....	15.50
No. 2 Stocks, 8 in., 12, 14 and 16 feet.....	12.50
No. 2 Stocks, 8 in., 18 feet.....	13.50
No. 2 Stocks, 8 in., 20 feet.....	14.50
Coarse Common or shipping culls, all widths and lengths.....	8.00 @ 9.00
A and B Strips, 4 or 6 in.....	35.00
C Strips, 4 or 6 in.....	28.00
No. 1 Fencing, all lengths.....	15.00
No. 2 Fencing, 12, 14 and 18 feet.....	12.00
No. 2 Fencing, 16 feet.....	12.00
No. 1 Fencing, 4 inch.....	15.00
Norway 7 and better, 4 or 6 inch.....	20.00
Bevel Siding, 6 inch, A and B.....	18.00
Bevel Siding, 6 inch, C.....	14.50
Bevel Siding, 6 inch, No. 1 Common.....	9.00
Bevel Siding, 6 inch, Clear.....	20.00
Piece Stuff, 2x4 to 2x12, 12 to 16 ft.....	10.00 @ 10.50
\$1 additional for each 2 feet above 16 ft.	
Dressed Flooring, 6 in., A. B.....	36.00
Dressed Flooring, 6 in., C.....	29.00
Dressed Flooring, 6 in., No. 1 common.....	17.00
Dressed Flooring 6 in., No. 2 common.....	14.00
Beaded Ceiling, 6 in. \$1.00 additional.....	
Dressed Flooring, 4 in., A. B and Clear.....	35.00
Dressed Flooring, 4 in., C.....	26.00
Dressed Flooring, 4 or 5 in., No. 1 com'n.....	16.00
Dressed Flooring, 4 or 5 in., No. 2 com'n.....	14.00
Beaded Ceiling, 4 inch, \$1.00 additional.....	
XXX 18 in. Standard Shingles.....	3.50
XXX 18 in. Thin.....	3.40
XXX 16 in.....	3.00
No. 2 or 6 in. C. B 18 in. Shingles.....	2.00
No. 2 or 5 in. C. B. 16 in.....	1.75
Lath.....	12.00



### HERCULES, THE GREAT STUMP AND ROCK ANNIHILATOR.

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.

### 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. Invaluable for Biliousness, Indigestion, Hypochondria, etc. Sent free on receipt of price, 25 cts. Sample package free. WESTERN MEDICINE COMPANY, Grand Rapids, Mich.

## F. J. DETTENTHALER, WHOLESALE OYSTERS, FISH, —AND— CANNED GOODS.

117 Monroe St., Grand Rapids.

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

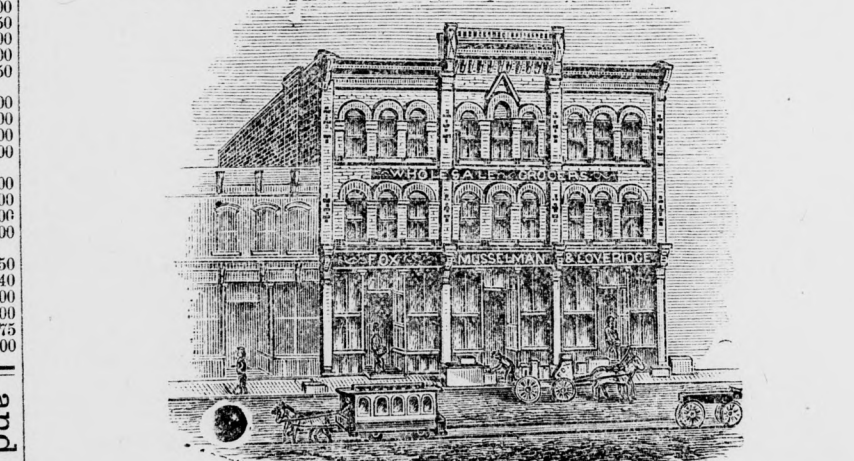
**Candy** We manufacture a full line, use the best material obtainable, and guarantee our goods to be first-class.

**Nuts** We carry an immense stock of Virginia and Tennessee Peanuts, Almonds, Brazils, Filberts, Peacans, Walnuts and Coccoanuts, and compete with any market.

**Cigars** We are agents for Gorden'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.

### How Raisins are Preserved.

A strip of land bordering the Mediterranean, somewhat less than 100 miles by six, is the raisin producing territory of Spain. Beyond these boundaries the Muscatel grape, from which the raisin is principally produced, may grow and thrive abundantly, but the fruit may go to the market or the wine-press. When the grapes begin to ripen in August, the farmer carefully inspects the fruit as it lies on the warm, dry soil, and one by one clips the clusters as they reach perfection. In almost all vineyards slants of masonry are prepared, looking like unglazed hot-beds, and covered with fine pebbles, on which the fruit is exposed to dry. But the small proprietor prefers not to carry his grapes so far. It is better, he thinks, to deposit them nearer at hand, where there is less danger of bruising, and where bees and wasps are less likely to find them. Day by day the cut branches are examined and turned, till they are sufficiently cured to be borne to the house, usually on the hilltop, and there deposited in the empty wine-press, till enough have been collected for the trimmers and packers to begin their work. At this stage great piles of rough dried raisins are brought forth from the wine-press and heaped upon boards. One by one the bunches are carefully inspected, those of the hard quality being trimmed of all irregularities and imperfect berries, and deposited in piles by themselves; so in turn are treated most of the second quality, while the clippings and inferior fruit are received into baskets at the feet of the trimmers and reserved for home consumption. A quantity of small, wooden trays are now brought forward, just the size of a common raisin box, and about an inch deep. In these, papers are neatly laid so as to lap over and cover the raisins evenly deposited in the trays, which are then subjected to heavy pressure in a rude press. After pressing, the raisins are dropped into the boxes for market.

