

The Michigan Tradesman.

VOL. 2.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 8, 1885.

NO. 81.

JOHN CAULFIELD

Is our Agent in Grand Rapids
for our Famous

Galvanic Soap

THE BEST

EASY WASHER

MANUFACTURED.

B. J. Johnson & Co

MILWAUKEE.

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 guar-
antee it to be the best Washing Powder
made and solicit a trial order. See prices in
Price-List.

Hartford Chemical Co.

HAWKINS & PERRY

STATE AGENTS,

GRAND RAPIDS, - MICHIGAN.

FOR MAHOGANY!

ADDRESS

HENRY OTIS,

IMPORTER, NEW ORLEANS

Van's Magic Oil,

The King of All
KING OF COLD
KING OF PAINS.
Inflammatory Diseases.

For Sale by F. Brundage & Co., Muskegon;
Hazelton, Perkins & Co., Grand Rapids; H.
Walsh & Son, Holland. Manufactured by
N. G. VANDERLINDE, Muskegon.

G. ROYS & CO

No. 4 Pearl Street, Grand Rapids.

WHIPS

LASHES

NEW GOODS. New
Prices down to the whale-
bone. Goods always sale-
able, and always reliable.
Buy close and often.

ORDERS PROMPTLY FILLED

KEMINK, JONES & CO.,

Manufacturers of

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

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

78 West Bridge Street,
GRAND RAPIDS, MICHIGAN.

W. N. FULLER & CO

DESIGNERS AND

Engravers on Wood,

Fine Mechanical and Furniture Work, In-
cluding Buildings, Etc.,
49 Lyon St., Opposite Arcade,

GRAND RAPIDS

MICH.

PETER DORAN,

Attorney-at-Law,

Pierce Block, Grand Rapids, Michigan,
Practices in State and United States Courts.
Special attention given to
MERCANTILE COLLECTIONS.

SEEDS

We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want will do
well to write or see the

GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

DRYDEN & PALMER'S

ROCK CANDY.

Unquestionably the best in the market. As
clear as crystal and as transparent as diamond.
Try a box.

John Caulfield,
Sole Agent for Grand Rapids.

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 at-
tended to.

EDMUND B. DIKEMAN,

—THE—

GREAT WATCH MAKER,

—AND—

JEWELER,

44 CANAL STREET,

GRAND RAPIDS, - MICHIGAN.

Collections and Insurance,

Special Attention given to Collections in City
or Country. Also

FIRE, LIFE & ACCIDENT Insurance.

Shoe and Leather.....Boston
Cooper.....Dayton, Ohio
Union.....Pittsburgh, Pa.
Germania.....Cincinnati, Ohio
Total Assets represented, \$3,516,808.
CORRESPONDENCE SOLICITED.

TOWER & CHAPLIN,

General Collectors,

16 Houseman Block - Grand Rapids

ALBERT COYE & SONS,

—MANUFACTURERS OF—

AWNINGS, TENTS,

HORSE AND WAGON COVERS.

WHOLESALE DEALERS IN

Oiled Clothing, Ducks, Stripes, Etc.

State Agents for the

WATERTOWN HAMMOCK SUPPORT.

SEND FOR PRICES.

73 Canal Street, Grand Rapids, Mich.

SHRIVER, WEATHERLY & CO.,

Grand Rapids, Mich.,

WHOLESALE AND RETAIL

IRON PIPE,

Brass Goods, Iron and Brass Fittings,

Mantels, Grates, Gas Fixtures,

Plumbers, Steam Fitters,

—And Manufacturers of—

Galvanized Iron Cornice.

JAMES C. AVERY. GEO. E. HUBBARD.

JAMES C. AVERY & Co

Grand Haven, Mich.

Manufacturers of the following brands of Ci-
gars:

Great Scott, Demolai No. 5,

Eldorado, Doncella,

Avery's Choice,

Etc., Etc.

—JOBBER IN—

Manufactured Tobacco.

THE COMMERCIAL TRAVELER.

Some of the Peculiar Characteristics of the
Business.

A commercial traveler forms the link either between the wholesaler and jobber or the jobber and retailer and accordingly travels long or short distances. The range of the wholesaler's trade is limited only by the boundaries of the country, while the jobber rarely competes with firms outside his own State. The travelers for jobbing houses make more frequent sales of small lots, and often cover their routes once a week; the wholesale drummers perhaps "see their trade" but three or four times a year. Circumstances and the class of goods sold always enter as a variable quantity into the times and the occasions of trips. The drummer's business is to sell his goods to the best advantage of his firm and his customers; and the fabulous rapidly with which Archibald Forbes used to pick up his traps to report a national duel is rivaled nowadays by the accuracy and celerity with which a commercial man grasps his firm's hint and a grip sack to start for Frisco or Podunk at a moment's notice. The long-distance man naturally gets the higher wages of the two, his salary being all the way from \$1,500 to \$5,000. The jobbers' men get from \$750 to \$2,500, the employing firms in most instances paying expenses, and some men are dear at the lowest figure, while others are cheap at the highest. Henry Watterson's maxim, "Never judge a man by his salary, nor his salary by his airs," hits the drummer as well as more commonplace people. Although the majority of the commercial men travel on a salary, some work for a commission for all sales above a certain limit. Taken as a rule, the salary plan is the most satisfactory. The drummer who is selling on commission is apt to find himself suddenly cut off of some trade by a message to advance prices $\frac{1}{4}$ or $\frac{1}{2}$ a cent from an employer who does not understand the state of affairs and hungers for a trifle more profit.

A commercial traveler who has seen service or who devotes his whole energy to the work, will say that the life is a hard one. The young man to whom the excitement is a pleasant novelty, the travel and attendant amusements good sports, laughs at the story at first, but not after a couple of years. The constant strain, irregular hours and habits, the frequent temptations to imbibe, quickly combine to tear down the strongest system. The last item is a large one. "Unless a traveling man is very careful," says a veteran in his line, "he is apt to turn out a drunkard before he knows it." The drummer's outfit is his baggage and cheek. Though the former is the more apt to overrun the prescribed limit, some men have an "excess" of both. But time and the railroads have both aided to work reforms. The traveler may have sample trunks, as many as he pleases, but no trunk weighing over 250 pounds, and no more than that amount, riding with him on his ticket, all extra costing so much per 100 pounds. The enforcement of this rule often leads drummers on a journey to look about for unencumbered companions bound for the same destination, one man in town having quite a reputation for working off some of his "excess baggage" by getting friends of this sort to get it checked for him. A \$25 trunk will last about three seasons, being repaired once a year. The baggage-man, when unobserved, can find no treatment too savage for these ponderous affairs.

For the travelers themselves they prefer *chic* to cheek, and would be termed self-confident rather than "gally;" but, whatever it be, no drummer with any other manner, could sell as much; and the compound of *bonhomie*, shrewdness, knowledge of human nature and acquaintance with the world, his customers, and particular lines of goods wins the day. Sam'l of Posen has it all condensed, in a degree exaggerated, to the point of burlesque; and the beginner at the business is apt to assume the commercial manner to an extreme to conceal his greenness, but in the trained man it is pleasantly melted and indispensable. Some men never get this faculty completely; and, perhaps, a drummer is "born, not made." Meeting a new customer, he must be able to get his size in a flash. To sell him it may be necessary to joke, wheedle or bully. A good story may catch a man at once, or strike him so unfavorably that he cannot be worked at all. And only by aid of a keen eye and mind will the traveler meet with success. But, once acquainted with the customers' ways and stock, the drummer is always sure of his ground in the future. He will be careful in selling so as to sell again. He will not be niggardly in "doing the right thing," or annoying. "A good drummer," says a keen old commercial man, "is a partner in a house in all but possession of an interest." The drummer's business is to know all about the house's customers. The better he does this the better able he is to sell his goods, both profitably and safely. If he knows "where his head is level," he stays with a good house when he gets with one. The man who is continually dodging from one firm to another hardly ever does well, either for himself or his employers. He must be posted thoroughly on the goods and prices of his competitors, for it is comparison in a majority of cases that makes the sale. The commercial traveler is a good talker. To get in-

to the graces of his customers, he finds the news of the day a help, and he devours newspapers. In the last campaign no one man was more prolific in speculations, bets, or so full of alleged political news as the drummer. The train that he was on never escaped the taking of a "straw" vote. The commercial traveler rarely accumulates money. The evenings of his inevitable hotel life offer nothing to occupy him. His devotion to the rink is a favorite theme of newspaper writings; billiards, the theater, and kindred kill-times knock wide holes in his otherwise large salary. It is conceded that with \$1,500 on the road a man saves no more, at least, than one with \$1,000 staying at home, the persons having the same tastes. But if the drummer is a costly luxury for his own pocket, so are the expenses he charges to his employer, for they average from \$4 to \$12 a day. Railroad fares and bills at good hotels run up to a high figure in a short time, and the traveling man always knows what hotel to patronize. When he does come to a hotel, it is a short-sighted proprietor who does not treat him well. The trade that hotels get from commercial travelers is a large element in, if not the mainstay of the business, of a majority of the "transient" houses of the country. The journeys of the commercial traveler, patterned in the beginning after our English cousins, have during the last few years brought about the practice of "dating ahead," just as across the water. The wholesaler's man instead of starting out with a stock of manufactured goods to sell, now goes out, and conferring with the jobbers by samples, collects the orders so fully that his employer, starting up, makes goods already bargained for. The jobbers confer in the same way with retailers, and the stock that formerly reached the retailers in early May, for instance, now gets to them in March.

Between rival salesmen in the same lines, there is often great rivalry, but not often hard feeling. A drummer who learns the address of a rival firm's customers by studying boxes on freight trucks is cute; the man who would slander a rival is "stepped on." The drummer who reaches a town and finds the ground has been so well worked up that he can sell nothing this time, if he knows his business, prepares the soil for his next trip, if he doesn't sell a dollar's worth.

A Merchant's Exploit.

In a certain store in a neighboring city, the other day, one of the proprietors who, of late, has not been selling so much molasses as he has real estate or dealing so extensively in cheese as he has bank checks, thought he would sell something. He found a country trader who wanted to buy cream of tartar. He sold him easily. He sold him so easily that it made him laugh and rub himself to think that the old days when he could sell the eye teeth off from the best man in the county were not gone forever. He sold him a whole box and then said he had just as lief charge it as not. He then went over and treated the trader to a cigar and took one himself. It seemed like the old days before he was married when he used to take pride in such things. The next day there was a consultation over the books just as he was entering the store. "Who, in blank," roared his partner, "has been such a blanked fool as to sell cream tartar for eight cents. I'd like to see him. He's a daisy to sell goods, he is. He ought to be put in full charge of the New Orleans Exposition so that he could make it pay. He ought to open an ice cream saloon in Sabatis! Who did it?" The guilty party stood forth and, as he bowed to the inevitable, remarked: "I'll be hanged if I ain't a daisy, but honest I forgot and thought it was salaratus that was worth the most money and he never stopped to tell me the difference."

Excellent Interest Rules.

The answer in each case being in cents, separate the two right-hand figures of answer to express in dollars and cents.

Four per cent.—Multiply the principal by the number of days to run. Separate right-hand figure from the product, and divide by nine.

Five per cent.—Multiply by the number of days and divide by seventy-two.

Six per cent.—Multiply by number of days, separate right hand figure, and divide by six.

Eight per cent.—Multiply by the number of days, and divide by forty-five.

Nine per cent.—Multiply by number of days, separate right hand figure and divide by four.

Ten per cent.—Multiply by number of days and divide by thirty-five.

Twelve per cent.—Multiply by number of days, separate right-hand figure, and divide by three.

To find the time in which a sum of money will double itself at a certain rate of interest, divide seventy-two by the rate of interest, and the result will be the number of years. For example, at four per cent. money will double in eighteen years; at eight per cent. it doubles in nine years. The rule is correct to within a fraction of a year for all rates from three per cent. upward.

Geo. W. Oliver succeeds Oliver & Wilcox in the manufacture of broom handles and chair rounds at Leroy.

The Jewish Merchant.

The phraseology of the above heading may be considered by literary esthetes as slightly tautological, since almost every Jew in the land is a merchant. The terms are not quite interchangeable, however, for although we may say that every Jew is a merchant, yet every merchant is not a Jew. The Jewish merchant is found in all countries and among all nations. In all these he is a loyal subject or citizen, but still a Jew. His fidelity to his faith, his country and his trade is his distinguishing characteristic. He never swerves from his religion, he never rebels against his government, never changes his calling. He may be persecuted, outraged, expatriated, but in modern times, at least, he cherishes no schemes of revenge. The old Mosaic *lex talionis* is, with him, a dead letter. He flees from persecution and seeks a place where he can pursue his legitimate avocation in peace. If his rights are invaded he appeals to the constituted authorities for redress, and this only when his own individual resources have proved unavailing. He enters into no political combinations or intrigues to accomplish his ends. What cannot be done by the exercise of his own mental faculties, the power of his money and his personal influence to defend his rights and protect his interests, he wisely concludes to leave undone, preferring to suffer wrong rather than to incur violence. As a sagacious merchant he loves peace. Peace with him is pence. To acquire pence is with the Jew the ruling passion. This is written, not in reproach to the Jewish merchant, but, in all seriousness, it is set down to his credit. Every merchant, Jew or gentile, should endeavor to succeed. The Jew does so endeavor. He is known the world over as the most persistent pursuer of money that exists among men. How to get it and keep it is his constant study. His energy in trade is tireless, and his intelligence is equal to his energy. He is acquainted with all classes of merchandise, and knows the intrinsic as well as the market value of everything. In a word, the Jew is traditionally and historically the best merchant in the world.

The Jewish merchant never "splurges" nor exhibits extravagance. He is not a prodigal. When he acquires wealth he takes solid comfort. His only ostentation is seen in his fondness for rich apparel and the display of diamonds. But the diamonds with which he adorns his wife and daughters are intrinsic and a part of his assets, a part of his solid wealth. The money they cost is merely one of his shrewd investments. They are securities which may be realized on at any moment.

The Jewish merchant sometimes fails. So do all other merchants. When the Jew fails he is often accused of dishonestly failing. Sometimes this charge is true, but it is also true of other classes of merchants who fail. It is difficult for the candid mind to decide that the Jewish merchant is less honest when disaster overtakes him in business than gentile merchants under similar circumstances. This much, however, may be truthfully said, that when a Jew fails he does not "lay down" dead, past all hope of resurrection, but in obedience to the instinct of self preservation, which is creditable alike to men and animals, he "pitches in" and struggles with all his might to save what he can from the wreck and the ruin of his fortunes. This may be a peculiar trait in the Jew, but so long as he acts within the bounds of law he can hardly be blamed for it.

A Distinction Without a Difference.

"You can tell the people if you want to fill up your paper, that I am going to start a shop here to manufacture and repair wagons and carriages," said a fellow to a newspaper publisher. "Would you like to have it a standing advertisement?" said the editor. "Oh, I only want an item," was the response. "Would you like to subscribe for the paper?" "Well, no, I'm taking more than I can read now. I may take yours when some of them run out." The next day the editor wanted two new spokes put in his buggy wheel and the dashboard fixed up, and he went to the shop keeper and said: "You can fix up this buggy if you want to keep busy." The shopkeeper looked it over and said: "The spokes will cost fifty cents each and the dash a dollar, making two dollars for the necessary repairs." "But," said the scribe, "I don't care to pay anything for it; I thought you might want a job to fill up your time—just an item you know." But the shopkeeper was indignant, and said, with a curve of the spine: "Do you think I am a fool to work for nothing? D'y'e think I can buy iron, wood and coal, rent a shop and keep tools, and do work for nothing?" "Oh, excuse me," said the publisher, "but I own a printing office, type and furniture, which cost hundreds of dollars. I have to buy paper, ink, etc., and pay cash for hired help, coal and all such necessities. I have a circulation of more than two thousand copies, which cost me many dollars to issue and only yesterday you had the mule cheek and audacity to ask that I tell those 2,300 families, for nothing that you were in business, ready to receive custom."

Quite a business is growing out of treating old fruit cans, etc., with chemicals to remove the tin, which has a good demand among the dye houses.

The Making of Stove Patterns and Their Cost.

From the Stove and Hardware Reporter.

