

VOL. 2.

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THE GREAT
STUMP and ROCK
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General Wholesale Dealer.

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—AT—
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The best easy washer manufactured.

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Grand Rapids, Mich., Wholesale and Retail

IRON PIPE,

BRASS GOODS, IRON AND BRASS FITTINGS

MANTLES, GRATES, GAS FIXTURES,
PLUMBERS, STEAM FITTERS,

—And Manufacturers of—
Galvanized Iron Cornice.

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(Established 1866) is acknowledged to be the most complete, thorough, practical, economical and truly popular school of its kind. Demand for its graduates greater than the supply. For particulars enclose stamp for College Journal. Address C. G. SWENBERG, Grand Rapids, Mich.

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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 Chippings 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.

EDMUND B. DIKEMAN,

—THE—

GREAT WATCH MAKER,

—AND—

JEWELER,

44 CANAL STREET,
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OYSTERS!

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

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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.

MOSELEY BROS.,

122 Monroe Street, Grand Rapids, Michigan.

RETAILERS,

If you are selling goods to make a profit, sell

LAVINE

WASHING POWDER.

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

Hartford Chemical Co.

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STATE AGENTS,
GRAND RAPIDS, MICHIGAN.

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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. MANGUM, A. M. SPRAGUE, JOHN H. EACKER, L. R. CESNA, GEO. W. N. DE JONGE, FRANK BERLES - House Salesman.

24 Pearl Street - Grand Rapids, Mich.

STEAM LAUNDRY

43 and 45 Kent Street.
A. K. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express promptly attended to.

W. N. FULLER & CO

DESIGNERS AND
Engravers on Wood,

Fine Mechanical and Furniture Work, Including Buildings, Etc.,
49 Lyon St., Opposite Arcade,
GRAND RAPIDS MICH.

A Good Druggist.
A man who kept a store Once wrote upon his door: "Oh, I can make a pill That shall ease ev'ry ill! I keep here a plaster, To prevent disaster; Also some ointment, To soothe disappointment." When customers applied, These words were what he cried: "Now, Patience is the pill That eases ev'ry ill; Talk-care is a plaster, Which prevents disaster; Good-humor an ointment, Soothing disappointment."

COMMERCIAL CORRUPTION.

A Demoralizing Practice that Works Both Ways.

From the Carpet Trade and Review.

The large number of discreditable failures and defalcations of great or small degree which the press has had reason to chronicle of late has prompted some writers to wax very eloquent in dissertations on the degeneracy of the times. It is certainly impossible to deny the unfortunate prevalence of practically dishonest ideas among commercial men, but it is probable that among this class the average standard of morality is no lower at present than it was in days of old. Fifty years ago there were not so many newspapers as now, and those which existed did not devote their principal attention to trumpeting forth the crimes and follies of their age. But those who consult the journals and general literature of that period will find that mercantile morality was after all no better than it is now. This was especially the case in the retail trade. At present, a person who wishes to do any shopping, whether the end in view is the recapturing of a house or merely the purchase of some trifling article, can usually count upon obtaining what is desired at a reasonable price and without any long haggling or chaffing over the matter. There are exceptions, of course, but still the rule in this country is that the customer can buy from the retailer without being imposed upon. Fifty years ago the situation was rather different according to all accounts. The "one price" stores, were, to say the least, not conspicuous by their number, and the negotiations between the customer and the storekeeper were very much after the fashion which now prevails among the old "clo" dealers in Baxter street. Each party to the bargain considered the other as a rogue, and made no attempt to conceal this impression. Of course there were exceptions, men whose words were as good as their bond, but we are now speaking of the general run of storekeepers in those days.

In Great Britain and on the Continent of Europe no better state of affairs prevails at present as regards the retail traders generally, a fair number of exceptions being, of course, understood. No American in doing shopping in Europe can venture to trust the trader there as the average shopkeeper may be trusted in the United States. And this is not simply because the European trader is doing business with a foreigner whom he may never see again. The attitude of the native storekeeper towards his tradesman, as he calls the storekeeper who supplies his wants, is usually that of distrust and suspicion. It is not necessary to go to Europe to learn this, for every American storekeeper who has had dealings with foreigners that have lately arrived in this country has probably noticed their extremely suspicious dispositions and readiness to imagine deceit where none was intended.

As regards the relations between the retailer and wholesaler, it may be admitted that in France the standard of commercial honor is higher than it is here, or, for that matter, in any other country. The business man who cannot pay his debts in France loses not only his standing in trade, but also his social position; and, if his affairs will not bear the investigation of the creditors, he quickly finds himself the inmate of a jail or else a social pariah, whose position is equivalent to that of a convict in this country. There are consequently comparatively few fraudulent failures in France. Some French merchants who might not hesitate to engage in an intrigue with another man's wife would be utterly horrified at the idea of being unable to discharge in full all their business obligations. It was this high and widely-diffused ideal of mercantile honor which suggested to Blazac his novel of "Cesar Biotteau." It is the story of a French shopkeeper, who, having failed in business, surrenders all his property to his creditors, and then devotes all his energies to accomplishing the payment of the debts still due by him. He succeeds in this purpose, and then expires, satisfied with fate because at last his honor has been restored. As a result of the serious importance attached to failures in France, defalcations are also much rarer there than here. The connection between the two is closer than some persons imagine. To illustrate: Let us imagine the case of a trusted employe in an American mercantile house. A customer of the firm notifies them that he is financially embarrassed. The members of the firm talk over the matter in their counting room, and come to the conclusion that the failure is fraudulent. Then the question arises, "Shall the law be invoked?" It is hardly necessary to say that in a large majority of cases the law is not called upon. The creditors may grumble and threaten, but they usually end by accepting the terms most convenient for the bankrupt. In the interim, the person's conduct, of course, receives very severe criticism from the creditors. He is characterized as a thief, a swindler, a scoundrel for whom the State prison is the only fitting abode. But nevertheless the matter is compromised, the creditors accept their twenty-five cents, more or less, on the dollar, but are still wrathful. They know that they have been swindled, and in their own counting-rooms do not hesitate to say so. But a few months, perhaps only a few weeks, afterward this bankrupt enters the counting-room in which our book-keeper is employed. The latter, if unsophisticated, is thunderstruck at the man's impudence, but he is vastly more surprised when he sees the "swindler" received by the firm with as much respect as any other customer of the house. The book-keeper may be pardoned for feeling somewhat puzzled. It is queer that men who have often in his hearing denounced this bankrupt as being no better than a common thief should suddenly change their tone when the thief presents himself again as a customer. It is not only the unsophisticated book-keeper who observes and wonders at this phenomenon; it is noticed by every employe in the establishment, and it is

not strange that some among them draw the inference that, if a debtor may abuse the trust placed in him by his creditor and still command the world's respect, the same rule should apply to a clerk's violations of his employer's confidence. It is hardly advisable for a firm to give its employes such an impression, and yet what other can be derived from such an incident as we have related?

The theory that we suggest in this matter is that failures and defalcations go almost hand in hand. Fraudulent debtors make dishonest clerks, and merchants who not only submit to imposition, but tacitly encourage it in their creditors, can scarcely expect that their clerks will see such things and not be thereby demoralized.

A Question of Business Ethics.

From the Metal Worker.

We have rather vigorously denounced the efforts of some manufacturers to increase their profits or to cheapen their products by the use of inferior materials. Adulteration is an evil practice, which, we are grieved to acknowledge, is not confined to commodities in which it will do slight harm, but extends to articles of food or receptacles for food, endangering human health, and is found in structural material of various kinds, imperiling human life. Buyers have, in this respect, a just complaint against sellers, which should lead them to be cautious in their purchases, and rigid in inspection, or the exaction of guarantees of quality.

But grievances are not wholly on the part of the buyer. The seller often needs to be on the watch against misrepresentations by those who are seeking to purchase at lowest prices. It is a mark of a shrewd man of business to be able to buy closely, and to obtain all the advantages possible. A seller cannot justly complain of a customer who thoroughly canvasses the market in order to ascertain where he can buy cheapest. But there are practices which have been made use of to beat down prices unreasonably that call for severe condemnation. For instance, a very common occurrence, but one that is now thoroughly understood, is for one that is now thoroughly understood, is for a buyer to write or telegraph to a dealer that he has an offer of goods at a certain figure, of course below the bottom prices, and asking whether that rate will be met.

Recently a much more ingenious plan was attempted. A buyer, whose name, if published, would be recognized as that of a merchant of good standing and wide business acquaintance, came to this city, and entering A's office, inquired the price of certain goods. He was told, we will say, \$4. "I am sure I can find them for \$3.90," he remarked. But A's price was firmly held, and the purchaser went out, promising to return if he found he could do no better. In a few minutes he turned up in B's place of business and asked the lowest price there. "Four dollars," said B. "I am offered them at \$3.90," said the buyer, taking A's business card from his pocket and twirling it in his fingers so that B can see it. "Well," remarked B, "I am sorry A is cutting his prices, but we think that our goods are better than his, at any rate, and we hold firmly to the figure named you." Finding the scheme did not work, the buyer asked if the \$4 rate would be kept open the next day. B was willing, the buyer departed, and the next day he sent his order in to B by mail. The remarkable fact about this transaction is that the effort to cut prices down did not succeed.

Now, in the existing condition of business, prices are surely weak enough to enable buyers to obtain advantages in the way of concessions by legitimate business methods, without resorting to questionable practices such as we have described. But some buyers have become so accustomed to paying a little less every time they buy that when a seller takes a resolute stand against going any lower, they endeavor to circumvent him by all means, fair or foul. Commercial honesty does not consist solely in paying bills as they fall due. It also comprehends the employment of honorable methods in conducting business. The seller who misrepresents the quality of the goods, and the buyer who misrepresents the terms he is offered, are equally guilty of gross offences against business morality.

Sugar Produced at One Cent Per Pound.

From the San Francisco Journal of Commerce.

Many may doubt about the possibility of producing sugar at the low price of one cent a pound, but it can be produced at this price in the Pochutla District, State of Oaxaca. The sugar lands are not in want of irrigation. Building materials are abundant. Labor is 75 per cent. less in price than in other countries and 50 per cent. in the time of labor, because the Indians work here without objection twelve hours per day. Besides, the sugar lands being very near the sea the transportation of machinery can be made at a low price. A sugar cane plantation is very easy to be made here. It is not necessary to plow or to make holes or excavations of any kind. After clearing the land sugar cane must be planted only four inches in the ground without removing stumps, stones and burned trees. Of course such a labor is very easy to be done if the seed sugar cane in pieces is near the planter. A strong man can plant one acre per day. So the labor being 18 to 25 cents a day the cost of planting an acre is from 18 to 25 cents. A new planter arriving begins by removing the trees. Let us see what the cost of preparing one hundred acres is:

Cutting trees.....\$500
Planting sugar cane.....250
Cultivation of 100 acres for one year.....750
Cost of sugar cane for seed.....100
Cost of corn and beans.....10

Total cost.....\$1,650

PRODUCTION.

100 acres planted with sugar cane can produce 1,000 fanegas of corn, at the lowest, price \$1.50 each.....\$1,500
25 fanegas of black beans, at \$4 each.....100

Total production.....\$1,650

Actual cost.....\$80
So that the plantation of 100 acres of sugar cane costs us \$1,600, and produced the first year \$1,600, costing \$80 net for one hundred acres planted.

Stove Manufacturers in Michigan.

The following is a list of the stove manufacturers in this State:

Detroit Stove Works.....Detroit
Sherman E. Jewett & Co.....Detroit
Michigan Stove Co.....Detroit
Peninsula Stove Co.....Detroit
Rathbone, Sord & Co.....Detroit
P. D. Beckwith.....Dowagiac
E. Bement & Son.....Lansing
M. Snow & Sons.....Paw Paw

GLUCOSE.

Chemical Analysis of its Constituents.
From the Boston Herald.

A vast amount has been written and printed in regard to glucose, a good deal of it by persons who know nothing about it, but apprehended because it was a new product that it must be bad, and therefore condemned it without a fair test. To set at rest (or at least with such intention) the apprehension of the public in regard to this substance, the commissioner of internal revenue in 1882 requested that a committee of the National Academy of Sciences be appointed "to examine as to the composition, nature and properties of the article commercially known as 'glucose' or 'grape sugar,'" and information was especially asked for in regard to "its deleterious effect when used as an article of food or drink." The committee appointed consisted of Profs. G. F. Baker, William H. Brewer, Wolcott Gibbs, C. F. Chandler and Ira Remsen, and their report was presented early in the present year. In commerce the term "glucose" is applied to the liquid product, and "grape sugar" to the starch product obtained by treating starch with an acid. It was prepared from starch by Kirchoff in 1811, and in 1819 Braconnot prepared it from vegetable fiber. In France and Germany potato starch is the only available material for the manufacture of sugar, but in this country Indian corn is employed. The process of manufacture consists in steeping the corn in water until soft, grinding it, and separating and washing the starch. This product is next converted into sugar by heating with dilute sulphuric acid; the excess of acid is neutralized by carbonate of lime, and the liquor is filtered and evaporated. There are 29 glucose factories in the United States, with a total capacity of about 43,000 bushels of corn per day. The committee examined 19 samples obtained from various factories throughout the country. "Careful search was made for tin, copper and other metallic impurities, but none were found."

The following analysis shows the commercial grape sugar:

Dextrose.....72.0 per cent.
Maltose.....3.6 per cent.
Dextrine.....6.4 per cent.
Water.....17.5 per cent.
Ash.....0.5 per cent.

In the samples of glucose (liquid) examined, the amount of dextrose varied from 34.3 to 42.8 per cent., the maltose from 1.3 to 19.3 per cent., and the dextrine from 23.8 to 45.3 per cent. The report also discusses the question whether glucose is injurious to health. Mention is made of the experiments of A. Schmitz, Nessler and Freiherr von Mehring. The two former scientists concluded that the product obtained by fermenting potato sugar, and certain substances injurious to health. Freiherr von Mehring, on the other hand, concluded that there was nothing objectionable in this product. "It hence appears doubtful whether there are injurious substances in potato sugar. * * * Even though it should eventually be shown that potato sugar is or is not objectionable, it would not necessarily follow that the same is also true of maize sugar." The committee conducted a series of experiments with glucose similar to those of Schmitz and others with potato sugar, and it failed to find anything injurious to health in the extracts obtained by fermentation. "In the experiments the experimenter took into his system everything that could possibly be objectionable contained in from 120 to 160 grains of glucose, or grape sugar—i. e., from a quarter to a third of a pound. It was found to be borne in mind, further, that the extract which was taken from the stomach must have contained an objectionable mineral as well as organic substances present in the glucose employed; hence, the results seem to be final as regards the injurious nature of glucose, or grape sugar, made from maize. The conclusions are valid only for maize sugar as furnished by manufacturers in this country. It should be further remarked that, although our experiments show conclusively that the products of the fermentation of glucose are not dangerous to the health, it does not necessarily follow that beer made by the fermentation of glucose is just as good as that made in the usual way." In its concluding remarks the committee says: "That though having at best only about two-thirds the sweetening power of cane sugar, yet starch sugar is in no way inferior to cane sugar in healthfulness, there being no evidence before the committee that maize starch sugar, either in its normal condition or fermented, has any deleterious effect upon the system, even when taken in large quantities." The report contains, in an appendix, a large number of extracts on the subject from journal literature, as well as a very complete bibliography.

Betrays of Trust Under Similar Circumstances.

The following reference to betrayal of trust on the part of a clerk, from the New York Crocker Journal, calls to mind the peculations of one Clarence Mexthan, while in the employ of H. Leonard & Sons several years ago, and suggests the thought that "Johnson" and "Mexthan" may be one and the same person.