### Misery Loves Company.

"I see a woman is going to stump the State of Indiana for Blaine."  
"No! Is that so?"  
"Yes."  
"By George, that's good news!"  
"Why? Do you think she will make many converts?"  
"Oh! I wasn't thinking of that."  
"What then?"  
"Why, as soon as my wife hears of it, she'll want to go out stumping, too."  
"Well?"  
"Well, when she starts in to talk I'll have the sympathy of the entire State."

### A Separate Identity.

Clerk—This silk is worth \$5 a yard and is very narrow measure. Here is some nice summer silk at 50 cents a yard.  
Kitchen Lady—An' it is in style?  
"The very height of style. Only yesterday I sold a pattern from this to Mrs. Blank, who you know is a leader of fashion."  
"Oh! I know that there woman very well. I lives at her house."  
"Shall I cut you off some?"  
"No, indeed. I wouldn't like to be mistaken for her. Give me the \$3 stuff."

### Business is Dull.

A country merchant caught a thief going through his cash drawer.  
"Hello, there," he sung out, "what do you want in that drawer?"  
"Oh, nothing," said the man, sheepishly backing off and trying to get away.  
"Well, don't let me disturb you. Just go right ahead; you'll find exactly what you say you want. I've found the same thing there for the past six weeks."

The wife of an American author is reported to have recently said to him: "My dear, you are always hunting for people to put in novels. 'Why don't you put me in?' 'I have already,' was the reply. 'Oh, when? Why didn't you tell me?' 'I was afraid you would not like it, dear.' 'Of course I should. How silly! What is the name of the character?' You mustn't be angry, then—'Calamity Jane, the terror of Trescow Gulch.'"

"Now," said the Boston school teacher, "the question I'm about to put to you is an extremely difficult one, and to answer it correctly you will be obliged, metaphorically speaking, to imitate the trunk conformation of the dromedary of the desert." A Western teacher would have put the question, and said simply: "Now, hump yourselves."

"The dinner doesn't seem to suit you, Mr. Smith." "Well," responded Smith, with some hesitation, "it's pretty good, what there is of it." A few moments later the rest of the boarders exclaimed in chorus: "You're wrong, Smith, there's plenty of it, such as it is."

"Oh, where shall rest be found?" asks the beautiful hymn. This would never have been written if the hymnist had ever visited the store of the man who "don't think it pays to advertise." That's the place for an all-the-year-round, perfectly undisturbed article of rest.

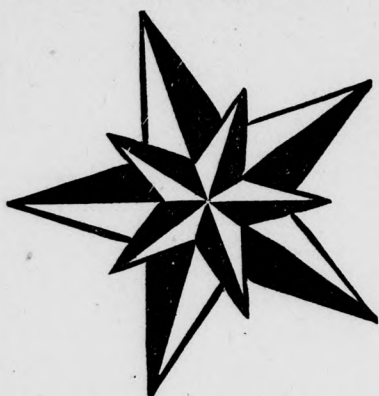
The price of wives in Siberia is eight dogs. But this doesn't help us in this country. You see, Siberia is a long distance to take one's wife, and besides, what are you going to do with the dogs after you've got them?

A new form of dynamite is made from poplar wood flour, and resembles a varnished doughnut. It is as explosive as the ordinary kind, but far safer.

## OYSTERS!

ON DECK—1884.

WM. L. ELLIS & CO.'S



## Baltimore Oysters!

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



## School Books

## School Stationery

## Wholesale, EATON, LYON & ALLEN,

22 and 24 Canal Street,

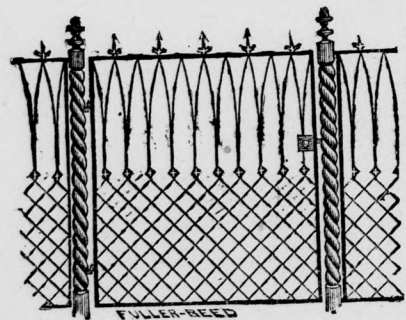
The only general jobbing house in Michigan in our line. Send for catalogues and terms.

## ARCTIC



## IMPROVED BAKING POWDER

## Grand Rapids Wire Works



Manufacturers of All Kinds of

## WIRE WORK!

92 MONROE STREET.

## MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:  
President—RANSOM W. HAWLEY, of Detroit.  
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;  
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEEKER, Bay City.  
Secretary and Treasurer—W. N. MEREDITH, Detroit.  
Board of Trustees, For One Year—J. C. PORTUS, Chairman, S. A. MUNGER, H. K. WHITE.  
For Two Years—D. MORRIS, A. W. CULVER.

## KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,  
Colognes, Hair Oils,  
Flavoring Extracts,  
Baking Powders,  
Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

## "Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

78 West Bridge Street,

GRAND RAPIDS, MICHIGAN.



## C. S. YALE & BRO.,

—Manufacturers of—

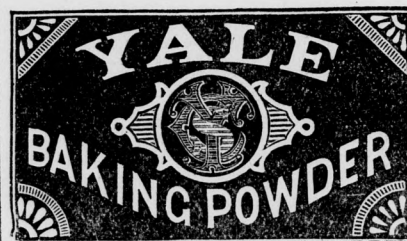
## FLAVORING EXTRACTS!

BAKING POWDERS,

## BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



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.

## PERKINS & HESS,

—DEALERS IN—

## Hides, Furs, Wool & Tallow,

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

## Hamilton Carhartt & Co.,

WHOLESALE

## Men's Furnishing Goods

MANUFACTURERS OF

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

118 Jefferson Ave.

Detroit.

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.

## SEEDS!

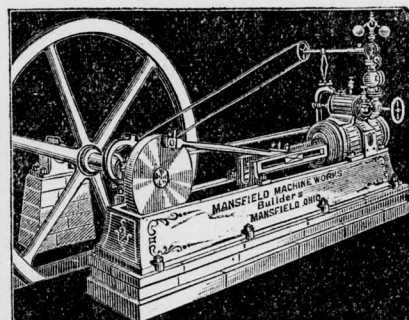
We will sell to the Trade for Spot Cash until further notice:

Medium Clover Seed	\$5.25
Mammoth "	\$5.50
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.



