

RETAILERS,

If you are selling goods to make a profit, sell

LAVINE

WASHING POWDER.

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

Hartford Chemical Co.

HAWKINS & PERRY

STATE AGENTS,

GRAND RAPIDS, MICHIGAN.

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.

Yan's Magic Oil,

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

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

KEMINK, JONES & CO.,

Manufacturers of

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

ALSO PROPRIETORS OF

"Red Bark Bitters"

The Oriole Manufacturing Co.

78 West Bridge 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

Hardwood Lumber!

To a Purchaser who will take our entire cut, we offer an exceptional bargain.

Nichols & Higgins,

MORLEY, MICH.

W. N. FULLER & CO

DESIGNERS AND

Engravers on Wood,

Fine Mechanical and Furniture Work, Including Buildings, Etc.,

49 Lyon St., Opposite Arcade,

GRAND RAPIDS MICH.

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.

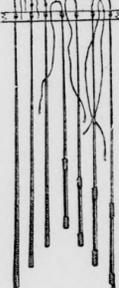
G. ROYS & CO

No. 4 Pearl Street, Grand Rapids.

WHIPS

—AND—

LASHES



NEW GOODS. New Prices down to the whalebone. Goods always saleable, and always reliable. Buy close and often.

ORDERS PROMPTLY FILLED

PETER DORAN,

Attorney-at-Law,

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

MERCANTILE COLLECTIONS.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

EDMUND B. DIKEMAN,

—THE—

GREAT WATCH MAKER,

—AND—

JEWELER,

44 CANAL STREET.

GRAND RAPIDS, MICHIGAN.

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 Cigars:

Great Scott, Demolai No. 5,

Eldorado, Doncella,

Avery's Choice,

Etc., Etc.

—JOBBER IN—

Manufactured Tobacco.

FIXING PROFITS.

A Most Important Feature of Business Life.

As no one transacts business for the mere pleasure attending barter and sale, or devotes time and capital for the sole purpose of changing the form of his possessions without adding to their quality or value, we are safe in considering that all mercantile pursuits have for their aim the obtaining of a higher price for an article than was paid for it. This being granted, we may go a step further and assume that everyone is also desirous of receiving the largest possible income from the capital invested in his business, and hence wishes the greatest profits he can obtain. This state of affairs is certainly as natural as it is universal, but although possessed by all business men the way in which the end is to be compassed is different with each, and frequently two experienced merchants will differ absolutely upon ways of conducting the same line of business. One great point of discussion is regarding the amount of profit that can be obtained from a stock of goods, and in what way the rate of advance should be figured in marking a selling price upon goods, new or old, as the case may be.

Nothing can be more important than this very point. As a rule a dealer does not know at what price his neighbor and rival is selling certain lines of goods, and fears to add a large rate of profit lest he be considered exorbitant in his charges and lose trade. This fact often leads to a price being fixed which does not pay a living profit, and disaster is the result. Or, it may happen, having a monopoly of the goods he offers, he adds such a percentage to the cost that his customers are driven in self defense to purchase in another city, or else it affords an opening for a second establishment that is satisfied with a lower rate of advance. Between these two dilemmas the inexperienced dealer frequently comes to grief, and even old merchants make serious mistakes in pricing the goods they offer for sale.

There are two ways of fixing the selling price upon new goods just received in stock. The first is to make a selling price from the cost without regard to the goods; the other is to mark the goods according to your judgment of their selling value without regard to their cost. We say these two ways apply to new goods only, because old goods have other rules governing them, no less positive, but differing widely from these. In their case we have past experience as a guide. If an article seems to attract attention and the price is constantly asked but no one purchases, it is a fair inference that you are asking more than it is worth, and the price should be lowered. Or, perhaps, certain pieces have been in stock for a long time, and it is difficult to dispose of a remnant remaining on hand; a decided reduction is then advisable, and rarely fails to have the desired result. On the other hand, certain goods may be scarce in market, and the demand large; or a dealer judges from certain indications that he can obtain for a vase more money than the price marked upon it. In either case, an advance in price is the natural sequence that is justified by the situation.

We have said that the first way of pricing goods is to consider the cost without thought of selling value. Very many dealers will sit down to a desk and prepare a string of tags and gum labels for new goods with selling price attached, without having seen the goods, or perhaps not knowing the class to which they belong, or having purchased from the house before. They argue that in order to meet their expenses and pay a profit their goods must be marked to sell at such a rate of advance, and therefore taking the cost price they add to it the fixed rate of profit and the sum is their selling price. The disadvantages of this mode of procedure are obvious to most, although it is astonishing how many shrewd business men follow this plan. A dealer said to me once: "I can tell each night just exactly what profit I have made during the day." This statement is absurd, as a dealer never can tell exactly how much he has made even after stock has been taken and the books closed at the end of the year. It is only an approximate result that has been reached then that is more or less accurate, and to say at the close of the day, "I have made so many dollars to-day, because I have sold so many goods at such a rate of profit" is to deceive himself. He cannot tell what his expenses are for that day, what bad debts have been contracted, or what accidents may have led to breakage in his stock.