For the past three years Mr. G. A. Peterson, one of the leading crockery merchants of St. Louis, has missed sums of money from his cash drawer, and has in that time tried every known method employed by detectives to discover the identity of the thief. He has had friends go to the store with marked money to purchase goods, but all to no purpose. Every clerk in the store with one exception was tried in this way, but the closest scrutiny of the cash turn-in with the check failed to reveal any attempt at peculation as the goods would show after the supposed purchaser had left the store. The one exception to the careful systematic watchfulness of the proprietor was "a party by the name of Johnson," as the villain says in "The Lancashire Lass." W. S. Johnson was regarded by Mr. Peterson as one of the best clerks in the establishment, a young man with many influential friends, first in the store, first on the floor, and first in the hearts of the customers. His character was regarded as above suspicion, and he was not called upon to answer any questions concerning the mysterious disappearance of the cash. Accidentally, however, it was brought to the notice of the proprietor that Mr. Johnson had sold a lady some goods amounting to \$375 and had entered the cash at 25 cents, pocketing the difference. He was watched from that time, and while Mr. Peterson was in New York two weeks ago he was overheard talking the matter over with some of the firms about the city, and the result

was that the party notified Mr. Johnson to get out, as Peterson was spotting him. As soon as Mr. Peterson was wired the above facts he took the first train for home and immediately cornered his confidential clerk and drew from him a confession that he had been stealing from five to twelve dollars per day, and that during the last three years his peculations had amounted to at least \$5,000. This remarkable story is probably without a parallel in the retail crockery trade, unless there are other dealers who have been made the unconscious victims of over-confidence in their clerks. Mr. Peterson is now an undoubted believer in the fact that the retail crockery business must be watched very closely. We would suggest to our readers that they place a wrapping counter close to the cashier's desk, where all goods must be wrapped, and the cashier given an opportunity to compare the salesman's check with the price mark on the goods. As things go now it is an easy matter to steal both money and goods, excepting in those establishments where the above described system is in vogue and the cashier sits close to the common exit.

Fathers and Sons in Trade.

From the New York Sun.

An auctioneer is now selling in Broadway to the highest bidder the great stock of a bankrupt dry goods firm; but the sum obtained from the sale, together with the other assets of the house, is likely to yield the creditors of the bankrupts only a small proportion of what is due them. Yet the house was one of the oldest in the trade in New York, and one of the most respectable and most trusted. It was a case where sons had inherited from their father a splendid business and an unblemished credit. One generation built up the house from small beginnings, and gained for it a trade and a reputation which extended throughout the country; the next generation dissipated that trade in the course of comparatively few years, and brought the firm to bankruptcy and the vast stock of goods to the auction block. The fruits thus gathered by the fathers were thus speedily scattered by the sons. It is true that the house encountered very bad times this spring, and was unable to sell its paper or get it discounted at the banks; but the old firm had passed through even worse periods of business. Of late years, too, great changes have taken place in the dry goods trade, changes so radical that they have almost revolutionized the business in New York. The failures in the dry goods trade have been comparatively few, despite the many disadvantages from which it has suffered so long. It has withstood the shock of declining prices with remarkable firmness, and other houses in the business ranking with this bankrupt concern have all along maintained and justified undiminished confidence. The sons do not seem to have inherited along with the business the ability to manage it. They were probably brought up under the operation of circumstances very different than those their fathers had to contend with. They were surrounded with wealth, while the old people had to fight for their dollars. This wide gulf of separation between the habits and aspirations of the older and younger generations is frequent in this country, and it has become broader since the rapid increase of private fortunes during the last quarter of a century. It is not improbable, therefore, that we shall hereafter see many cases where the unfitness, the negligence, and the folly of the sons being to ruin the great houses established by the industry and prudence of the fathers. But there is compensation. Fresh blood and fresh industry will have the better chance. Already the young men who are trained to work, are taking the business prizes away from the more fastidious youth who have had a softer rearing.

Waiting for Customers.

When in his normal condition man loves leisure, but waiting for trade is not leisure. It is hard work. You recline against the wall of your store, with every appearance of *aisance*, and gaze upon the crowd passing and repassing in the streets beyond. Still you are not at rest, and the condition wears more on the nervous system than trying to wait upon half a dozen impatient customers at one time. Scores of people will stop to admire the dressing of your shop windows, making you feel still more positive that you have goods worthy of their patronage, and increasing your unrest; making keener the painful labor of waiting for trade. About this time you work yourself into a fever, get the blues, scowl at the salesmen waiting like yourself for customers. Already you are wondering how the trade will enjoy reading the news of your failure. "Several more days like this," you say to yourself, "and I shall have to put up the shutters." You run your eye over the stock. Will it ever grow less? A glance in the mirror tells you that your face is getting thinner. Here are hollows in your cheeks, and your eyes look heavy. Your clerks catch your despondency, and the whole store contains anything but an era of good feeling. Besides, the day is hot. Last night you did not sleep well. Perhaps the baby was indulging in one of those peculiar nocturnal rackets incidental to an infant's second summer.

It is downright torture, this waiting for trade in a retail store, but our suggestion is to keep up your pluck, and do not allow your vexation to become evident to the salesman. Do not give them an attack of melancholy. It will interfere with them when customers do enter the store. No one cares to buy where there are dark faces.

There is an art in waiting for trade gracefully. But it is an art that can be acquired, and, until it is, there will be no pleasure for you in keeping store. Learn to labor and wait, and, above all, do not, if you are just starting in for yourself, imagine that it pays to give up the idea of enterprise because custom does not keep on pushing.

If custom continues dull for several days in succession when it should be active, conclude that there must be a cause. Root it out. Rearrange your stock, keep the best and newest goods forward in your windows and display cases. The re-action, if you merit it, will set in, and patient waiting have its reward.

No matter how dull the day is, do not allow your temper to take a peevish turn.

The business of making wooden houses in the United States for custom sale is stimulated by a brisk demand for these products in Brazil. Several large shipments have been made to Rio Janeiro, and they were all sold soon after their arrival.

OFFICERS.

President—Wm. Logie. First Vice-President—Lloyd Max Mills. Second Vice-President—Richard Warner. Secretary and Treasurer—L. W. Atkins. Official Organ—The Michigan Tradesman. Committee on Elections—Wm. B. Edmunds, chairman; D. S. Haugh, Wm. G. Hawkins, Wallace Franklin and J. N. Bradford. Regular Meetings—Last Saturday evening in each month.

The gallery of frauds—Dunlap, Messmore, Brisbin.

It is the opinion of sagacious business men in all quarters that November will bring a decided improvement in trade and prices.

Brisbin aspires to notoriety through the ownership of fast horses, which were purchased with money swindled away from his creditors.

Messmore is getting \$25 a night talking pure and undefiled democracy, and Brisbin won first money in a horse race at Berlin last week. Their creditors, however, need have no fear that a dividend will be declared.

The association of jobbers and manufacturers is now an assured fact, a permanent organization having been effected. The association was born of necessity, and is bound to play no unimportant part in the commercial transactions of this market in the future.

Bradstreet's record of failures for the nine months ending September 30, shows a total of \$,302 failures and \$196,000,000 gross liabilities, against 7,358 failures and \$123,000,000 liabilities for a like period in 1883. With an increase of only 13 per cent. in number, there has been an increase of 60 per cent. in the total indebtedness.

Every farmer who has debts to pay does himself an injustice and contributes his influence to a continuance to the country's business depression if he holds back his grain from the market. Men who are out of debt may be justified in holding back and "taking the chances" of future markets; but not so with those who are in debt—their first duty is to their waiting and needy creditors, and the paying off of the latter is a contribution of lubricating oil for the healthier movement of the machinery of general commerce.

There will always be strikes. That time will never come when the employer will not earnestly endeavor to secure all the labor he can for the least hire, and the workman will strive for the most wages for the fewest hours toil. When one side or the other asks too much, as will always at times be the case, a strike or a lockout will occur. Political economists may dive as deeply into the question as they please, but the stern fact of the strike will always be there, and stare them in the face till doomsday. And if we can not eradicate strikes let us devise the mildest and best natured means of dealing with them, and above all, let us see that the suffering which they always entail is duly provided for.

Turn the Rascals Out.

For some time past numerous individuals, with no other capital than a superabundance of laziness and cheek, have been trying to conduct business on their own account, or with the assistance of wicked partners. Some of them have not been successful, and moreover have lost all the confidence they enjoyed; and as it is now too late in the season to look about for a new set of partners, with even mildly wicked tendencies, we would advise the out-of-a-partnership merchants to go to work at their trade, and once more enjoy the pleasure of making a living without taking it from the creditors' assets. They may not accept this advice, but they should be forced to take it as a measure of self-defense. These unnecessary individuals, good and wicked partners alike, have been given every reasonable chance to succeed on an honest basis; but as that did not appear to be their preference, it would be well to change about and turn the rascals out.

Legal Advice.

A new and very cheap way of securing legal advice has been discovered. It consists of two acts and one tableau. Act I—Employ a lawyer to do sundry duties, including the drawing up of an assignment. Act II—Make the legal adviser a preferred creditor for his services. Tableau—As the lawyer is certain to prefer cash to credit, and is equally sure to get all the law allows, the creditors who are left out in the cold may be depended upon to group the tableau with the happy debtor as the central figure. The effect will be imposing in the opinion of the creditors. The list on rubber goods has been changed from \$2.05 to \$2.15 for men's snow excluders; from \$2.30 to \$2.40 for men's snow excluders with solid heel top; and from \$1.58 to \$1.65 for women's snow excluders.

AMONG THE TRADE.

IN THE CITY.

A. H. Towne has engaged in the grocery business at New Era. Shields, Bulkley & Lemon furnished the stock.

Rindge, Bertsch & Co. furnished the new boot and shoe stock for Dewey D. Hawes, who has engaged in business at 505 South Division street.

H. M. Rodenbaugh has engaged in the dry goods and grocery business at Breeds-ville. Spring & Company furnished the dry goods. The grocery stock was also purchased at this market.

The Osterhout & Fox Lumber Co. will run its mill at Deer Lake on the eight-hour plan, rather than shut down, in order to give its men employment for the month to come. The company is said to be carrying over \$400,000 worth of stock.

All but three of the creditors of the late firm of C. G. McCulloch & Co. have agreed to the 25 per cent cash compromise offered in full settlement, and it is expected that they will fall into line before long. The offer is certainly very liberal, considering the preponderance of the liabilities over the assets, and is more than the creditors can reasonably expect in case the stock is closed out at forced sale by the assignee.

A leading grocery jobber compares the present business depression to a run of the typhoid fever, which will continue as long as there is any strength left in the human organism on which to feed. When the system is completely exhausted, the fever leaves and the patient recovers. The jobber in question expresses the opinion that the depression has reached its lowest point, and that from this time on the recovery will be sure and steady.

AROUND THE STATE.

Morse & Bell, hardware dealers at Montague, are closing out.

A. N. Heslop, book and stationery dealer at Manistee, has sold out.

Geo. Parish succeeds S. A. Gardner in the grocery business at Ithaca.

Wm. Tooley succeeds Tooley & Keeler in the drug business at Clare.

Geo. Kidd succeeds W. J. Black in the feed business at Sand Lake.

LeBar & Cornwell have engaged in the grocery business at Cadillac.

Sweet & Holden, grocers at Howell, have dissolved, Sweet continuing.

Robt. Butler succeeds Halpin & Butler in general trade at North Branch.

Cook & Haynes succeed Cook & Stone in the grocery business at Hillsdale.

S. H. Bissonette has engaged in the musical merchandise business at Big Rapids.

Wesley H. Brinsmade succeeds Nathaniel White in the drug business at St. Louis. White in the drug business at St. Louis, has been closed out on chattel mortgage.

A. W. Nash will close up his business at Wayland about the 15th, and remove to Mecosta county.

G. W. Owen, general dealer at Keeler, has made an assignment to Frank Hill. It is reported that the creditors will receive about 50 cents.

Wm. F. Stewart, general dealer at Sand Lake, has sold out to J. L. Barker, and will remove to the seat of his lumbering operations west of Tustin.

W. J. Arnett has engaged in the grocery business at Morley, purchasing the remnants of the J. M. Carr stock, and adding enough new goods to make the stock complete.

STRAY FACTS.

Operations have been resumed at the Cornua coal mines.

The canning factory at Benton Harbor has put up an even half million cans of tomatoes to date.

The Chicago Lumber Company is adding a 50x60 foot lath mill building to its plant at Manistique.

The Woodward Manufacturing Co., of Muskegon, will soon begin making their patent kindling again.

Prudenville is the name of a newly platted village on Houghton Lake. It has two saw mills, three hotels and a drug store.

It is reported that on the headwaters of Muskegon river contracts for putting in 250,000,000 feet of logs have already been made.

Frederick Smith, shipping clerk for the George F. Smith, Purifier Co., of Jackson, has been discovered in a number of petty thieving and has left the state.

The Dowagiac Times thus booms the cheese factory craze in that vicinity: A cheese factory, with prices lower even than at present, beats wheat raising all to pieces. The farmers of this vicinity should investigate the subject.

W. S. Nelson, of Cedar Lake, Montcalm county, who has become financially embarrassed, lately sold 500 acres of pine land to J. S. Crosby, of Greenville, for \$80,000. The amount of timber on the tract is estimated at 20,000,000 feet. Mr. Nelson has other pine in that vicinity.

obliged to go into the woods at such wages as shall be offered, and they will be lucky to get any work at that.

The entire stock of ready-made clothing, gents' furnishing goods and merchant tailoring establishment formerly owned by Geo. H. Judd, or "Little Judd," at St. Johns, has been sold on chattel mortgage for \$2,500, by Brewster & Stanton, of Detroit, assigned to them by Upton & Pennell, of St. Johns. Brewster & Stanton held a second mortgage of \$800. Two other parties held third and fourth mortgages of \$500 each.

Ludington Appeal: E. Cotton still continues to buy ginseng root, notwithstanding the war in China, where it is consigned, has had a depressing effect its sale. The Chinese look upon this root as possessing the most extraordinary virtues and as a remedy for almost all diseases. It has frequently brought its weight in gold. The root grows in considerable quantities in this part of the country. The Indians are the principal gatherers. It brings delivered here, thirty cents a pound, and affords a handsome income to the industrious. A single Indian has sold as high as \$60 worth at a time.

VISITING BUYERS.

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

- A. Engberts, Beaver Dam. M. B. Nash, Sparta. Baron & TenHoor, Forest Grove. Thos. E. Strocker, Allegan. F. G. Thurston, Lisbon. W. H. Struik, Forest Grove. W. S. Root, Talmadge. Paine & Field, Englishville. Norman Harris, Big Rapids. B. M. Dennison, East Paris. J. W. Mead, Berlin. J. C. Benbow, Cannonsburg. C. O. Postwick & Sons, Cannonsburg. E. P. Barnard, buyer for New Era Lumber Co., New Era. W. H. Hicks, Morley. Alonzo Yates, Branch. H. J. Howard, Englishville. J. Barnes, Austerlitz. T. J. Smedley, of Smedley Bros., Bauer. Henry Flinn, Big Rapids. J. W. Fearn, Big Rapids. Jay Mariatt, Berlin. J. W. Braginton, Hopkins. J. S. Marr, Spring Grove. N. de Vries, Jamestown. D. W. Shattuck, Wayland. D. R. Stocum, Rockford. F. E. Davis, Berlin. Heyboer Bros., Drenthe. B. Kysor, Allegan. W. F. Rice, Alpine. G. H. Walbrink, Allendale. Mr. Walbrink, of I. J. Quiek & Co., Allendale. H. Baker, of H. Baker & Son, Drenthe. G. J. Shackleton, Lisbon. H. M. Patrick, Patrick & Co., Leroy. R. H. Woodin, Sparta. A. & L. M. Wolf, Hudsonville. Kitchen & Brooks, Edmore. Jacob DeBri, Byron Center. Mr. Lillie, of Rice & Lillie, Coopersville. F. Needham, Hubbardston. L. M. Bain, Carpenter. H. W. Rodenbaugh, Breedsville. Andre Bros., Jennisonville. Geo. W. Shearer, Cedar Springs. Henry DeKline, Jamestown. Hoag & Judson, Cannonsburg. Seoville & McAuley, Edgerton. G. N. Reynolds, Belmont. C. E. Clark, Lowell. W. J. Merritt, Morley. Mr. Clark, Clark & Sample, Lowell. Lee Deuel, Bradley. Dr. G. B. Nichols, Martin. S. Ditley, Pierson. Nagler & Beeler, Caledonia. Kellogg & Potter, Jennisonville. Theron Stafford, Havenna. Chester Messer, Hastings. Jesse McIntyre, Fremont. C. H. Adams, Otsego. E. S. Botsford, Dor. C. E. & S. J. Hon, Lisbon. Purdy & Hastings, Sparta. Fred Hotchkiss, Hastings. R. B. McCulloch, Berlin. Fred Nichols, with Henry Strope, Morley. J. W. McOmer, Petoskey. Jacob Bartz, North Dor. John Gunstra, Lamont. Geo. A. Sage, Rockford. E. Carley, Rockford. C. H. Deming, Dutton. Mr. Carpenter, of Colborn & Carpenter. Caledonia. A. H. Towne, New Era. J. E. Thurkow, Morley. R. Steffin, Jamestown. Chas. DeLo, Bravo. Mr. LaHuis, Herder & LaHuis, Zeeland. H. J. Peacock, Brighton. G. Van Putten, G. Van Putten & Sons, Holland.