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.

## Fall 1884--Winter 1884-85.

Hats by the Dozen or Case,

Caps by the Dozen or Case,

Mackinaw Shirts,

Winter Underwear,

Fall Suits,

Winter Suits,

Overcoats.

I Sell Goods to the Merchants as Low as they can Buy them for Anywhere.

## I. C. LEVI,

36, 38, 40 and 42 Canal Street,

Grand Rapids, Michigan.

## THE "GOOD ENOUGH" FAMILY



CLOSED.



OPEN.

## Oil & Gasoline Can.

EVERY LIVE DEALER SHOULD SELL THEM.

This is the Most Practical Family Can ever Offered to the Trade.

Cannot be Excelled for Convenience, Cleanliness, Comfort.

Lamps are filled direct by the Pump without lifting the Can; the Discharge tube adjusting to suit the height of any lamp.

No dropping oil on the floor or table. No faucet to leak or get knocked open to waste contents or cause explosions. In getting can refilled, no parts to be left at home to drain oil over floor or become injured. No Corks to lose—Closes itself perfectly air tight—No Leakage—No Evaporation.

The dealer in selling this can is enabled to make a good profit, and in a measure avoid the annoyance of the small can, while you guarantee your customer absolute safety and the greatest possible convenience.

MANUFACTURED BY

WINFIELD MFG. CO.,  
WARREN, OHIO.

FOR SALE TO THE TRADE BY  
H. LEONARD & SONS, GRAND RAPIDS.  
FOSTER, STEVENS & CO.,  
GEO. C. WETHERBEE & CO., DETROIT.

Send for Circulars & Price-List.

## 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.



# AMONG THE TRADE.

## IN THE CITY.

O. W. Blain & Co. have removed from 159 Fulton street to 9 North Ionia street.

M. S. Marshall, formerly engaged in the grocery and bakery business at 252 South Division street, has engaged in the grocery business at 258 South Division street—A. W. Fisher and S. H. Sweet's former locations. Shields, Bulkley & Lemon and Fox, Musselman and Loveridge furnished the stock.

W. T. Lamoreaux has purchased the three story brick block at 71 Canal street, now occupied by W. A. Berkey, and will occupy it with his own business about January 1. The price paid was \$8,600, which is about half what the building cost several years ago, to say nothing of the land on which it is situated.

Foster, Stevens & Co. have secured a patent on a device invented by a workman in their employ in the shape of a knock-down stove pipe, or pipe that can be shipped in nests, fifty to sixty joints in a barrel. No rivets or tools of any kind are required in putting it together, and no extra charge is made over ordinary pipe.

The bean market is looking up somewhat, in consequence of the advent of the new crop, which is exceptionally fine in quality and large in yield. Local dealers are preparing to handle large quantities of the staple this season, and have accordingly arranged for shipments from points along the line of the Michigan Central and D. G. H. & M., which are usually diverted to Detroit.

## AROUND THE STATE.

J. McKelvey is building a new store building at Maple Grove.

Hiney & Sibley succeed I. L. Sibley in the grocery business at Albion.

H. B. Whipple, dry goods dealer at Ovid, has added a line of groceries.

The Mancelona Herald reports that business is picking up at that place.

Fred R. Messenger will shortly open a boot and shoe store at Howard City.

C. S. Palmerton's saw mill at Woodland will soon be ready for operation.

Fall apples are 25 cents a bushel and grapes three cents a pound at Allegan.

Geo. H. Maul, of Detroit, will open a tea, coffee and spice house at Ionia, about October 1.

Traverse City dealers at paying 25 cents for potatoes, delivered at the depot at that place.

M. F. Thompson succeeds Moulton & Stanley in the crockery and grocery business at Battle Creek.

Mancelona Herald: J. H. Shepherd is packing up his stock of goods and will re-ship them to Mackinaw.

M. M. Mansfield has closed out his business at Fowler, and will re-engage in trade at Hesperia about October 1.

F. F. Cook's new store building at Maple City is nearly completed, and is an important addition to the business interests of that place.

Jos. Crawford, formerly of the furniture firm of Crawford & Clark, Kalkaska, will soon go into the grocery business at that place.

Wm. D. Hayes has sold his interest in the firm of Goodyear & Co., at Hastings, to J. S. Goodyear, and taken the latter's position as cashier in the Hastings National Bank.

Mancelona Herald: John Otis returned home last week, and from the way matters are shaping themselves we expect the furnace will go into blast some time next month, if not before.

Norton & Lester have opened a grange store at Otsego. The firm propose to furnish their own capital, and sell goods at cost, six per cent. added. They have the sympathy of the grangers in their new enterprise.

W. D. Stevens, grocer at Edmore, has sold out to Nick Pink. He previously gave a chattel mortgage for \$1,200 to secure two Detroit creditors, and will probably ask the other creditors to accept a compromise.

Allegan Gazette: Church & Coleman, a firm name familiar in Allegan fifteen years ago, is to be revived but not by the same parties. Wm. Church and Wm. Coleman have formed a co-partnership for engaging in the grocery business.

## STRAY FACTS.

The Delta Lumber Company, Manistique, has put in a new sawdust burner.

The Jamestown mill, Manistique, shut down for the season, September 15.

Burrows & Jones succeed Morse & Bell in the crockery business at Montague.

The Montague basket factory is turning out 50 to 70 dozen baskets per day.

Twenty-five million feet of logs, owned by one firm, at Tawas, will be held over.

E. J. Savage will erect a cheese factory near Coopersville the coming winter.

Edward Wheeler, of Canfield & Wheeler, Manistee, is putting up a \$30,000 residence at that place.

F. R. Goodrich, of Frankfort, will log for himself this year, and is already in the woods with his outfit.

The Flint & Pere Marquette Railway has finished the survey for an extension of its line from Meredith to Houghton Lake.

Lois A. Stiff has been admitted to partnership in the firm of A. Hoag & Co., proprietors of the Prairie Creek Mills, at Ionia.