Probably very few of our readers know what the cost of getting out a new pattern of stove is. They are largely dealers, and have been accustomed to buy new styles from year to year, at about the same price from one founder as another, and therefore have never bethought themselves in any instance, "What did that stove cost the manufacturer?" When pig iron goes up or down the retail dealer generally expects stoves to do likewise, but really the pig iron is one of the unimportant items in a stove, even after all patterns are paid for. Take, for instance, a No. 8 wood cook-stove, plain square top, having a reservoir and closet, with oven bottom plate 18x20 inches, and which weighs about 275 to 365 pounds. The cost of this stove to the founder is about as follows, counting the time of skilled mechanics at \$3.50 per day, which is low for first-class workmen: First, the design must be made and laid out in exact measurements upon the draughtsman's board, and the shape and size of every piece in the stove indicated, so that any workman may work from the drawing. This must be done by experienced men, who receive from \$1,500 to \$1,800 per year salary. The next step is for the workmen to put the drawing into wood patterns. This requires the very best quality of pine lumber thoroughly seasoned. Every piece must be fitted exactly into its place and the entire stove set up in wood as it will afterwards appear in iron. Each piece must be what is called "follow-boarded," in order to stand "ramming" in the sand to get the iron patterns. This work is done only by the best workmen and is a very expensive part. Next, the iron patterns must all be filed, scraped and polished until not an uneven and rough spot can be found. By looking at some of the odd shaped pieces in a stove one can readily see how difficult it is to get tools into all the corners, and then these iron patterns must have a set of "follow boards" for each piece. The iron patterns must also be treated with a preparation of wax to prevent rusting, and three sets of flasks at least should be made for all the plates, although two or more small pieces are sometimes cast in one flask. A flask is a box containing the sand which forms the mold, and consists of several parts.

From all this it results that there is a grand total of some \$4,100 expense before the first stove of a single size can be made for sale, and in this estimate, too, no account is taken of the fact that the iron patterns may not fit at a first trial. Often changes have to be made, and it is not found too much to reckon 5 per cent. additional expense for contingencies. Now the manufacturer, in addition to the cost of the pig iron, nickel, mica, moulding and mounting of the stove, must have a profit upon the cost of the stove pattern. Stove patterns are but short-lived and constantly need repairs. Changes and improvements are yearly demanded by the trade, and these but add expense to the original cost.

What we have given is but a crude description of the preliminary work of stove-making, but it will answer the purpose for which it was designed, viz., to account in a measure for what often appears to the dealer and the consumer as a high price for a few hundred weight of cast iron.

Starch in Confectionery.

"Wanted—Confectioner; a thoroughly experienced starch worker."

The above advertisement, which appeared in a newspaper recently, was shown by a reporter to a prominent confectioner.

"How do you account for the appearance of that?" was asked.

"I might ask in return how is it that certain confectioners can sell 'strictly pure' candies for ten cents a pound when the sugar costs them more than six?"

"Then starch is used as an adulterating ingredient?"

"Yes, with many other like substances. Cornstarch is used to some extent, but common potato starch is very extensively used. Lots of this cheap candy that you see around owes its low price to the great percentage of starch and other foreign substances which it contains. Is it poisonous? Well, I can't say that it is; but if there was no other kind of candy to be had I should certainly go without."

Minneapolis has a manufactory of paper barrels just getting under way with some novel machinery. A number of citizens are interested in the project and some of its most sanguine promoters claim that paper barrels will soon be substituted for wooden ones in many of the leading flour mills in this country.

The Anglo-Russian Meat Co. has been started in London to compete with Americans and Australians in furnishing England with meat. The abattoirs of this new concern are located in the center of Liban, and the company calculate to sell in England alone \$3,000,000 worth of meat every year.

A Hartford man, by saving ten cents every day, instead of using it to buy tobacco has paid off the \$600 mortgage on his house. When they read this, a great number of persons with the tobacco habit will go and get their houses mortgaged.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.
Vice-President—Chas. H. Leonard.
Treasurer—Wm. Sears.
Executive Committee—President, Vice-President and Treasurer, ex-officio; O. A. Ball, one year; L. E. Hawkins and R. D. Swartout, two years.
Arbitration Committee—L. M. Clark, Ben W. Putnam, Joseph Houseman.
Transportation Committee—Samuel Sears, Geo. B. Dumont, Amos S. Musselman.
Insurance Committee—John G. Shields, Arthur Meigs, Wm. T. Lamoreaux.
Manufacturing Committee—Wm. Cartwright, E. S. Pierce, C. W. Jennings.
Annual Meeting—Second Wednesday evening of October.
Regular Meetings—Second Wednesday evening of each month.

POST A.

Organized at Grand Rapids, June 28, 1884.

OFFICERS.

President—Wm. Logie.
First Vice-President—Lloyd Max Mills.
Second Vice-President—Stephen A. Sears.
Secretary and Treasurer—L. W. Atkins.
Executive Committee—President and Secretary, ex-officio; Chas. S. Robinson, Jas. N. Bradford and W. G. Hawkins.
Election Committee—Geo. H. Seymour, Wallace Franklin, W. H. Downs, Wm. B. Edmunds and D. S. Haugh.
Room Committee—Stephen A. Sears, Wm. Boughton, W. H. Jennings.
Regular Meetings—Last Saturday evening of each month.
Next Meeting—Saturday evening, April 25, at "The Tradesman" office.

The late Comptroller of the Currency is a strenuous advocate of savings banks, and in the course of a recent address on the subject declared that it is the prevailing judgment of the country that savings banks should be mutual institutions, the depositors receiving the net profits of the corporation; that the business affairs of such corporations should be managed by a board of trustees; that there should be a limit on amounts received on deposit; that the line of investments permissible should be mortgages on unincumbered real estate and stocks and bonds of such a character as shall be at all times quotable and salable for immediate needs; that the dealing in personal securities should be strictly prohibited; finally, that the rate of dividends should be subordinate to the accumulation of a sound and ample surplus fund. He also held that the law of every state should provide only for savings banks on the mutual plan, such only being entitled to the definition that they are "purely benevolent and quasi-charitable institutions."

Purely Personal.

M. C. Russell and wife spent Sunday in Kalamazoo.
Fred B. Clark, of Clark, Jewell & Co., has returned from the New Orleans Exposition.
Dan Lynch is building a \$3,000 cottage residence on the corner of Wealthy avenue and James street.
F. T. Blakeslee, formerly with Ira O. Groon, has re-engaged with that house, and will spend most of the time on the road.
Edward B. Clapp, of the produce firm of E. B. Clapp & Co., of Flint, looked over the Grand Rapids produce houses one day last week.
Parker McAuley, shipping clerk for Eaton & Christenson, has recovered from a run of fever and resumed his place at the house.
B. F. Sweet, druggist at Carson City, was in town one day last week on his way to Dakota on a hunting trip of about a month's duration.
Geo. H. Kelly has secured a position as traveling reporter for R. G. Dun & Co.'s Chicago office and is at present working at Aurora, Ill.
Henry and Charles Herpolsheimer, formerly of the firm of Voigt, Herpolsheimer & Co., but now engaged in trade at Lincoln, Neb., were in town a couple of days last week.
Julius Bader, for several years past traveling representative for B. Dessenberg & Co., of Kalamazoo, will engage in the wholesale cigar, tobacco, tea and liquor business at that place about May 1, under the firm name of Julius Bader & Co. The old house stands behind the new concern.
Ben. W. Putnam, of Putnam & Brooks, has gone to Philadelphia to attend the annual meeting of the United States Confectioners' Association, of the firm is a member. Mr. Putnam will proceed to New York and Boston after the convention, spending about two weeks in the East altogether.
Furniture Facts.
Geo. L. Worthington, formerly engaged in trade at Six Lakes, has engaged in the furniture business at Brooklyn.
Geo. A. Young & Co. succeed Kirby & Hubbell in the retail furniture business at Manistee.
C. S. Remington, salesman for Nelson, Matter & Co., is home from the New Orleans Exposition.
M. L. Fitch, with Nelson, Matter & Co., has gone East on an extended tour among the patrons of that house.
John W. Bell, Eastern traveling salesman for the Phoenix Furniture Co., has gone East again, after tarrying a fortnight with the house.
Geo. W. Gay, of the Berkey & Gay Furniture Co., and D. W. Kendall, designer for that house, have gone to St. Paul to arrange for special designs for the new Ryan House at that place.
Hides and tallow are weaker, with slight lower prices in prospect.

AMONG THE TRADE.

IN THE CITY.

John Dingman has engaged in the grocery business at Otia. Fox, Musselman & Loveridge furnished the stock.

Jas. S. Cowin has sold his drug stock at 210 East Bridge street to Dr. Daniel Winter, who will continue the business.

The Priestley Express Wagon Co., mention of which was made last week, has lately received several new accessions to the list of stockholders and now expects to begin operations by May 1.

W. A. Williams, the Alba general dealer, will put in a saw mill at Simonds' Siding, about three miles north of Alba, where he owns a tract of hardwood timber. He expects to begin operations about June 1. The outfit was furnished by Hester & Fox, of this city.

The Prindle drug stock is to be removed from its old location, on the corner of West Bridge and North Front streets, to three doors to the west. C. E. Kellogg, who leased the store when he thought of buying the stock some time ago, states that he will occupy it with the drug stock now owned by himself and partner at Fon du Lac, Wis.

Jas. S. Cowin and Oscar C. Warren, who have formed a copartnership to engage in the manufacture of extracts, baking powders and perfumes, either at Omaha or Des Moines, leave shortly for Des Moines, from which place they will proceed to Omaha. They expect to be able to decide upon a permanent location by May 1, and go on the market with a full line of manufactured goods by Sept. 1.

Major A. B. Watson and Geo. N. Davis have purchased a twenty-acre tract of land about one mile south of Childs' mill, which contains one of the finest beds of clay to be found anywhere. An engine has been placed on the ground, and the necessary buildings are now in process of erection. Messrs. Watson and Davis will organize a stock company, with a capital stock of \$10,000, for the purpose of prosecuting the operations, taking one-half of the stock themselves.

AROUND THE STATE.

Lee Deuel has put in a feed mill at Bradley.

C. W. Wheeler has retired from business at Shelbyville.

Clem. Flynn, grocer at Byers, will add a line of dry goods.

F. S. Clement succeeds McCoy & Clement in general trade at Colon.

A. Landon succeeds A. Alpern in the harness business at Elk Rapids.

S. Cooper, general dealer at Parmelee, has moved his stock to Codyville.

H. J. Burns succeeds John Burns in the harness business at St. Louis.

H. A. Colvin succeeds Beals & Colvin in the grocery business at Adrian.

E. White & Co. have engaged in the grocery business at Grand Haven.

W. A. Williams succeeds W. A. Williams & Co. in general trade at Alba.

Chas. A. Bortt succeeds W. A. DeHart in general trade at Canada Corners.

B. J. Downing succeeds Ira Freeze in the hardware business at St. Charles.

C. V. Hinman succeeds J. W. Ross & Co. in the drug business at Portland.

J. D. Champion will engage in the grocery and provision business at Mecosta.

E. T. Hughes & Co., shoe manufacturers at Flint, are going out of business.

C. H. Atwater succeeds C. H. Atwater & Co. in the drug business at Lapeer.

L. H. Sickles succeeds E. D. Russell in the grocery business at Petersburg.

J. Johnson & Co., dry goods dealers at Manistee and Vassar, have assigned.

Thomas Armstrong succeeds C. F. Tubah in the hardware business at Allegan.

Wm. Van Antwerp succeeds M. A. Abbott in the harness business at Cassopolis.

Ed. P. Lowe will engage in the confectionery and tobacco business at Reed City.

Allen & Cruise, general dealers at Clarkston and Davidsburgh, have assigned.

J. C. Weismiller succeeds W. W. Finch & Co. in the music business at Hancock.

Harwood Bros. succeed F. M. Harwood in the hardware business at Constantine.

Monroe & Neenan, millers at Edgerton, have dissolved, David Monroe succeeding.

Hare Bros. succeed Alfred Hare in the agricultural implement business at Bellevue.

Fessenden & Yarkley, of Wayland, have engaged in the meat business at Shelbyville.

John Kleckner succeeds Thompson & Kleckner in the grocery business at Schoolcraft.

J. A. Kangler and Kangler & Son, boot and shoe dealers at White Pigeon, are closing out.

Mrs. Toulouse succeeds Mrs. H. G. Hemmings in the confectionery business at Charlevoix.

Geo. W. Masson has sold his meat business at Plainwell to Jerome Parks and Nate Masson.

F. W. Higby, dry goods dealer at Charlotte, has assigned to J. Q. Thomas and M. S. Phillips.

C. Marion & Co. have resumed operations at their saw mill and re-opened their general store at Dash.

Geo. B. Kellogg, clothing dealer at Allegan, is offering to compromise on the basis of 40 per cent.

T. W. Preston has sold his grocery stock at Lowell to Mr. McWilliams, formerly with John Winger.

Schroder & Harris, general dealers at Shelbyville, have dissolved, Wm. F. Schroder retiring. D. D. Harris will continue the business.

The Rumsey & Morrell grocery stock at Kalkaska has passed into the hands of E. P. & Geo. Parker, who will continue the business.

Hoyt Bros., general dealers at Munnith, have dissolved, P. B. Hoyt succeeding, C. K. Hoyt will engage in trade at some other point.

Nashville News: L. C. Lewis, of Vermontville, has bought an interest in Wolff's meat market, and hereafter the firm will be known as Wolff & Lewis.

Matt Bailey has sold his drug stock at St. James to Manus Boyle, who will continue the business. Mr. Bailey will engage in the drug business on Mackinac Island.

C. J. Lokker has purchased the interest of Mr. Boven in the firm of Notier & Boven, general dealers at Graafschapp, and the firm name will hereafter be Notier & Lokker.

Allegan Gazette: The Green brothers, Charles and Frank, have bought the D. S. Ward & Co. grocery stock and taken possession. They will at once enlarge it and will continue business where Ward & Co. were. The flour and feed store of Green & Co. will be closed, but the firm will still handle coal, lime, etc., at their old place near the Lake Shore depot.

MANUFACTURING MATTERS.

Saginaw mill men are making contracts to saw logs at \$1.75 to \$2 a thousand.

John Murry has put in 12,000,000 feet of logs at his camps near Roscommon.

Rock salt has been struck at a depth of 1,610 feet at the Wonsey well, Marine City.

It is stated that about 8,000 cords of wood are banked at Jacksonport ready for shipment.

A mill has been erected on the Shiawassee river, near Chesaning, and the river dammed to hold logs.

It is stated that Rogers & Buck will remove their shingle mill from Laketon to North Muskegon.

It is stated that there are 400,000,000 feet of logs on and in the Menominee river, ready to be run down to the mills.

Cross & Dyer started up their mill at Standish last week with 10,000,000 feet of logs on hand, 8,000,000 feet of which are new.

McEwan Bros. & Co., with a capital stock of \$90,000, have been incorporated at Bay City to do a general lumber and salt manufacturing business.

The Island Mill Co., Menominee, has taken a contract to saw 6,000,000 feet of lumber during the coming sawing season, for the Soper Lumber Co., of Chicago.

C. H. Plummer, of Jackson, to cut up a saw mill on the Weidemann branch railroad, four miles south of Jackson, to cut up a lot of hard wood timber he has in that locality.

The largest cedar camp on the Lake Michigan shores is said to be that on Drummond Island, conducted by Warren Bailey for himself and Joseph Smith. About 80 men are employed.

Nichols & Higgins write THE TRADESMAN that their saw mill at Bell's Siding has a capacity of about 12,000 per day and will be run to its full capacity. They have now about 400,000 feet of pine and hardwood in the yard, and are adding to that amount daily.

Albion Recorder: While in many parts of the country manufacturers are complaining bitterly of dull times, all the establishments in Albion are crowded to their fullest capacity. The Gale works, the Albion Manufacturing Co. and the Union Windmill Co. were never more pushed than now to fill orders, and the Albion Milling Co. is less fortunate only because of the impossibility of obtaining the amount of wheat required to keep the two large mills in continuous operation.

STRAY FACTS.

M. V. Gundrum, the LeRoy general dealer, is shipping wood to this city.

An Elmira dealer writes THE TRADESMAN that the establishment of coal kilns at that place renders the business outlook very much brighter.

A special committee has been appointed by the Legislature for the investigation of the Manistee River Improvement Co., with power to send for persons and papers. The local journals promise lively times when the committee gets fairly at work, though on what ground is not stated.

A short time since, six painfulls of water were taken from a well on Jacob Steckert's farm in Roscommon county, from which a tablespoonful of gold dust was separated. And yet there is no gold excitement in Roscommon county. Pine overshadows everything.

Big Rapids Bits.

Lyman Lovejoy has gone to Trinidad, Colo., to look over the country, with a view to locating there.

The tub and pail factory has shipped forty-seven carloads of tubs and pails since operations were begun last September.

The Grand-Girard grocery stock was bid in by Chas. B. Lovejoy in behalf of F. Fairman, who has formed a partnership with his son George and will continue the business under the firm name of Geo. Fairman & Co.