Good Words Unsolicited.

Dibble Bros., general dealers, Burnip's Corners: "We could not get along without the paper. We take six other papers, but THE TRADESMAN is the first we read."

E. B. Sunderlin, general dealer, Palo: "THE TRADESMAN is an A 1 paper."

Joseph Newman, general dealer, Dor: "It is a very useful paper. Can't get along without it."

Luther Lance: "THE MICHIGAN TRADESMAN has completed its first year, and is a strong, well-established journal, and it grows better with each issue. It is appreciated here in the north woods, and we wish it a long and prosperous life."

Albert E. Smith, groceries and crockery, Cadillac: "I consider THE TRADESMAN the liveliest and best paper of the kind I know of. I am subscribing for a number of other trade journals, but I think THE TRADESMAN better than any of the others and at a less price."

Theron Stafford, drugs and groceries, Havenna: "Don't see how I can get along without your paper. It has saved me many times the subscription price in buying goods. I was most afraid at one time it would omit a strong Blain odor this fall, which would ruin me out; but am glad to see your paper devoted to trade and its interests only. The dead beat list strikes me as being the best scheme I have ever seen. I could add many names, mostly of parties who still reside in this vicinity, and may do so in the near future."

A Georgia dairyman figures out the cost of good butter in that State at 12 1/2 cents a pound, where good pasturage can be had on easy terms for ten months in the year, and the butter sells at twenty-five cents per pound.

The Gripsack Brigade.

C. E. Morgan has gone out on a three months' trip through Indiana and Southern Michigan in the interest of Jennings & Smith.

Saturday evening, October 25. That date should be recorded in the note book of every traveler, as it is the time for the next regular meeting of Post A.

The usual Pencil Portrait has been omitted for the past two weeks, not on account of a lack of material, but because of the in-born modesty of the travelers who were selected as the victims of the occasion.

Gid. Kellogg has sold his residence at 88 Coit avenue to Arthur B. Wykes, who will present it to his daughter. It is reported that Gid. has purchased another farm near Kendall, Kalamazoo county, and his friends declare that the time is not far distant when he will pay taxes on a whole township.

The attention of the chief of police is hereby directed to Gid. Kellogg, who has lately uttered diverse and sundry threats of a murderous nature against the editor of this paper. Considering his enormous stature, and the muscular ability he possesses he is a dangerous man to be allowed to run loose.

H. A. Hudson, for several years traveling representative for I. M. Clark & Co., and later with Weissinger & Bate, the Louisville tobacco manufacturers, has returned to the employ of Clark, Jewell & Co., and will cover a territory within thirty miles of the city, seeing trade heretofore unvisited by any of the other representatives of the house.

At the National Convention of "Drummers," at Louisville last week, Joseph Mulhatten, of Kentucky, was nominated for president of the United States, and Z. T. Collier, of Ohio, for Vice President. The platform favors drummers, workmen and prohibition, and the claim is made that they can poll about 5,000,000 votes. The report reads very much like a burlesque.

Purely Personal.

W. J. Drew has been granted a patent on an improved carpet sweeper.

Mr. Henry Spring has returned from New York, whither he has been purchasing winter goods.

G. Van Putten, the Holland City grocer, was in town last week for the first time in over ten years.

Mileage C. Russell and wife have returned home after a week's sojourn at Chicago and other Illinois points.

Theo. A. Rowley, formerly designer for the Oriel Cabinet Co., and until recently with the Berkey & Gay Furniture Co. in a similar capacity, has removed to Chicago and opened an office for the sale of original furniture designs. The venture promises to be a lucrative one.

French Candy.

Confectioner—Remember that all the French candy is in this case.

New Clerk—How do you get it fresh? "Fresh? Why, we make it, of course."

"But I thought French candy was imported." "Oh, no, we make it ourselves."

"But then why is it called French candy—do the ingredients come from France?" "Well, I don't know; maybe the plaster of paris does."

A New York Millionaire's Nightly Precautions.

New York Millionaire—"Are the girls locked up for the night, wife?"

"Yes."

"Coachman chained?"

"Yes."

"Has the patent butcher-catcher in the front yard been oiled so that it works well?"

"Yes."

"Well, we might as well chloroform the gardener and go to sleep."

Didn't Know His Business.

"What are you doing there?" demanded the grocer of the new clerk.

"I'm putting a little sand in the sugar. Ain't that right?"

"Right! Great Scott! No. You take a little of the sugar and put it in the sand."

A guileless Hoosier who strayed into a hand-me-down clothing store in Cincinnati, according to the somewhat improbable story of an Indianapolis paper, and finding nothing he wanted, was about to leave, but was compelled by the proprietor to purchase a suit for \$15. On complaint to the authorities the money was refunded. Customers must be even scarcer in Cincinnati clothing stores than they are here.

Groceries in England are said to be 16 per cent. cheaper than in the United States; but meat, butter, eggs and vegetables are 23 per cent. dearer. House rent in provincial England is only about half what it is in Boston; in London it is about two-thirds. Altogether, the cost of living in England is 17 per cent. lower than in the United States.

JOHN CAULFIELD,

IMPORTER

AND

Wholesale Grocer,

85, 87, 89 Canal Street,

GRAND RAPIDS

MICHIGAN.

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

Teas.

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

Coffees and Spices.

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

Table listing coffee and spice prices: Home Roasted Rio... 14, Prime... 16, Select Maracaibo... 18, Imperial Roasted (a blended Coffee)... 18, O. G. Roasted Java... 23, Mandehling... 25, Java and Mocha... 25.

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

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

Also my

J. C. Best English Mustard.

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

Canned Goods.

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

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

Imported Groceries.

My stock includes French and Turkish Prunes, 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 Condensed, etc.

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

Cigars and Tobaccos.

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

Yours Truly,

JOHN CAULFIELD.

ENTERPRISE CIGAR CO.,

SOLE AGENTS FOR THE FAMOUS AND POPULAR BRANDS

OLYMPIA,

—AND—

LA BELLE SENORA.

Grand Rapids, Mich.

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 Jenson, 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.

PHARMACY.

The Profession and its Relation to Medicine.

The following is the full text of President Parker's address before the Wisconsin Pharmaceutical Association at its recent meeting:

Had I undertaken to write upon pharmacy as a profession fifty years ago, very little could have been said. From the humble apothecary it has grown until now it claims place among the learned professions. In the rapid advance of modern research it has received its share of attention. From the old-time shop, with its dozen or more remedies, when the physician's prescription was the application of a well-sharpened lance, we have progressed, until now are demanded large and well-stocked pharmacies, where the chemist's skill is required in the accurate compounding of his remedies. From the traditional blue pill and jalap, we have penetrated both the animal and vegetable kingdoms in the production of complex alkaloid and inorganic salt. The new era of American pharmacy may be said to have been inaugurated with the introduction of the first U. S. Pharmacopoeia. The pharmacist of that period, owing to his lack of knowledge, left to the physician the production of the first pharmacopoeia, and to them must be conceded the honor. Nor was it until some years later that the pharmacist took any active part in its revision. Previous to this there was no recognized standard, and matters were somewhat confused. Pharmaceutical education was also unknown there being no college of pharmacy. In lieu of this, the term of apprenticeship, with its inadequate opportunities, fitted them rather for the rank of a physician's assistant than for that of an independent pharmacist. How advanced are the requirements of to-day! The examination or recognized diploma, a test of one's ability to pursue his chosen profession. With our great educational advantages, our societies for mutual improvement and the advocacy of pharmacy laws, we may with confidence, look for still greater progress. These great improvements have been stimulated by the constant and vigorous research which has been made in chemistry and the allied sciences. The fact that pharmacy is a profession is becoming well established, having already been recognized by the legislatures of states. In passing pharmacy laws, we elevate the profession and protect its members. This protection is carried still further by protection of the general public from the practices of the ignorant and incompetent. Then why should we not demand pharmacy laws when the profession and laity are equally benefited? A law recognizing intelligence, suppressing ignorance and protecting physician, pharmacist and patient alike, should receive universal support. But by the simple enactment of pharmacy laws the desired end cannot be reached. We must have the stimulus and enthusiasm of local and state societies, united with a desire for improvement on the part of the pharmacist to keep alive the spirit of progression.

At the same time we may claim the sympathy and aid of the physician. Our business is the manufacture and compounding of medicines, and should be left in its entirety to us. We may emphatically say that physicians should not compound their own medicines. It is enough that they understood their physical, chemical and medicinal properties, their compatibilities, and so far as possible formulate their prescriptions with reference thereto.

This lack of knowledge on the part of the physician of materia medica and chemistry is to the pharmacist a serious annoyance. It is generally expected by the physician (however incompatible his prescription may be) that the patent shall receive the same in the desired form. Instances could be cited wherein the pharmacist has withheld the prescription by some invented excuse in order that he might in the meantime return it to the writer for correction. I submit the above as a plea for a more extended knowledge on the part of the physician concerning these particular branches. In sustaining what I have said, I quote the following from one of their number: "We have in our medical colleges no department worth considering where pharmacy is taught or even demonstrated. The branch of materia medica and therapeutics deserves no longer the title of the former; for the knowledge of drugs, their character and preparation has long since been left out of medical education; so much is the latter the case that the physician of to-day knows little of what he is prescribing, nor could he at any time distinguish good from bad, or judge from inspection or analysis of the quality of his medicines. Scarcely, if at all, does he know the strength of regular galenic preparations. The medical profession depends in this upon pharmacy alone, and yet are unwilling to give pharmacy its proper recognition."

As coming from a physician, we may consider this a great concession, and no doubt those of you who have been actively engaged

in pharmacy will fully appreciate the above. In connection with this we might mention another besetting evil, namely: That of compelling the pharmacist to carry in stock the same medicines as prepared by different manufacturers. In this, emulsion of cod liver oil, syrup of hypophosphites compound, elixir pills, etc., afford good examples. Now, right here comes the demand for pharmaceutical education. Every pharmacist should make his own preparations and be able to say: "Doctor, my emulsion, syrup or elixir are just as good as Phillip's, Scott's or Wyeth's, now what objection is there to using them when they are to be dispensed?" Must we, after having spent years of time and money in preparing ourselves for the profession, step down and allow the wholesale manufacturers to absorb the very vitals of our business? If we are to be mere machines for the sale of these so-called elegant pharmaceuticals, then there is no need of a higher standard in pharmacy. An extended knowledge of chemistry and pharmaceutical manipulation or an acquaintance with "Johnson's rule" are not essential to the dispensing of Fellow's Syrup, Hydroleone or Indian Chologogue. There must be no field in which the glib-tongued representative of the Elixir manufacturer can ply his vocation. Though we may look upon such a condition as being a millennium of pharmacy, yet we may not unreasonably expect an approach to it. I do not wish to be understood as charging to the physician all of the abuses which have crept into pharmaceutical practice; no doubt, in many instances, they have been obliged to specify the preparations of certain manufacturers with which they were acquainted in order to obtain a reliable article, for there are incompetent pharmacists, if such they may be called. We have spoken from the standpoint of pharmacy, its grievances are ours. Whatever evils exist through the agency of the pharmacist he should be untiring in his efforts to remove them. With him, in a measure, rests the destiny of the profession. The enactment of pharmacy laws will aid, but the future depends largely upon the training of those now entering its ranks. Those aspiring to practice the profession should be graduated pharmacists, and we hope the time may soon come when a diploma shall be imperative. A knowledge of the science on the part of the pharmacist, will enable him to deprive the wholesale manufacturer of his most potent argument in inducing the physician to prescribe his preparations, namely: The inability of the dispensing pharmacist to make them. This knowledge can be obtained only through professional training, and this training should be of such a nature as to enable him to assume the position both of manufacturing and dispensing pharmacist. Those institutions which afford the best chemical instruction should be most sought for. To our Alma Mater we may point with personal pride. The fact can not be disputed that no college affords superior advantages for scientific pharmaceutical education. Its able faculty, well equipped laboratory and extended course offer advantages sufficient, if improved, to enable its graduates to fill positions that will reflect credit upon the profession.

Those of you who now intend to practice the theories which you have been investigating must remember that upon you devolves a duty. In your hands the profession must not lose caste. Do not content yourself with being mere tradesmen and dealers in fashionable novelties, but give your attention to those subjects which tend toward a higher professional standing. By so doing you will add to its dignity, and honor your Alma Mater.

Not Heeding Advice.
"I say, young man," said a physician, stopping him on the street. "You are not well. Your face is flushed, and you are in a high fever. Let me feel your pulse."

"I am all right," protested the youth.

"No, you're not," said the physician positively. "Your pulse is over a hundred, and in less than two minutes you will be in a cold sweat. You take my advice and go home."

"I can't go home. I am resolved to ask old Jones for his daughter's hand to-night or perish miserably in the attempt."

"Wrong diagnosis," muttered the doctor to himself.

A Druggist's Blunder.
Doctor—Well, how is your age now?
Patient—Worse and worse. I've had the shakes awfully every day.

"I can't understand that. Did you take the medicine I prescribed?"
"Yes, but it did no good. Do you know, Doctor, I think that medicine might do good if I took it before the shakes come on instead of after."

"Why, of course. That is what I directed."

"It did not say so on the bottle."

"Consarn those druggists. What was on the bottle?"

"Well shaken before taken."

Shopping in the Country.
A young woman entered a country store in which drugs and books were among the objects kept for sale, and inquired:

"Have you any choice extracts from the works of George Eliot, or Jeremy Taylor, or Dean Stanley?"

"Well, no, mum," the proprietor replied, "I haven't got any of them makes on hand just at present, but I kin give you Lubin's extracts in a'most any flavor."

W. C. Arnold & Co., the former an experienced and competent pharmacist, have purchased the drug stock and business of Hibbard & Merriam, at Ludington.

PROFITS ON PRESCRIPTIONS.

Able Answer to an Attack on the Druggists' Profits.

A recent issue of the *New Idea*, edited by Frederick Stearns takes issue with the *Detroit Post*, on the subject of druggists' profits, in the following racy and instructive manner: In the *Detroit Post* of July 6 was an article with the above title, which in our estimation contains so many errors that we take the privilege of criticizing the article, and in doing so take the paragraphs to be criticized each by itself.

"A few inquiries into the drug business show that it probably pays better than any other business of a mercantile order."

It is generally well known that the retail drug business partakes as much of a scientific character as it does of a mere mercantile one. It is expected that all retail druggists who are entitled to the confidence of the community in which they live should be properly educated therefor, not only in the ordinary branches of education, but in those specialized branches appertaining to pharmacy and medicine, hence it is not fair to make any comparison between the business of a retail druggist and that of the grocer or dry goods dealer, a comparison based merely on the mercantile character of both.

"The druggist makes an immense profit on every drug that he sells."