If a dealer marks all his goods at a fixed rate of advance his desirable goods will speedily be all sold and only the undesirable ones remain to form dead or old stock, even though they may not have been one week upon the shelves. You reply, do not buy undesirable goods. Theoretically this is correct, but practically it is unavoidable, and the desirable goods must sell and pay for the undesirable. The smaller percentage of the latter that is purchased for your stock, the smaller will be the rate of profit at which you can afford to sell, and the greater your income from your business. Fancy goods especially cannot be priced unseen. Many novel shapes or decorations should pay a profit that would rightly be considered exor-

bitant for staple articles, and it is proper that they should, as the risks are correspondingly greater. There is also the danger of breakage that is no small factor in the cost of ornamented articles.

Another great danger attending this plan shows more prominently when goods are purchased at a price that is higher or lower than the fixed rate. If you have paid more for the goods than the regular price, even though they may be worth what you have paid, a fixed rate of advance will cause the price to seem high. If, on the other hand, you have by means of auction sales or in some other way, purchased them far below the proper cost, you rob yourself by charging only the regular advance, especially when, as is usually the case, the goods cannot be replaced, when sold by others at the same low price. You are then obliged to advance the price to its old place, and have probably not sold one piece more than you would at the regular rate.

The second way mentioned is to inspect carefully the goods and mark them arbitrarily at what you consider their selling value. Were your judgment infallible and unerring this plan could not be improved, but unfortunately we are all liable to mistakes, and no man living could thus fix a price for goods, no matter how well informed he may be upon the subject. It must be borne in mind that in all probability your neighbors have these very goods, and your prices should bear some slight relative proportion to theirs, or a feeling of distrust will be engendered with your customers that will work mischief for you.

The proper course to pursue and only true way is a combination of these two. First, find what would be the selling price of an article under examination if a certain fixed advance were added; then having obtained the figures see if the piece is in your judgment worth the price, or if more or less. If specially desirable, increase the price as much as you think safe. If undesirable, do not hesitate to reduce the price, and in some cases a large reduction at once is far better than holding the goods at a high rate for a year only to dispose of them at auction or at a ruinous price.

Above all things do not ask too high a rate of profit. The days of big profits are gone. "Quick sales and small profits" is now the rule, although sometimes the first part of the precept is omitted. There is so much competition now-a-days in business that the scramble for supremacy leaves little opportunity for monopolies and big prices, and those who accept this situation and meet it in the spirit of the times are the wise, successful men, and those who neglect the signs and warnings are soon laid upon the shelf.

Much harm may be done also by selling at too low a price. None can tell in advance what will be his expenses and breakage during the year, and if the margin left be too small failure is the result.

Nor do customers have confidence in a house that makes too great a talk about low profits, feeling sure that the average must be met by selling inferior goods or marking some articles very low as "leaders" and making it up on other things. Usually this is so.

Fair profits, good quality, and honest dealing by all, is the true rule for business success.

Loaning Money on a Chattel Mortgage.

The successful business man is beset by many dangers. In saying this, I do not refer so much to injuries that may come to him from the hands of his enemies as I do to the snares and pitfalls that his so-called friends may, at times unwittingly, place in his path to greatly obstruct, if not permanently check, his advance to wealth, position and influence. The very moment that the world becomes cognizant of the fact that you are "making money," as it terms it, a thousand and one flatterers, with soft eye and honeyed tongue, will gather about you. At the outset you would imagine they were literally yearning to loan you money. At the slightest provocation they snatch their well-filled (with notices of protest) pocket-books from their pockets and exclaim: "Why, dear fellow, do you want any money? Just name the sum." You'll notice, however, that they never get any farther than this. It's a game they play. They will continue to drink your liquors and smoke your cigars, the while besmearing you with the lubricant of compliment and flattery preparatory to swallowing you. For just as sure as the coming of the tax collector, such a friend will, in the end, strike you for a loan. On general principles, I say to you: Never lend—never borrow. That should be law in business matters; but we let equity temper the severity of law, and so there will be cases where you'll not be able to say "No." Some real friend, tried and true, may need temporary assistance. Business is business. In money matter, sentiment goes to the wall. Therefore, first, take his note for the amount loaned, and second, let him execute a mortgage on his chattels for twice at least the amount of the note, and make it payable on demand. This is for his protection as well as your own, for if he goes down and creditors crowd him into a hole, you will hold the whip-hand, and may show him all the mercy that you choose.

Now, as to the nature and substance of a

chattel mortgage. First of all, no matter if the borrower offers you a bonus the size of a barn door, don't be tempted to taint the transaction with usury. Take the legal interest and no more, excepting the few dollars that may be charged by the lawyer or notary to draw and file the mortgage.

Possibly you may not understand the philosophy of a chattel mortgage. It is this: Possession of personal property raises the presumption that you are the sole and entire owner of it. Now, in that case, with certain exemptions in case you are a household, the law makes your personal property primarily liable for the payment of your debts. The dry goods merchant and grocer trust you because they see you in possession of several thousand dollars' worth of personal property. You have a well furnished home to which they know you are attached and which they feel sure you will not desert. Your piano alone would pay for all of the groceries which you may have bought for six months. Now, then, if the law allowed you to run up on account at the butchers', and to say to the sheriff: "Oh, you can't touch this property, I've pledged it to John Doe as collateral to my note, which he holds," it would be permitting you to perpetrate a fraud on your neighbor for which he would have no redress.