There is talk at Muskegon of making a sawdust road from that city to Mona Lake, the summer resort, a distance of four or five miles.

Jonathan Royce, of Muskegon, will operate largely in Roscommon county, the coming winter, and will probably bank 20,000,000 feet of logs.

Ionia Standard: A representative of Davis & Rankin, a Chicago firm, was in the city this week trying to bring about arrangements for starting a creamery in this city.

It is said that some of the Ludington mill men will not go into the woods at all this winter, and that others will get out only about one-half their usual quantity of logs.

D. E. McIntyre, hardwood dealer at Cadillac, has let a contract for building a band saw mill to be used for the manufacture of cherry, ash and birch lumber.

S. C. Hall, the Muskegon lumber manufacturer, has gone into peppermint culture, on his Deer Park farm, in Eggleston, Muskegon county. He has had a car load of roots set out on five and a half acres of ground.

Thomas Brown & Co., of Royal Oak, will soon have an extensive lampblack factory in operation in that village. They use gas for fuel, and obtain the gas from wells bored on the premises, four of them being used.

Nashville News: Harry Stow and family have moved to Burlington to run a wooden bowl factory. H. A. Brooks has fitted up the premises vacated by Stow and they will soon be occupied by Mrs. Allerton and millinery stock.

A few years ago Frankfort was a scrubby saw mill hamlet, in the wilds of the north, shipping only lumber, slabs, bark and wood, the settlers there having no thought of agriculture or fruit raising. Now the merchants of Frankfort buy large quantities of apples, potatoes, and other farm products, for shipment to Milwaukee and Chicago.

Northern Michigan is undergoing a great transformation.

The timber regions of Michigan, as far north as Cheboygan, have turned out a large yield of excellent wheat this season, which, as respects amount per acre and quality, beats the prairie region by considerable. Apples and other fruits, where any attempt to grow them has been made, have turned out wonderfully well. There is evidently something in the northern counties besides pine, cedar and the hardwoods.

Secretary W. F. Kelly, of the Ottawa and West Kent Agricultural Society, favors THE TRADESMAN with the premium list of the twenty-ninth annual fair, to be held at Berlin September 30 to October 3, inclusive.

The prizes offered in each department are liberal in the extreme, and there is every prospect of a successful exhibition. Mr. Kelly has accomplished much effective work in behalf of the society in years past, and the success that has attended the fair since his election to the office of secretary is in great part to be attributed to his efforts in that direction.

## VISITING BUYERS.

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

M. May, Frankfort.  
Chas. Ostrander, Kustford.  
C. O. Darling, of Darling & Smith, Sparta.  
A. Engberts, Beaver Dam.  
C. O. Kostwick & Son, Cannonsburg.  
Walter Shoemaker, Cannonsburg.  
Oliver Seaman, of Seaman & Rice, Big Rapids.  
P. P. Barnard, buyer New Era Lumber Co., New Era.  
J. Omler, Wright.  
J. K. Koon, of C. E. & S. J. Koon, Lisbon.  
Fred Hayward, Canby.  
Faine & Field, Englewood.  
Robert North, Lake P. O.  
J. W. Mead, Berlin.  
B. M. Denison, East Paris.  
A. Woodard, Mantion.  
Norman Harris, Big Springs.  
Henry Marsh, buyer for John Canfield, Hobart.

Green & TenHoor, Forest Grove.  
W. H. Strunk, Forest Grove.  
J. C. Benbow, Cannonsburg.  
Mr. Wallbrink, of J. J. Quick & Co., Allendale.  
Kellogg & Potter, Jennisonville.  
A. A. Gardner, Cedar Springs.  
R. G. Smith, Wayland.  
J. E. Mailhot, West Troy.  
Stauffer & Salisbury, Hastings.  
A. H. Hunsley, White Cloud.  
John J. Ely, Rockford.  
J. L. Graham, Hopkins.  
A. Volmer, Big Rapids.  
Levering & Co., Howell.  
R. G. Smith, Cedar Springs.  
J. Gunstra, Lamont.  
Jay Marlett, Berlin.  
T. J. Sheridan, of C. Lockwood.  
Gaylord & Pipp, Pierson.  
Jorgensen & Hemmingsen, Trent.  
J. S. Boile, Hastings.  
B. B. Biddle, Burnip's Corners.  
Mrs. Mary E. Snell, Wayland.  
Spring & Lindsey, Bailey.  
C. F. Sears & Co., Rockford.  
Sisson & Lilly, Lilly Junction.  
C. Deming, Dutton.  
Snow & Cook, Moline.  
B. McNeil, Byron Center.  
T. D. Simons, Muskegon.  
J. W. Brookwater, Burnip's Corners.  
Walling Bros., Lamont.  
G. S. Putnam, Fruitport.  
G. H. Walbrink, Allendale.  
Andre Bros., Jennisonville.  
A. & L. M. Wolf, Hudsonville.  
Wm. Parks, Alpine.  
O. Naragang, Byron Center.  
Geo. W. Bartlett, Ashland Center.  
D. N. White, Petoskey.  
H. O. Rose, of Rose Bros. & Co., Petoskey.  
G. P. Stark, Cascade.

A. J. Underhill, Pentwater.  
J. J. Underhill, Pentwater.  
Mr. Roush, of Reigler & Roush, Freeport.  
W. G. Clark, Saranac.  
Parkhurst Bros., Nunica.  
C. N. Reynolds, Belmont.  
C. Porter, Chaucey.  
J. E. Thirkow, Morley.  
Mr. Sisson, of Sisson Bros., Freeport.  
Mr. Carpenter, of Colborn & Carpenter, Caladonia.  
C. H. Deming, Dutton.  
Peter Hanson, of Hanson Bros., Morley.  
Mr. Gibbs, Gibbs Bros., Mayfield.  
C. Cole, Ada.  
Eli Runnels, Corning.  
R. Carlyle, Rockford.  
Mr. Morley, Morley Bros., Cedar Springs.  
Ralph Steffen, South Blenden.  
Mr. Wylie, of Wylie Bros., Martin.  
R. B. McCallum, Berlin.  
J. B. & Haggis, Sparta.  
J. B. Watson, Coopersville.  
Holland & Ives, Rockford.  
Nagler & Beeler, Caladonia.