This paragraph conveys the wrong impression for the reason that the profit of the retail druggist is not based, nor should it be based, upon the mere cost of the drug dispensed, because it should also include a fair equivalent for the responsibility, the skill and the time involved in dispensing medicines and prescriptions. This is expected and allowed in all other pursuits that partake wholly or in part of a professional character.

It is a common thing to remark that the business of a retail druggist is all profit. Now let us see how true that is. There are in Detroit nearly, if not quite, 100 retail druggists. We may assume that the total receipts each of more than half of these will not average over \$3,000 per annum. Now, suppose this were all profit and that the drugs did not cost anything. What manner of return would that be to an honorable and learned profession, out of which must come the support of a family, rent, clerk hire, fuel, light, taxes and other incidental expenses attending any business of a mercantile character? The fact is that these very men whom the article criticized would indicate as extortionists rarely earn more than a clerk's salary, and it is only through habits of close economy that any of them acquire anything like a competence in a life-long attention to their business. We assert that the retail drug business is one of those most poorly paid, considering the responsibility and time involved. If it is not already known, it should be, that the retail druggist has no leisure hours, no evenings, no holidays, no Sundays.

"He has very little to fear from his stock spoiling. He is not compelled to suffer from the wasteful effect of the weather like the grocer, or keep up with the changeable mood of capricious fashion like dry goods, clothing or shoe dealers. His stock in trade is good from New Years to Christmas, through winter, spring, summer and fall, and however sudden the change may be in the weather there is always an ephemeral besides the regular staple demand for some article or other that adds to his cash balance as regularly as the rise of a new moon."

This is not true, because there is as much depreciation in drug stock in proportion as in that of any other business. In fact medicines, both chemical and vegetable (particularly those which from slight demand may remain sometime in stock), are prone to change and loss and there is much more "capricious fashion" in medicines than the writer of the article criticized imagines. There is the quack nostrum which comes and goes in and out of fashion, and often leaves the shelves of the retailer loaded with its worthless, useless, soulless quackery, and there is the new and unheard of drug, written about by some foreign savant, the description of which copied into all the journals of the world, creates a temporary demand for it, which must be filled at any cost, finally to drop out of use, leaving on the shelf of the retailer enough of it to wipe out all the profit he may have made upon it. Then there is the pseudo-quackery, which, through advertising, requires the druggist to keep sugar or gelatine coated quinine pills for the stock of one maker may be fully as good as those of another.

The stock of the retail druggist is especially liable to damage from excessive light or excessive heat or excessive cold. In times of depression or of financial distress, the retail druggist cannot force the sale of a dollar's worth of his goods by cheapening them as can the grocer and dry goods dealer; in fact he could not even give them away.

The executive officers of the National Retail Drug Association have issued the following address to the retail druggists of the country:

It is plainly evident that the success of the "Campion Plan" of protection to retailers, adopted at the earnest solicitation of the representatives of the National Retail Drug Association, hinges at the present time more than ever upon the *active* and *honest* co-operation of the jobbers. The fact that cutters are still getting the goods, show that some jobbers are, at least, indifferent to the interests, in this matter, of their best friends—the legitimate pharmacists—and some are bent upon being positively antagonistic to its provisions. We therefore suggest that you bring the importance of this matter to the notice of the house with which you may deal, and insist upon their taking a stand either for or against it.

WHOLESALE PRICE CURRENT.

Advanced—Cantharides.

Acetic, No. 8..... 9 @ 10
Acetic, C. P. (Sp. grav. 1.040)..... 30 @ 35
Carb. lic. 10..... 35 @ 40
Citric..... 5 @ 55
Muriatic 18 deg..... 3 @ 5
Nitric 36 deg..... 11 @ 12
Oxalic..... 14 1/2 @ 15
Sulphuric 66 deg..... 3 @ 4
Tartaric powdered..... 4 @ 45
Benzoic, English..... 12 @ 15
Benzoic, German..... 12 @ 15
Tannic..... 15 @ 17

AMMONIA.

Carbonate..... 15 @ 18
Muriate (Powd. 22c)..... 6 @ 7
Aqua 16 deg or 3f..... 6 @ 7
Aqua 18 deg or 4f..... 7 @ 8

BALSAMS.

Copaiba..... 50 @ 50
Fir..... 2 @ 50
Peru..... 2 @ 50
Tolu..... 2 @ 50

BARKS.

Cassia, in mats (Powd 20c)..... 12 @ 12
Cinnamon, Java..... 12 @ 12
Elm, select..... 15 @ 15
Elm, ground, pure..... 13 @ 13
Elm, powdered, pure..... 15 @ 15
Sassafras, of root..... 10 @ 10
Wild Cherry, select..... 12 @ 12
Bayberry powdered..... 18 @ 18
Hemlock powdered..... 18 @ 18
Wahoo..... 12 @ 12
Soap ground..... 12 @ 12

BERRIES.

Cubeb, prime (Powd 80c)..... 6 @ 75
Juniper..... 6 @ 7
Prickly Ash..... 1 @ 10

EXTRACTS.

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

FLOWERS.

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

GUMS.

Aloes, Barbadoes..... 60 @ 75
Aloes, Cape (Powd 10c)..... 50 @ 50
Aloes, Socotrine (Powd 60c)..... 28 @ 30
Ammoniac..... 60 @ 60
Arabic, extra select..... 60 @ 60
Arabic, powdered, select..... 50 @ 50
Arabic, 1st picked..... 40 @ 40
Arabic, 2d picked..... 35 @ 35
Arabic, 3d picked..... 30 @ 30
Arabic, sifted, sorted..... 30 @ 30
Benzoin..... 55 @ 60
Camphor..... 21 @ 24
Catechu, 1s (1/2 lb, 1/4 lb, 1/8 lb)..... 35 @ 40
Catechu, 1/2s do..... 35 @ 40
Galbanum strained..... 80 @ 80
Gamboge..... 90 @ 100
Guaiac, prime (Powd 45c)..... 35 @ 35
Sassafras, powdered, 90c..... 10 @ 10
Mastic..... 10 @ 10
Myrrh, Turkish (Powdered 47c)..... 4 @ 4
Opium, pure (Powd \$6.00)..... 4 @ 4
Shellac, amphol's..... 26 @ 26
Shellac, English..... 26 @ 26
Shellac, native..... 24 @ 24
Shellac bleached..... 30 @ 30
Tragacanth..... 30 @ 10

HERBS—IN OUNCE PACKAGES.

Hoarhound..... 25 @ 25
Lobelia..... 25 @ 25
Peppermint..... 25 @ 25
Rue..... 40 @ 40
Sage..... 40 @ 40
Sage, Old Tom..... 35 @ 35
Sweet Marjoram..... 25 @ 25
Tanzy..... 25 @ 25
Thyme..... 30 @ 30
Wormwood..... 25 @ 25

IRON.

Citrate and Quinine..... 6 @ 40
Sulphate, pure crystal..... 7 @ 7
Citrate..... 60 @ 60
Phosphate..... 65 @ 65

LEAVES.

Buchu, short (Powd 25c)..... 12 @ 11
Sage, Italian, bulk (1/2 lb, 1/4 lb)..... 18 @ 20
Senna, Alex, natural..... 22 @ 22
Senna, Alex, sifted and garbled..... 22 @ 22
Senna, powdered..... 16 @ 16
Sassafras, root..... 10 @ 10
Uva Ursi..... 10 @ 10
Belleodonna..... 35 @ 35
Foxglove..... 30 @ 30
Mercury..... 30 @ 30
Rose, red..... 2 @ 35

LIGUORS.

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

MAGNESIA.

Carbonate, Pattison's, 2 oz..... 23 @ 23
Carbonate, Jennings's, 2 oz..... 2 @ 25
Citrate, H. P. & Co.'s, 2 oz..... 70 @ 70
Calcined..... 70 @ 70

OILS.

Almond, sweet..... 45 @ 50
Amber, rectified..... 45 @ 45
Anise..... 2 @ 90
Bay oil..... 2 @ 90
Bergamont..... 18 @ 19 1/2
Castor..... 2 @ 90
Croton..... 2 @ 90
Cajeput..... 1 @ 20
Cassia..... 40 @ 40
Cinnamon, red flowers, French..... 1 @ 25
Citronella..... 1 @ 25
Cloves..... 6 @ 60
Cubeb, P. & W..... 1 @ 60
Fireweed..... 2 @ 90
Geranium 3/4 oz..... 75 @ 75
Hemlock, commercial (Pure 75c)..... 40 @ 40
Juniper wood..... 2 @ 90
Lavender flowers, French..... 2 @ 90
Lavender garden..... 1 @ 90
Lemon, new crop..... 1 @ 70
Lemon, Sanderson's..... 1 @ 75
Limoness..... 1 @ 20
Orange, German, white, bottled..... 1 @ 25
Origanum, No. 1..... 1 @ 75
Peppermint, white..... 1 @ 75
Roserose..... 3 @ 75
Rosemary, French (Flowers 55c)..... 65 @ 65
Sandal Wood, German..... 4 @ 50
Sandal Wood, W. I..... 7 @ 60
Sassafras..... 4 @ 50
Sassafras, 10 lb..... 10 @ 12
Wintergreen..... 2 @ 25
Wormwood, No. 1 (Pure 80c)..... 1 @ 10
Wormseed..... 2 @ 50
Cod Liver, filtered..... 1 @ 90
Cod Liver, best..... 1 @ 90
Ringer, Jamaica bleached..... 6 @ 20
Olive, Malaga..... 6 @ 20
Olive, "Sublime Italian"..... 2 @ 50
Salad..... 6 @ 67
Rose, Himsen's..... 9 @ 75

POTASSIUM.

Bicromate..... 14 @ 14
Bromide, crystalline, gran. bulk..... 3 @ 35
Chlorate, cryst (Powd 23c)..... 2 @ 20
Iodide, cryst, and gran. bulk..... 1 @ 25
Prussiate yellow..... 30 @ 30

ROOTS.

Alkanet..... 15 @ 15
Aithes, cut..... 17 @ 17
Aithes, St. James..... 17 @ 17
Arrow, Taylor's, in 1/2 and 1/4..... 12 @ 12
Blood (Powd 18c)..... 12 @ 12
Calamus, peeled..... 38 @ 38
Cannabis, dried..... 2 @ 20
Elecampane, powdered..... 2 @ 20
Gentian (Powd 14c)..... 10 @ 10
Ginger, African (Powd 18c)..... 18 @ 20
Ginger, Jamaica bleached..... 3 @ 30
Golden Seal (Powd 40c)..... 35 @ 35
Hellebore, white, powdered..... 2 @ 20
Ipecac, powdered..... 1 @ 10
Jalap, powdered..... 3 @ 30
Jalap, select (Powd 12 1/2)..... 12 @ 12
Licorice, extra select..... 15 @ 15
Pink, true..... 35 @ 35
Rhei, from select to choice..... 1 @ 10
Rhei, powdered E. I..... 1 @ 10
Rhei, choice cut cubes..... 2 @ 20
Rhei, choice cut fingers..... 2 @ 25
Serpentina..... 65 @ 65
Sarsaparilla, Honduras..... 45 @ 45

Sarsaparilla, Mexican..... 18 @ 18 Squid, white (Powd 35c)..... 10 @ 10 Valerian, English (Powd 30c)..... 20 @ 20 Valerian, Vermont (Powd 28c)..... 20 @ 20

SEEDS.

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

SPONGES.

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

MISCELLANEOUS.

Alcohol, grain (bbl \$2.21) gal..... 2 @ 20
Alcohol, wood, 95 per cent ex. ref..... 1 @ 50
Anodyne Hoffman's..... 27 @ 27
Arsenic, Donovan's solution..... 12 @ 12
Arsenic, Fowler's solution..... 12 @ 12
Annatto 1 lb rolls..... 30 @ 30
Blue Soluble..... 4 @ 20
Bay Rum, imported (1/2 lb) now in..... 2 @ 25
Bay Rum, domestic, H. P. & Co.'s..... 2 @ 20
Alum..... 2 1/2 @ 3 1/2
Alum, ground (Powd 9c)..... 3 @ 4
Annatto, prime..... 4 @ 5
Antimony, powdered, com'l..... 4 1/2 @ 5
Arsenic, white, powdered..... 6 @ 7
Bain Gilead Buds..... 4 @ 20
Beans, Tonka..... 7 @ 70
Bismuth, sub nitrate..... 1 @ 60
Blue Pill (Powd 70c)..... 4 @ 45
Blue Vitriol..... 7 1/2 @ 12
Borax, refined (Powd 13c)..... 12 @ 12
Cantharides, Russian powdered..... 2 @ 50
Capsicum Pods, African..... 18 @ 18
Capsicum Pods, American do..... 18 @ 18
Carmin, No. 40..... 4 @ 40
Cassia Buds..... 12 @ 12
Calome, American..... 7 @ 70
Chalk, powdered do..... 1 @ 60
Chalk, precipitate English..... 12 @ 12
Chalk, red fingers..... 8 @ 8
Chalk, white lump..... 1 @ 60
Chloroform, Scherer's do..... 1 @ 90
Colocynth apples..... 1 @ 60
Chloral hydrate, German crusts..... 1 @ 60
Chloral do do cryst..... 1 @ 75
Chloral do Scherer's do..... 1 @ 90
Chloral do do crusts..... 1 @ 75
Chloroform..... 1 @ 100
Cinchonidia, P. & W..... 45 @ 50
Cinchonidia, other brands, do offer Fine Glassware (Powd 28c)..... 20 @ 20
Cochineal..... 30 @ 30
Cocoa Butter..... 45 @ 45
Coppers (by weight) 10..... 38 @ 40
Corrosive Sublimate..... 65 @ 65
Corks, X and XX—35 off list..... 38 @ 40
Cream Tartar, pure powdered..... 1 @ 15
Cream Tartar, grocer's, 10 lb box..... 1 @ 15
Creosote..... 1 @ 15
Cudbear, prime..... 24 @ 24
Cuttle Fish Bone..... 12 @ 12
Dextrine..... 12 @ 12
Drogon's Blood Mass..... 1 @ 50
Ergot powdered..... 1 @ 45
Ergot Squibb's..... 1 @ 40
Emery, Turkish, No. 8..... 2 1/2 @ 3
Epsom Salts..... 2 1/2 @ 3
Ergot, fresh..... 3 @ 30
Ether, sulphuric, U. S. P..... 69 @ 69
Flake white..... 14 @ 14
Grains Paradise..... 1 @ 20
Gelatine, Cooper's..... 45 @ 90
Gelatine, French..... 45 @ 90
Glassware, Brit, 71 off list..... 2 @ 20
Glassware, green, 60 and 10 dis..... 12 @ 17
Glue, cabinet..... 17 @ 22
Glue, white..... 17 @ 22
Glycerine, pure..... 25 @ 40
Hops 1/2 and 1/4..... 35 @ 35
Iodoform 3/4 oz..... 23 @ 20
Indigo..... 23 @ 20
Insect Powder, Dutch..... 2 @ 10
Iodine, resublimed..... 2 @ 10
Isinglass, American..... 1 @ 50
Japanica..... 10 @ 15
Lemon, Purp, 1/2 lb..... 10 @ 15
Lead, acetate..... 10 @ 15
Lime, chloride, 1/2 25 10c & 1/4 10c..... 9 @ 9
Lupuline..... 1 @ 10
Lycoodium..... 1 @ 10
Mace..... 12 1/2 @ 13
Madder, best Dutch..... 12 1/2 @ 13
Manna, S. F..... 1 @ 35
Mercury..... 30 @ 30
Morphia, sulph, P. & W..... 3 @ 35
Musk, Canton, H. P. & Co.'s..... 40 @ 40
Moss, Iceland..... 1 @ 10
Mustard, Irish..... 30 @ 30
Mustard, grocer's, 10 lb cans..... 18 @ 18
Nux Vomica..... 20 @ 20
Nutmegs, No. 1..... 70 @ 70
Nux Vomica..... 20 @ 20
Ointment, Mercurial, 1/2..... 1 @ 18
Pepper, Black Berry..... 4 @ 40
Peppin..... 3 @ 30
Pitch, True Burgundy..... 6 @ 7
Quassia..... 6 @ 7
Quinine, Sulph, P. & W..... 1 @ 100
Quinine, German..... 1 @ 100
Scheidt's Mixture..... 1 @ 65
Strychnia, cryst..... 1 @ 50
Silver Nitrate, cryst..... 70 @ 82
Saff Precipitate..... 30 @ 30
Saffron, American..... 2 @ 2
Sal Gaiher..... 2 @ 2
Sal Nitre, large cryst..... 10 @ 10
Sal Nitre, medium cryst..... 9 @ 9
Sal Rochelle..... 3 @ 33
Sal Soda..... 2 @ 24
Salicin..... 2 @ 20
Santonin..... 6 @ 75
Snuffs, Macaboy & Scotch..... 38 @ 38
Soda ash (by keg 3c)..... 4 @ 4
Spermaceti..... 25 @ 25
Soda, Bi-Carbonate, DeLand's..... 4 1/2 @ 15
Soap, White Castile..... 17 @ 17
Soap, Green do..... 17 @ 17
Soap, Mottled do..... 17 @ 17
Soap, do do..... 11 @ 11
Soap, Mazing..... 26 @ 28
Spirits Nitre, 4 F..... 28 @ 32
Sugar Milk powdered..... 3 1/2 @ 30
Sulphur, flour..... 3 1/2 @ 30
Sulphur, roll..... 3 1/2 @ 34
Tartar Emetic..... 60 @ 60
Tar, N. C. Pine, 1/2 gal, cans 3/4 doz..... 2 @ 70
Tar, do quarts in tin..... 1 @ 15
Tar, do..... 1 @ 15
Turpentine, Venice..... 2 @ 20
Wax, White, S. & F. brand..... 7 @ 8
Zinc, Sulphate..... 7 @ 8

ALUM.