Hence, you see, that a chattel mortgage is simply forcing a man to tell the world that he has borrowed money on his furniture or other personal property, and that although he still continues to keep it, yet in reality he does not own it. As you will readily perceive, this is only fair to the boot and shoe dealer and grocer, and all the rest of the world. The chattel mortgage is peculiar. It only runs for one year. It must be renewed—that is, re-filed at the end of every twelve months, and generally it must be re-filed on some one of the last thirty days of the year, not a minute before. A chattel mortgage must be signed, sealed and witnessed. A copy or the original must be filed in the office of the clerk of the town, city or county, as the statute may specify. A full inventory of all of the property must be attached to it, and signed by the giver of the mortgage.

In conclusion, let me state that the validity of a chattel mortgage always depends upon the validity of the debt to secure which it is given, and that although the mortgage may stipulate that the borrower shall be allowed to remain in peaceful possession of the property, yet the moment he commits a breach of any of the mortgage covenants, the lender or mortgagee may instantly step in and seize the property. But in order to "foreclose" or shut off all outside claims, the holder of the mortgage must give public notice, generally seven days, and sell at auction sale to the highest bidder. Until the sale is completed, the borrower always has the right to step in, pay up and take his property. Be very careful that you comply strictly with the provisions of the law upon the subject, or you may find that your fancied security has melted into something a good deal thinner than thin air.

How to Head Off the Lying Buyer.

J. P. Harp in the American Merchant.

In my opinion merchants ought to meet each other at least once a month to expose the dead-beats who make a habit of going from store to store and beating the retail merchants out of goods. By holding such meetings there is another class of customers that you can find out, and a class which does much more harm to legitimate profits of storekeepers than most of them have an idea of. I mean the lying class, who, whenever you sell them an article, no matter with how small a profit, tell you that Mr. So-and-so sells that article for so much, when you positively know that the article cost more than he says the other party offered it to him for. Many storekeepers will say to themselves, "Well, if he can afford to do it I can, too," and thus they are induced to sell an article that costs three dollars a dozen for twenty-five cents just because the lying customer says that somebody else does it. At the same time he wonders how the other merchant can afford to sell goods in that way and pay rent, clerk hire, living expenses, etc. The parties who do this can be very easily found out by making a note of the name of any customer who comes in that way, and putting down the name of the article that he says he bought and the price of anything that he says can be bought cheaper than you can sell it yourself, and also the name of the merchant, and in your monthly meeting you can discuss this matter quietly and you can find out the parties who make a habit of doing this. In this way you can stop the practice, for you will know the purpose when such a customer starts the little game with you, and thereby make a living profit on your goods.

This is a serious matter, and every merchant will find it so for himself if he just thinks of it seriously for a while. In no other way that I can think of can the merchants of a place break up serious inroads on business as by meeting once a month and finding out the chronic dead-beats and lying customers.

Only yesterday I found out and caught one of these liars. He came in and wanted to buy a file that cost me \$3.50 per dozen. I asked him 40 cents for it. "Why," he said,

"I just bought one a few days ago from— for 30 cents." I told him I could not, by any means, afford to sell mine for that price, and he left. I then sat down and wrote a note to the proprietor of that store and told him that — had come to my store and had said that he bought a certain file of a certain clerk in his store for 30 cents. The merchant called up his clerk and asked him if he had sold that file for 30 cents. The clerk denied it, and said that he had sold it for 40 cents, and said, "Bring him to my place and see if he denies it." This was this customer exposed. This morning who should come in my store but the man who could buy a file for 30 cents a few blocks off, and he bought the same kind of file from me for 40 cents. You see that, by exposing the trick to all the merchants, it will stop the practice when buyers see that their game will not work.

Now, I have discussed this question to the best of my ability. I would like to see letters from other merchants in regard to anything they may think of benefit to the merchants of the country.

Mail Orders.

From the Chicago Grocer's Bulletin.
Much of the disagreeable, jarring friction experienced by many retail merchants in their business is due to carelessness about "details." Some men are gifted with a "knack" of doing everything as it should be done in a careful, methodical manner. Their books are always kept posted, every account is accurate, every bill is paid when due, every clerk is required to conform to proper regulations—is courteous, tidy and efficient—every part of the store is the perfection of neatness, every parcel is promptly delivered when promised, and every order for goods clearly written in plain, unmistakable language. This class of men is not rare, but it is regretted that they are not more numerous. It takes but little more work to run a store on this principle than after the slovenly fashion which characterizes the conduct of many we have seen. The former plan makes friends, draws patronage, brings prosperity, and the merchant is enabled to enjoy himself; the latter makes enemies, repels patronage, invites loss, and burdens the merchant with all sorts of annoyances.

Those men who are perpetually "wrong side up" in business matters are, it is sad to say, the very men who will insist the most vehemently that it is they who are right and the balance of the world wrong; they could not make a mistake—you are always at fault; they are not negligent or careless—you are the culpable party. These men naturally are constantly finding fault with everybody and everything. In ordering goods they seem to take a special delight in scrawling their words in hieroglyphics that no mortal could decipher; the different items instead of having a line for each, are huddled into as few lines as possible, and adorned with a liberal assortment of blots. The figures are, if anything, worse than the letters. The description of the articles wanted is appropriately vague, or else entirely omitted. Often the writer forgets all about date or address, or even giving his name. The jobber or manufacturer receiving an order thus composed is expected to divine just what the retailer wants; should he fail in the attempt, the chances are the next mail would bring an indignant note, declaring that the goods sent were not as ordered or wanted, that reclamations should be allowed on this and a special discount on that; or it is quite likely the whole matter would be summarily disposed of by a notification to the effect that the goods were held subject to his order. The importance of writing all orders in a clear, distinct hand, giving to each item a line by itself, and also of being explicit as to the brand or description of goods wanted, cannot be over-estimated if the retailer would avoid trouble. The necessity of examining all goods promptly on arrival if he would guard against loss or doing injustice to the shipper, is also evident. If they do not suit, let them communicate with the seller before returning them. The latter might readily adjust the difference through an explanation. Flying into a passion is not a good remedy for presumed injustice.