John Caulfield won a signal victory in the Circuit Court last week, in a case growing out of the foreclosure of a chattel mortgage on the general stock of Mrs. E. C. Giddings, of Sand Lake. It appears that Mrs. Giddings gave a first mortgage to John Caulfield, and a second one to Chas. Root & Co., of Detroit. The defendant, on behalf of the second mortgages, seized the property, from whom it was replevied by Mr. Caulfield. The plaintiff obtained a judgment for six cents and costs.

JERSEY CATTLE.

Auction Sale of Thirty-five Fine Cows and Heifers.

Thirty-five head of choice, pure-bred Jersey cows and heifers will be sold at public auction on Wednesday, April 15, at 107 Kent street, where the cattle can now be seen. There is ample room in-doors for the sale and there will be no postponement on account of weather.

ORDER A SAMPLE BUTT OF

McALPIN'S

Chocolate Cream
PLUG.

A RICH NUTTY CHEW.

Eaton & Christenson,
GRAND RAPIDS.

Potatoes Wanted!

Parties having potatoes in car load lots can find a quick sale for them by writing us.

71 Canal St.,

GEO. N. DAVIS & CO.

GRAND RAPIDS.

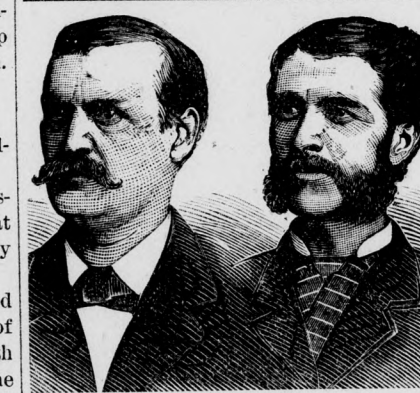


McALPIN'S
Chocolate Cream
PLUG TOBACCO

Is the most Delicious Chew on the Market.

SOLD BY ALL JOBBERS.

SHIPPING BASKETS AND BOXES



O. H. RICHMOND & CO.

GRAND RAPIDS, MICH.

MANUFACTURERS OF
Richmond's Family Medicines.

RICHMOND'S LIVER ELIXIR.

The best selling liver and blood medicine in the market, 50 cents.

Richmond's Cubeb Cream,
Richmond's Ague Cure,
Richmond's Cough Cure,
Richmond's Easy Pills,
Dr. Richards' Health Restorer.

Retailers, please order of your jobbers in Grand Rapids, Chicago or Detroit. If your jobber does not handle our goods, we will fill your orders. Pills and Health Restorer can be sent by mail. 141 South Division St., Grand Rapids.

DUNHAM'S



THE BEST IN THE WORLD!

PRICE 50 CENTS.

WESTERN MEDICINE CO.,

GRAND RAPIDS, MICH.

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, each and every insertion. One cent for each additional word. Advance payment.

FOR SALE—Two pool tables and a Stevens' patent ice-box. As good as new. Address, C. Blom, Holland, Mich. 811

FOR SALE—Clean stock of groceries and crockery in good country town, surrounded by good farming country. For particulars, address E. care THE TRADESMAN. 83

FOR SALE—Our stock of drugs, boots and shoes, dry goods, groceries and hardware. Also brick store building, 22x5, warehouse, dwelling, stable, good well and cistern and one acre of land. Will sell the buildings for \$2,500 and the stock at cost. A. Young & Sons, Orange, Mich. 80

FOR SALE—Complete cheese-making apparatus, of approved make and in good order. Will sell cheap, on account of failing health, or will rent same to be run in my own factory. B. P. Dean, Cedar Springs, Mich. 811

WANTED—Partner (one posted in groceries preferred) to open a "Knights of Labor" store in Grand Rapids. Reliable party with \$2,000 cash or the owner of a stock of groceries can investigate by addressing K. of L., care THE TRADESMAN. 80

WANTED—A man competent as book-keeper or general salesman (or both) who can loan on a security \$1,500 to \$2,500. A good salary and a permanent engagement awaits the right party. Address "Reliable," care THE TRADESMAN. 80

FOR RENT—A desirable store on Canal st., near Monroe. Inquire of L. S. Provin, opposite Sweet's Hotel. 80

FOR SALE—Whole or half interest in the Prindle drug stock, on the corner of West Bridge and Front Streets. Stock invoiced at \$7,000 and can be bought at a discount, as the principal owner is dead. Address J. H. Walker, receiver, care Fowlers & Walker, Grand Rapids. 80

WANTED—Situation by a young man in a grocery or general store. Four years' experience. Good references. Address Care Box 276, Fremont, Mich. 82

FOR SALE—Cheap for cash, a small stock of drugs and medicines in suburbs of Grand Rapids, Mich. Apply to H. B. Fairchild, City. 7611

WANTED—A situation as traveling salesman or clerk in a jobbing establishment. Have had eight years' experience in retail trade, and can give good references. Address, "M," care "The Tradesman." 81

MAYHEW'S HEELERS

A Word Why Stocking
Heel Protectors
Should Be
Worn.
A pair will save their
cost five times over. Also
prevents slipping of the
Boot or Shoe at the heel.

Trade supplied by
C. R. MAYHEW,
76 MONROE ST., GRAND RAPIDS, MICH.

THE ONLY
Luminous Bait
IN THE WORLD.

Patented Feb. 13, 1883. Re-issue Aug. 28, 1885.



HARD AND SOFT RUBBER MINNOWS.
No. 7, 70c each; No. 8, 80c each; No. 9, 90c each.
FLYING HELMGRIMES. No. 0, 80c each;
No. 1, 85c each; No. 2, 90c each; No. 3, \$1 each.
Samples of above baits sent post paid on receipt of price, or any three for \$2.
MALL GLASS MINNOWS, TRIPLE HOOK
FEATHERED, 60c each.
SOFT RUBBER FROGS, TRIPLE HOOK
FEATHERED, 60c each.
SOFT RUBBER GRASSHOPPERS, SINGLE
HOOK, 60c each.
SOFT RUBBER DOBSON, SINGLE HOOK,
60c each.
DEXTER TROLLING SPOON AND MINNOW
Combined, Triple Hook Feathered, 60c each.
AKRON TROLLING SPOON, Triple Hook
Feathered, No. 1, 50c each; No. 2, 55c each;
No. 3, 60c each; No. 4, 65c each.
Send for descriptive circulars and testimonials.
Liberal discount to the Trade.

Enterprise Mfg. Co., Akron, Ohio.

The Old Reliable
NIMROD
PLUG TOBACCO

Is for Sale by all Grand Rapids Jobbers.

SAMPLES FURNISHED ON APPLICATION.

S. W. Venable & Co., Petersburg, Va.

F. F. ADAMS & CO'S

DARK AROMATIC

Fine Cut Chewing Tobacco is the very best dark goods on the Market.

Eaton & Christenson, Agts.,
Grand Rapids, Mich.

WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

HOUSE & STORE SHADES MADE TO ORDER.

68 MONROE STREET, GRAND RAPIDS.

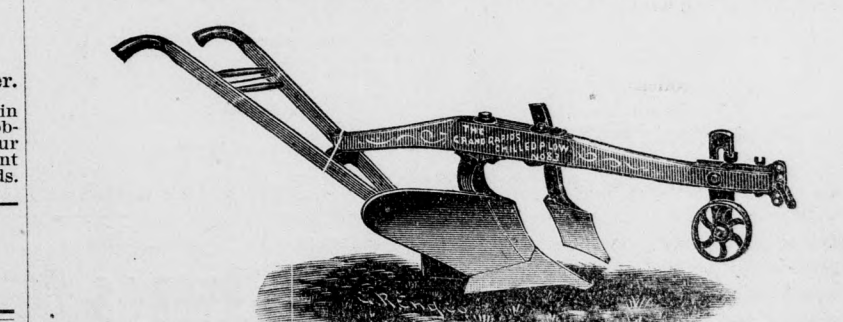
Nelson Bros. & Co.

Oysters and Fish
F. J. Dettenthaler,
117 MONROE ST.

GRAND RAPIDS M'F'G CO.,

MANUFACTURERS AND JOBBERS OF

AGRICULTURAL IMPLEMENTS!



FARMING TOOLS OF ALL DESCRIPTIONS!

Dairy Implements a Specialty.

Factory--Corner Front and Earl streets. Office and Sales-rooms--10, 12 and 14 Lyron street, Grand Rapids.

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, APRIL 8, 1885.

He Would Have It.

From Texas Siftings.

Some years ago an Austin merchant, whom we will call Smith, because that was, and is, the name painted on his signboard, sent an order for goods to a New York firm. Smith belonged to the old school. He kept a very extensive general store, had plenty of money, kept all his accounts in a pocket memorandum-book, and didn't know the difference between double-entry bookkeeping and the science of correlative hydrostatics. Among other things he ordered were twelve gross assorted clothes pins, twelve ditto grindstones. When he ordered the grindstones he meant to order an assortment of twelve grindstones. The shipping clerk of the New York firm was astonished when he read the order. He went to the manager and said: "For Heaven's sake! what do they want with twelve gross—1,728—grindstones in Texas?" The manager said it must be a mistake, and telegraphed Smith, "Wasn't it a mistake ordering so many grindstones?" Old man Smith prided himself on never making a mistake. He had no copy of his order to refer to, and if he had he would not have referred to it, because he knew he had only ordered twelve grindstones. So he wrote back: "Probably you think you know my business better than I do. I always order what I want, and I want what I order. Send on the grindstones." The New York firm knew Smith was a little eccentric, but that he always paid cash on receipt of invoice, and was able to buy a dozen quarries full of grindstones if he cared to indulge in such luxuries, so they filled his order as written, and chartered a schooner, filled her full of grindstones, and cleared her for Galveston. They wrote to Smith and said that they hoped the consignment of grindstones by schooner would keep him going until they could charter another vessel. Smith sold grindstones at wholesale, and at low figures on long time, for some three years afterward.

Some of the Uses of Beeswax.

The uses to which beeswax is applied are many and important. Its property of preventing mildew and of preserving tissues was well known to the ancients, who used cerecloth for embalming. For encaustic painting they used beeswax as shown in the wall pictures of Pompeii. The Roman Catholics use beeswax candles and tapers in all the ceremonies of their church, as well as in their processions. Manufacturers of glazed, ornamental and wall papers use quantities of beeswax, as also the manufacturers of paper collars, cuffs, etc., for polishing surfaces. Wax is used in paints and varnishes and for "stuffing" of wood to be polished for fine coach work, pianos, furniture and parquetry flowers. It is used by plasterers and electotypers in forming their moulds, and is also used as an impotent ingredient in preparations for covering the surfaces of polished iron and steel to prevent rust. It is combined with tallow to form a coating for canvass and cordage, as sails, awnings, etc. Artificial flowers consume much wax, and the purposes to which wax is applied are continually widening as new inventions come up and new processes are discovered. We have only given a few of the uses of this wonderful product of the bees in order to show one phase of the industry seldom noticed. Thousands of persons suppose that beeswax is gathered from trees and shrubs in the form of gum, when in fact it is made from honey and is produced by the bee's stomach feeding on honey, as fat is produced by the pig feeding on corn.

Boots no Longer Worn.

From the Philadelphia North American.

"We make ten pair of gaiters or buttoned shoes to one pair of boots nowadays," said a shoemaker. "Twenty years ago nearly everybody wore boots."

"What was the reason of the change?"

"There are various reasons. Gaiters are much more handy than boots, and they look neater. Then, again, they cost much less and are easier on the feet. No one ever wore boots in a walking match."

"Any other reason?"

"Yes, on the shoemaker's side. There is more money in gaiters. They are more readily made, sell more quickly because they are cheaper, and there is less waste leather about them."

"Have boots any advantages?"

"Yes; trousers sit better over them; and for rough traveling they wear better. They are not so likely to pull out of shape."

"Where are boots worn most?"

"In the country. Farmers wear boots almost entirely. You can't wear gaiters in a ploughed field."

Good Words Unsolicited.

Peter Steen, grocer, Whitehall: "The paper is a good one."

Dr. W. Ryne, Coloma: "It is a work of merit, and deserves a cash patronage."

Calvin Durkee, general dealer, Hinton Center: "Please continue the paper. We should not know what to do without it."

W. H. Benedict, grocer and grain shipper, Vermontville: "We like THE TRADESMAN, and don't care to do without it."

H. C. Stevens, of New York, has opened a clothing store in Greenville.

WHOLESALE PRICE CURRENT.