Alum..... 2 1/2 @ 3 1/2
Alum, ground (Powd 9c)..... 3 @ 4
Annatto, prime..... 4 @ 5
Antimony, powdered, com'l..... 4 1/2 @ 5
Arsenic, white, powdered..... 6 @ 7
Bain Gilead Buds..... 4 @ 20
Beans, Tonka..... 7 @ 70
Bismuth, sub nitrate..... 1 @ 60
Blue Pill (Powd 70c)..... 4 @ 45
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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, OCTOBER 8, 1884.

Disadvantages of Disorderly Stores.

A writer in the *Criterion*, who signs himself "Eugene," has recently been visiting in this State, and called at the stores of some of the retailers in this State. As a result of what he saw and heard our readers will be able to learn by reading the following, furnished by him:

"I always dislike to enter a disorderly store. I do not desire to trade with or buy goods of a grocer, particularly for home consumption, that are not kept in cleanly places or handled with cleanly hands or store utensils. I hate to see the molasses measures swarming with filthy flies, or the dried fruits and other goods left unprotected and uncovered. I do not like to see the counters used for seats or the floors and stove-hearths for spittoons. Yet there are few country villages that do not contain one or more places where just such unpleasant features exist. I have been in country stores where rustic loafers were accustomed to congregate and sit around until a late hour of the night—loafers whose language was foul and unfit for refined and decent ears. No ladies like to enter such a place; no gentleman will buy his supplies there if he can advantageously obtain them at any other place. It does not pay the general storekeeper to tolerate such nuisances or permit such abuses. His store becomes a place of moral corruption for the young lads of the village. I can conceive of nothing more vile and indecent than an old reprobate in a country store filling the innocent mind of a young boy with the disgusting details of a smutty story. I have been in stores and hotels where coarse, loud-mouthed boys discussed base-ball, horse-racing, boxing and other sporting matters, until they became an intolerable nuisance to every patron, customer or guest. I have many times longed to see the storekeeper or landlord request or assist them to go out. I wonder that respectable business men endure such abominable nuisances. I wonder that the parents of these boys allow them to congregate at such places. If boys were willing to work half as hard at some useful occupation as they eagerly do at these so-called athletic sports, they would be of far more consequence to their parents in youth and to themselves in maturer years. It does not pay any man to keep a disorderly store. The merchant or general dealer who permits these abuses continuously in or about his premises loses custom and fails to make money. These habitual loafers do not generally buy much of anything. The storekeeper loses more by their petty pilfering alone than he makes by carrying their favor.

He Wanted a Corkscrew.

He went a dozen times to buy a corkscrew but having associated a corkscrew with wine bibbing he could not get his own consent to ask for such an article in the stores where he was well known, or in establishments where there was a chance of his being recognized. But he had set his mind on a corkscrew, and while driving one day in the outskirts of the city he came across a hardware store and determined to make his purchase. He walked in and asked with affected unconcern for a corkscrew, taking comfort in the thought that in this out-of-the-way place no one would know him. But scarcely were the words out of his mouth when the clerk said: "What kind shall it be, doctor?" He had struck a member of his Bible class.

A Mighty Mean Man.

"Yes," said young Hardup, with an air of disgust, "there are some mighty mean men in the world, but old Moneybags is a little bit lower down than anybody I know of."

"What has Moneybags done that is so very mean?"

"You know I worship his daughter?"

"I have heard you say so."

"Yes I love the very ground she walks on. Well, sir, I asked the old fellow for her hand the other day and he was mean enough to ask me if I had a sufficient income to support her. What do you think of that for a man worth over \$2,000,000?"

He Didn't Take Everything.

"The funds all gone?" shouted the depositors.

"Every cent," replied the President.

"Are you sure that he left nothing?"

"He left nothing but the country."

Dealers are advised to look out for counterfeit ten cent pieces. They are brighter than the genuine ones, having a glazed appearance, as if coated with quicksilver. The wreath is clumsily executed, and under the words "one dime," are engraved two "Cs." The counterfeits thus far seen are dated 1875. They are extremely soft and easily cut with a knife.

A cigarette factory at La Honradez, Cuba, said to be the largest in the world, turns out 2,520,000 cigarettes a day. All the government factories in France do not produce so many, 600,000,000 being named as the annual product.

A Ludington furniture-dealer says he can never sell an Indian a second-hand article. They want the best and will put up with nothing not strictly first-class. They are more particular in this respect than the pale-faces.

A correspondent of the *London Times* says that New York is the most expensive city in the world. For a lunch, including a pint of cider and a cup of black coffee, he was charged a dollar and a quarter. At the hotels he could not get decent service after paying the highest rates, without tipping the servants, and that not in a small way either, as in England, for nothing less than a quarter is received with any grace. One dollar in London will go as far as two dollars in New York, he declares, and the clerk who gets \$2,500 a year in New York is no more comfortable than the London clerk who receives \$1,250. This correspondent would find the cost of living vastly cheaper in Western cities. In Grand Rapids, for instance, a most desirable meal can be secured at a number of restaurants for a quarter and a meal fit for a king for a dollar at any of them. Other necessities cost in proportion. If it be true that New York is the dearest city in the world, it is also probably true that Grand Rapids is relatively the least expensive.

A Massachusetts Bay oyster planter pays boys a cent for every starfish caught on his beds. He saves \$1,000 a year on the oysters which would be otherwise destroyed, besides a profit of two cents on each starfish, which he dries and sells.

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.

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

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:

Ohio White Lime, per bbl.	1 05
Ohio White Lime, car lots.	1 40
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.	35 @ 39
Stucco, per bbl.	1 75
Land plaster, per ton.	4 75
Land plaster, car lots.	3 00
Fire brick, per M.	35 @ 385
Fire clay, per bbl.	3 00

LUMBER, LATH AND SHINGLES.

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

Uppers, 1 inch.	per M \$44 00
Uppers, 1 1/2 and 2 inch.	46 00
Selects, 1 inch.	35 00
Selects, 1 1/2 and 2 inch.	38 00
Fine Common, 1 inch.	30 00
Shop, 1 inch.	20 00
Fine Common, 1 1/2 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.	15 00
No. 1 Stocks, 10 in., 18 feet.	16 00
No. 1 Stocks, 10 in., 20 feet.	17 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.	13 50
No. 2 Stocks, 12 in., 18 feet.	14 50
No. 2 Stocks, 12 in., 20 feet.	15 50
No. 2 Stocks, 10 in., 12, 14 and 16 feet.	12 50
No. 2 Stocks, 10 in., 18 feet.	13 50
No. 2 Stocks, 10 in., 20 feet.	14 50
No. 2 Stocks, 8 in., 12, 14 and 16 feet.	11 50
No. 2 Stocks, 8 in., 18 feet.	12 50
No. 2 Stocks, 8 in., 20 feet.	13 50
Coarse Common or shipping cuts, all widths and lengths.	8 00 @ 9 00
A and B Strips, 4 or 6 in.	25 00
C Strips, 4 or 6 in.	28 00
No. 1 Fencing, all lengths.	15 00
No. 2 Fencing, 12, 14 and 16 feet.	12 00
No. 2 Fencing, 18 feet.	12 00
No. 1 Fencing, 4 inch.	15 00
No. 2 Fencing, 4 inch.	12 00
Norway C 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.	3 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.	26 00
Dressed Flooring, 6 in., C.	20 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.	26 00
Dressed Flooring, 4 in., C.	20 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.	2 00

PLEASANT TO TAKE, ACTS MILDLY, CURES QUICKLY

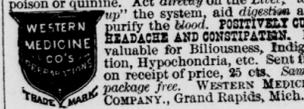
DUNHAM'S SURE CURE FOR FEVER & AGUE.

One Dose taken during the Chill, arrests the disease in 20 minutes.

NEVER KNOWS 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.



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.

Candy

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

Nuts

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

Cigars

We are agents for Gordon'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.

F. J. DETTENTHAER,

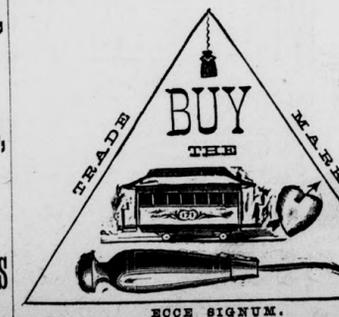
WHOLESALE

OYSTERS, FISH,

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.



These Goods are Manufactured only by Hamilton Carhartt & Co., 118 Jefferson ave., Detroit, Manufacturers of Men's Furnishing Goods.

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.

REMOVAL!

Coal, Wood, Lime, Cement,

Sewer Pipe, Etc,

Office removed to 3 Canal street, Basement.

A. B. KNOWLSON.

The Michigan Tradesman.

NOVEL PROPOSITION.

Relief from Overproduction by the Government.

Mr. J. Schoenhof in a communication to the New York Dry Goods Bulletin writes:

It is rumored that a movement is on foot to organize a syndicate which is to take care of all of the surplus of mill products which cannot find a market through the ordinary channels of trade. The intention is to petition the general government to build storehouses in Washington and to store therein unsalable odds-and-ends of our taxed industries, paying full market price for them. The plan has its merits from more than one point of view. First, it would admirably fit in as a crowning piece, a sort of cupola, giving an artistic finish to our whole protective edifice. As the tax on raw materials acts as a kind of prohibition against selling any surplus of our manufacturing industries to countries beyond the border line, common equity ought to compel the government to take care of manufactures for which we cannot find profitable markets at home.

In this wise the intention of our revenue laws could be carried out to the letter, to protect our home industries by guaranteeing a profit to the manufacturer and high wages to the laborer. The Potomac flats could not be put to better use than erecting buildings for this purpose upon them. A combination of the useful with the ornamental should not be lost sight of in the execution of this patriotic idea. The sanitary condition of Washington could be greatly improved by transforming the flats into gardens and extend the public gardens all around these national warehouses, which in time might be stretched from the navy yard to Georgetown, and become a vast industrial museum affording instruction both to the archaeologist and the customer. The originators of this plan are emboldened in their view by the previous action of the government toward the miners and smelters of silver. They hold that inasmuch as the government buys up annually from one-half to two-thirds of all the silver produced in this country (as it cannot find a market outside of the United States, on account of its demonetization by other countries,) the manufacturers of other commodities have a right to expect like treatment from a government based on equal rights and equal justice to all its citizens. They hold that they are entitled to even more consideration from the government. They say the shortened markets for our silver are the outgrowth of a conspiracy. The inborn hatred which European despotism bears toward this republic is equally potential in turning our silver front its doors, and in the treatment accorded to our hogs there is simply a display of the ill-will of foreign powers. The accumulation of our mill product in storehouses, the dumping of woolen goods, blankets, flannels, cloths, etc., into the auction room, however, is caused by the direct action of our own government in putting a penalty upon their exportation equal in amount to the tax upon the raw material. The government makes the export of goods so affected an impossibility, and in addition causes the prices of all merchandise alike to be depressed. They hold, therefore, that the government is the direct cause of shortened markets and consequent losses, and that the duty of giving relief is far more imperative upon the government in the case of manufacturers than in the case of silver miners. As it is of importance to maintain the American tariff system in all its fullness, the plan here described is the very best yet brought forward. By its adoption the surplus revenue would be taken care of in a very efficacious way. We should evade thereby all costly foreign entanglements, now eagerly looked for in certain quarters as a means of relief, and perhaps hasten the solution of a great economic problem, which some of our ablest thinkers have so far vainly endeavor to disentangle.

Good Words Unsolicited.
G. C. Pond, general dealer, Aetna: "Cannot get along without it."
A. Young & Sons, general dealers, Orange: "We like the paper well."
Wood & Hunt, grocers, Lake City: "We are well pleased with THE TRADESMAN."
E. Hodge, hardware, Elmira: "The paper is well worth the money to any one in business."
S. Biteley, lumber and shingles, Pierson: "Your valuable paper fills an important niche in our business."
T. H. Christian, druggist, Detroit: "Value the paper more than any of similar nature that I have ever seen before."
Simonds Manufacturing Co., saws and knives, Fitchburg, Mass.: "Think a subscription for your paper would help us."
Spring & Lindley, general dealers, and A. W. Fenton & Co., druggists, Bailey: "We can not do without it at the price."
Myers Bros., general dealers, Gobberville: "We notice our subscription has expired, but can't let it stop as long as we can scrape up a dollar. Get lots of common sense, with fun and spice thrown in. Let it come another year."
John Dursema, greaser, Fremont: "THE TRADESMAN is the best paper for the retail dealer I have ever seen. I admire your outspoken manner of handling mercantile abuses and frauds, and I shall accord it cordial support so long as I remain in business."
S. E. Faxon, general dealer, Ada: "Enclosed find postal note for \$2, one year due and one year in advance. When the paper started, I did not subscribe, for I thought it would be short-lived. But as you are giving a good thing to the trade, it will command respect and support."
H. W. Burkholder, druggist, Berlamont: "Enclose you herewith remittance of \$2 to pay for the past year and year to come. Have thought several times that I would pay past dues and discontinue the paper, but think I would miss its weekly visits from the family of four other trade journals that I am taking now. Wish you success."



School Books

-AND-

School Stationery

-AT-

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

WM. L. ELLIS & CO



BRAND Baltimore Oysters!

Do not be deceived. Get the best. No slack filled or fresh water snaps sent out. Any Responsible Dealer on the line of the G. R. & I. or C. & W. M. R.'s can have his orders filled promptly direct from the Baltimore packing house by fast freights at special rates. Address all orders to **B. F. EMERY**, Agt., Grand Rapids, Mich. At home every Saturday.

FUSE, CAPS, AUGURS



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.

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.



PERKINS & HESS,

-DEALERS IN-

Hides, Furs, Wool & Tallow,

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

The Old Reliable

Pioneer Cigar Factory,

H. SCHNEIDER & CO

PROPRIETORS.

21 Monroe Street,

Grand Rapids.

The following brands are our own make and Union labelled goods: Dick and George, Peninsular Club, Los Dos, Sehr Fein, Louise, Mocking Bird, Evening Star and K. T. We are jobbers of all kinds of Tobaccos and Smokers' Articles.