## The Grocery Market.

The market has been remarkably steady during the past week, no fluctuations of note having occurred. It is not unlikely that the market will remain steady for some time to come.

Oranges are in light supply and demand and prices remain about steady. Jamaicas in barrels are beginning to arrive. The lemon crop is now all in and prices are considerably higher and likely to remain up, as stocks are light. Malagas will come in in a short time, but they are always far inferior to the Sicily fruit. Nuts are steady at present prices.

# Groceries.

## WHOLESALE PRICE CURRENT.

AXLE GREASE.	
Frazier's	85
Diamond	60
Modoc	60
Paragon	70
Paragon, 20 lb	70
BAKING POWDER.	
Arctic 1/2 lb cans	45
Arctic 1/2 lb cans	75
Arctic 1/2 lb cans	1.40
Arctic 1 lb cans	2.40
Arctic 1 lb cans	15.00
BEANS.	
Dry, No. 2	25
Dry, No. 3	45
Liquid, 4 oz	45
Liquid, 8 oz	45
Arctic 4 oz	3.00
Arctic 8 oz	8.00
Arctic 16 oz	12.00
Arctic No. 1 pepper box	2.00
Arctic No. 2	2.00
Arctic No. 3	4.50
BROOMS.	
No. 1 Carpet	2.50
No. 2 Carpet	2.25
No. 1 Parlor Gem	2.25
No. 1 Hurl	1.50
No. 3 Hurl	1.75
Fancy Whisk	1.25
Common Whisk	85
CANNED FISH.	
Cove Oysters, 2 lb standards	1.15
Cove Oysters, 2 lb standards	1.95
Cove Oysters, 1 lb slack filled	75
Cove Oysters, 2 lb slack filled	1.25
Clams, 1 lb standards	1.65
Clams, 2 lb standards	2.65
Mackerel, 1 lb fresh standards	1.20
Mackerel, 1 lb fresh standards	6.50
Mackerel in Tomato Sauce, 3 lb	3.50
Mackerel, 3 lb in standard	2.00
Mackerel, 3 lb broiled	3.50
Salmon, 1 lb Columbia river	1.60
Salmon, 2 lb Columbia river	2.60
Salmon, 1 lb Scotch	1.50
Salmon, Vm. Hume's Eagle	1.50
Sardines, domestic 1/2 lb	7
Sardines, domestic 1/2 lb	12 1/2
Sardines, Mustard 1/2 lb	12 1/2
Sardines, imported 1/2 lb	15
Sardines, imported 1/2 lb	20
Sardines, imported 1/2 lb	32
Sardines, Russian kegs	50
Trout, 3 lb broiled	3.00
CANNED FRUITS.	
Apples, 3 lb standards	90
Apples, gallons, standards, Erie	2.50
Blackberries, standards	1.25
Cherries, red	1.10
Cherries, white	1.10
Damsons	1.20
Egg Plums, standards	1.35
Egg Plums, Erie	1.45
Green Gages, standards 2 lb	1.40
Green Gages, Erie	1.50
Peaches, 3 lb standards	1.75
Peaches, 3 lb Extra Yellow	2.00
Peaches, second 1/2 lb	1.50
Pie Peaches 3 lb	1.15
Pears, Bartlett 2 lb	1.30
Pineapples, 2 lb stand	1.40
Quinces	1.45
Raspberries, 2 lb	1.40
Raspberries, 2 lb	1.10
CANNED FRUITS—CALIFORNIA.	
Apricots, Lusk's	2.75
Egg Plums	2.85
Green Gages	2.85
Pears	3.00
Quinces	3.00
Peaches	3.00
CANNED VEGETABLES.	
Asparagus, Oyster Bay	3.25
Beans, Lima	85
Beans, String	90
Beans, Boston Baked	1.65
Beans, Stringless	1.40
Corn, Erie	1.15
Corn, Revere	1.20
Corn, Egyptian	1.10
Corn, Yarnouth	1.15
Corn, Trophy	1.15
Corn, 2 lb Onandago	1.50
Mushrooms, French	2.20
Peas, standard	1.40
Peas, 2 lb Early, small (new)	1.60
Peas, 2 lb Beaver	75
Peas, French 2 lb	2.30
Pumpkin, 3 lb Golden	1.65
Succotash, 2 lb standards	85
Succotash, 2 lb B. & M.	1.75
Squash, 3 lb standards	1.20
Tomatoes, 3 lb Dilect	1.05
Tomatoes, 3 lb Job Bacon	1.05
CAPS.	
G. D. .... 35	Ely's Waterproof 75
Musket	75
CHOCOLATE.	
Boston premium	6.30
Baker's premium	6.40
Runkles	6.50
German sweet	6.25
Vienna Sweet	6.25
COFFEE.	
Green Rio	12
Green Java	12
Green Mocha	25
Roasted Rio	12
Roasted Java	12
Roasted Mocha	17
Roasted Mocha	6.34
Roasted Mex	17
Ground Rio	9 1/2
Ground Mex	9 1/2
Arabica's	6.15
Arbuckle's	6.15
XXXX	6.15
Leworth's	6.15
Leworth's	6.15
Magnolia	6.15
CORDAGE.	
72 foot Jute	1.25
60 foot Jute	1.05
FLAVORING EXTRACTS.	
Jennings' 2 oz	1.00
" 4 oz	1.50
" 8 oz	2.50
" No. 2 Taper	1.25
" No. 4	1.75
" 1/2 pint round	4.50
" No. 8	3.00
" No. 10	4.25
Jennings' 2 oz	1.00
" 4 oz	2.50
" 8 oz	4.00
" No. 2 Taper	1.00
" No. 4	1.00
" 1/2 pint round	7.50
" 1 pint round	15.00
" No. 8	4.25
" No. 10	4.25
FISH.	
Whole Cod	43
Boneless Cod	50
Herring 1/2 lbs 100 lb	2.50
Herring 1/2 lbs	60
White, No. 1 1/2 bbls	5.75
White, Family, 1/2 bbls	2.25
White, No. 1 1/2 bbls	1.00
White, No. 1 1/2 bbls	1.05
Trout, No. 1 1/2 bbls	5.00
Trout, No. 1 1/2 bbls	90
Mackerel, No. 1 1/2 bbls	5.00
Mackerel, No. 1 1/2 bbls	1.00
FRUITS.	
London Layers, new	2.75
Loose Muscatel Raisins, new	62.70
Loose Muscatel Raisins, old	62.50
New Valencia Raisins	74
Dehesa	62.50
Ondaras	62.50
Turkey Prunes	62.50
Currents	5
Citron	62.50
Dried Apples	8
MATCHES.	
Grand Haven, No. 9, square	2.25
Grand Haven, No. 8, square	1.50
Grand Haven, No. 200, parlor	2.50
Grand Haven, No. 300, parlor	2.50
Grand Haven, No. 7, round	2.25
Richardson's No. 2 square	2.70
Richardson's No. 3 do	2.55
Richardson's No. 5 do	2.70
Richardson's No. 6 do	2.70
Richardson's No. 8 do	2.70
Richardson's No. 9 do	2.55
Richardson's No. 10 round	2.70
Richardson's No. 7 1/2 do	2.70
Richardson's No. 17	3.20
Electric Parlor No. 18	4.64
MOLASSES.	
Black Strap	162.18
Porto Rico	302.35
New Orleans, good	402.50
New Orleans, fancy	562.00