WIDE BROWN COTTONS.	
Androscoogin, 9-4, 23	Pepperell, 10-4, 25
Androscoogin, 8-4, 21	Pepperell, 11-4, 27 1/2
Pepperell, 7-4, 19 1/2	Pequot, 7-4, 18
Pepperell, 8-4, 20	Pequot, 8-4, 21
Pepperell, 9-4, 22 1/2	Pequot, 9-4, 24
CHECKS.	
Caledonia, 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. 50, 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, A.A., extra oz., 14
OSKABURG.	
Alabama brown, 7	Alabama plaid, 7
Jewell brown, 9 1/2	Augusta plaid, 7
Kentucky brown, 10 1/2	Toledo plaid, 7
Lewiston brown, 9 1/2	Manchester plaid, 7
Lane brown, 9 1/2	New Tenn. plaid, 11
Louisiana plaid, 7	Utility plaid, 6 1/2
BLEACHED COTTONS.	
Avondale, 36, 11 1/2	Greene, G, 44, 5 1/2
Art cambrics, 36, 11 1/2	Hill, 44, 7 1/2
Androscoogin, 4-4, 8 1/2	Hill, 7-8, 6 1/2
Androscoogin, 5-4, 12 1/2	Hill, 4-4, 6 1/2
Ballou, 4-4, 6 1/2	King Phillip cambric, 4-4, 6 1/2
Ballou, 5-4, 6 1/2	Linwood, 4-4, 7 1/2
Boott, 4-4, 8 1/2	Lonsdale, 4-4, 7 1/2
Boott, E, 5-3, 7 1/2	Lonsdale cambric, 10-4, 10 1/2
Boott, AGC, 4-4, 9 1/2	Langdon, GB, 4-4, 9 1/2
Boott, R, 3-4, 5 1/2	Langdon, 45, 14
Blackstone, AA 4-4, 7	Masonville, 4-4, 9 1/2
Chapman, X, 4-4, 6	Maxwell, 4-4, 9 1/2
Conway, 4-4, 6 1/2	New York Mill, 4-4, 10 1/2
Cabot, 7-8, 6	New Jersey, 4-4, 8 1/2
Canoe, 3-4, 4	Pocasset, P. M. O., 7 1/2
Domestic, 36, 7 1/2	Prude of the West, 11
Dwight Anchor, 4-4, 9	Pocahontas, 4-4, 7 1/2
Davol, 4-4, 9	Slaterville, 7-8, 6 1/2
Fruit of Loom, 4-4, 8 1/2	Victoria, A.A., 9
Fruit of Loom, 7-8, 7 1/2	Woodbury, 4-4, 5 1/2
Fruit of Loom, 11, 11	Windsorville, 4-4, 7 1/2
Gold Medal, 4-4, 6 1/2	Whitinsville, 7-8, 6 1/2
Gold Medal, 7-8, 6 1/2	Wamsutta, 4-4, 10 1/2
Gilded Age, 8 1/2	Williamsville, 36, 10 1/2
FINE BROWN COTTONS.	
Appleton A, 4-4, 7 1/2	Indian Orchard, 40, 8
Boott M, 4-4, 6 1/2	Indian Orchard, 36, 7 1/2
Boston F, 4-4, 7 1/2	Laconia B, 7-4, 10 1/2
Continental C, 4-3, 6 1/2	Lyman B, 40-in, 10 1/2
Continental D, 40-in, 8 1/2	Mass, BB, 4-4, 5 1/2
Conestoga W, 4-4, 6 1/2	Nashua B, 40-in, 8 1/2
Conestoga D, 7-8, 5 1/2	Nashua R, 4-4, 7 1/2
Conestoga G, 30-in, 6	Nashua O, 7-8, 6 1/2
Dwight X, 3-4, 5 1/2	Newmarket N, 6 1/2
Dwight Y, 7-8, 5 1/2	Pepperell E, 30-in, 12 1/2
Dwight Z, 4-4, 5 1/2	Pepperell R, 4-4, 7 1/2
Dwight Star, 4-4, 7	Pepperell O, 7-8, 6 1/2
Ewight Star, 40-in, 9	Pepperell N, 3-4, 6 1/2
Enterprise EE, 36, 5	Pocasset C, 4-4, 6 1/2
Great Falls E, 4-4, 7	Saranac R, 7 1/2
Farmers' A, 4-4, 6	Saranac E, 9
Indian Orchard 14 7 1/2	
DOMESTIC GINGHAMS.	
Amoskeag, 7-8, 7 1/2	Redfrew, dress styl 7 1/2
Amoskeag, Persian, 10 1/2	Johnson Manf Co, 12 1/2
Bates, 7-8, 7 1/2	Johnson Manf Co, 12 1/2
Berkshire, 6 1/2	dress styles, 12 1/2
Glasgow checks, 7 1/2	Slaterville, dress styles, 7 1/2
Glasgow checks, royal styles, 8	White Mfg Co, stap 7 1/2
Gloucester, new standard, 7 1/2	White Mfg Co, fano 8
Plunket, 7 1/2	Barlston, 8
Lancaster, 8	Gordon, 7 1/2
Langdale, 7 1/2	Greylock, 12 1/2
WIDE BLEACHED COTTONS.	
Androscoogin, 7-4, 21	Pepperell, 10-4, 27 1/2
Androscoogin, 8-4, 23	Pepperell, 11-4, 29 1/2
Pepperell, 7-4, 20	Pequot, 7-4, 21
Pepperell, 8-4, 22 1/2	Pequot, 8-4, 24
Pepperell, 9-4, 25	Pequot, 9-4, 27 1/2
HEAVY BROWN COTTONS.	
Atlantic A, 4-4, 7 1/2	Lawrence XX, 4-4, 7 1/2
Atlantic H, 4-4, 6 1/2	Lawrence Y, 30, 7
Atlantic D, 4-4, 6 1/2	Lawrence LL, 4-4, 5 1/2
Atlantic P, 4-4, 5 1/2	Newmarket N, 6 1/2
Atlantic LL, 4-4, 5 1/2	Mystic River, 4-4, 5 1/2
Adriatic, 36, 7 1/2	Pequot A, 4-4, 5 1/2
Augusta, 4-4, 6 1/2	Piedmont, 36, 6 1/2
Boott M, 4-4, 6 1/2	Stark AA, 4-4, 7 1/2
Boott FF, 4-4, 7 1/2	Tremont CC, 4-4, 5 1/2
Graniteville, 4-4, 5 1/2	Utica, 4-4, 7 1/2
Indian Head, 4-4, 12 1/2	Wachusett, 4-4, 7 1/2
Indiana Head 45-in, 12 1/2	Wachusett, 30-in, 6 1/2
TICKINGS.	
Amoskeag, ACA, 14	Falls, XXX, 18 1/2
Amoskeag, "A", 13	Falls, XXX, 15 1/2
Amoskeag, A, 13	Falls, BB, 11 1/2
Amoskeag, B, 12	Falls, BBC, 36, 19 1/2
Amoskeag, C, 11	Falls, awning, 19
Amoskeag, D, 10 1/2	Hamilton, BF, 32, 12
Amoskeag, E, 10	Hamilton, D, 9 1/2
Amoskeag, F, 9 1/2	Hamilton, H, 9 1/2
Premium A, 4-4, 17	Hamilton fancy, 16
Premium B, 16	Methuen AA, 13 1/2
Extra 4-4, 16	Methuen ASA, 13
Extra 7-8, 14 1/2	Omega A, 7-8, 11
Gold Medal 4-4, 15	Omega A, 4-4, 13
CCA 7-8, 12 1/2	Omega ACA, 7-8, 14
CT 14, 14	Omega ACA, 4-4, 16
RC 7-8, 14	Omega SE, 7-8, 24
RF 7-8, 16	Omega SE, 4-4, 27
AF 4-4, 19	Omega M, 7-8, 22
Cordis AAA, 32, 14	Omega M, 4-4, 25
Cordis ACA, 32, 15	Shetucket S&SW 11 1/2
Cordis No. 1, 32, 15	Shetucket, S & SW, 12
Cordis No. 2, 14	Shetucket, SFS, 12
Cordis No. 3, 13	Stockbridge A, 7
Cordis No. 4, 11 1/2	Stockbridge frney, 8
GLAZED CAMBRICS.	
Garner, 5	Empire, 43 1/2
Hookset, 5	Washington, 43 1/2
Red Cross, 5	Edwards, 5
Forest Grove, 5	S. S. & Sons, 5
GRAIN BAGS.	
American A, 18 1/2	Old Ironsides, 15
Stark A, 22 1/2	Wheatland, 21
DENIMS.	
Boston, 6 1/2	Otis CC, 10 1/2
Everett blue, 13 1/2	Warren AXA, 12 1/2
Everett brown, 13 1/2	Warren BB, 11 1/2
Otis AXA, 12 1/2	Warren CC, 10 1/2
Otis BB, 11 1/2	York fancy, 13 1/2
PAPER CAMBRICS.	
Manville, 6	S. S. & Sons, 6
Masgnville, 6	Garner, 6
WIGANS.	
Red Cross, 7 1/2	Thistle Mills, 8
Berlin, 7 1/2	Rose, 8
Garner, 7 1/2	
SPOOL COTTON.	
Brooks, 50	Eagle and Phoenix
Clark's O. N. F., 55	Mills ball sewing, 30
L. & P. Coats, 55	Groch & Daniels, 30
Williamatic 6 cord, 55	Merricks, 40
Williamatic 3 cord, 40	Stafford, 25
Charleston ball sew	Hall & Manning, 25
ing thread, 20	Holyoke, 25
CORSET JEANS.	
Armory, 7 1/2	Kearsage, 8 1/2
Androscoogin sat., 8 1/2	Naumkeag satteen, 8 1/2
Canoe River, 6	Pepperell bleached, 8 1/2
Clarendon, 6 1/2	Pepperell sat., 9 1/2
Hallowell Imp., 6 1/2	Rockport, 7
Ind. Orch. Imp., 7	Lawrence sat., 8 1/2
Laconia, 7 1/2	Conesogsat, 7
COAL AND BUILDING MATERIALS.	
A. B. Knowlson quotes as follows:	
Ohio White Lime, per bbl.	1 00
Louisville Cement, per bbl.	1 30
Akron Cement, per bbl.	1 30
Buffalo Cement, per bbl.	1 30
Car lots	1 05 @ 10
Plastering hair, per bu.	25 @ 30
Stucco, per bbl.	1 75
Land plaster, per ton.	5 50
Land plaster, car lots.	2 50
Fire brick, per M.	\$25 @ \$35
Fire clay, per bbl.	3 00
COAL.	
Anthracite, egg and grate, car lots.	\$6 00 @ 25
Anthracite, stove and nut, car lots.	6 25 @ 50
Cannel, car lots.	6 00 @ 30
Ohio Lump, car lots.	3 10 @ 25
Blossburg or Cumberland, car lots.	4 50 @ 25
Portland Cement.	3 50 @ 00

Chew BOOT PLUG Tobacco

AND GET A PAIR OF BOOTS.

BOOT PLUG

Is a new brand of Tobacco, with a new sweet flavor that can not be excelled. Chewers who have given it a trial will take no other.

The Consumer Gets the Boots.

We pack a TIN ORDER in one of the lumps in each Butt which is good for either one pair of heavy No. 1 Kip Boots, or one pair of Fancy Calf Boots, or one pair of Calf Button Shoes.

HOW TO GET THE BOOTS.

Send the Boot Order with size wanted, Name, Town, County and State plainly written to the undersigned, and they will forward the boots by the next Express. DON'T FORGET TO MENTION THE KIND WANTED.

Charles W. Allen Company,
Tobacco Manufacturers,
Canal and Monroe Streets, **CHICAGO, ILL.**
FOR SALE BY ALL FIRST CLASS JOBBERS.

JENNINGS & SMITH,

PROPRIETORS OF THE

Arctic Manufacturing Co.,

20 Lyon St., Grand Rapids.

ASK YOUR JOBBER FOR

Jennings' Flavoring Extracts,

—AND—

Arctic Baking Powder.

E. FALLAS,

Wholesale & Commission—Butter & Eggs a Specialty.

Choice Butter always on hand. All Orders receive Prompt and Careful Attention.

CORRESPONDENCE SOLICITED.

97 and 99 Canal Street, Grand Rapids, Michigan.

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

STRAIGHT GOODS—NO SCHEME.

CHEW

RED STAR

PLUG.

John Caulfield,

Sole Agent.

FOX, MUSSELMAN & LOVERIDGE

Wholesale Grocers,

Sole Owners of

ARAB PLUG!

The Best and Most Attractive Goods on the Market. Send for Sample Butt. See Quotations in Price-Current.

A GLASS CAN
Covered with Tin.



—FOR SALE BY—

Curtiss, Dunton & Co.,

—JOBBER OF—

Woodenware, Twines and Cordage, Paper, Stationery, Kerosene and Machine Oils, Naptha and Gasoline.

51 and 53 Lyon Street

Grand Rapids, Mich.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

S.A. WELLING

WHOLESALE

MEN'S FURNISHING GOODS

Lumberman's Supplies

—AND—
NOTIONS!

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

Particular attention given to orders by mail. Goods shipped promptly to any point.

I am represented on the road by the following well-known travelers: JOHN D. MANGUM, A. M. SPRAGUE, JOHN H. ECKER, L. R. CESNA, and A. B. HANDRICKS.

24 Pearl Street - Grand Rapids, Mich.



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division, St.

GRAND RAPIDS, MICH



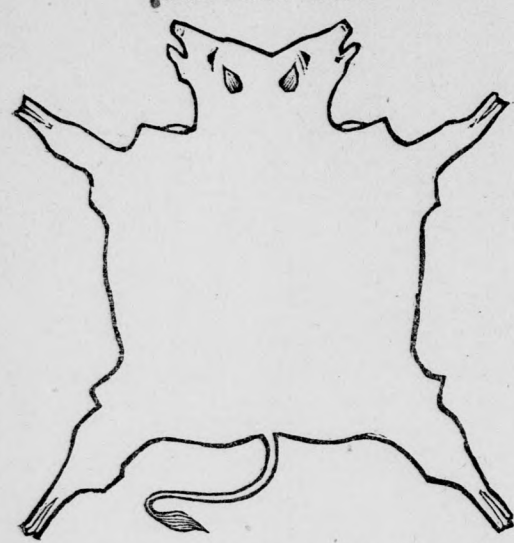
WHEN IN NEED OF STARCH, A BOX OF KINGSFORD'S PURE or SILVER CLOSS.

HOW TO TAKE OFF HIDES.

Some Valuable Suggestions to Dairywomen, Butchers, Tanners and Farmers.
Few dairywomen or butchers realize the actual loss to them in improperly removing hides, and it is a matter of the greatest importance to the tanner or hide dealer, that they should be shown how to do it to the best advantage, as by so doing better prices may be obtained. With a view to showing the right and wrong way of taking off skins, THE TRADESMAN presents a couple of illustrations which very plainly illustrate the matter, together with the accompanying instructions:

In the first place, don't kill a calf until it is at least three days old.

□ In taking off a hide or a calf skin, never cut the throat crosswise in the least. Slit the skin from the brisket to the tail, and from the brisket to the jaw; then cut around each leg near the hoof. Slit the hind legs from the hoof up directly over the gambrel, and the forward legs in the front, directly over the knee, to the top of the brisket bone. This leaves the hide or skin in the proper shape for finishing.



Skin the head and legs carefully, to avoid cutting them; then, commencing at the head, draw or fist off the skin without any further use of the knife, thereby avoiding the holes and cuts that almost spoil so many calf skins. Some farmers use a windlass to draw off their dairy skins, and others use a horse; but one or two men can do it quickly and easily.

When taken off, lay the hide or skin flat upon the floor in a cool place, where the sun cannot shine upon it, and cover it with salt, rather fine being better than too coarse salt. Don't roll it up, but let it remain in the salt until you take off another; then place that one upon the first, salting each as before, and so on until you get enough to make quite a pile; then commence another pile in the same manner. Do not be afraid to use salt freely; what the skins do not require will shake off, and can be used again.

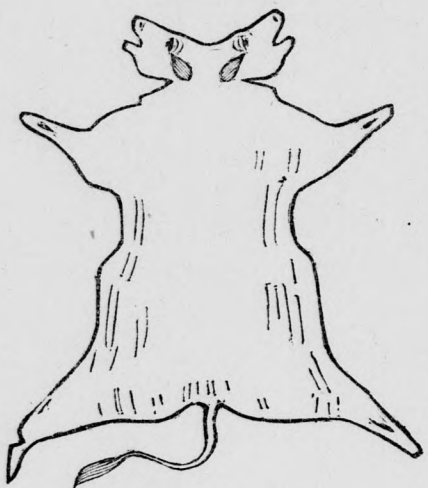
If you prefer to dry out your skins before selling them, be very sure that they are thoroughly cured with salt before drying them; and then, that they are thoroughly dried before being baled up for shipment.

Never dry out a skin without having salted as described, to preserve it from moths, and other injury on the hair side, which is liable to occur if the skins are not properly salted before being dried out.

If your skins remain on hand very long after being dried out, before delivery to the tanner, even if salted, watch them carefully to detect any indications of moths or worms on the hair side; and if any are discovered, have the skins vigorously whipped with a stick so often that they shall be wholly eradicated from the entire lot of skins, as they often work serious injury in a very short time.

THE RIGHT WAY.

THE WRONG WAY.



Dairy Matters.

Michigan Dairywomen's Association.

Organized at Grand Rapids, February 25, 1885.

President—Milan Wiggins, Bloomington.
Vice-Presidents—W. H. Howe, Capac; F. C. Stone, Saginaw City; A. P. Foltz, Davison Station; F. A. Rockafellow, Carson City; Warren Haven, Bloomington; Chas. E. Belknap, Grand Rapids; L. E. Cox, Portage; John Borst, Vriesland; R. C. Nash, Hilliards; D. M. Adams, Ashland; Jos. Post, Clarksville.
Secretary and Treasurer—E. A. Stowe, Grand Rapids.
Next Meeting—Third Tuesday in February, 1886.
Membership Fee—\$1 per year.
Official Organ—THE MICHIGAN TRADESMAN.

In Favor of Oleomargarine.

The Philadelphia Produce Exchange has placed itself on record as being emphatically in favor of the continued manufacture and sale of oleomargarine butter. The expression of opinion was provoked by a bill now before the Pennsylvania legislature, similar in character to the New York law. The discussion at the meeting of the Produce Exchange was mostly in favor of oleomargarine, and an enthusiastic champion of the counterfeit butter advanced as an argument against the proposed legislation, that he had visited various establishments devoted to that manufacture and found only the best kind of lard used—better lard, in fact, than housewives can buy in the Philadelphia market. Good cream and milk are also used, and the mixture he claimed was perfectly healthy. It was viewed in the light of a benefit to the poor, who would be compelled to pay one dollar per pound for the original article, if the substitute were taken off the market. The meeting, however, had one dissenting voice. The objections from this source were quite original, and were intended to prejudice the minds of oleomargarine advocates. An attempt was made to show that considerable of the fat used in the manufacture was bone grease brought from Italy, but the statement did not have the desired effect, as a resolution was passed by the Exchange petitioning the legislature not to prohibit the manufacture and sale of the article in question, for the reason that it was not injurious to health. The agitation of the subject is due to the efforts of the dairywomen's associations, the object being self-preservation, without regard to the interests of others who started in as rivals to conduct what they believe to be a legitimate business. The side having the more influence with legislators will carry the day in other states as well as New York.

Eggs by Weight.

From the New York Sun.

The Retail Grocers' Union met last night in its hall at No. 213 E. Twenty-third street, and considered the draft of a bill which it is intended to present to Congress, enacting uniform standard weights and measures. Lawyer Towns suggested that a provision be inserted in the bill that all liquids sold by grocers be sold by measure, and all solids, including fruits, vegetables and eggs, by weight.

Anderson & Louden have put in four million feet of logs at Gowen.

Failure in the Dairy Business.

Charles W. Gould, of Elgin, Ill., proprietor of eighteen cheese factories in Kane and Lake counties, has made an assignment to Wilson J. Hunter. The failure is paralyzing to the dairy interests of that section, and it is not unlikely that it will drag in other dealers and cause a panic. In the present condition of Mr. Gould's affairs, it is almost impossible to get any definite figures; but it is believed that the liabilities will aggregate \$100,000. He was a pioneer in the dairy business, and the largest individual maker of butter and cheese in the United States. His failure is said to be due to the depressed condition of trade and to outside speculations. It is thought that the amount due cheese factory patrons will aggregate about \$75,000. The First National Bank of Elgin is a creditor to the amount of \$40,000, but is fully secured.

Lined eggs are never so salable as fresh or even ice-house stock, but in some sections of the country pickling is the only available method of preserving eggs for long keeping. Take of fresh slacked lime one quart, salt one pint, water three gallons, thoroughly dissolve and allow to settle. Some prefer boiling the mixture. It is no use pickling stale eggs, and one spoiled egg in the pickle barrel may taint the whole lot. To preserve eggs, or in fact any article of food, they must be sweet and sound to commence with. See that none are cracked, place carefully and in regular layers in the barrel and pour on the mixture, which must cover the eggs entirely.