Butts' Patent Processed

"Hulled Corn Flour"

-FOR-

Griddle Cakes, Gems, Waffles, Etc., Etc

Finest and Best Selling Article of the Kind ever placed on the Market. Guaranteed to be as Represented, or No Sale. For Sale by all Jobbers in Grand Rapids.

Butts' Patent Processed Buckwheat

Is Warranted to be the Straightest and Best Goods Ever offered to the Trade.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

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.

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.

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.

Groceries.

CHEESE POISONING.

Mr. Lambert's Theory as to the Whey Tank.

FROM THE STATE BOARD OF HEALTH.

Editor Michigan Tradesman:

DEAR SIR—Yours of Sept. 25, in regard to Mr. Lambert's theory of the cause of cheese poisoning is at hand. This theory can not be made to fit the facts; for at the factory at Fruitridge, Mich., where the bad cheese that caused the late trouble was made, "the patrons of the factory do not draw whey home in milk cans or otherwise, as the whey is all fed from a large tank situated about forty rods from the factory."

It will not do yet, however, to fasten to any one theory in regard to cheese poisoning. Mr. Horton said, in a recent letter: "I have never heard a theory advanced concerning this trouble but that circumstances and known facts could be called up to say it can not possibly be that."

Yours respectfully,

HENRY B. BAKER, Sec'y.

FURTHER PROOFS PROMISED.

EAST SAGINAW, Oct. 2, 1884.

Editor Michigan Tradesman:

DEAR SIR—I should like to know if you think it would be advisable for me to give to the public further proofs of the whey tank being the cause of cheese poisoning. I can give more positive proof than I did before. I have just returned from Chicago, and while there found where whole carloads of cheese had been returned, with the report that whoever ate of them were taken very sick. There are also other bits of information which I picked up. Would it not be well to give to the public in the same article the facts as to the danger the dairy interest is in should the butterine manufacturers take this cheese poisoning into their hands?

Yours respectfully,

C. B. LAMBERT.

Mr. Lambert has been assured that the columns of THE TRADESMAN are open to him on all subjects pertaining to the dairy interests, and his communication will undoubtedly appear next week.

THE WHEY A BENEFIT.

GRAND RAPIDS, October 6.

Editor of the Tradesman:

DEAR SIR—As a practical cheese maker of eighteen years' experience, I have found the drawing of the whey from the factory in the milk cans to be a benefit, rather than a disadvantage as the whey tends to keep the milk which adheres to the sides of the cans moist, and consequently makes it easier to wash the cans. This is especially a benefit in warm weather, when the milk is liable to dry on the sides of the cans. I have heard this subject discussed at conventions of cheese-makers, time and time again, and the conclusion was invariably reached that less danger was to be feared where the whey was returned to the farmers in the same cans in which they brought the milk than if separate cans or barrels were provided for that purpose.

Yours truly,

FRANK J. LAMB.

Cheese Factories in Michigan.

The following is a list of the cheese factories in this State:

- Clark, Baker & Co., (several factories), Adrian
Theobald Rottach, Anchorage
J. B. Torrey, Anthonville
Hiram Barrows, Armada
Leopold Mayer, Athlon
E. F. Preston, Bismarck
S. M. Eggleston, Bloomington
Warren Haven & Co., Bloomingdale
Martin Wait & Sons, Butler
Capac Cheese Co., Canan
E. J. Savage, Ellettsville
J. Henderson, Crosswell
Potter & Co., Davison Station
James Skinner, Davison Station
Jacob Beller, Detroit
Bogennort & Deming, Drenthe
Wilkinson Bros., Dundee
Durtie & Flinn, Elm
Davis Wildy, Elm
Widly & Katon, Elm
R. M. Doyle, Elm
Rufus Baker, Fairfield
Theodore Rottach, Fair Haven
Wm. Allen, Farmington
Adrian Lapham, Farmington
Samuel Locke, Farmington
Arthur Power, Farmington
A. S. Smith, Farmington
H. O. Smith, Farmington
James Webb, Farmington
Frank B. Edgell, Farmington
K. E. Pickett, Farmington
S. M. Eggleston (Springdale), Farmington
John Elliott, Farmington
Iosco J. Joslin, Livonia
L. Joslin, Livonia
Frank Cheeser Mfg. Ass'n., Livonia
Frank White, Livonia
Mason A. J. Colvin, Medina
P. S. Lee, Morenci
Henry P. Walling, New Wyanan
Walter Boardwell, Olivet
J. S. Griswold, Parshville
W. A. Smith, Plank Road
John Yarsen, Plank Road
Raisin Union Cheese Co., Raisin Center
Cheese and Butter Ass'n., Rawsonville
Fuller & Gleason, Richmond
Peter Blake, River Bend
J. Q. Walling, Sait River
E. O. Chapin & Bro., Saranac
Davis & Brown, South Fairfield
A. E. Johnson, Sparta Center
Stryker & Dugan, Starbuck
Geo. Ward, Tyrer
H. W. Dikeman, Vermontville
John Borst (Fairview), Vriesland
I. B. Smith, Wyanan
M. C. Hayward & Co., Weston
L. S. Cobb, Winfield
Davenport & McIntyre, York
Lamb, Brouwers & Loucks (Amber), Yuba
S. H. Oatman (Clover Hill), Zeehan

The Honest Farmer.

From the Coopersville Observer.

Our merchants are complaining that butter-makers put too much salt in the bottom of butter crocks. They say that it has become a habit—and a bad one—to throw a handful of salt and many times a larger quantity in the bottom of the crock. This salt adheres to the butter when taken out, and causes considerable waste. It is also a dishonest practice. No one wants to pay twenty cents a pound for salt. The person who buys a crock of butter with a pound of salt in the bottom is cheated out of nineteen and one-half cents, and the person who puts the salt in the crock is guilty of stealing just that amount.

More About Rich Debtors.

From the Detroit Free Press.

"The complaint of a blacksmith in the Free Press, the other day, answered equally well for the grocery trade," said a retail grocer the other day.

"Are you bothered with rich debtors?"

"More than you dream of. It is a curious fact that our richest customers are the poorest pay where small accounts are concerned."

"What is your experience?"

"Well, a citizen worth anywhere from \$30,000 to \$100,000 comes in here and orders a bill of goods. He is perfectly good and I know it. He may order \$25 worth of goods and hand me the cash or a check, or he may want it booked. No matter how he starts off, if he gives me his patronage for three months he is in my debt more or less. The debt is good, mind you, but how to collect it is the next thing."

"Why, send him a bill."

"Exactly, but in nine cases out of ten it is handed to the servant and laid upon the shelf to keep. The wife may receive and mislay it, and the gentleman may receive it and forget all about it. To send a second is a sort of insult and we cannot afford to keep a collector. I have accounts here of \$3, \$4, \$6, and up to \$10 against wealthy men which I may as well charge to profit and loss."

"That seems hard."

"Not an hour ago I presented a little bill—about \$4.50—to a gentleman worth all of \$60,000. That account is ten months old. He pocketed the bill with the remark that he would look it over."

"And he will pay it?"

"Not one hope that he will. Even if he looks it over and finds one charge of a paper of starch, another of two bars of soap, and a third of a scrubbing brush, what wiser will be? Why didn't he pay it on the spot or question my account? That little account represented more profit than I can make on five barrels of sugar. We have to work like slaves, and competition has cut profits down to the last figure, but we could all do ten per cent. better if the rich people paid their debts as well as the poor ones. I had rather give credit to a man earning \$25 per week than to any millionaire in Detroit—that is, for a small amount—and I would give odd bets that my money would come in with greater promptness."

COUNTRY PRODUCE.

Apples—The market is well supplied with fall fruit, which commands from \$1.50 to \$1.75 for choice cooking and eating. The warm and windy weather of the past week has brought thousands of dollars worth of fruit to the ground, most of which will be a complete loss, as the market is overstocked with windfalls and other inferior grades.

Beets—Buyers pay \$1 for choice unpicked and sell for \$1.25 to \$1.50 for picked, the latter figure commanding an exceptionally fine quality.

Butter—Creamery is very scarce, in fact there is none in market at the present time. It readily commands 30c, while dairy is scarce and firm at 10c to 22c, according to quality.

Butterine—Higher and firmer, in consequence of the high price of genuine butter and lard, particularly the latter. Solid packed creamery brings 26c, and dairy 16 and 20c.

Beets—40c per bu. or \$1.25 per bbl.

Cabbages—\$4 to \$5 per 100.

Celery—25c per bunch.

Cheese—Full cream is firmer, and is jobbing at 10 1/2 to 11 for prime.

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

Cider—Sweet, 12c per gal.

Eggs—Scarc and firm at 18. There will probably be no further decline this season, unless the warm weather should hold on for a fortnight longer.

Grapes—Delaware are scarce and readily command 8c. Concord and Isabella are scarce—not enough in the market to supply one-quarter of the demand—at 6c.

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

Honey—Choice new is firm at 15c.

Hay—\$12 to \$14 for new, and \$13 to \$15 for baled.

Onions—\$2 per bbl. for yellow or red.

Peaches—Pretty nearly played out. Small lots are coming in and selling at 50c to 75c for one-fifth bu. baskets.

Pears—About out of market.

Potatoes—Almost impossible to move them at any price. Buyers are paying 25c to 30c, and not at all anxious to handle many even at that price.

Poultry—Chickens, 14c to 16c. Poultry 12c.

Red Peppers—90c per bu.

Squash—Hubbard, 1 1/2 to 2c per bu.

Sweet Potatoes—Jersey, \$4 per bbl. Baltimore and Muscatine, \$3 per bbl.

Turnips—35c per bu.

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

Tomatoes—About out of market.

GRAINS AND MILLING PRODUCTS.

Wheat—White, Pulse, Clawson and Lancaster command 7c.

Corn—60c per bu.

Oats—White, 28c to 30c per bu.

Hay—\$2 to \$4 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.

The Grocery Trade.

Business in the grocery line has been fairly good during the past week, collections having been better above the average. Granulated sugar has gone down another notch, in spite of declarations on all sides that it could not go lower. The arrival of the new crop of raisins and currants necessitates the quotation of both new and old fruits. The corner in citron, gotten up by Hills Bros., the New York fruit importers, has forced the price up to an almost unheard of figure. Other articles in the grocery line are about steady.

Butts' patent processed hulled corn flour, advertised on another page, is all that is claimed for it, and is bound to meet with hearty appreciation and sale at the hands of the trade.

WHOLESALE PRICE CURRENT.

Table with multiple columns listing various goods and their prices. Includes sections for AXLE GREASE, BAKING POWDER, BLENDING, BROOMS, CANNED FRUITS, CANNED VEGETABLES, CHOCOLATE, COFFEE, COORDAGE, FLAVORING EXTRACTS, FISH, FRUITS, MATCHES, MOLASSES, OATMEAL, OILS, PICKLES, RICE, SALES, SAUCES, SEEDS, SOAP, SUGARS, SYRUPS, TEAS, TOBACCO-FINE CUT, and WINE.

Table with multiple columns listing various goods and their prices. Includes sections for CORN, BARRELS, SYRUPS, TEAS, TOBACCO-FINE CUT, WINE, and MISCELLANEOUS.

Table with multiple columns listing various goods and their prices. Includes sections for CANDY, FRUITS AND NUTS, and MISCELLANEOUS.

Table with multiple columns listing various goods and their prices. Includes sections for CANDY, FRUITS AND NUTS, and MISCELLANEOUS.

Table with multiple columns listing various goods and their prices. Includes sections for CANDY, FRUITS AND NUTS, and MISCELLANEOUS.

Dry Goods.

Woolen Mills in Michigan. The following is a list of the manufacturers of woolen goods in this State: Aeme Buller Bros., Allean Joseph Ambler, Almont Stephen S. Briggs, Alma Woolen Mills, Ann Arbor Bailey & McCreary, Ann Arbor McKee & Childster, Ann Arbor Hiram Storms, Ann Arbor G. M. Huntley, Ann Arbor J. W. Sumner, Ann Arbor C. Andrea & Sons, Ann Arbor Drumm Carding Mills, Ann Arbor Clinton Woolen Mfg. Co., Ann Arbor Ansdon & Weeden, Ann Arbor L. A. Eaton, Ann Arbor Church's Corners Michigan Knitting Co., Ann Arbor R. Scharschmidt, Ann Arbor J. Palmer & Sons, Ann Arbor La G. Knitting Mill, Ann Arbor Dowagiac Dan'l P. Murphy, Ann Arbor East Saginaw Sam'l Horner, Ann Arbor Eaton Rapids Flint Cotton & Woolen Mills, Ann Arbor Stone, Atwood & Co., Ann Arbor G. S. Staddon, Ann Arbor Grand Rapids J. E. Phillips, Ann Arbor Grandville H. Gibson, Ann Arbor Grandville J. H. Brown, Ann Arbor Hastings A. P. Bailley, Ann Arbor Hillside J. D. Lacey, Ann Arbor Hillsdale Shephard & P., Ann Arbor Jonesville S. P. White & Co., Ann Arbor Kalamazoo Chapman & Patterson, Ann Arbor Lansing Lansing Knitting Works, Ann Arbor Ira Green, Ann Arbor Lexington J. L. Ford & Son, Ann Arbor Lowell Clark Bros., Ann Arbor Lyons Wm. Amundson, Ann Arbor LaGrange Wm. Van Riper, Ann Arbor LaGrange Wm. Craig, Ann Arbor Laporte Wm. Brown & Co., Ann Arbor Marquette Jacob Peters, Ann Arbor Marquette Morner Korysly, Ann Arbor Milford Reed & Leavenworth, Ann Arbor Mendon Cyrus Stiles, Ann Arbor Monroe Pembroke Knitting Co., Ann Arbor Muskegon J. W. Powles, Ann Arbor Newaygo Snelhouse & Peck, Ann Arbor Parkville Geo. Birkenshaw, Ann Arbor Paw Paw C. E. Warkman & Co., Ann Arbor Port Huron Schloss Bros., Ann Arbor Rawsonville D. S. Schrag, Ann Arbor Reed City S. H. Richardson, Ann Arbor Rochester Philander Howell, Ann Arbor Rochester Bailey & McCoy, Ann Arbor Ruby Wm. Cliff, Ann Arbor Rawsonville S. A. Cliff & Co., Ann Arbor Richmond Albert Thiel, Ann Arbor Rockford Nicol Woolen Mill Co., Ann Arbor St. Clair W. Cooper & Co., Ann Arbor St. Joseph J. H. Willis, Ann Arbor Summerville Murdo Matheson, Ann Arbor Tuscola O. B. Foley & Co., Ann Arbor Tuscola H. E. Stout & Co., Ann Arbor Tecumseh North & Selden, Ann Arbor Vassar Hay & Todd, Ann Arbor Ypsilanti

The Trade Prospect.

From the New York Times. Almost without exception the statements made by gentlemen prominent in the manufacture and sale of clothing, in the dry-goods trade, in the boot and shoe trade, in millinery and hats, in general groceries, in the hardware and in the drug trade, were marked with confidence and hope. The view is general that, though the margin of profits is smaller and the money value of the sales is less, the amount of goods sold this year is nearly as great as last year, and in some cases considerably greater. Purchases are made in smaller quantities but more frequently. Credits are notably reduced, but payments are more prompt and sure. Greater caution is observed as to overstocking, but the demand is steady and the movement regular and healthy. The expectation of those most familiar with the situation is that the net result of the year's business, when the usual annual inventory is taken in January, will be decidedly more satisfactory than it has been for the last two years. Whether "hard-pan" has been touched in Wall street or not it is impossible to say, but that it has been reached in general commerce, and that the tendency is now definitely and decidedly though not strongly, in the opposite direction there is no doubt. Ultimately the course of prices on the exchange will follow in the same way. Happily there is not much prospect of immediate and rapid rise and the chance for anything like an extensive "bull" speculation in the street is remote. But the evidence is clearly prepondering in favor of the substantial value of the principal securities there. The difficulty of obtaining money for legitimate trade upon available collateral is likely to diminish rather than increase. The general prospect is now more definitely encouraging than it has been in the last twenty months.