There can be no doubt respecting the responsibility of manufacturers and jobbers for some of the differences arising between themselves and their patrons, and that they should be held to account for all just delinquencies; but they have more direct interest than the retailer in avoiding any collision of this sort, and it may be assumed therefore are less frequently at fault. Whatever the circumstances, however, a courteous manner on the part of both will invariably prove most business-like and profitable, and the more worthy of true business men.

Bad Memory.

"Captain," said a grocer keeper, addressing a well-known gentleman, "do you remember that sack of flour you ordered some time ago?"

"Oh, yes, I remember it."

"I suppose so, but I don't remember that you ever paid for it."

"My dear sir, I am not responsible for your bad memory. I have remembered my part of it. Memory is a peculiar faculty and is susceptible of great cultivation. Some of the Grecians could repeat volumes of poetry. Well, good morning."

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, APRIL 22, 1885.

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. Dutton, 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., M. C. T. 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 in each month.
Next Meeting—Saturday evening, April 25, at "The Tradesman" office.

Grand Rapids Post T. P. A.

Organized at Grand Rapids, April 11, 1885.

President—Geo. F. Owen.
Vice-President—Geo. W. McKay.
Secretary—Leo A. Caro.
Treasurer—James Fox.
Next Meeting—Saturday evening, May 2, at "The Tradesman" office.

Howard City wheels into line with a Business Men's Association, for protection against dead-beats and the improvement of wagon roads leading to the place.

THE TRADESMAN'S realm of rascals receives another addition this week in the person of Peter Ross, of Wayland, who is willing to stuff himself and wife for the small sum of \$364.94.

The name "Grand Rapids" has usually been a synonym for enterprise and aggressiveness; but Traverse City and Howard City are both a long ways ahead of her in one important particular—the organization of the retail trade. Grand Rapids was never caught napping, and must not take a back seat in this respect.

The quotations published in THE TRADESMAN are intended for cash buyers, and for those who buy in full packages. Dealers who pay when it "comes handy," and who buy in broken packages should not expect to receive the same concessions at the hands of the jobbing trade as the more desirable class of customers.

To traduce the traveling man has been the favorite diversion of both press and pulpit for years past. It has only been within a comparatively short period that he has been able to obtain a respectful hearing, and candor compels even his enemies to admit that he can dissipate many of the allegations made against him. It remains for a woman's pen, however, to place him in the proper light before the traveling public, and the sympathetic grace with which she accomplishes her object is sufficient to give her a warm place in the heart of every traveling man in the land.

Hardware dealers throughout this territory should be on the look out for itinerant hardware peddlers who sail under the name of the "Great Eastern Hardware Co." The men comprising the concern travel by wagon from town to town, carrying a line of "snide" goods, which they hawk about the streets or dispose of at auction sale. As soon as they appear in a town, the reputable dealers of the place should see that the fellows are compelled to pay the usual license, and that the general public is made aware of the unreliable quality of the goods carried by the strangers. THE TRADESMAN will have occasion to refer to this subject again in the immediate future.

Another Stock Company.

Tongue, Knight & Co., the South Division street artificial stone and sewer pipe manufacturers, have merged their business into a stock company, under the corporate name of the Grand Rapids Sewer Pipe and Building Stone Co. The capital stock of the new corporation is \$50,000, \$4,425 of which is subscribed and fully paid in. The incorporators are Freeman Lathrop, M. W. Bates, A. H. Tongue, Samuel Knight, Thos. E. Wykes, E. A. Burrill, E. A. Barnard and C. W. Stevens, of Lansing. The officers are as follows:

President—C. W. Stevens.
Secretary and Manager—A. H. Tongue.
Treasurer—Thos. E. Wykes.
The works of the establishment are being removed from South Division street to a more eligible location on Fifth avenue, to which a spur railway track can be constructed. It is the intention of the new company to push the manufacture of its products the coming season, doing a large outside trade.

AMONG THE TRADE.

IN THE CITY.

Kemink, Jones & Co. have added a line of cigars to their perfumery and extract business.

Brown & Sehler succeed E. T. Brown & Co. in the agricultural implement business.

Beecher & Kymer, of this city, have purchased the drug stock of Dr. Geo. A. Bailey, at Elk Rapids.

G. F. Meyer, of this city, has purchased the Chicago bakery of Henry Elends, at Muskegon, and will continue the business.

The Hoptonic Co. has leased one of the stores in the Gilbert block, on Ottawa street, and will immediately begin the manufacture and sale of bitters at that location.

S. A. Holmes & Co. have engaged in the grocery business at South Haven. Gray, Burt & Kingman furnished the stock, the order being placed with Frank Emery, of this city.

AROUND THE STATE.

B. M. Stewart, general dealer at Mecosta, is dead.

Chapman & Perrine, grocers at Albion, have dissolved.

H. S. Miller, of Coleman, will start a drug store at Bellaire.

Daggett Bros. succeed A. B. Pray in general trade at Eureka.