OATMEAL.	
185 lb pkgs	63.75
30 lb pkgs	63.25
Imperial 1/2 lb	63.50
Quaker 1/2 lb	63.75
Steel cut	65.75
OIL.	
Kerosene W. W.	13 1/2
Sweet, 2 oz. round	19 1/2
Sweet, 2 oz. round	1.00
Castor, 2 oz. square	75
Castor, 2 oz. round	1.00
PICKLES.	
Choice in barrels med	7.00
Dingee's 1/2 do small	4.25
Dingee's quart glass fancy	4.25
Dingee's pints do	2.25
Dingee's qt. in Glass	2.00
C. & B. English quarts	6.00
C. & B. English pints	3.00
Chow Chow, mixed and Gerkins, quarts	6.00
Dingee & Co's C. C. M. & G. Eng. style, qts. 2.50	
PIPES.	
Imported Clay 3 gross	2.25
Imported Clay, No. 216	2.25
American T. D.	90
RICE.	
Choice Carolina	64
Prime Carolina	71
Java	64
Patna	64
Rangoon	64
SALERATUS.	
DeLand's pure	54
Church's	54
Taylor's G. M.	54
Cap Sheaf	54
Dingee's	54
Sea Foam	54
S. B. & L's Best	54
SALT.	
60 Pocket	2.50
28 Pocket	2.25
100 3 lb pockets	2.50
Sugar 1/2 lb	1.00
Diamond C	1.75
Standard Coarse	1.55
Ashton, English, dairy, bu. bags	3.20
Ashton, English, dairy, 4 bu. bags	3.20
American, dairy, 1/2 bu. bags	3.20
Rock, bushels	30
SAUCES.	
Lee & Perrins Worcestershire, pints	65.00
Lee & Perrins Worcestershire, 1/2 pts	63.00
Halford Sauce, 1/2 pts	61.50
Pepper Sauce, red small	65
Pepper Sauce, green	90
Pepper Sauce, red large ring	65
Pepper Sauce, green, large	65
Catsup, Tomato, pints	60
Catsup, Tomato, quarts	61.30
Horseshell, 1/2 pints	61.30
Capers, French surfines	62.25
Capers, French surfines, large	62.25
Olives, Queen, 16 oz bottle	68.85
Olives, Queen, 27 oz bottle	68.85
Olive Oil, quarts, Antonia & Co's	67.00
Olive Oil, pints, Antonia & Co's	67.00
Olive Oil, 1/2 pints, Antonia & Co's	62.50
SEEDS.	
Hemp	5
Canary	4 1/2
Rape	7
Mixed Bird	5 1/2
SOAP.	







## The Michigan Tradesman.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

It will be a relief to merchants and business men to learn that the printing of greenbacks of small denomination has been resumed, the appropriation for that purpose now being available. The matter has been turned over to the Bureau of Engraving and Printing, and it is expected that a full supply of one-dollar bills will be turned out within a few days. If the appropriation is sufficient, the Bureau will then begin printing two-dollar bills. Congress, however, set apart only a small sum for printing these bills, and there is doubt at the Treasury Department whether it will be enough to allow the printing of anything but one-dollar notes.

The *Silk Reporter* hits the nail squarely on the head in the following editorial utterance:

If any of our readers fancy that it is an easy matter to conduct a publication, they are very much mistaken. If men were all of one mind and similar in tastes the task would be a joy forever. A book would then run itself. In fact dip the Atlantic Ocean dry with a lead spoon, twist your heel into the toe of your boot, send up fishing-hooks with a baloon and fish for stars, get astride of a gossamer and chase the comet, choke a crab with an anvil, get up an honest horse race—in short prove all things heretofore considered impossible to be possible, but never, never attempt to please everybody when you edit a paper.

There are 35,000,000 million people in South America who ought to buy from the United States all manufactures and food products which they do not produce at home. These millions of consumers south of us are poor customers of this country now, as trade statistics clearly show. Their annual imports amount to \$300,000,000, only one-seventh of which the United States supplies, six-sevenths coming from Europe. A foreign policy that will advance our commercial interests below the isthmus, opening those great markets for the goods with which our own markets are overstocked, is what the mass of American citizens earnestly desire to see adopted and carried out.