SALT.

ONONDAGA F. F. SALT

Sole Manufacturers.
AMERICAN DAIRY SALT CO.
(Limited.) Chemically purified and WARRANTED pure as any in the market. Used by a great majority of the Dairywomen of the country. Unexcelled for Butter, Cheese, the Table and all culinary purposes. Got medal at Centennial "for purity and high degree of excellence." Dairy goods salted with it took first premiums at New Orleans World's Fair, N. Y. International Fair, Milwaukee Exposition, and always wins when there is fair competition. It is American, and CHEAPER and BETTER than any foreign salt. Try it. Address

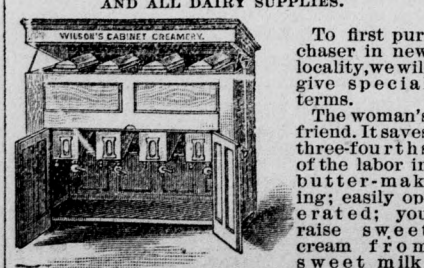
J. W. Barker, Sec'y, Syracuse, N. Y.

CREAM TESTER!

With six glasses for testing six cows' milk at same time. Price \$1; large size glasses \$2, either free by mail. Agents wanted. Circulars with full particulars for stamp. WYMAN & EDSON, Union Center, Broome Co., N. Y.

WILSON'S Cabinet Creamery and Barrel Churn

AND ALL DAIRY SUPPLIES.



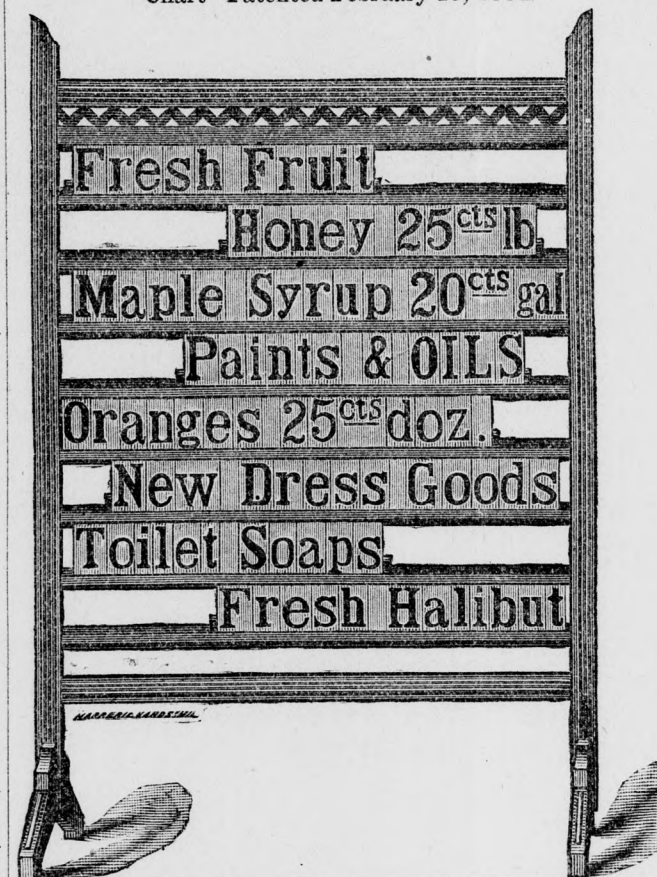
you have sweet milk to feed which troubles its value. Send for circular. Agents wanted. Address, FLINT CABINET CREAMERY CO., FLINT, MICH.

HAMILTON'S PATENT DISPLAY CHART

Is the best device ever invented for Quoting Prices. Advertising Arrival of Goods, Calling Attention to Old Ones, etc., etc.

You can do more Advertising
For the small sum of \$2.50 by using
\$2.50 THIS SIGN \$100
Than for \$100 used in any other way.

Chart—Patented February 19, 1884.



Every person on the street will read what you have to say, because it is something entirely new, and

ANY LIVE BUSINESS MAN CAN
ATTRACT MORE CUSTOMERS
BY THE USE OF
THIS CHART

Than in any other manner.

Description:

The accompanying cut represents the chart in use. Size of Chart, 2 feet wide by 3 feet high, made of hard wood, elegantly finished. The feet are so constructed as to be removable at will, and when removed the frame can be hung up on the wall or in the window. The letters are 2 inches in height, kept in a strong, neat box containing labeled apartments for each letter. Each box contains 300 letters, figures or characters. To set up a line, place the upper edge of the letters in the groove in the under edge of a slot in the frame and allow the letter to settle down in the groove in the upper edge of the lower slot.

THE CHART

Can be set up more rapidly than it can be printed.

PRICE OF CHART & BOX OF LETTERS, COMPLETE \$2.50.

Sent to any address on receipt of price. Make all Post Office Orders, etc., to Albion, Mich. Agent wanted in United States and Canada.

H. J. Cortright, Genl. Agt., Duck Lake, Mich.

Putnam & Brooks,

Wholesale Manufacturers of

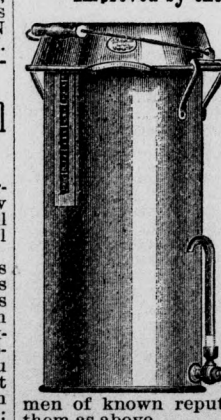
PURE CANDY!

AND DEALERS IN

Oranges, Lemons,
Bananas, Figs, Dates,
NUTS,
ETC.

THE COOLEY CAN,

Improved by the Lockwood Patent.



men of known reputation, who have used them as above.
JOHN BOYD,
Sole Manufacturer, 199 LAKE ST., CHICAGO.

DETROIT SOAP CO.'S

QUEEN ANNE SOAP

—IS NOT—
A "smash up the clothes boiler," "throw away the wash-board," "wash without labor" Soap; is not
A (grand piano, gold watch, house and lot with every bar, "save the wrappers") Soap; is not
A (here to-day and gone to-morrow) Soap; is not
A (sell a quarter of a box, and have the balance left on your hands) Soap;

—BUT IS—
The very best article in laundry and general family Soap ever put on the market.
Big and lasting trade. Good margins to dealers. Grocers, if you have never tried "QUEEN ANNE SOAP," buy a sample box and you will always continue to handle it.

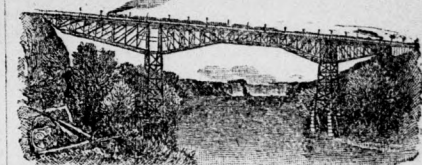
CODY, BALL & CO.,

Wholesale Agents for "Queen Anne" and all of Detroit Soap Co.'s Standard Brands.

Grand Rapids.

TIME TABLES.

MICHIGAN CENTRAL



The Niagara Falls Route.

DEPART.
*Detroit Express..... 6:00 a.m.
*Day Express..... 12:45 p.m.
*Atlantic Express..... 9:30 p.m.

ARRIVE.
*Pacific Express..... 6:00 a.m.
*Mail..... 3:30 p.m.
*Grand Rapids Express..... 10:25 p.m.
*Daily except Sunday. *Daily.
Sleeping cars run on Atlantic and Pacific Express.

Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.
The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.
J. T. SCHULTZ, Gen'l Agent.

Chicago & West Michigan.

ARRIVES.
*Mail..... 9:15 a.m.
*Day Express..... 12:45 p.m.
*Night Express..... 9:35 p.m.
*Daily. *Daily except Sunday.

LEAVES.
*Mail..... 4:05 p.m.
*Day Express..... 11:15 p.m.
*Night Express..... 6:00 a.m.
*Daily. *Daily except Sunday.

Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:45 p. m. and through coach on 9:15 a. m. and 9:35 p. m. trains.

NEWAYGO DIVISION.

LEAVES. ARRIVES.
Express..... 4:15 p.m.
Express..... 3:45 a.m.
All trains arrive and depart from Union Depot.

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. CARPENTER, Gen'l Pass. Agent.
J. B. MULLIKEN, General Manager.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)
ARRIVES. LEAVES.
Express..... 9:15 a.m.
Mail..... 7:00 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.

Detroit, Grand Haven & Milwaukee.

GOING EAST.
ARRIVES. LEAVES.
*Steamboat Express..... 6:20 a.m.
*Through Mail..... 10:15 a.m.
*Evening Express..... 3:30 p.m.
*Atlantic Express..... 9:45 p.m.
*Mixed, with coach..... 10:30 a.m.

GOING WEST.
*Morning Express..... 12:40 p.m.
*Through Mail..... 5:10 p.m.
*Steamboat Express..... 10:40 p.m.
*Night Express..... 5:10 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 5:15 p. m. will make connection with Milwaukee steamers daily except Sunday.

The mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.
D. POTTER, City Pass. Agent.
GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana.

GOING NORTH.
ARRIVES. LEAVES.
Cincinnati & Gd Rapids Ex. 8:45 p.m.
Cincinnati & Mackinac Ex. 9:20 a.m.
Ft. Wayne & Mackinac Ex. 3:55 p.m.
Gd Rapids & Cadillac Ac. 2:10 a.m.

GOING SOUTH.
G. Rapids & Cincinnati Ex. 7:00 a.m.
Mackinac & Cincinnati Ex. 4:05 p.m.
Mackinac & Ft. Wayne Ex. 10:25 a.m.
Cadillac & Gd Rapids Ac. 7:40 p.m.

All trains daily except Sunday.
SLEEPING CAR ARRANGEMENTS.
North—Train leaving at 5:00 o'clock p. m. has Woodruff Sleeping Car 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.

Detroit, Mackinac & Marquette.

GOING WEST. STATIONS. GOING EAST.
Ac. Ex. Ac. Ex.

P. M. 4 50 Ar. Ishpeming Dep. 1 30
P. M. 4 40 Ar. Negaunee..... 1 40 A. M.
6 50 3 30 Ar. Marquette..... 2 20 7 30
3 08 1 25 Ar. Reedsville..... 4 19 11 05
12 00 A. 5 45 1 10
1 10 12 15 D. Seney A. 5 30 12 40
11 25 11 02 Ar. Newbury..... 6 38 2 40
7 30 A. M. 8 30 Dep. St. Ignace..... Ar. 6 00 P. M.
7 00 Ar. Mackinac City Dep. 9 30
P. M. 9 00 Dep. Grand Rapids Ar. 7 00
A. M. 9 35 Ar. Detroit..... 3 30

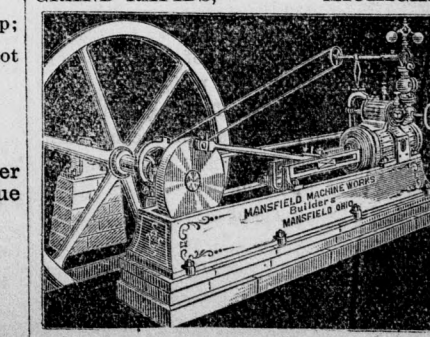
Connections made at Marquette and Negaunee with the M. H. & O. R. R. for the iron, gold silver and copper districts; at Reedsville with a daily stage line for Manistee; at Seney with tri-weekly stage for Grand Marais; at St. Ignace with the M. C. and G. R. & I. Railways for all points east and south; also daily stage line to Sault Ste. Marie.
F. MILLIGAN, G. F. & P. A.

Grind your own Bone,
Meal, Oyster Shells, Grist Mill Flour and Corn in the **WHEEL AND MILL** (F. Wilson's Patent). 100 per cent. **POWER MILLS AND FARM FEED MILLS.** Circulars and Testimonials sent on application. **WILSON BROS., Easton, Pa.**

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.



Groceries.

Local Meeting of the T. P. A.
To the Traveling Men of Grand Rapids:
There will be a meeting of the members of the Travelers' Protective Association of Grand Rapids at THE TRADESMAN office at 7 o'clock Saturday evening, April 11, for the purpose of forming a local post of the T. P. A. All traveling men, whether members of the Association or not, are cordially invited to be present.

Geo. D. CONGER, chairman Railroad Committee.
Leo. A. CARO, member Railroad Committee.

Geo. F. OWEN, member Hotel Committee.
Geo. McKAY, member Press Committee.
Jas. Fox, member Sick and Disabled Committee.

Mancelona Secures a Bank.

Wm. G. Young, of the firm of A. Young & Sons, general dealers at Orange, called at THE TRADESMAN office last week and stated that his firm had concluded to establish a bank at Mancelona, a suitable building having already been secured for that purpose. An \$8,000 paid safe is now being made at Detroit, and will be completed in about two weeks, the intention being to begin business about May 1. Adolph Young will have charge of the bank, for the present, as cashier, but as soon as the firm succeed in disposing of their property at Orange, the remaining members will take up their residence at Mancelona. The Messrs. Young are energetic business men, and Mancelona may congratulate herself on securing such an acquisition to her wealth and business circle.

He Fooled Them With Honest Candy.

A smiling young man sauntered into a certain billiard room on Monroe street April 1, and laid a large box of candies on the corner of the bar. Then he stuck a card in the box bearing the invitation, "Help yourself." Everybody who stepped to the bar turned up their noses at the box and said something about "a played-out April fool game." When the box had rested a whole hour on the bar without anybody touching its contents, the smiling young man crammed half a dozen of the candies in his mouth and split open a sample one with his penknife, revealing a lump of fresh cream encased in sweet chocolate.

"That's right, gentlemen," he said, "don't take any. They're only the very best cream drops manufactured in town."

How He Got Posted.

A Grand Rapids grocery clerk writes that he "posted" himself on goods and prices in the following manner: "I wish to tell you, for the benefit of the clerks just commencing in the grocery business, how I learned the names and prices of grocers' goods. I entered the store a green hand, but in a few months I had a good idea of what constituted a grocer's stock. My plan was this: I took the price-list as given in your paper, and commencing in the first column, I studied 'sugar' until I knew the grades and prices; and so I went on, each day going over more, until I had completed the list. I made a regular study of it, as much so as if I were attending school, and I assure you it was time well spent."

The Drummer in His Element.

From the Shoe and Leather Review.
About this time the commercial salesman cuts a conspicuous figure. He is no longer snowbound—no longer sidetracked; no longer an unwilling captive in a crossroads hotel. The shackles under which he has chafed have been removed; he is once more free, and the whole boundless continent is his. Room for the drummer! Make way for the drummer! His life, at the best, is a trying one, and the merchant who treats him cavalierly should be arrested, tried and sentenced to sixteen years at hard labor carrying a ninety pound sample "grip."

Michigan Dairy Notes.

It is said that a dairyman named Coe, who is operating a dairy at Elkhardt, Ind., is arranging to put in a creamery at Constantine. V. D. Murray and S. D. Morrell are the owners of the cheese factory at Partello. Frank Wilson is maker and D. W. Murray salesman. The owners consider the prospect excellent for the coming season.

H. B. Severance writes THE TRADESMAN that he is putting in a stove and heading mill at South Arm, on Pine Lake, Charlevoix county—not on Grand Traverse Bay, as previously stated.

The Grocery Market.

Business has been fairly good during the past week, and collections have ruled good. Sugars are a little weaker, with a downward tendency in price. Prunes are a trifle lower, and pickles are off 50c. a barrel. Other articles in the grocery line are about steady.

A city subscriber writes inquiring how he can obviate the musty smell incident to his store in the morning after he has scrubbed out the night before. The practice of scrubbing out after business hours can hardly be approved of. As usually practiced, as soon as the scrubbing is done the store is tightly closed, and as a natural result the air in the store will absorb this moisture and with no chance for escape. Many of the articles in the store will absorb this moisture and the quality of the goods is often injured. The saleratus in the packages will become hard, the yeast may become moldy, packages will stick together, and sometimes labels will be loosened. The cause of all this is too much moisture in the room. To prevent this the room should be thoroughly ventilated all night, or better still the scrubbing should be done early in the morning before customers come.

The Gripsack Brigade.

Geo. S. Megee, Michigan representative for the National Tobacco Works, of Louisville, is in town for a few weeks.

Harry Nelson, who formerly represented D. H. McAlpin & Co., of New York, in this territory, now covers Illinois and Indiana.

F. M. Keats, Michigan and Wisconsin traveling representative for F. F. Adams & Co., of Milwaukee, put in a couple of days at this market last week.

J. S. Russell, Michigan and Ohio representative for D. H. McAlpin & Co., of New York, spent Sunday in Grand Rapids, and left Monday for the Saginaws.

Geo. Englehart, Michigan, Ohio and Indiana traveling representative for Herman Segnitz & Co., cigar manufacturers of Milwaukee, was in town a couple of days last week.

The charge of embezzlement brought against Geo. P. Cogswell by H. S. Robinson & Burtenshaw, of Detroit, was dismissed by Judge Arnold, who held that there was no evidence to show embezzlement or intent to embezzle. Mr. Cogswell is naturally very elated over the termination of the difficulty, and declares that he will begin suit against the Detroit house for damages, as his attorneys advise him that he has a clear case. Mr. Cogswell is now on the road for the West Chicago Oil Co., of Chicago, and is said to be doing a good business.