She Exposed the Deception.

"What a pretty hat you've got!" exclaimed Miss Daisy as they stood beside the sea. "What funny rough straw." "Yes," said Dandy Jack, as he carelessly twisted the fifty cent hat which the tightness of the money market had forced him to purchase, "yes, I am very particular about my hats. I have them made in London and imported expressly for me. This is the latest thing in hats, don't you know, among the boys in London." "Ah, you see it say so," said Miss Daisy. "Let me see it again. Oh, here is a little piece of thread hanging from the crown: let me break it off." She string, hauls out about four yards of cheap cotton thread, and then the crown dropped off; and in the solemn silence which followed the little wavelets could be heard upon the sands.

The Dry Goods Market.

A fairly good business marked the dry goods trade here the past week although the unreasonably warm weather has had a tendency to check business. The outlook for prints is very unpromising, and the Everett, Dannel and Richmond companies have shut down for the season.

Owing to the depression in woolen goods,

due to the large stock of woolen cloths now in market, 113 woolen mills, representing 963 sets of cards, have concluded to lessen their production by 13,000,000 yards, in order to improve the demand. This will represent about 2,000,000 suits of men's clothing. Many of the mills are now idle or running on short time, and will not start up again to their full capacity until the demand improves so as to insure cost of production.

The looms used in the State of New Jersey

for the manufacture of home-made silk are almost fac-similes of those employed in China and India for the same purpose.

In this country the annual consumption

of imported and domestic cigars is sixty to every man, woman and child.

WHOLESALE PRICE CURRENT.

Spring & Company quote as follows: WIDE BROWN COTTONS. Androsoggin, 94-23 Pepperell, 104-25 Androsoggin, 84-21 Pepperell, 114-27 1/2 Pepperell, 74-14 Pequot, 84-21 Pepperell, 84-21 Pequot, 84-21 Pepperell, 94-22 1/2 Pequot, 94-24

CHECKS.

California, XX, oz. 11 Park Mills, No. 90, 14 Caledonia, X, oz. 10 Park Mills, No. 100, 15 Economy, oz. 10 Prodigy, oz. 11 Park Mills, No. 90, 10 Otis Apron, 10 1/2 Park Mills, No. 60, 11 Otis Furniture, 10 1/2 Park Mills, No. 70, 12 York, 1 oz. 10 Park Mills, No. 80, 13 York, AA, extra oz. 14

OSNABURG.

Alabama brown, 7 1/2 Alabama plaid, 8 Jewell brown, 8 1/2 Augusta plaid, 8 Kentucky brown, 10 1/2 Toledo plaid, 7 1/2 Lewiston brown, 9 1/2 Manchester plaid, 7 Lane brown, 9 1/2 New Tenn. plaid, 11 Louisiana plaid, 8 Utility plaid, 6 1/2

BLEACHED COTTONS.

Avondale, 36-84 Greene, G, 44-5 1/2 Art cambr, 84-114 Hill, 7-8 Androsoggin, 44-84 Hope, 4-4 Cast Barre, 54-120 King Phillip cam, 11 1/2 Ballou, 44-7 1/2 Lincoln, 44-9 1/2 Ballou, 54-9 1/2 Lonsdale, 44-8 1/2 Boot, AGC, 44-9 1/2 Lonsdale cambric, 11 1/2 Boot, R, 34-44 1/2 Langdon, GB, 44-9 1/2 Boot, R, 44-44 1/2 Otis Apron, 10 1/2 Chapman, X, 44-4 1/2 Masonville, 44-9 1/2 Conway, 44-7 1/2 Maxwell, 44-10 1/2 Cabot, 44-7 1/2 New York Mill, 44-10 1/2 Anchor, 84-8 1/2 New Jersey, 44-9 1/2 Canoe, 34-4 Pocasset, P, M, C, 7 1/2 Domestic, 36-84 Pride of the West, 12 1/2 Dwight Anchor, 44-9 1/2 Pocahontas, 44-8 1/2 Davol, 44-7 1/2 St. Victor, 44-9 1/2 Fruit of Loom, 44-8 1/2 New Jersey, 44-9 1/2 Fruit of Loom, 7-8 3/4 Woodbury, 44-8 1/2 Fruit of the Loom, 7-8 3/4 Whittinsville, 44-7 1/2 Gold Medal, 44-7 1/2 Wamsutta, 44-10 1/2 Gold Medal, 7-8 3/4 Williamsville, 36-10 1/2 Gilded Age, 8 1/2

SILESIA.

Crown, 10-17 Masonville TS, 8 No. 10, 12 1/2 Masonville S, 10 1/2 Coin, 12 1/2 Masonville S, 10 1/2 Centennial, 15 Lonsdale A, 10 Victoria O, 10 Blackburn, 8 Victoria J, 10 Davol, 12 Victoria D, 24 Paonia, 12 Phoenix A, 12 Red Cross, 10 Phoenix B, 10 1/2 Social Imperial, 16 Phoenix XX, 5

PRINTS.

Albion, solid, 5 1/2 Gloucester, 6 Hamilton fancy, 6 Allen's checks, 5 1/2 Hartel fancy, 6 Allen's pink, 6 Merrimac D, 6 Allen's purple, 6 Gloucester C, 6 American, 5 1/2 Oriental fancy, 6 Arnold fancy, 6 Oriental robes, 6 1/2 Berlioz, 5 1/2 Pacific robes, 6 Cocheo fancy, 6 Richmond, 6 Cocheo robes, 6 Steel River, 5 1/2 Conestoga fancy, 6 Simpson's, 6 Edystone, 6 Washington fancy, 6 Eagle fancy, 6 Washington blues, 7 1/2 Garner pink, 5

FINE BROWN COTTONS.

Appleton A, 44-8 Indian Orchard, 40-8 1/2 Booth M, 44-7 1/2 Indian Orchard, 36-8 Boston F, 44-8 Laconia B, 74-10 1/2 Continental C, 44-7 1/2 Lyman B, 40-10 1/2 Continental D, 40-8 1/2 Massena B, 44-8 1/2 Conestoga W, 44-8 1/2 Nashua E, 40-9 1/2 Conestoga D, 7-8 1/2 5/8 Nashua R, 44-7 1/2 Conestoga G, 30-10 1/2 Nashua O, 7-8 1/2 5/8 Dwight X, 34-6 Newmarket N, 7 1/2 Dwight Y, 34-6 Peppercorn E, 30-10 1/2 Dwight Z, 44-7 Pepperell R, 44-7 1/2 Dwight Star, 44-7 1/2 Pepperell O, 7-8 1/2 5/8 Dwight Star, 40-10 1/2 Pepperell N, 34-6 1/2 Enterprise EE, 30-10 1/2 Pocasset C, 44-7 1/2 Great Falls B, 44-7 Saranac R, 9 Farmers A, 44-6 1/2 Saranac E, 9 Indian Orchard, 14 7 1/2

DOMESTIC GINGHAMS.

Amoskeag, ACA, 13 1/2 Renfrew dress styl 9 1/2 Amoskeag, Persian, 10 Johnson Manfg Co, Bookfold, 12 1/2 Bates, 10 1/2 Johnson Manfg Co, dress styles, 12 1/2 Glasgow checks, 7 1/2 Slaterville, dress styles, 9 1/2 Glasgow checks, 7 1/2 White Mfg Co, stap 7 1/2 royal styles, 8 White Mfg Co, fam 8 White Manfg Co, standard, 7 1/2 Earlston, 9 1/2 Plunket, 7 1/2 Gordon, 8 Lancaster, 8 1/2 Greylock, dress styles, 12 1/2 Langdale, 7 1/2 styles, 12 1/2

WIDE BLEACHED COTTONS.

Androsoggin, 74-21 Pepperell, 104-27 1/2 Androsoggin, 84-21 Pepperell, 114-27 1/2 Pepperell, 74-14 Pequot, 84-21 Pepperell, 84-21 Pequot, 84-21 Pepperell, 94-22 1/2 Pequot, 94-24

HEAVY BROWN COTTONS.

Atlantic H, 44-7 1/2 Lawrence Y, 30-7 1/2 Atlantic D, 44-6 1/2 Lawrence LL, 44-5 1/2 Atlantic P, 44-6 1/2 Newmarket N, 7 1/2 Atlantic LL, 44-6 1/2 Steel River, 44-7 1/2 Adriatic, 36-7 1/2 Pequot A, 44-8 1/2 Augusta, 44-8 1/2 Piedmont, 36-7 1/2 Booth M, 44-7 1/2 Stark AA, 44-7 1/2 Booth FF, 44-7 1/2 Trenton CC, 44-7 1/2 Canoeville, 44-6 1/2 Uten, 9 1/2 Indian Head, 44-7 1/2 Wachusett, 44-7 1/2 Indiana Head 45-10 1/2 Wachusett, 30-10 1/2

TICKINGS.

Amoskeag, ACA, 13 1/2 XXXX, 18 1/2 Amoskeag, 44-19 Falls, XXX, 15 1/2 Amoskeag, A, 13 Falls, BB, 11 1/2 Amoskeag, B, 12 Falls, BB, 10 1/2 Amoskeag, C, 11 Falls, awning, 10 Amoskeag, D, 10 1/2 Hamilton, BT, 32-12 Amoskeag, E, 10 Hamilton, 9 1/2 Amoskeag, F, 9 1/2 Hamilton, H, 9 1/2 Premium A, 44-17 Hamilton fancy, 10 Premium B, 16 Methuen AA, 13 1/2 Extra 7-8, 14 Omega A, 7-8, 11 Omega 44, 15 Omega A, 44-14 Omega A, 44-14 Omega SE, 7-8, 24 BP 7-8, 16 Omega SE, 44-27 Omega M, 7-8 Omega M, 7-8 AF 44, A, 32 Omega M, 44-25 Cordis ACA, 32-15 Shetucket S&SSW 11 1/2 Cordis No. 1, 32-15 Shetucket S & SW, 12 Cordis No. 2, 14 Stockbridge S, 12 Cordis No. 3, 14 Stockbridge A, 12 Cordis No. 4, 11 1/2 Stockbridge frmy, 8

GLAZED COTTONS.

Garner, 5 Empire, 4 1/2 Hooksett, 5 Washington, 4 1/2 Red Cross, 5 Edwards, 5 Forest Grove, 5 S. S. & Sons, 5

GRAIN BAGS.

American A, 19 Old Ironsides, 15 Stark A, 23 1/2 Wheatland, 21 Boston, 7 1/2 OHS Co, 10 1/2 Everett, 14 Warren BB, 11 1/2 Everett brown, 14 Warren BB, 11 1/2 Otis AXA, 12 1/2 Warren CC, 10 1/2 Otis BB, 11 1/2 York fancy, 15

PAPER CAMBRICS.

Manville, 6 S. S. & Sons, 6 Masville, 6 Garner, 6 Red Cross, 7 1/2 Thistle Mills, 8 Berlin, 7 1/2 Rose, 8 Garner, 7

SPOOL COTTON.

Brooks, 50 Eagle and Phenix Clark's O, N, P, 55 Mills ball sewing, 30 G. & B. 100, 55 G. & B. 100, 55 William 6 cord, 55 Merricks, 40 William 3 cord, 40 Stafford, 35 Charleston ball sew, 30 Hall & Manning, 30 Ing thread, 30 Hooke, 25

CORSET JEANS.

Army, 7 1/2 Kearsage, 8 1/2 Androsoggin sat, 8 1/2 Naumkoc satteen, 8 1/2 Canoe River, 6 1/2 Pepperell bleached, 9 1/2 Pepperell, 6 1/2 Pepperell sat, 9 1/2 Hallowell Imp, 6 1/2 Rockport, 7 1/2 Ind. Orch. Imp, 7 1/2 Lawrence sat, 8 1/2 Laconia, 7 1/2 Conesogast, 7 1/2

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. FLETCHER, Grand Rapids; J. N. AUSTIN, Grand Rapids; U. S. LORD, Kalamazoo; H. E. MEEKER, Bay City. Secretary and Treasurer—W. N. MEREDITH, Detroit. Board of Trustees, For One Year—J. C. PONTIUS, Chairman, S. A. MUNGER, H. K. WHITE For Two Years—D. MORRIS, A. W. CULVER.

Hardware.

One of the latest forms of fireless locomotives, as described in Engineering, is quite in advance of other devices for this purpose, as the engine will run and work anywhere without any conductive connection with a station being necessary. When the boiler has been charged, the engine is ready for use and works like an ordinary engine; but after the steam has performed its ordinary duty in the cylinder, it supplies, by becoming condensed, the heat which produces a fresh portion of steam, and the more quickly the piston works the more force will be liberated, the engine thus appearing to be its own source of power. The limit of action, from want of coal in the ordinary case, here sets in with want of strong caustic soda, which by the continuous absorption of steam finally becomes diluted. When the engine has thus exhausted itself, both the water and the soda solution have to be drawn off, the soda to be concentrated again by evaporation, and the boiler to be refilled with water of the required temperature. A continuous process is therefore not possible with the arrangement in question.

A Cashier Who Wanted It All.

Bank President—You know our cashier ran away with \$450,000 of the bank's funds a week ago? Friend—Yes, I know, but that every effort has been made to find him, but without success. President—Well, I've found him. Friend—Is that so? Where is he, and is he well? President—I should say he was. You know he entirely cleaned out the bank and closed it up, but we had \$5,000 to our credit in a bank in Canada. He writes from Canada and wants an order to draw the \$5,000 deposited there. Says he entirely overlooked it.

The Tariff Question a Drawback.

"Why don't you go to work?" a gentleman asked a very ragged tramp. "I am anxious and willing to work," replied the bummer, "but what's the use of it until they settle the tariff question?" "What has the tariff to do with it?" "A great deal. Suppose I went to work and accumulated a small capital by industry and economy. Well, its natural I'd want to go into business for myself—manufacturing, probably; but I'd be afraid to put my money in anything until the tariff is settled. It certainly is a great hindrance and drawback, but the safest policy is to wait."

Accepting a Small Retainer.

Smith—Jones refuses to pay a little debt he owes me, and I want you to bring suit against him for the money. Lawyers—All right; but lawyers, you know, always expect something in the way of a retainer. Smith—Certainly; how much will it be? Lawyer—About fifty dollars, I guess. Jones—Fifty dollars? Why, Jones only owes me twenty-five dollars. Lawyer—Oh, well, call it twenty-five dollars then.

Facts About Platinum.

When pure, platinum is as soft as silver, but by the addition of iridium it becomes the hardest of metals. The great difficulty in manipulating platinum is its successful resistance to heat. A temperature that will make steel run like water and melt down fire clay has absolutely no effect upon it. You may put a platinum wire not thicker than a human hair into a blast furnace where ingots of steel are melting down all around it and the bit of wire will come out as absolutely unchanged as if it had been in an ice box all the time.

A Commercial Robbery.

From the Whitehall Forum. The robin which about a month since entered Ruggles' store as a wandering refugee, still refuses to leave its chosen home in the store. It is becoming so tame that it will fly out doors, alight on Mr. Ruggles' shoulder and come back into the store with him while all day long it flits chirping from object to object in the room. Mr. Ruggles would not part with his pet for a small fortune.

Loss of a Valued Friend.

An undertaker came into the house looking despondent, and presently tears welled into his eyes. "What is the matter?" asked his wife. "Something gone wrong at the office?" "You knew that Dr. B. had been sick for a day or two?" "Yes." "He died this morning."

Trying to Take Things Easy.

"How is our old friend Brown making out in the West? Doing well?" "I guess so. He certainly must have been taking things easy from what I hear." "What's that?" "He's in the penitentiary for picking pockets."

A well-known bank president has written

for a Chicago weekly an article entitled "Where Has the Money Gone?" Regarded from a literary point of view, it may be all very well, but as a conundrum it is too easy.—Boston Post.