For some months past there has been what might be called a moral epidemic of defalcations in the United States. Probably at no time within the memory of man have so many banks and similar institutions been wrecked by the unfaithfulness of trusted officials, as since the Grant and Ward fiasco in New York. The reason for this is not hard to see. The immense depression in the value of railroad property since the attack on the paper of the North Pacific, has been accompanied by a very general conviction that this depression could last but for a short time. As a consequence, the inducement to speculate in stocks of this class never was so great, and in hundreds of cases this inducement must have taken the shape of a temptation to tamper with money in the speculator's control, but not his own. As the hope of a speedy improvement in prices has been bitterly disappointed, it could not but happen that these breaches of trust would result in the ruin both of the speculator and of those whose money was in his charge. It is not often that there is such a conjunction of circumstances to test the moral strength of men in places of responsibility; and after all, the number of those who have yielded to the temptation, so far as the public can judge, was trifling in comparison with that of those who resisted it. It is a misfortune that the latter occupy so much more of the public attention as to create a false impression as to their proportional numbers.

### Good Words Unsolicited.

D. L. Barber, general dealer, Saugatuck: "Like the paper very much, and think it an enterprise well worth the while of Michigan merchants to patronize."

J. L. Handy, grocer, Woodstock, Lenawee county: "Send THE TRADESMAN until I order it discontinued. Find it a help between Grand Rapids and Detroit."

### Thoroughly Alive.

From the Ovid Union.  
E. A. Stowe, editor of that neatly gotten up and well conducted commercial journal, THE MICHIGAN TRADESMAN, made the Union office a pleasant call Friday last. Mr. Stowe is thoroughly alive to the duties of his profession.

The Manitou Islands, in the north end of Lake Michigan, have 220 inhabitants, but neither a doctor, preacher, nor a graveyard. The people say they are never sick, and consequently do not need a graveyard to be buried in, a minister to attend funerals, or a physician to jeopardize their health.

Explorers have discovered petroleum in Formosa, about twenty miles to the south of KeLung. At the latter place are the richest mines of bituminous coal in the Chinese Empire. Thus far the government has refused permits for the sinking of wells.

The wealthiest man in the world is the Chinese banker Han-Qua, of Canton. He pays taxes upon an estate of \$450,000,000, and is estimated to be worth a billion taels, which, in our money, would be about fourteen hundred million dollars.

John Dubois has engaged in the grocery business at Fremont. J. H. Thompson & Co., Detroit, furnished the stock. Thos. P. Ferguson placing the order.

Fenton & Forman succeed S. P. Barnhart in general trade at Fremont. J. H. Thompson & Co. furnished a new grocery stock.

### A Hint to Bank Directors.

From the Wall Street News.  
An Eastern man who was in Wisconsin a few days ago stepped into a bank in a small town to get a \$50 bill changed. The cashier counted out \$30 and then spoke to the bookkeeper. The latter spoke to the janitor, and that individual put on his hat and crossed the street and returned in company with a man who turned out to be president and chief stockholder. This person stepped around to the safe, and by the aid of the bookkeeper opened it and handed the cashier about \$75, and charged it to him on the daybook. Later in the day, as he met the Eastern man on the street, he explained:

"Perhaps that transaction looked queer to you, but five years ago I made up my mind that if my cashier took a notion to skip he'd have to pawn his boots to get beyond Chicago. The bookkeeper watches the cashier, the janitor watches the bookkeeper, and I keep such a watch on all three that depositors are paid five per cent. interest, and not a game of poker or faro has ever been played in this town."

A Chicago paper says that there is a movement on foot in some Eastern cities for the imposition of a license tax upon those who go into a city without any intention of becoming permanent residents, and offer goods for sale in direct competition with the legitimate city trade without having to pay any share of the city taxes. Many of these new dealers, by offering inducements, some of which are real and others largely imaginary, draw trade from the older merchants for the time being. It is an injustice that they should not be obliged to have the same municipal burdens as those do whose trade they are lessening, by what is in many cases an illegitimate competition.

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.

### TIME TABLES.

**Lake Shore & Michigan Southern.**  
(KALAMAZOO DIVISION.)  
Express. Arrive. Leave.  
Mail. 7:00 p m 7:35 a m  
All trains daily except Sunday.  
The train leaving at 4 p. m. connects at White Pigeon with Atlantic Express on Main Line, which has Palace Drawing Room Sleeping Coaches from Chicago to New York and Boston without change.  
The train leaving at 7:35 a. m. connects at White Pigeon (giving one hour for dinner) with special New York Express on Main Line.  
Through tickets and berths in sleeping coaches can be secured at Union Ticket office, 67 Moore street and depot.  
J. W. McKENNEY, Gen'l Agent.

**Michigan Central—Grand Rapids Division.**  
DEPART.  
+Detroit Express. 6:00 a m  
+Day Express. 12:25 p m  
+New York Fast Line. 6:00 p m  
+Atlantic Express. 9:20 p m  
ARRIVE.  
+Pacific Express. 6:4 a m  
+Local Passenger. 11:20 a m  
+Mail. 3:20 p m  
+Grand Rapids Express. 10:25 p m  
+Daily except Sunday. \*Daily.  
The New York Fast Line runs daily, arriving at Detroit at 11:59 a. m., and New York at 9 p. m. the next evening.  
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.  
The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.  
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.  
J. T. SCHULTZ, Gen'l Agent.

**Detroit, Grand Haven & Milwaukee.**  
GOING EAST.  
+Steamboat Express. Arrives. Leaves.  
+Through Mail. 6:10 a m 6:20 a m  
+Evening Express. 10:15 a m 10:20 a m  
+Atlantic Express. 3:20 p m 3:35 p m  
+Mixed, with coach. 9:45 p m 10:45 p m  
GOING WEST.  
+Morning Express. 12:40 p m 12:55 p m  
+Through Mail. 5:00 p m 5:10 p m  
+Steamboat Express. 10:30 p m 10:35 p m  
+Mixed. 7:10 a m 7:10 a m  
+Night Express. 5:10 a m 5:30 a m  
+Daily, Sundays excepted. \*Daily.  
Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.  
Parlor Cars on Mail Trains, both East and West.  
Train leaving at 10:35 p. m. will make connection with Milwaukee steamers daily except Sunday and the train leaving at 5:10 p. m. will connect 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 to Detroit for Grand Rapids.  
D. PORTER, City Pass. Agent.  
GEO. B. REEVE, Traffic Manager, Chicago.