A. Z. Moore has engaged in the grocery business at Big Rapids.

H. W. Robson succeeds Robson & Blair in general trade at Edmore.

John Henning, baker and confectioner at St. Joseph, is selling out.

Hunt & Beecher, grocers at Mason, have dissolved, each continuing.

I. J. Quick succeeds I. J. Quick & Co. in general trade at Allendale.

Willis & Geib succeed H. N. Willis in general trade at Prairieville.

Albro & Heidley have engaged in the meat business at Frankfort.

Paul Rontke will remove his restaurant from Muskegon to Manistee.

Beant & Shaw, meat dealers at Wayland, are reported as having failed.

J. A. Bush and B. G. Swift will engage in the grocery business at Clinton.

S. Kohler succeeds Spellman & Pittenger in the meat business at Shelby.

Henry Arbour has moved his drug stock from Chippewa Lake to Muir.

Mrs. M. Fenner succeeds O. W. Smith in the millinery business at Flint.

Howard & Co. succeed Seaman & Defoe in the drug business at Alpena.

Mears, Austin & Dickinson, the Boyne Falls firm, is a thing of the past.

Alphonso Reid succeeds C. A. Baldwin in the grocery business at Owosso.

John Russ contemplates removing his drug stock from Remus to Muskegon.

Hewett & Tefft succeed E. E. Hewett in the grocery business at Rockford.

J. H. Milor has closed out his boot and shoe stock at Harbor Springs.

Engene N. Lesderence, boot and shoe dealer at Hamilton, is closing out.

Miles Heysler succeeds Heysler & Bolton in the grocery business at Jackson.

Jas. Allen has engaged in the tinware and glassware business at Cedar Springs.

A. F. Wright, hardware dealer at St. Louis, has been closed by the sheriff.

D. C. Nash succeeds Henry E. Bradley in the grocery business at Buchanan.

W. D. Chatterton succeeds Kirk & Starke in the boot and shoe business at Lowell.

D. P. Clay is removing the Harrison stock of general goods from Sparta to Newaygo.

Edson Howard succeeds Howard & Taylor in the furniture business at Gableville.

Badger & Morton succeed John L. Benjamin in the boot and shoe business at Romeo.

Jas. McAdams succeeds McAdams & Brown in the dry goods business at Cadillac.

Theron Stafford, formerly engaged in trade at Ravenna, has gone to Washington Territory.

Geo. Rankert has engaged in the grain, provision and commission business at Vicksburg.

F. A. Montgomery succeeds John Oyer in the dry goods and grocery business at Springport.

Thompson, Stuart & Co. succeed Thompson & Stuart in the milling business at Crosswell.

F. R. Goodrich has bought the boot and shoe stock of Roland & Co., at Traverse City.

J. F. Halladay will engage in the wholesale grocery business at Battle Creek about May 1.

Frank Cady has purchased an interest in the drug establishment of F. W. Fincher & Co., at Hart.

J. C. Townsend is building a thirty foot addition to the rear of his store building at White Cloud.

It is reported that E. J. Harrington, the Holland general dealer, will remove his stock to Dakota.

D. A. Boelkins is enlarging his store building at Muskegon, nearly doubling its former capacity.

Mrs. C. L. Kittridge succeeds Isaac F. Plumsteel in the leather and findings business at Bay City.

Hattie Thompson and Emma Dalton have engaged in the ladies' furnishing goods business at Montague.

Hamblin, Lawrence & Tabbs succeed Hamblin, Miller & Co., wholesale tobacco and oil dealers at Owosso.

T. W. Olson is erecting a building at Muskegon, which he will fill with clothing and gents' furnishing goods.

H. D. Post contemplates the erection of a new brick store building at Holland, which will be occupied by P. Steketee & Co.

J. E. Mailhot's store building and general stock at West Troy was burned one day last week. Loss, \$8,000; insurance, \$5,000.

Henry Duncan, proprietor of Schoelcraft's largest dry goods store, is closing out his stock at cost and will migrate to California.

Jacob Debr, the Byron Center dealer, died Saturday. He had been ill some time. The business will be continued by the wife and son of the deceased.

E. U. Stiles, a prominent business man of Vermontville, has the unprecedented record of never having uttered an oath in his life except for official purposes.

Phil Bird has bought the ready made clothing stock belonging to the estate of John Roost, at Holland and will continue the business at the old location.

E. Vanderveen has begun the erection of a brick store building on the corner of River and Eighth streets, at Holland, which will be occupied by Daniel Bertsch with his general stock.

Jacobson & Netzorg have withdrawn from the clothing firm of H. Wilensky & Co., at Mancelona. P. Medalle succeeds to partnership, the firm name remaining the same as before.

Swinton & Reynolds, of East Saginaw, have purchased the stock and business of the Michigan Paper Co., at that place, and consolidated it with their own book and stationary stock.

MANUFACTURING MATTERS.

White Cloud wants a grist mill.

A new tannery is to be built at Harbor Springs.

R. Weertman has lately added a cracker machine to his bakery at Zeeland.

J. J. Reik has traded his livery business at Evert for a steam grist mill at Blissfield.

Mr. Hamilton has been elected president and W. S. Kimball secretary of the Clinton Woolen Mills.

The Dowagiac Manufacturing Co. shipped a carload of harrows and seeders to New York Saturday.

Cleaver & Son have bought the foundry belonging to the estate of R. Sheldon & Co. at Houghton.

Grimes & Fleming, millers at Williams-ton, have given a realty mortgage for \$18,000, and been attached.