There are about 500 white persons

employed in the manufacture of cigars in San Francisco, Cal., and about 7,000 or 8,000 Chinese. The white men receive \$11 to \$22.50 a week, and the Chinese \$5.

An English firm has begun the manufacture

of casks and barrels of steel. They are lighter than wood, and of course more durable.

WHOLESALE PRICE CURRENT.

Prevailing rates at Chicago are as follows: AUGERS AND BITS. Ives' old style, dis 50 N. H. C. Co., dis 55 Douglass', dis 50 Pierce's, dis 50 Snell's, dis 50 Cook's, dis 40 1/2 Jennings', genuine, dis 25 Jennings', imitation, dis 40 1/2

BALANCES.

Spring, dis 25 Railroad, dis \$ 15 00 Garden, net \$ 30 00

BARROWS.

Hand, dis \$ 60 10 00 Cow, dis 60 Call, dis 15 Gong, dis 20 Door, Sargent, dis 55

BELLS.

Stove, dis \$ 40 Carriage new list, dis 40 Fire and Bellows, dis 20 1/2 Sleigh Shoe, dis 50 1/2 Cast Barre Bolts, dis 50 Wrought Barre Bolts, dis 55 Cast Square Spring, dis 50 Cast Chain, dis 60 Wrought Barre, brass knob, dis 55 1/2 Wrought Square Pin, japanned, dis 55 1/2 Wrought Sunk Flush, dis 30 Wrought Bolt and Plated Knob, dis 50 1/2 Ives' Door, dis 50 1/2 10 1/2

BRACES.

Barber, dis \$ 40 Backus, dis 50 Spofford, dis 50 Am. Ball, dis net Well, plain, \$ 4 00 Well, swivel, \$ 4 50

BUCKETS.

Well, plain, \$ 4 00 Well, swivel, \$ 4 50

BUTTS, CAST.

Cast Loose Pin, figured, dis 60 Cast Loose Pin, Berlin figured, dis 60 Cast Loose Pin, genuine bronzed, dis 60 Wrought Narrow, bright fast joint, dis 50 1/2 Wrought Loose Pin, dis 60 Wrought Loose Pin, acorn tip, dis 60 1/2 Wrought Loose Pin, japanned, silver tipped, dis 60 1/2 Wrought Table, dis 60 Wrought Blind, dis 60 Wrought Brass, dis 60 1/2 Blind, Clark's, dis 70 1/2 Blind, Parker's, dis 70 1/2 Blind, Shepard's, dis 70 Spring for Screen Doors 3x2 1/2, per gross, 15 00 Spring for Screen Doors 3x3, per gross, 18 00

CAPS.

Ely's 1-10, per m \$ 65 Hick's C. F., dis 35 G. D., dis 35 Musket, dis 60

CARRIAGES.

Rim Fire, U. M. C. & Winchester new list dis 50 Rim Fire, United States, dis 50 Central Fire, dis 35

CHISELS.

Socket Firmer, dis 65 1/2 Socket Framing, dis 65 1/2 Socket Corner, dis 65 1/2 Socket Slicks, dis 65 1/2 Butcher's Tanged Firmer, dis 40 Bolton's Socket Firmer, dis 20 Curry, Lawrence's, dis 33 1/2 Hotchkiss, dis 25

COMBS.

Brass, Racking's, dis 40 1/2 Bibb's, dis 40 1/2 Beer, dis 40 1/2 Fenno's, dis 60

COCKS.

Planned, 14 oz cut to size, dis 37 14x32, 14x36, 14x30, dis 39

COPPER.

Morse's Bit Stock, dis 35 Taper and Straight Shank, dis 20 Morse's Taper Stock, dis 20

DRILLS.

Com. 4 piece, 6 in., doz net \$ 11 00 Corrugated, dis 20 1/2 Adjustable, dis 40 1/2

EXPANSIVE BITS.

Clav's, small, \$18 00; large, \$26 00. dis 20 Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00. dis 25

FILES.

American File Association List, dis 50 Disston's, dis 50 New American, dis 50 Nicholson's, dis 50 Heller's, dis 30 Heller's Horse Rasps, dis 30 1/2

GALVANIZED IRON.

Nos. 16 to 20, 22 to 24, 25 and 26, 27, 28 List 12 13 14 15 18 Discout, Juniata 45, Charcoal 50.

GAUGES.

Stanley Rule and Level Co.'s, dis 50

HAMMERS.

Maydole & Co.'s, dis 15 Kip's, dis 25 Yerkes & Plumb's, dis 20 Mason's Solid Cast Steel, 30 c list 40 Blacksmith's Solid Cast Steel, Hand, 30 c 40 1/2

HANGERS.

Barn Door Kipper Mfg. Co., Wood track dis 50 Hamilton, dis 40 Kidder, wood tra. k., dis 40

HINGES.

Gate, Clark's, 1, 2, 3, dis 20 Screw Hook and Strap, to 12 in. 4 1/2 14 and longer, dis 3 1/2 Screw Hook and Eye 3/4, net 10 7/8 Screw Hook and Eye 1/2, net 8 1/2 Screw Hook and Eye 3/8, net 7 1/2 Scrap and T., dis 60 1/2

HOLLOW WARE.

Stamped Tin Ware, dis 60 1/2 Japanned Tin Ware, dis 20 1/2 Granite Iron Ware, dis 25

HOES.

Grub 1, dis \$11 00, dis 40 Grub 2, dis 11 50, dis 40 Grub 3, dis 12 00, dis 40

KNOBBS.

Door, mineral, jap. trimmings, \$2 00, dis 60 Door, porcelain, jap. trimmings, \$2 50, dis 60 Door, porcelain, plated trim-mings, list, 7 25, dis 60 Drawer and Shutter, porcelain, dis 60 Picture, H. L. Judd & Co.'s, dis 40 Hemacite, dis 50

LOCKS-DOOR.

Russell & Irwin Mfg. Co.'s reduced list dis 60 Mallory, Wheeln'r & Co.'s, dis 60 Bradford's, dis 60 Norwalk's, dis 60

LEVELS.

Stanley Rule and Level Co.'s, dis 65

MILLS.

Coffee, Parkers Co.'s, dis 45 Coffee, P. S. & W. Mfg. Co.'s Malleables, dis 45 Coffee, Landers, Ferry & Clark's, dis 45 Coffee, Enterprise, dis 25

MATTOCKS.

Adze Eye, dis \$16 00, dis 40 1/2 Hunt's, dis \$15 00, dis 40 1/2

MAULS.

Common, Brad and Fencing, dis \$ 25 10d to 60d, dis \$ 25 6d and 9d adv., dis \$ 25 6d and 7d adv., dis 50 4d and 5d adv., dis 75 3d advance, dis 3 00 Clinch nails, adv., dis 1 00 Finishing, 10d 8d 6d 4d Size-inches 6 2 1/2 2 1/2 2 1/2 2 1/2 Adv. 2 keg \$125 1 50 1 75 2 00 Steel Nails—Advance 10c from above prices.

MOLASSES GATES.

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.

RICH MEN'S OLD SHOES.

Forgetfulness Which Brings Money to the Pockets of the Cobblers.

"Yes, I'll take those shoes," said a corpulent old gentleman to a shoe-dealer one day last week, "and I'll leave these I have on to be repaired."

"Have 'em half-soled", asked the merchant.

"Yes, and heeled too. They are worth it, I guess."

"When will you call for them?" inquired the dealer, as he marked the directions in chalk hieroglyphics on the soles.

"Oh, any time will do. I'm in no hurry for them. I'll stop in and get them some time when I'm passing here."

After stopping a moment in front of a pier-glass to admire the shape of his new purchase, the old gentleman walked creakily out of the door, and a moment later was lost to view in the crowd of pedestrians on the street.

"Do you think that old gentleman will ever call for these," asked the merchant of a prospective customer who was warming one end of the sofa.

"I guess so. He looks as if he was able to pay for them when the work is done."

"That is not the question," continued the dealer. "He is able to buy half a dozen shoe stores and keep them for his own custom. He is the president of the bank on the next corner. Of course he can pay for them, but do you think he will ever remember to call for them?"

"I don't know. An old business man is generally supposed to remember anything he orders done."

"That may be a general rule, but the shoe-store order is an exception. I'll bet ten to one that he will never mention those shoes again."

"Then you won't repair them until they are called for?"

"Indeed I will. Suppose he should happen to send for them next week. If they weren't done, I should lose his custom. Bankers always expect their tailors and shoemakers to be prompt."

"What will you do?" inquired the young man, who was now interested in discovering how the dealer was to escape from his apparent dilemma.

"I shall do as I have with him three times a year for the past twenty years. I will repair them as soon as the cobbler gets spare time. Then I'll put them away until he comes in to buy a new pair. If he doesn't mention them, then I will sell them. You see they are not half worn out, and as they were originally made of the finest kind of stock they will be worth fully half-price when they are once put in first-class condition. Come here, and I'll show you," continued the merchant, as he led the customer to the rear of the store, where a series of pigeon-holes covered one entire end of the room. "Every one of those holes contains a pair of shoes or boots left here to be repaired. These are carefully looked over every few weeks, and those that have been here six months are put into these lower shelves to be sold again. A great many times," he continued, "young men leave their boots and never call for them. Perhaps they can't raise the money, maybe they forget where they left them, but usually they don't need them until their new boots are worn out. Then when they call we tell them it has been so long they have been sold."

"What proportion of shoes left here are ever called for?"

"About three-quarters. I can sell you a nice pair of second-hand shoes for half-price that will just suit you. They were worn by one of the richest young men in the city. I made them myself, and they are as good as new. What size do you wear?"

But the young man was not proud if he was poor, and preferred a cheaper pair of new goods, and thereby probably missed the only chance he will ever have of stepping into a rich man's shoes.

A movement has been started in Chicago called the Chicago Grocery Clerks' Benevolent Association, which is to admit all experienced grocery clerks to membership. It will endeavor to raise a fund to provide for the sick and distressed members, to help the unemployed to situations and to help the members toward mutual, social and literary improvement.

About 140,000 of the 1,100,000 employees in the textile factories of Great Britain are under 13 years old. In her workshops the United States employs nearly 3,000,000 people, of whom about 90,000 are in woolen goods, 40,000 in silk goods, 180,000 in cotton goods and 22,000 in carpets.

Acid drinks during cholera epidemics are recommended by Dr. Koch. A chemist says in this regard that the workmen in vitrol manufactories, who use as a beverage diluted sulphuric acid sweetened with sugar or molasses, have never been known to be attacked by diseases.

A business card of the trader occasionally placed in the basket, when goods are leaving the store or accompanying the order to its destination, no matter what the purchase may be, often does good service. Dealers should not be afraid of using business cards generously.

TIME TABLES.

Grand Rapids & Indiana.

GOING NORTH. Arrives. Leaves.
Cincinnati & Mackinac Ex. 8:45 p m 9:00 p m
Cincinnati & Mackinac Ex. 9:20 a m 10:25 a m
Ft. Wayne & G'd Rapids Ex. 3:55 p m
G'd Rapids & Cadillac Ac. 7:10 a m

GOING SOUTH.

G. Rapids & Cincinnati Ex. 7:00 a m
Mackinac & Cincinnati Ex. 4:05 p m 4:35 p m
Mackinac & Ft. Wayne Ex. 10:25 a m 11:45 p m
Cadillac & G'd Rapids Ac. 7:40 p m
All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 9:00 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 Traverse City.
South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Express. Arrive. Leave. 7:00 p m 7:35 a m
Mail. 9:35 a m 4:00 p 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 Monroe street and depot.
J. W. MCKENNEY, Gen'l Agent.

Michigan Central—Grand Rapids Division.

DEPART.

*Detroit Express. 8:00 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. 11:30 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 3:45 p. m. next day.
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.
J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

*Steamboat Express. Arrives. Leaves. 6:10 a m 6:20 a m
*Through Mail. 10:15 a m 10:20 a m
*Evening Express. 3:20 p m 3:35 p m
*Daily Express. 9:45 p m 10:45 p m
*Mixed, with coach. 10:30 a m 10:30 a 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 Detroit to Grand Rapids.
D. B. PORTER, City Pass. Agent.
GEO. B. REEVE, Traffic Manager, Chicago.

Chicago & West Michigan.

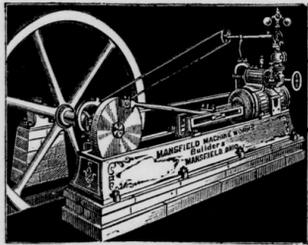
Leaves. Arrives. 4:00 p m 4:30 p m
*Mail. 9:15 a m 10:45 p m
*Day Express. 12:25 p m 6:10 a m
*Night Express. 8:35 p m 10:05 p m
*Mixed. 6:10 a m 10:05 p m
*Daily. Daily except Sunday.

Fullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m., and through coach on 9:15 a. m. and 8:35 p. m. trains.

NEWAYGO DIVISION.

Leaves. Arrives. 5:00 a m 5:15 p m
Mixed. 4:30 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.



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.

Grand Rapids Wire Works



Manufacturers of All Kinds of

WIRE WORK!

92 MONROE STREET.

MUSKEGON BUSINESS DIRECTORY.

ANDREW WIERENGO,

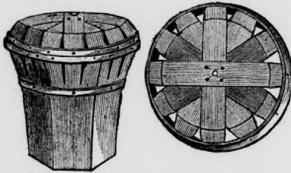
Wholesale

GROCEER,

WIERENGO NEW BLOCK

Pine Street - Muskegon, Mich.

TO FRUIT CROWERS



MUSKEGON BASKET FACTORY!

Is now in full operation manufacturing all kinds of

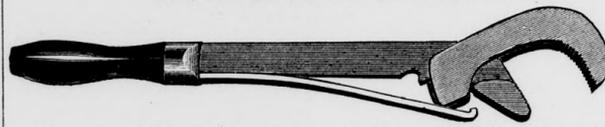
Prices the Lowest. Quality Guaranteed. FRUIT PACKAGES, ETC.

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 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.

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.

Klne'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.

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited. MUSKEGON, MICH.

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Provisions,

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

GRAND RAPIDS, MICHIGAN.

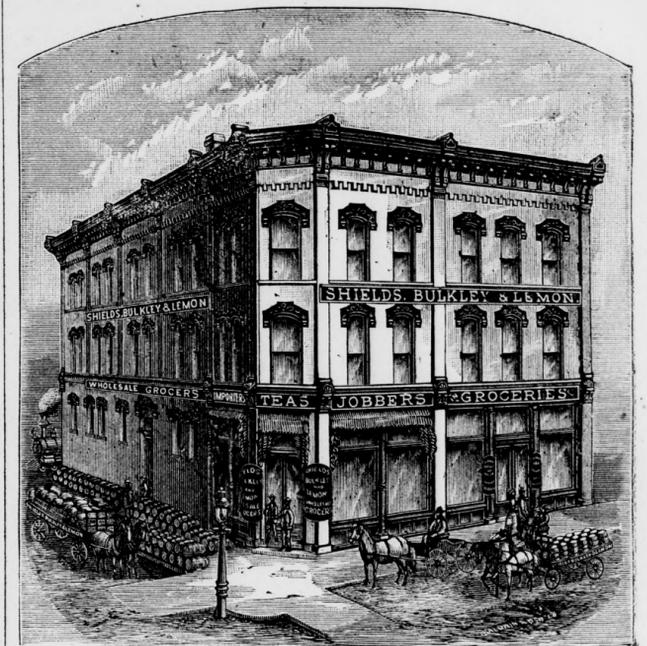
Choice Butter a Specialty!

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

Careful Attention Paid to Filling Orders.

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

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:

Aene,	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 meerschmum and briar pipes, gold and silver plated tobacco and match boxes, 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.	" Apriots.
James Epps' Breakfast Cocoa.	" Egg Plums.
Choice Brands of French Peas.	" Peas.
" Mushrooms.	" Quinces.
" Italian Macaroni, 1 lb pkg.	" Grapes.
" Vermicella.	" Cherries.

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

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

SHIELDS, BULKLEY & LEMON.