**Grand Rapids & Indiana.**  
GOING NORTH.  
Cincinnati & G. Rapids Ex. 9:40 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'd Rapids & Cadillac Ac. 7:10 a m 7:10 a m  
GOING SOUTH.  
G. Rapids & Cincinnati Ex. 6:30 p m 7:00 a m  
Mackinac & Cincinnati Ex. 4:10 p m 4:35 p m  
Mackinac & Ft. Wayne Ex. 10:25 a m 11:42 p m  
Cadillac & G'd Rapids Ac. 7:40 p m 7:40 p m  
All trains daily except Sunday.  
SLEEPING CAR ARRANGEMENTS.  
North—Train leaving at 10:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Mackinac City.  
South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.  
C. L. LOCKWOOD, Gen'l Pass. Agent.

**Chicago & West Michigan.**  
Arrives. Leaves.  
+Mail. 9:15 a m 4:00 p m  
+Day Express. 12:25 p m 10:45 p m  
+Night Express. 8:35 p m 6:10 a m  
+Mixed. 6:10 a m 10:05 p m  
+Daily. \*Daily except Sunday.  
Pullman Sleeping Cars on all night trains.  
Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m. and through coach on 9:15 a. m. and 8:35 p. m. trains.  
NEWAYGO DIVISION.  
Mixed. Arrives. Leaves.  
Express. 5:00 a m 5:15 p m  
Express. 4:10 p m 8:30 p m  
Express. 8:30 a m 10:15 a m  
Trains connect at Archer avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m.  
The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.  
J. H. PALMER, Gen'l Pass. Agent.

## MUSKEGON BUSINESS DIRECTORY.

## W.D. CAREY & CO.

Successors to Carey & Lander,

### GENERAL

## Commission Merchants

—AND JOBBERS OF—

### Fruits and Produce.

ORDERS PROMPTLY FILLED. BEST GOODS AT LOWEST PRICES.

## Klme'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

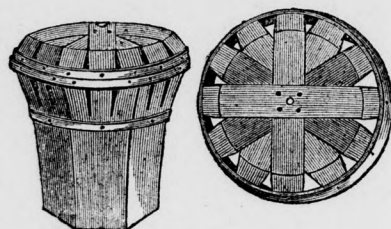
## GROECR,

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.

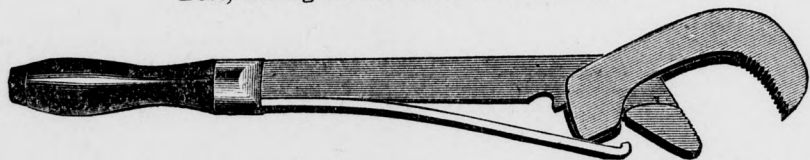
MUSKEGON, MICH.

## MUSKEGON NOVELTY IRON WORKS

Manufacturers of the

## Williams' Patent Novelty Pipe Wrench

Best, Strongest and Most Durable Made.



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

## 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.

## Choice Butter a Specialty!

## BANANAS, LEMONS, EGGS, CHEESE, VEGETABLES, APPLES, CIDER.

Careful Attention Paid to Filling Orders.

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

## CLARK, JEWELL & CO.,

WHOLESALE

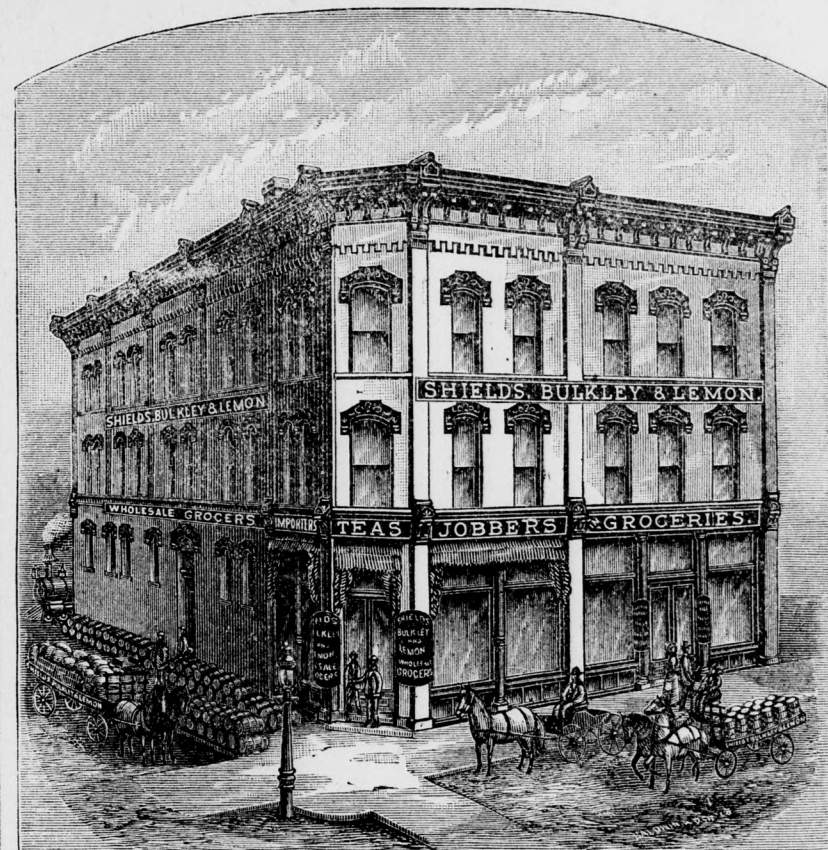
## Groceries and Provisions,

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:

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

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

## Starch.

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

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

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

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