The Belding Manufacturing Co. employs 75 men and has made over 3,000 refrigerators since last October.

Caro citizens will make an effort to raise a bonus for the individual who will embark in the roller process flour business there.

The Delhi Mills recently closed by an assignment have been leased to an Ann Arbor firm and will soon be grinding away as usual.

Schubburgs & Schvarts have started up their stove factory at Good Harbor. They have about 600 cords of elm bolts to work up.

The new tub and pail factory at Caro is now enclosed. It is 28x46 in size and two stories high. The dry kiln will be 18x50 feet in size.

The Mason Lumber Co., at Alpena, has sold all the lumber on its dock, and has secured 18,000,000 feet of logs for the coming season's cut.

W. McConnell & Sons have sold their entire business enterprises at Pierson, including the Empire flouring mill and three fine residences, and have moved to Chattanooga, Tenn.

Contracts have been made by the Diamond Match Co., with mills at Ontonagon, for the transportation of 35,000,000 feet of lumber this season. It is said by vessel men that these contracts will take out of the grain and ore trade quite a large amount of tonnage.

STRAY FACTS.

D. L. McLeod has engaged in the bottling business at Muskegon.

H. M. Cappernall, of Muskegon, has bought a lumber yard at Duluth.

A. T. Graham succeeds Smith & Graham in the wagon business at Big Rapids.

Frank S. Postal has leased his hotel at Evert to Frederick Postal and A. O. Jenne, who will take possession May 1.

The Tustin Hotel has just changed hands, for the sixth time in a year. N. F. Starks is the latest aspirant for fame and fortune.

A Remus correspondent thus refers to one of the most gigantic business transactions of the age: "N. Denny has traded his drug stock for a horse and buggy."

H. C. Thurber, the well-known lumberman of Marquette, can now have "Hon." written before his name, for he has been elected mayor of that city.

Freemont Indicator: Freemont has plenty of stores, and now needs something that will add recruits to the tinpail brigade. That is the only way to insure the permanent prosperity of any town.

A Greenville jeweler has hit upon the following benevolent scheme: To every person bringing five pounds of flour to his store a ticket entitling the owner to one chance in the drawing of a gold watch was given, the flour to be distributed among the poor of that city.

A Financial Manager.

Mrs. Peterby, of Dallas, is a woman with a head for business.

"Just see here. I have bought a beautiful rocking chair at auction worth \$3, and I only paid \$2 for it; so you see I have \$1 clear profit. Don't tell me after this that women have no business sense."

"Do you need the rocking chair?" asked Mr. Peterby.

"No."

"Then what did you buy it for?"

"To save money, of course. How could I have saved that dollar if I hadn't bought it, stupid?"

RASCALLY ROSS.

Another Arrant Knave Added to "The Tradesman's" Gallery.

About January 1, 1883, Peter Ross, of Wayland, owed a Grand Rapids jobber \$234.20. On the destruction of his stock by fire, he assigned his insurance policy for \$800 to a relative, to avoid the payment of the debt, and suffered judgment to be entered against him. Nothing daunted, however, Peter resumed business in his wife's name, "M. M.," under which cognomen he has carried on the fancy goods business with indifferent success at Wayland, Saugatuck, Fennville, Grand Rapids and Allegan. His limited stock, and still more limited capital, impelled him to arrange to handle a line of goods on consignment and about four months ago he closed out business at Allegan, shipping his goods to a brother-in-law at Wayland. Since that time it has been impossible to secure any satisfaction from him, and one of his Grand Rapids creditors has accordingly secured judgment against M. M. Ross for the amount of his claim. Whether he will pay up one of the two judgments, change his name or carry on business in the name of his mother-in-law, remains to be seen. He is thoroughly disreputable and any one having business relations with him is extremely likely to receive the little end of the bargain.

The Gripsack Brigade.

Gid Kellogg, of F. Raniville & Co., has returned from a fortnight's business trip to Bay City, Oscoda and Tawas.

Frank Emery, with Gray, Burt & Kingman, left Monday for St. Ignace and other Upper Peninsula points, to be absent a week or ten days.

E. E. Smith has engaged to travel for the Bissell Carpet Sweeper Co., and has been assigned to duty in the Northwest, with headquarters at Minneapolis.

C. R. Dye, of Ionia, has engaged to travel for John J. Bagley & Co., of Detroit. His territory includes all towns on the line of the D., G. H. & M. and D. L. & N. Railways.

A traveling man was assaulted on the street of a neighboring city one night last week, and in referring to the matter a local newspaper headed the article "Hammered Brass."

G. B. Chapman, otherwise and more familiarly known as "Napoleon Bonaparte," spent a couple of days at this market last week in the interest of Henry C. Myers, the New York cigar manufacturer.

Alba L. Brasted, traveling representative for C. G. A. Voigt & Co. and the Voigt Milling Co., went out on the road again Monday, after an enforced "lay off" of over three months, on account of the inability of either mill to fill orders, because of the high water.

Geo. Holloway, traveling agent for Eaton & Christenson, met with an accident while driving from Vickeryville to Carson City one day last week, which resulted in an injury to his spine, from the effect of which he is laid on the shelf this week. Parker McAuley, shipping clerk for the house, is covering the ground as well as possible under the circumstances.

Charlevoix Chatter.

From our Regular Correspondent.