J. L. McCauley, of Detroit, Vice-President for Michigan of the Travelers' Protective Association, will be in Grand Rapids next Friday and Saturday for the purpose of working up more interest in the organization. There are already about seventy-five members of the Association residing in Grand Rapids, and it is expected that this number will be doubled within the next month. For the purpose of securing a better understanding among the local members and bringing about a more fraternal feeling, it has been decided to hold a meeting at THE TRADESMAN office Saturday evening to discuss the advisability of forming a local organization. Mr. McCauley will be present to set forth the advantages of such a project and the committee having the matter in charge extend a cordial invitation to every traveling man interested in the matter, whether he is a member of the Association or not.

VISITING BUYERS.

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

Wm. G. Young, A. Young & Sons, Orange, J. C. Paris, Kent City.
C. C. Baker, LeBarre, Don Herder & Tannis, Vriesland.
John Smith, Ada.
Wm. Black, Cedar Springs.
H. K. Herpolsheimer, Lincoln, Neb.
O. D. Chapman, Stanwood.
John Scholten, Overisel.
C. H. Deming, Dutton.
Mr. H. W. Young, Wm. Young Bros., Lamont.
H. VanWoerkom, H. & P. VanWoerkom, Grand Haven.
Frank Chamberlain, Ashton.
M. A. Kutz, Grand Haven.
J. D. Champion, Meosota.
A. B. Foot, Hilliards.
Mrs. G. Miller, Hyerson.
John & Schert, Caledonia.
Jas. Riley, Dor.
E. W. Ruggles, White Cloud.
C. B. Hirschfeld, Allegan.
E. J. Harrington, Holland.
J. D. Galentine, Bay.
L. K. Gibbs, Gibbs Bros., Mayfield.
E. A. Carpenter, Colborn & Carpenter, Caledonia.
M. Palmer, Carson City.
M. A. Teachout, Teachout & Roedel, White Cloud.
Adam Wagner, Eastmanville.
S. E. Curdy, Haddley Bros. Mfg. Co., Westland.
Frank O. Lord, Howard City.
Byron McNeal, Byron Center.
D. C. Peltou, Nirvana.
J. L. Morgan, Morgan Lumber Co., White Cloud.
J. C. Scott, Lowell.
H. H. Proctor, Alaska.
H. B. Bennett, Ashland City.
W. L. Nicholson, Cannonsburg.
W. L. Beardsley, Beardsley & Davis, Hersey.
F. C. Williams, Ada.
J. C. Benbow, Cannonsburg.
H. W. Judson, Cannonsburg.
J. W. Mead, Berlin.
R. G. Smith, Wayland.
E. P. Barnard, buyer New Era Lumber Co., Newburg.
H. W. Watbrink, Allendale.
W. R. Root, Tallmadge.
Thos. Smedley, Smedley Bros., Bauer.
J. Dehri, Byron Center.
S. M. Wright, Big Springs.
C. O. Bostwick, C. O. Bostwick & Son, Cannonsburg.
Geo. H. Cook, Grove P. O.
H. H. Nichols, Englishville.
Walter Schoemacher, Cannonsburg.
Norman Harris, Big Springs.
Wm. Karsten, Beaver Dam.
A. M. Church, Sparta.
M. Denison, East Paris.
Paine & Field, Englishville.
Geo. A. Scribner, Grandville.
W. H. Nichols, Holland.
C. Crawford, Middleville.
Neal McMillan, Rockford.
B. F. Sweet, Carson City.
T. W. Preston, Millbrook.
Selling Bros., Lamont.
C. W. Ives, Rockford.
Sumner J. Koon, C. E. & S. J. Koon, Lisbon.
Nagler & Beeler, Caledonia.
H. E. Hawkins, Wayland.
W. H. Messer, Spring Lake.
W. H. Hicks, Morley.
C. Keller, Logan.
J. E. Rice, Rice & Lillie, Coopersville.
M. Jonks, Saginaw.
Wielter & Co., Mancelona.
G. B. Chambers, Wayland.
Henry DeKline, Jamestown.
H. W. Potter, Jennisonville.
John Diding, Clarksville.
H. Andro & Son, Jennisonville.
A. J. Provin, Cedar Springs.
Lon Pelton, Morley.
Chris. Wolfe, Holland Station.
M. M. Robson, Berlin.
O. N. Watson, Walker.
W. Graham, Middleville.
J. S. Baker, Spring Lake.
C. W. Dutton.
B. Colby & Co., Rockford.
J. H. Botsford, Alba.
A. & L. M. Wolf, Hudsonville.
Mr. W. L. Quisk & Co., Allendale.
Jas. Toland, Ross.
Mr. Andrus, Paton & Andrus, Shelby.

FURNITURE BUYERS.

S. Burrell, Burrell, Comstock & Co., St. Louis.
Mr. Avery, Comstock, Avery & Co., Peoria, Ill.
DeCoster & Clark, St. Paul.

When an Elmira grocer got up in a revival meeting and owned up that he had sold dollar tea out of the fifty-cent tea-chest for over ten years, the brethren were very backward about telling him that he could hope for forgiveness.

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.

WHOLESALE PRICE CURRENT.

AXLE GREASE.		
Frazier's.....	80	Paragon..... 60
Diamond.....	55	Paragon, 25 lb pails 1 20
Modoc.....	55	
BAKING POWDER.		
Arctic 1/4 cans.....	45	Arctic 1 lb cans..... 2 40
Arctic 1/2 cans.....	75	Arctic 5 lb cans..... 12 00
Arctic 1 lb cans.....	1 40	
BLUING.		
Dry, No. 2.....	doz.	25
Dry, No. 3.....	doz.	45
Liquid, 4 oz.....	doz.	15
Liquid, 8 oz.....	doz.	30
Arctic 4 oz.....	doz gross	4 00
Arctic 8 oz.....	doz.	15
Arctic 16 oz.....	doz.	20
Arctic 1 lb pepper box.....	doz.	15
Arctic No. 2.....	doz.	30
Arctic No. 3.....	doz.	45
BROOMS.		
No. 1 Carpet.....	2 50	No. 2 Hurl..... 17 00
No. 2 Carpet.....	2 25	Fancy Whisk..... 10 00
No. 1 Parlor Gem.....	2 75	Common Whisk..... 7 00
No. 1 Hurl.....	2 00	
CANNED FISH.		
Clams, 1 lb standards.....	1 40	
Clams, 2 lb standards.....	2 65	
Clam Chowder, 3 lb.....	1 10	
Cove Oysters, 1 lb standards.....	1 10	
Cove Oysters, 1 lb slack filled.....	1 05	
Cove Oysters, 2 lb slack filled.....	1 15	
Lobsters, 1 lb picnic.....	2 25	
Lobsters, 1 lb star.....	2 25	
Lobsters, 2 lb picnic.....	3 10	
Mackerel, 1 lb fresh standards.....	1 00	
Mackerel, 5 lb fresh standards.....	6 50	
Mackerel in Tomato Sauce, 3 lb.....	3 25	
Mackerel, 3 lb in Mustard.....	3 25	
Mackerel, 3 lb broiled.....	3 25	
Salmon, 1 lb Columbia river.....	1 55	
Salmon, 2 lb Columbia river.....	2 60	
Salmon, 1 lb Sacramento.....	1 35	
Sardines, domestic 1/4s.....	13 1/2	
Sardines, domestic 1/2s.....	13 1/2	
Sardines, imported 1/4s.....	14 1/2	
Sardines, imported 1/2s.....	14 1/2	
Sardines, imported 1/4s, boneless.....	32	
Sardines, Russian kgs.....	25	
Trout, 3 lb brook.....	2 75	
CANNED FRUITS.		
Apples, 3 lb standards.....	90	
Apples, gallons, standards, Erie.....	2 50	
Blackberries, standards.....	1 05	
Blackberries, Erie.....	1 45	
Blackberries, Hamburg.....	1 55	
Cherries, Erie, red.....	1 00	
Cherries, Erie, white wax.....	1 70	
Cherries, French Brandy, quarts.....	2 50	
Cherries, red standard.....	1 00	
Damsons.....	1 00	
Egg Plums, standards.....	1 00	
Gooseberries, Kraft's Best.....	1 00	
Green Gages, standards 2 lb.....	1 40	
Green Gages, Erie.....	1 50	
Peaches, Brandy.....	3 10	
Peaches, Extra Yellow.....	2 40	
Peaches, standards.....	1 50	
Peaches, seconds.....	1 50	
Pie Peaches, Kensett's.....	1 10	
Pineapples, Erie.....	2 20	
Plums, Golden Drop.....	2 85	
Quinces.....	1 45	
Raspberries, Black, Erie.....	1 45	
Raspberries, Black, Hamburg.....	1 80	
Raspberries, Red, Erie.....	1 35	
Strawberries, Erie.....	1 30	
Whortleberries, McMurphy's.....	1 40	
CANNED FRUITS—CALIFORNIA.		
Apricots, Lusk's.....	40	Pears..... 3
Egg Plums.....	2 50	Quinces..... 3
Grapes.....	2 50	Peaches..... 3
Green Gages.....	2 50	
CANNED VEGETABLES.		
Asparagus, Oyster Bay.....	3 25	
Beans, Lima, Erie.....	1 20	
Beans, String, Erie.....	1 05	
Beans, Lima, standard.....	85	
Beans, Stringless, Erie.....	95	
Bean, Lewis' Boston Baked.....	1 60	
Corn, Erie.....	1 15	
Corn, Red Seal.....	1 10	
Corn, Acme.....	1 10	
Corn, Revere.....	1 10	
Corn, Camden.....	1 00	
Mushrooms, French, 100 in case.....	22 00	
Peas, French, 100 in case.....	23 00	
Peas, Marrofat, standard.....	1 70	
Peas, Beaver.....	90	
Peas, early small, sifted.....	1 80	
Pumpkin, 3 lb Golden.....	95	
Squash, Erie.....	1 10	
Succotash, Erie.....	1 20	
Succotash, standard.....	1 10	
Tomatoes, Red Seal.....	1 00	
CHOCOLATE.		
Boston.....	36	German Sweet..... 10
Baker's.....	38	Vienna Sweet..... 10
Runkles.....	35	French Sweet..... 10
COFFEE.		
Green Rio.....	90 1/2	Roasted Mex..... 170 1/2
Green Java.....	17 1/2	Ground Rio..... 90 1/2
Green Mocha.....	23 1/2	Arabuckie's..... 60
Green Rio.....	10 1/2	XXX..... 60
Roasted Java.....	23 1/2	Dilworth's..... 60
Roasted Mar.....	17 1/2	Levering's..... 60
Roasted Mocha.....	23 1/2	Magnolia..... 60
CORDAGE.		
72 foot Jute.....	1 25	72 foot Cotton..... 2 25
60 foot Jute.....	1 00	60 foot Cotton..... 2 00
40 foot Cotton.....	1 50	50 foot Cotton..... 1 75
FISH.		
Bloaters, Smoked Yarmouth.....	80	
Cod, whole.....	4 1/2	
Cod, Boneless.....	6 1/2	
Cod, pickled, 1/4 bbls.....	2 50	
Haddock.....	2 50	
Herring, 1/2 bbls.....	2 50	
Herring, Sealed.....	18 1/2	
Herring, Holland.....	5 00	
Mackerel, No. 1, 1/2 bbls.....	5 50	
Mackerel, No. 1, 10 lb kits.....	6 25	
Mackerel, No. 1, shore, 1/4 bbls.....	1 00	
Mackerel, No. 1, 1 lb kits.....	1 00	
Shad, 1/2 bbl.....	4 40	
Trout, No. 1, 1/2 bbls.....	90	
Trout, No. 1, 1 lb kits.....	90	
White, No. 1, 1/4 bbls.....	7 25	
White, Family, 1/4 bbls.....	7 25	
White, No. 1, 10 lb kits.....	7 25	
White, No. 1, 12 lb kits.....	1 05	
FLAVORING EXTRACTS.		
Jennings' 2 oz.....	1 50	Lemon..... 1 50
" 4 oz.....	2 50	Vanilla..... 1 50
" 6 oz.....	3 50	Cherry..... 3 50
" 8 oz.....	4 50	Orange..... 3 50
" 10 oz.....	5 50	No. 2 Taper..... 1 25
" 12 oz.....	6 50	No. 4..... 1 75
" 14 oz.....	7 50	1/2 pint round..... 3 00
" 16 oz.....	8 50	No. 8..... 3 00
" 18 oz.....	9 50	No. 10..... 4 25
" 20 oz.....	10 50	
" 22 oz.....	11 50	
" 24 oz.....	12 50	
" 26 oz.....	13 50	
" 28 oz.....	14 50	
" 30 oz.....	15 50	
" 32 oz.....	16 50	
" 34 oz.....	17 50	
" 36 oz.....	18 50	
" 38 oz.....	19 50	
" 40 oz.....	20 50	
" 42 oz.....	21 50	
" 44 oz.....	22 50	
" 46 oz.....	23 50	
" 48 oz.....	24 50	
" 50 oz.....	25 50	
" 52 oz.....	26 50	
" 54 oz.....	27 50	
" 56 oz.....	28 50	
" 58 oz.....	29 50	
" 60 oz.....	30 50	
" 62 oz.....	31 50	
" 64 oz.....	32 50	
" 66 oz.....	33 50	
" 68 oz.....	34 50	
" 70 oz.....	35 50	
" 72 oz.....	36 50	
" 74 oz.....	37 50	
" 76 oz.....	38 50	
" 78 oz.....	39 50	
" 80 oz.....	40 50	
" 82 oz.....	41 50	
" 84 oz.....	42 50	
" 86 oz.....	43 50	
" 88 oz.....	44 50	
" 90 oz.....	45 50	
" 92 oz.....	46 50	
" 94 oz.....	47 50	
" 96 oz.....	48 50	
" 98 oz.....	49 50	
" 100 oz.....	50 50	
" 102 oz.....	51 50	
" 104 oz.....	52 50	
" 106 oz.....	53 50	
" 108 oz.....	54 50	
" 110 oz.....	55 50	
" 112 oz.....	56 50	
" 114 oz.....	57 50	
" 116 oz.....	58 50	
" 118 oz.....	59 50	
" 120 oz.....	60 50	
" 122 oz.....	61 50	
" 124 oz.....	62 50	
" 126 oz.....	63 50	
" 128 oz.....	64 50	
" 130 oz.....	65 50	
" 132 oz.....	66 50	
" 134 oz.....	67 50	
" 136 oz.....	68 50	
" 138 oz.....	69 50	
" 140 oz.....	70 50	
" 142 oz.....	71 50	
" 144 oz.....	72 50	
" 146 oz.....	73 50	
" 148 oz.....	74 50	
" 150 oz.....	75 50	
" 152 oz.....	76 50	
" 154 oz.....	77 50	
" 156 oz.....	78 50	
" 158 oz.....	79 50	
" 160 oz.....	80 50	
" 162 oz.....	81 50	
" 164 oz.....	82 50	
" 166 oz.....	83 50	
" 168 oz.....	84 50	
" 170 oz.....	85 50	
" 172 oz.....	86 50	
" 174 oz.....	87 50	
" 176 oz.....	88 50	
" 178 oz.....	89 50	
" 180 oz.....	90 50	
" 182 oz.....	91 50	
" 184 oz.....	92 50	
" 186 oz.....	93 50	
" 188 oz.....	94 50	
" 190 oz.....	95 50	
" 192 oz.....	96 50	
" 194 oz.....	97 50	
" 196 oz.....	98 50	
" 198 oz.....	99 50	
" 200 oz.....	100 50	
" 202 oz.....	101 50	
" 204 oz.....	102 50	
" 206 oz.....	103 50	
" 208 oz.....	104 50	
" 210 oz.....	105 50	
" 212 oz.....	106 50	
" 214 oz.....	107 50	
" 216 oz.....	108 50	
" 218 oz.....	109 50	
" 220 oz.....	110 50	
" 222 oz.....	111 50	
" 224 oz.....	112 50	
" 226 oz.....	113 50	
" 228 oz.....	114 50	
" 230 oz.....	115 50	
" 232 oz.....	116 50	
" 234 oz.....	117 50	
" 236 oz.....	118 50	
" 238 oz.....	119 50	
" 240 oz.....	120 50	
" 242 oz.....	121 50	
" 244 oz.....	122 50	
" 246 oz.....	123 50	
" 248 oz.....	124 50	
" 250 oz.....	125 50	
" 252 oz.....	126 50	
" 254 oz.....	127 50	
" 256 oz.....	128 50	
" 258 oz.....	129 50	
" 260 oz.....	130 50	
" 262 oz.....	131 50	
" 264 oz.....	132 50	
" 266 oz.....	133 50	
" 268 oz.....	134 50	
" 270 oz.....	135 50	
" 272 oz.....	136 50	
" 274 oz.....	137 50	
" 276 oz.....	138 50	
" 278 oz.....	139 50	
" 280 oz.....	140 50	
" 282 oz.....	141 50	
" 284 oz.....	142 50	
" 286 oz.....	143 50	
" 288 oz.....	144 50	
" 290 oz.....	145 50	
" 292 oz.....	146 50	
" 294 oz.....	147 50	
" 296 oz.....	148 50	
" 298 oz.....	149 50	
" 300 oz.....	150 50	
" 302 oz.....	151 50	
" 304 oz.....	152 50	
" 306 oz.....	153 50	
" 308 oz.....	154 50	
" 310 oz.....	155 50	
" 312 oz.....	156 50	
" 314 oz.....	157 50	
" 316 oz.....	158 50	
" 318 oz.....	159 50	
" 320 oz.....	160 50	
" 322 oz.....	161 50	
" 324 oz.....	162 50	
" 326 oz.....	163 50	
" 328 oz.....	164 50	
" 330 oz.....	165 50	
" 332 oz.....	166 50	
" 334 oz.....	167 50	
" 336 oz.....	168 50	
" 338 oz.....	169 50	
" 340 oz.....	170 50	
" 342 oz.....	171 50	
" 344 oz.....	172 50	
" 346 oz.....	173 50	
" 348 oz.....	174 50	
" 350 oz.....	175 50	
" 352 oz.....	176 50	
" 354 oz.....	177 50	
" 356 oz.....	178 50	
" 358 oz.....	179 50	
" 360 oz.....	180 50	
" 362 oz.....	181 50	
" 364 oz.....	182 50	
" 366 oz.....	183 50	
" 368 oz.....	184 50	
" 370 oz.....	185 50	
" 372 oz.....	186 50	
" 374 oz.....	187 50	
" 376 oz.....	188 50	
" 378 oz.....	189 50	
" 380 oz.....	190 50	
" 382 oz.....	191 50	
" 384 oz.....	192 50	
" 386 oz.....	193 50	
" 388 oz.....	194 50	
" 390 oz.....	195 50	
" 392 oz.....	196 50	
" 394 oz.....	197 50	
" 396 oz.....	198 50	
" 398 oz.....	199 50	
" 400 oz.....	200 50	
" 402 oz.....	201 50	
" 404 oz.....	202 50	
" 406 oz.....	203 50	
" 408 oz.....	204 50	
" 410 oz.....	205 50	
" 412 oz.....	206 50	
" 414 oz.....	207 50	
" 416 oz.....	208 50	
" 418 oz.....	209 50	
" 420 oz.....	210 50	
" 422 oz.....	211 50	
" 424 oz.....	212 50	
" 426 oz.....	213 50	
" 428 oz.....	214 50	
" 430 oz.....	215 50	
" 432 oz.....	216 50	
" 434 oz.....	217 50	
" 436 oz.....	218 50	
" 438 oz.....	219 50	
" 440 oz.....	220 50	
" 442 oz.....	221 50	
" 444 oz.....	222 50	
" 446 oz.....	223 50	
" 448 oz.....	224 50	
" 450 oz.....	225 50	
" 452 oz.....	226 50	
" 454 oz.....	227 50	
" 456 oz.....	228 50	
" 458 oz.....	229 50	
" 460 oz.....	230 50	
" 462 oz.....	231 50	
" 464 oz.....	232 50	
" 466 oz.....	233 50	
" 468 oz.....	234 50	
" 470 oz.....	235 50	
" 472 oz.....	236 50	
" 474 oz.....	237 50	
" 476 oz.....	238 50	
" 478 oz.....	239 50	
" 480 oz.....	240 50	
" 482 oz.....	241 50	
" 484 oz.....	242 50	
" 486 oz.....	243 50	
" 488 oz.....	244 50	
" 490 oz.....	245 50	
" 492 oz.....	246 50	
" 494 oz.....	247 50	
" 496 oz.....	248 50	
" 498 oz.....	249 50	
" 500 oz.....	250 50	
" 502 oz.....	251 50	
" 504 oz.....	252 50	
" 506 oz.....	253 50	
" 508 oz.....	254 50	
" 510 oz.....	255 50	
" 512 oz.....	256 50	
" 514 oz.....	257 50	
" 516 oz.....	258 50	
" 518 oz.....	259 50	
" 520 oz.....	260 50	
" 522 oz.....	261 50	
" 524 oz.....	262 50	
" 526 oz.....	263 50	
" 528 oz.....	264 50	
" 530 oz.....	265 50	
" 532 oz.....	266 50	
" 534 oz.....	267 50	
" 536 oz.....	268 50	
" 538 oz.....	269 50	
" 540 oz.....	270 50	
" 542 oz.....	271 50	
" 544 oz.....	272 50	
" 546 oz.....	273 50	
" 548 oz.....	274 50	
" 550 oz.....	275 50	
" 552 oz.....		