Dr. Geo. W. Crouter has formed a partnership with a gentleman and pharmacist named Harris, and engaged in the drug business at Ironton under the firm name of Crouter & Harris. The new concern will carry a \$1,200 stock, and buy and sell for cash only.

The machinery in the Charlevoix Manufacturing Co.'s sash, door and blind factory was started on April 13, after a three months' holiday. The demand for building materials was such that they could not longer remain idle.

The East Jordan end of the telephone wire got the county seat. And now Boyne City, ten miles farther on, wants the telephone and has raised the required amount of stock to extend the line to that place. This will make thirty-five miles of M. B. T. line in our county.

The Boyne City people believe that, as the county seat is on wheels, it will be taken to their town before the fight is ended. There seems to be a magnet at the end of the telephone line, which draws heavily on the county seat.

Purely Personal.

A. DeKruif, the Zeeland druggist, was in town one day last week and purchased a Jersey cow.

Chas. Lawson, the Morley boot and shoe dealer, was in town last week replenishing his stock.

Walter A. Smith, of Jennings & Smith, called on the customers of his house at Big Rapids and Muskegon last week.

J. C. Utman, for the past few years identified with J. E. Rice and Rice & Lillie, at Coopersville, has engaged with the Ives Lumber Co., and will manage the company's store at Hungerford.

Ludwig Wintemitz, local manager for the Riverdale Yeast Co., and Miss Clara Kadish, of Chicago, were married at that place Saturday night. They will take up their residence at 87 East Bridge street.

The Linderman Failure.

Assignee Nufer has completed an inventory of the assets and indebtedness of A. T. Linderman, of Whitehall, from which it appears that the appraised value of the assets is \$8,606. The total liabilities are \$23,249.21, divided among seventy-three creditors, in amounts varying from \$6,400 to \$1.10.

The Southern Merchant and Manufacturer says that THE TRADESMAN is a "reliable, interesting and useful journal."

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THE FOLLOWING RETAIL DEALERS HAVE VISITED THE MARKET DURING THE PAST WEEK AND PLACED ORDERS WITH THE VARIOUS HOUSES:

- B. Wynhoff, Holland.
- R. Weertman, Zeeland.
- Mrs. G. Miller, Byerson.
- J. Meijering, Noordeloos.
- G. N. Reynolds, Belmont.
- G. & Smith, Wayland.
- Jos. H. Spies, Leroy.
- Q. Huyser, New Groeningen.
- R. Volmar, Filmore Center.
- N. De Vries, Jamestown.
- John Scholten, Overisel.
- H. R. Hitechock, Northport.
- H. M. Harroun, McLean.
- A. Westner, Eastmanville.
- A. DeKruif, Zeeland.
- A. Norris, A. Norris & Son, Casnovia.
- J. C. Benbow, Cannonsburg.
- C. F. Sears, C. F. Sears & Co., Rockford.
- F. C. Williams, Ada.
- D. C. Spaulding, Hobart.
- O. F. Conklin, O. F. & W. P. Conklin, Ravenna.
- Byron McNeal, Byron Center.
- H. D. Plumb, Plumb & Sons, Mill Creek.
- S. E. Curly, Hadley Bros. Mfg. Co., Westminister.
- J. C. Scott, Lowell.
- Geo. F. Richardson, Jamestown.
- Wm. Hugh, Jr., Hugh & Jones, Morley.
- R. D. Wheaton, Vermontville.
- S. T. Colson, Alaska.
- Esmett Coon, Coon, Russell & Co., Baldwin.
- Lee Deuel, Bradley.
- C. G. Jones, Olive Center.
- John DeJongh, with C. DeJongh, Holland.
- E. F. Sears, C. F. Sears & Co., Rockford.
- J. Riley, Dorv.
- Lon Pelton, Morley.
- W. H. Hicks, Morley.
- Geo. W. Bevin, Tustin.
- Lester Rice, with Winchester & Lovelace, Wyman.
- Chas. Lawson, Morley.
- John T. Stitt, Stitt Bros., Norwiche.
- E. S. Hinkley, Blanchard.
- H. C. Pockham, Freeport.
- C. E. Brewster, with Gibbs Bros., Mayfield.
- T. W. Preston, Millbrook.
- N. McMillan, Rockford.
- G. W. Ives, Rockford.
- G. B. Chambers, Wayland.
- Walling Bros., Lamont.
- Dr. H. S. Baron, Forest Grove.
- W. H. Strunk, Forest Grove.
- J. C. West & Co., Lowell.
- J. O. Look, Lowell.
- C. E. & S. J. Koon, Lisbon.
- H. D. Hawley, Bangor.
- A. J. White, Bangor.
- A. M. Church, Sparta.
- C. Bergin, Lowell.
- C. O. Bostwick & Son, Cannonsburg.
- Baron & TenHouwer, Forest Grove.
- Geo. Carrington, Trent.
- Norman Harris, Big Springs.
- Dr. R. Gibbs, Six Corners.
- C. Cooper, Parkersville.
- Fred Neahr, Chippewa Lumber Co., Chippewa Lake.
- Thos. Smedley, Smedley Bros., Bauer.
- C. R. Bunker, Bailey.
- B. M. Denison, East Paris.
- G. H. Walbrink, Allendale.
- L. L. Maxfield, Fruitport.
- J. W. Mead, Berlin.
- W. S. Root, Talmadge.
- D. A. McLeod, McLeod & Trautman Bros., Moline.
- Darling & Roberts, Sparta.
- Mr. Jusison, Hon. Anderson, Cannonsburg.
- J. J. Wiseman, Nunica.
- Zunder Bros., Bangor.
- T. S. Jordan, Elmira.
- E. C. Beard, Morley.
- H. B. Irish, Lisbon.
- John Otis, Mancelona.
- J. G. Lamoreaux, Fennville.
- Dr. A. Hanlon, Middleville.
- R. G. French, T. D. French & Sons, Middleville.
- Mr. Walbrink, I. J. Quick & Co., Allendale.
- A. & L. M. Wolf, Hudsonville.
- L. H. Rice, Croton.
- A. Sackles, Walton.
- Spring & Lindley, Bailey.
- H. S. Newton, Charlevoix.
- John J. Ely, Rockford.
- Mrs. Calvin Durkee, Lakeview.
- J. V. Crandall & Son, Sand Lake.
- M. V. Sins, Trent.
- M. Minderhout, Hanley.
- Morley Bros., Cedar Springs.
- Ed. Roys, Roys Bros., Cedar Springs.
- & P. Stark, Cascade.
- H. W. Potter, Jennisonville.
- Ed. S. Fitch, Wayland.
- Nelson Culver, Bailey.
- M. M. Robson, Berlin.
- Joe Raymond, Berlin.
- C. Deeming, Dutton.
- Ed. M. Parker, Coopersville.
- Snow & Cook, Moline.
- E. P. Barnard, buyer New Era Lumber Co., New Era.
- S. Bitley, Pierson.
- Mr. Kauter, Kauter & Son, Holland.
- A. E. Landon, Nunica.
- F. Narragan, Hyron Center.
- W. Blain, Dutton.
- Frank Sampson, Sampson & Drury, Cadillac.
- C. Durkee, Lakeview.
- J. W. Closserhouse, Grandville.
- FURNITURE BUYERS.
- C. P. Bailey, Coopersville, Ind.