Hardware.

Chinese Cast Iron Rice Pans.

The Chinese have attained wonderful skill in casting their rice pans, an indispensable article of house furnishing goods to them. These iron pans are of large diameter and yet so delicate as to be scarcely thicker than a sheet of paper. The process of manufacture is thus described:

For making the very thin rice pans, which are cast without handles, pure native iron alone can be used; as, being smelted with charcoal, it has the property, when melted, of being more fluid than iron smelted with coal; or it may be that the iron itself, being uncontaminated with sulphur, or phosphorus, possesses the property of greater fluidity on this account. The molds in which the pans are cast require weeks of tedious and patient labor to bring them to perfection. They are composed of two parts—an upper and lower—and are made of carefully puddled clay, the upper portion about an inch and a half, and the lower somewhat thicker; the lower or under half is full of round holes, about half an inch in diameter, which pierce about two-thirds the thickness of the mold; these holes are made in order to allow the clay to dry thoroughly; the molds are turned true on a revolving potter's table of the usual pattern, and when quite dry receive a final coating of fine moulding sand, and are made perfectly smooth. The two portions of the mold are then luted together with clay and placed in a large round oven some six feet or more in diameter. The pans are cast bottom upwards, each mold having a runner but no riser; the upper portion of the mold has three little legs in order to support it when drying previously to the molds being luted together. After being placed in the oven, which is some two and a half feet deep, the molds are surrounded with charcoal, which is fired, and the ovens closely covered with a curiously constructed earthenware, or rather dried clay cover, kept together, as in the case of the furnaces or cupolas previously mentioned, with bands and straps of iron. The process is so timed, that by the time the molds are at a bright red heat, or almost white heat, the iron in the cupola is melted, and ready for tapping; the molten metal is then run out into ladles made for the purpose, and quickly poured into the molds. When these are all filled, the cover of the oven is readjusted, and the whole left to anneal or cool gradually.

The great secret about this process appears to be the use of highly heated molds, and pure iron smelted with charcoal. When the ovens and their contents are cooled down, which takes about two days, the luting attaching the upper portion of the mold to the lower is carefully removed, and the molds being separated, the pan can be extracted; when the operation has been successful, the same mold can, with a little touching up, be used several times. The pans now have each attached to the bottom a runner, or lump of iron, of greater or less size, which, from the extreme thinness of the pans, making them but little less brittle than earthenware, requires the greatest care in its removal; these runners are carefully sawn off, the use of the more expeditious cold chisel being more likely to cause fracture than the slower but steadier saw; the edges are smoothed down, and the pan is ready for the export market. Handles are attached to these pans by the retail dealers, who bore holes near the rim and attach small ribbons of iron for the purpose of handles.

Composite Metals.

Corinthian brass was said to be a mixture of gold, silver and copper, formed by the running together of statues melted in the flames of the city of Corinth when it was burned by its Roman captors. It brought a very high price for generations afterward. The name "brass" was commonly applied among the ancients to what is now known as bell or gun metal, a mixture of copper and tin. The alloy of copper and zinc was known and used ages before the mixture of the latter metal was discovered; and it is even said that the use of brass was discovered before that of iron. A mass of zinc ore, mingled with charcoal and plunged into melted copper will yield the metal, which will be at once dissolved by the copper. This was the ancient process, the only one till 1781, and is still in use. Modern modes consist in melting the zinc and adding the copper in thin strips, or in a fused state; or in melting copper and plunging it into lumps of zinc, held below the surface with iron tongs. At the temperature of melted copper, zinc is very apt to evaporate, and, despite layers of fine charcoal or glass on top of the fluid metal, so much zinc passes off that chemical analysis alone can determine the proportion of each metal in the product. The usual proportion is a pound of copper to eight ounces of zinc. "Prince's metal," a beautiful yellow combination, contains equal weights of each ingredient. "Muntz's patent" sheeting, or yellow metal, is made of about two pounds zinc to three pounds copper. Bath metal, pinchbeck, or Mannheim metal, is made of three or four ounces of zinc to a pound of copper. The addition of zinc hardens and whitens the copper. Oreide is also a combination of copper and zinc in the ratio of 100 to 17. Brass can be precipitated from a solution of sulphurets of the two ingredients mixed with cyanide of potassium, by using a galvanic battery with a brass plate attached to the negative pole.

Insurance journals are finding fault with hand-grenades. A conveniently placed bucket of water is said to check fire quicker. The royalty received by the inventor of the barbs on fence wire is said to be \$10,000 a month, or \$120,000.

Failure of A. T. Linderman, at Whitehall.

A flurry of excitement was caused Tuesday night by the announcement that A. T. Linderman, one of Whitehall's foremost merchants and manufacturers, had succumbed to the hard times, and made an assignment to Wm. F. Nufer. Mr. Linderman has been engaged with his various inventions this winter, and the expenses of these, coupled with the stringent times, have driven him to the wall. The deed of assignment conveys to Mr. Nufer Linderman's general stock of merchandise, his factory on Lake street and a lot of land in this county. The liabilities are estimated at \$25,000, and the assets will probably not fall far short of that amount. The First National Bank of Whitehall is one of the heaviest creditors, being involved in some \$6,000, but having full security for the amount. Outside of Wilson & Hendrie, founders, who have some \$400 involved, the local liabilities are small, the balance being distributed among a number of outside concerns. It is to be hoped Mr. Linderman will be able to settle his affairs and to resume business at an early day.

Linderman's Victims.

The following is a complete list of the creditors—outside of Muskegon county—in the A. T. Linderman matter, at Whitehall:

Buss Machine Works, Grand Rapids	\$174 75
William Sears & Co.	115 20
Curtiss, Dutton & Co.	75 34
Jennings & Smith	32 23
Grand Rapids Packing Co.	150 20
E. A. Stowe & Bro.	14 30
Valley City Milling Co.	65 75
Caroline S. Elliot	1,000 00
Brownstein & Stanton, Detroit	193 57
Banner Tobacco Co.	16 00
Henry Newland	35 25
Buhl Mfg. Co.	8 46
Detroit Broom Co.	9 90
E. F. Slocum	508 75
C. H. Fargo & Co., Chicago	3,240 00
Marshall Field & Co.	276 25
Cooper, Wells & Co.	10 95
Sherman Bros.	10 88
C. H. Farwell & Co.	251 20
W. H. McLaughlin	27 75
Gutent	25 95
Geo. B. Carpenter & Co.	6 15
Randall, Hall & Co.	35 60
Gray, Burt & Kingman	3,478 98
Link Belting Machine Co.	2 13
American Hand, Toledo	577 62
Sewed Shoe Co., North East	327 00
Fields, Thayer & Co., Rochester, N. Y.	220 95
A. J. Johnson & Co.	105 50
Dunham, Backley & Co., New York	790 19
	3,631 22
Romack Bros., Milwaukee	2 77
Taylor	2 70
Wm. Richardson & Co., Holmesville, N.Y.	672 00
Waukesha Woolen Mills, Waukesha	10 88
Morse, Wilson & Co., Boston, Mass.	494 05
Simmons	123 00
Excelsior Starch Co., Elkhart, Ind.	41 05
J. B. Doyle, Kalamazoo	11 20
Jackerson Corset Co., Jackson	11 39
W. E. Thorp, Hart	500 00

Creditors of the Muskegon Car and Engine Co.

The following is a complete list of the creditors of the Muskegon Car and Engine Co., outside of Muskegon county:

Anness Iron Works, Grand Rapids	\$1,250 00
Cutcheon & Fox Lumber Co.	175 08
S. P. Bennett	60 16
Curtiss & Dutton	20 00
C. F. Nason	184 23
Charles Merriam, Treas., Boston	48,530 00
Detroit Steel and Spring Works, Detroit	26 00
O. M. Chipman	43 14
J. A. Wright, Bangor, Mich.	60 30
French Spring Co., Pittsburg, Pa.	391 75
National Tube Works Co., Chicago	658 00
A. Sturm	46 13
Railway Review	35 25
Pettibone & Mulliken	324 28
Donald Laughlin	2108 15
Murphy & Co.	84 00
C. T. Reynolds & Co.	127 95
D. Okands & Brown	2,893 75
P. C. Hanford Oil Co.	25 63
Markley, Ailing & Co.	6 77
Heath, Milligan & Co.	3 84
J. H. Bags	4,600 44
W. A. Middleton & Co.	2,090 44
National Car Builder, New York	50 00
At. Squier, Ashland, Mich.	38 80
Lake Erie Iron Co., Cleveland	37 70
Winslow Car Roof Co.	18 00
Herwin Williams & Co.	5 60
Valley Oil Co.	31 03
J. P. Nolan, New Era, Mich.	205 41
Brass Foundry and Machine Works, Fort Wayne, Ind.	2,591 32

Lead in Spain.

Spain goes on steadily increasing its output in lead. In 1881, the production was 110,875 metric tons; in 1882, it went up to 115,368 tons; and in 1883, reached the aggregate of 126,889 tons. Although the proportion of the lead refined and desilverized in Spain is steadily growing in importance, it is certain that the bulk of it goes out in the form of base bullion, to be worked principally in English desilverizing establishments. It is safe, therefore, to make a deduction of at least three per cent. from the above totals for silver contents and loss in refining, which would make the figures 107,550 tons in 1881, and 111,900 tons for 1882, and 123,000 for 1883 of refined lead. So Spain is second best, after all, the United States occupying the first rank in the production of lead.

Drawing Iron Wire.

Queen Elizabeth formed a corporation, to which she granted various exclusive privileges, for the purpose of encouraging the art of mining in England. She also invited many foreigners into England, offering them free permission to dig for metallic ores. Among these foreigners was one Christopher Shultz, a native of Annaberg in Saxony, who was particularly skilled in finding calamine and in making brass. In 1565, the seventh year of Elizabeth's reign, he introduced the method of drawing iron wire by engines, which before that time had been drawn "by the strength of men in the forests of Dean." This wire was principally used in making cards for combing wool.

Bronze may be restored by washing thoroughly to remove all grease and dirt, and then rubbing thoroughly with a mixture of one part muriatic acid and two parts water. The mixture should be applied with a cloth, and when dry, polished with sweet oil.

To polish zinc, take one part of muriatic acid to two parts of water, scour the zinc well with this mixture and fine sand, then dry carefully and give a thin coating of oil.

Crude petroleum is now used in the Brooklyn fire department engines, and the cost is said to be less than one-fifth that of coal. There are also no sparks.

Toxic Action of Copper.

It seems to grow more and more doubtful whether copper can be reckoned among the poisonous metals. Of course, in large quantities it is noxious; but this is true of alcohol, and many other compounds which cannot be fairly considered as poisons. The latest experiments tend to indicate that, at any rate, copper is not a cumulative poison, like lead. MM. Houles and De Pietra Santa, in a recent communication addressed to the Academie des Sciences of Paris, report that they have been unable to discover any injurious action on the health of the workmen engaged in the copper industry, and have come to the conclusion that the so-called *colique de cuivre*, asserted in the eighteenth century to be a definite disease, does not exist.

To Galvanize Cast Iron.

Cast iron can be covered with zinc by the following method: First, thoroughly clean the pieces to be coated, then heat moderately hot and plunge them in hydrochloric acid in which as much zinc in small strips has been placed as the acid will take up. In this liquid, after the addition of the zinc, about one-tenth, by weight, of sulphate of ammonia should be dissolved. The casting should be dipped in this liquid and quickly removed, should have been heated sufficiently so that they will instantly dry. As soon as dry, and while yet hot, plunge them in a bath of melted zinc, with a little sal ammoniac sprinkled over the top.

Statistics of the British Iron Trade Association show that the production of pig iron throughout that country was 7,528,000 tons in 1884, being a decline of 961,000 tons, or 11 per cent., on the quantity made in the preceding year. This is the largest decline that has ever occurred in any one year in the history of the British iron trade.

LUMBER, LATH AND SHINGLES.

The Newyag Manufacturing Co. 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	48 00
Selects, 1 1/2 and 2 inch	50 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., 12, 14 and 16 feet	16 00
No. 1 Stocks, 12 in., 12, 14 and 16 feet	17 00
No. 1 Stocks, 12 in., 12, 14 and 16 feet	18 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet	15 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet	16 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet	17 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet	18 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet	13 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet	14 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet	15 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet	16 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet	13 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet	14 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet	15 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet	16 00
No. 2 Stocks, 4 in., 12, 14 and 16 feet	12 00
No. 2 Stocks, 4 in., 12, 14 and 16 feet	13 00
No. 2 Stocks, 4 in., 12, 14 and 16 feet	14 00
No. 2 Stocks, 4 in., 12, 14 and 16 feet	15 00
No. 2 Stocks, 4 in., 12, 14 and 16 feet	16 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	11 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	12 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	13 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	14 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	15 00
No. 2 Stocks, 2 in., 12, 14 and 16 feet	16 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	10 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	11 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	12 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	13 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	14 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	15 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	16 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	17 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	18 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	19 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	20 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	21 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	22 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	23 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	24 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	25 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	26 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	27 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	28 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	29 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	30 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	31 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	32 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	33 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	34 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	35 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	36 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	37 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	38 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	39 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	40 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	41 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	42 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	43 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	44 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	45 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	46 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	47 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	48 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	49 00
No. 2 Stocks, 1 in., 12, 14 and 16 feet	50 00

WHOLESALE PRICE CURRENT.

Prevailing rates at Chicago are as follows:

Ives' old style	dis 60
H. C. Co. dis	60
Douglas' dis	60
Pierces' dis	60
Snell's dis	60
Cook's dis	60
Jennings' genuine dis	25
Jennings' imitation dis	25
BALANCES.	dis 25
Spring.	dis 25
RAILROAD.	dis 13 00
Garden.	dis 35 00
Hand.	dis 60 10
Cow.	dis 60
Call.	dis 15
Gong.	dis 20
Door, Sargent.	dis 55
STOVE.	dis 40
Carriage new list.	dis 75
Plow.	dis 30 10
Sleigh Shoe.	dis 75
Cast Barrel Bolts.	dis 55
Wrought Barrel Bolts.	dis 55
Cast Barrel, brass knobs.	dis 55
Cast Square Spring.	dis 60
Cast Chain.	dis 60
Wrought Barrel, brass knob.	dis 55 10
Wrought Square.	dis 55 10
Wrought Square, Japaned.	dis 55 10
Wrought Bronze and Plated Knob.	dis 30
Flush.	dis 50 10 10
Ives' Door.	dis 50 10
BRACES.	dis 40
Barber.	dis 50
Backus.	dis 50
Spoford.	dis 50
Am. Ball.	dis net
BUCKETS.	dis 4 00
Well, plain.	dis 4 50
Well, swivel.	dis 4 50
BUTTS, CAST.	dis 60 10
Cast Loose Pin, Berlin bronzed.	dis 60 10
Cast Loose Joint, Berlin bronzed.	dis 60 10
Wrought Narrow, bright fast Joint.	dis 50 10
Wrought Loose Pin.	dis 60
Wrought Loose Pin, acorn tip.	dis 60 5
Wrought Loose Pin, Japaned.	dis 60 5
Wrought Loose Pin, Japaned, silver tipped.	dis 60 5
Wrought Table.	dis 60
Wrought Inside Blind.	dis 60
Wrought Brass.	dis 65 10
Blind, Clark's.	dis 70 10
Blind, Parker's.	dis 70 10
Blind, Shepard's.	dis 70
Spring for Screen Doors 3x3.	dis 15 00
Spring for Screen Doors 3x3.	dis 18 00
CAPS.	dis 45
Ely's 1-10.	dis 60
Hick's C. F.	dis 60
G. D.	dis 60
Musket.	dis 60
CATRIGES.	dis 50
Rim Fire, U. M. C. & Winchester new list.	dis 50
Rim Fire, United States.	dis 50
Centra Fire.	dis 50
CHISELS.	dis 70
Socket Firmer.	dis 70
Socket Framing.	dis 70
Socket Corner.	dis 70
Socket Sills.	dis 70

Butchers' Tanged Firmer.	dis	40
Barton's Socket Firmer.	dis	20
Cold.	dis	net
COCKS.		
Curry, Lawrence's.	dis	33 1/2
Hotchicks.	dis	25
COCKS.		
Brass, Racking's.	dis	40 1/2
Bibb's.	dis	40 1/2
Beer.	dis	40 1/2
Fenn's.	dis	60
COCKS.		
Planned, 14 oz cut to size.	dis	34
14x52, 14x56, 14x60.	dis	37
DRILLS.		
Morse's Bit Stock.	dis	35
Taper and Straight Shank.	dis	35
Morse's Taper 50x10.	dis	30
ELBOWS.		
Com. 4 piece, 6 in.	doz net	\$11 00
Corrugated.	dis	20 1/2
Adjustable.	dis	11 1/2
EXPANSIVE BITS.		
Clar's, small, \$18 00; large, \$28 00.	dis	25
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.	dis	25
FILES.		
American File Association List.	dis	60
Isistort's.	dis	60
New American.	dis	60
Nicholson's.	dis	60
Heller's.	dis	60
Heller's Horse Raps.	dis	33 1/2
GALVANIZED IRON.		
Nos. 16 to 20.	dis	28
22 and 24, 25 and 26, 27.	dis	18
List 12 13 14 15	dis	15
Discount, Juniata 45@10, Charcoal 50@10.	dis	50
GAUGES.		
Stanley Rule and Level Co.'s.	dis	50
HAMMERS.		
Maydole & Co.'s.	dis	20
Kip's.	dis	40
Yerkes & Plumb's.	dis	40
Mason's Solid Cast Steel.	dis	30 c list ad
Blacksmith's Solid Cast Steel, Hand.	dis	30 c 40x10
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track dis	dis	60
Champion, anti-friction.	dis	60
Kidder, wood tra.	dis	60
HINGES.		
Gate, Clark's, 1, 2, 3.	dis	60
State.	dis	60
Screw Hook and Strap, to 12 in. 4 1/4 1/4	dis	3 1/2
and longer.	dis	3 1/2
Screw Hook and Eye.	dis	8 1/2
Screw Hook and Eye.	dis	8 1/2
Screw Hook and Eye.	dis	8 1/2
Screw Hook and Eye.	dis	8 1/2
Strap and T.	dis	60 1/2
HOLLOW WARE.		
Stamped Tin Ware.	dis	60 1/2
Japaned 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
KNOBS.		
Door, mineral, jap. trimmings.	dis	\$2 70, dis 60 1/2
Door, porcelain, jap. trimmings.	dis	3 50, dis 60 1/2
Door, porcelain, plated trim.	dis	10 15, dis 60 1/2
Drawer and Shutter, porcelain.	dis	70
Picture, H. L. Judd & Co.'s.	dis	40
Hemateite.	dis	50
COCKS.		
Russell & Irwin Mfg. Co.'s new list.	dis	60 1/2
Mallory, Wheeler & Co.'s.	dis	60 1/2
Bradford's.	dis	60 1/2
Norwalk's.	dis	60 1/2
COCKS.		
Stanley Rule and Level Co.'s.	dis	65
MILLS.		
Coffee, Parkers Co.'s.	dis	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.	dis	40
Coffee, Landers, Perry & Clark's.	dis	40
Coffee, Enterprise.	dis	25
MATTOCKS.	dis	16 00, dis 40 10
Adze Eye.	dis	15 00, dis 40 10
Hunt's.	dis	18 50, dis 20 10
COCKS.		
Common, Bra. and Fencing.	dis	20 10

The Michigan Tradesman.



SOLIMAN SNOOKS.

Interesting Session of the Northern Dealers' Protective Association.

CANT HOOK CORNERS, March 29, 1885.

Master Editor of Tradesman:

DEAR SIR—More snow. This is splendid maple sugar weather about here now and the maple sugar would just be rushing in this county, if it was not for one little thing that stands in the way. That is the fact that all the timber is pine. This makes me pine for the old maple woods of my boyhood days. I have been told, tho, that the Grand Rapids sugar bushes are more independent and don't care for timber at all, being located in basements on Canal street. That must be handy and saves all the trouble of slopping around threw the woods in the spring, hauling sap in barrels, and havin it slop up your sleeve and getting smoke in your eyes while biling sap. Some city folks has an idea that maple molasses runs right plum out of a maple tree when you bore a hole in it. This is a mistake. Neither does small cakes of maple sugar grow on the branches of maple trees, as some city people think.

I was readin a neat little discription of a visit to a sugar camp by a Boston young lady in "Scribner" a while ago, and she says with the utmost innocence and vivacity:

"One of the gentlemen that run the camp, kindly went to a tree where the amber fluid was dripping slowly into a pail and brought us a small dipper full of the rich syrup to eat on the bread we had brought for lunch."

This is "rich," to a feller that has poked the fire and dodged smoke and swore, two days to get that "amber fluid," sap, biled down thick enuff so he cood tell it from water. I have been thar. In fact, I was born in a maple grove, and rocked in a sap troff before I was a week old. So I have been told. I don't remember much about it myself. But I can remember when I was older of "tending bush," and how I and the hired man used to broil ham for dinner and boil eggs in the kettle of sap and we dident used to stop to wash the eggs, I remember, but just put em right in the dipper and held em in the hot sap. I used to bring 4 eggs from the house and the hired man used to bring 8 from the barn, and my dear old grandmother used to wonder "why them hens dident lay better."

Well, well, I must not indolge too much in the fond memories of early days, but cum down to the stearn and unbending realities of bizness. We had a meetin of the Northern Dealers Protective Association this week and transacted a lot of bizness. We had Bilson up before the commity of the hole, for a violation of the compact. I entered the complaint myself. It was like this: Bilson stuck up a big cloth sign on his store, reading thus

BANKRUPT SALE!
1-4 Off for 30 days

Soon after, people begin to come in and talk about it, and they all said that Bilson did really give 25 cents off on every dollar. This made me mad, and I will leave it to any one if I did not have a right to get mad.

Well, as I said before, we had Bilson up, and how do you spose he got out of it? Why, the skeezix claimed that he was getting enuff more for his goods to pay for the painting of his sign. He explained that he simply marked everything up 35 per cent. or so and then give ¼ off. A commity was sent to his store (the meetin was held this time in the Corners) and sure enuff, they found that he had been and got some slips printed with big plain figgers and stuck em onto his patent medicines. He had 25 cent goods marked to 35, 50 cent goods up to 70, and dollar medicines up to \$1.35, and he had the cheek to tell his customers that the price had been "advanced by the manufacturers." The rest of his stock he had marked to match.

As it was, we cood not fine him, but the Commity on Trade Matters offered a resolution to the effect that such methods was reprehensible and unbusiness like, unless perhaps it was in a slop shop clothing store, or a notion tin shop and bazar, such as they have over in Cross Cut Corners whar the chareman, Mr. A. T. Quartz, keeps store.

Our secretary, Mr. S. Cott, of Jewburg, reported that his town was noted for such things, that nearly every store thar was advertising "Selling at Cost," "Closing Out," "½ off," "Bankrupt Sale," and such snaps, until the streets looked as if a heavy snow

storm had settled on the store windows. Mr. Cott thought it was a shame that bizness should be so prostituted.

The Commity on Trade Matters, reported that a complaint had been entered against John Johnson, of Johnstown, for mixing burnt peas, old rye and ratzberries with Rio coffy and selling the product for "best Old Government Java." After all the testimony was in on both sides, the Association convicted Mr. Johnson of adultery in the first degree, with fine and costs amounting to \$7.92, and voted as a further punishment he must drink a cup of his own coffy every morning for 2 weeks. He remarked, on the sentence being read, that he diddent care a darn for the \$7.92, but that last part was a leetle too much.

We are bound to purify the trade up this way if it can be done. We have 116 dead beats recorded in our D. B. book and more returns coming in all the time. It is getting so that collections are much better. I have got a blank printed, as follers, that I fill out and mail to fellers that is owin me:

CANT HOOK CORNERS, March 25, 1885.

Mr. J. Jeffery:

DEAR SIR—Below find statement of your acct, which is past due. Please give it your immediate attention, as on the last day of the month I make my report to the D. B. department of the Dealers Association and I should feel pained to file your name and items of acct.

Feb. 16,	To 1 Bot. Cubeb Mixture	\$.85
" "	" 1 vest pocket Companion	.15
" "	" 1 Bot. Rose Mixture	.35
May 20,	" 1 " Sars. Comp.	1.00
June 2,	" 1 " S. S. S.	1.75
" "	" 1 Stick lunar caustic	.25
Total		\$4.35

Yours &c.

SOLIMAN SNOOKS.

This most always fetches em to time, but when it dont we send in the name to the dead beat book.

I just saw a drummer, Dave Haugh, who travels for Cody, Ball & Co., and he told me that the ball went off in splendid style and that the boys enjoyed themselves hugely. He also said that Johnny Mangum was not thar with any girl, or without one. So it looks as if that Miss Trom was a givin me taffy when she said Johnny coaxed her to go with him. Perhaps, tho, she gave up going when she found I was not going to be thar. Dave says the grip sack boys was all enquirin about "Sol" and wishing he was thar. I tell you, Uncle Sol. appreciates all these little kind remembrances of the travelin men, to the full extent of the law and the profits.

I am sorry I was not well enuff to attend this time, but I mean to go to the next one, especially if it should be a maskerade. We are parshall to that kind, and I think I shoold come and bring the widder and perhaps Algernon and maybe Wilkins, too, if the boys had one.

I sent Miss Trom's letter to you to publish as it contains items of interest (10 per cent.) to the public.

Did you receive it?

Yours progressively,

SOLIMAN SNOOKS,

G. D., P. M. and J. P.

P. S.—3 days later. I did not send off my letter to you tother day, so I will add a post-script. I just received another letter from that Miss Kitty Gee, of Casanova. She sent her picture to me this time. If she thinks I am going to be took in with any such old back number picture as that she is mistaken. I haint any such an old hair pin. Why she has got on the style of corset and mutton leg sleeves and big hoops they wore 15 year ago. No, my dear Miss Kitty, give us sumthin a little more modern. If that is your picture, I take back what I said about Gen. IV-1. You are safe from that.

S. S.

Are You Going to
Shelve a Store, Pan-
try or Closet?

If so, send for
prices and fur-
ther information.

Eggleston & Patton's

PATENT

Adjustable Ratchet Bar

AND

Bracket Shelving Irons

Creates a New Era

in STORE FURNISH-

ING. In entirely su-

persedes the old

style wherever in-

troduced.

Satisfaction Guaranteed

All

infringe-

ments pro-

secuted.

Infotobe

had from

your local

Hardware

Dealer,

send your

orders di-

rect to

L. W. PATTON, Sole Manufacturer, MACON, MO

1760 *Lorillard's* 1885
Rose Leaf, Fine Cut,
Navy Clippings
and Snuffs
ARE THE BEST
CLIMAX
TRY THEM
PLUG

MUSKEGON BUSINESS DIRECTORY.

S. S. MORRIS & BRO.,

PACKERS

—AND—

Jobbers of Provisions,

CANNED MEATS AND BUTTERS.

Choice Smoked Meats a Specialty.

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

ORCUTT & COMPANY,

WHOLESALE AND COMMISSION

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

Consignments Solicited.

MUSKEGON, MICH.

A. W. MOSHER & CO.,

Wholesale and Commission Dealers in

Farmer's Produce, Butter, Eggs, Etc

CONSIGNMENTS SOLICITED.

Pine Street. - Muskegon, Mich.

APPLES!

We have a large Western order trade for Apples in car lots, as well as a good local demand, and also handle Evaporated and Sun-Dried Apples largely. If you have any of these goods to ship, let us hear from you, and we will keep you posted on market prices and prospects. We also handle Beans and Potatoes. Liberal Cash Advances made on Dried Fruit, also on Apples in carlots.

EARL BROS., Commission Merchants,

169 S. Water St., Chicago, Ill.

REFERENCE FIRST NATIONAL BANK.

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Provisions,

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

GRAND RAPIDS, - - - MICHIGAN.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

Our spring samples are now ready for inspection at prices as low as the lowest. We make a Gent's Shoe to retail for \$3 in Congress, Button and Bals that can't be beat.

14 and 16 Pearl Street, Grand Rapids, Mich.

Choice Butter a Specialty!

Oranges, Lemons, Apples, Cranber-
ries, Cider, Buckwheat Flour, Etc.

Careful Attention Paid to Filling Orders.

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

PERKINS & HESS,

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