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MALL GLASS MINNOWS, TRIPLE HOOK FEATHERED, 60c each.

SOFT RUBBER FROGS, TRIPLE HOOK FEATHERED, 60c each.

SOFT RUBBER GOSSHOPPERS, 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.

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Michigan State Pharmaceutical Association.
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 Second Vice-President—B. D. Northrup, Lansing.
 Third Vice-President—Frank Wurzburg, Grand Rapids.
 Secretary—Jacob Jesson, Muskegon.
 Treasurer—Wm. Dupont, Detroit.
 Executive Committee—H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keller, F. W. Fincher.
 Next place of meeting—At Detroit, Tuesday, October 13, 1885.

Grand Rapids Pharmaceutical Society.
 ORGANIZED OCTOBER 9, 1884.

OFFICERS.
 President—Frank J. Wurzburg.
 Vice-President—W. L. White.
 Secretary—Frank H. Escott.
 Treasurer—Henry B. Fairchild.
 Board of Censors—John Peck, Chas. P. Bigelow, Jas. S. Cowin.
 Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.
 Committee on Pharmacy—Hugo Thum, M. B. Kimm, A. C. Bauer, Detroit.
 Committee on Legislation—Isaac Watts, O. H. Richmond, Jas. S. Cowin.
 Committee on Trade Matters—H. B. Fairchild, John Peck, Wm. H. Van Leeuwen.
 Regular Meetings—First Thursday evening in each month.
 Annual Meetings—First Thursday evening in November.
 Next Meeting—Thursday evening, May 7, at "The Tradesman" office.

Trade in Peruvian Bark.

The report of the South American Commission contains some interesting information about the quinine bark trade. R. H. Hoadley, a merchant doing business with Ecuador, was the witness under examination when Governor Reynolds said suggestively: "You are the first one that has mentioned the Ecuador trade."
 "The Ecuador trade," replied Mr. Hoadley, "has received a very black eye, you might state, in the last four years, in consequence of the decline in the price of quinine bark. That was a very large factor of their shipments from there, employing a large number of men. In trade this is known as Peruvian bark, but we call it quinine bark. Some of the richest qualities came from Ecuador, but now the price has declined to a very low point, and it is almost impossible for them to ship anything further. The main cause of the decline has been the wonderful development of the cultivated bark in the Sierra Leone and the East Indies.
 "Some twenty years ago or less the English Government realized that they were dependent upon two States in South America, Columbia and Ecuador, or you might say Bolivia, for their supplies of quinine; and the English Government use an immense quantity of it, in the East especially, in their armies and navies, and in all those Southern countries it is almost a matter of food; and they said: 'We must not be dependent on three South America States that at any time may get into a war with each other and cut off the supply.' So they sent out a commission to investigate the subject and obtain plants, and they went to South America and secured the plants, took them to India, and began the cultivation, so that in the East Indies it was on government land and with government labor, and what they did not want they sold. They used what they required for making quinine for their purposes, and beyond that they sold the surplus to the European markets. That commenced in a very small way, but has steadily grown, not only in quantity but in quality.
 "While the best quinine bark that is shipped from South America, the very best, has seldom over 2 1/2 to 3 per cent. of quinine—for for instance, 100 pounds of bark there would be three pounds of the sulphate of quinine—under cultivation in India they get it up to 4, 5, or 10 per cent., and the production is so constantly increasing there in quantity and quality that the European markets are flooded with it, and the price has steadily declined, so that it is almost impossible to ship barks from South America that will pay the expense of shipping. In Sierra Leone and India, the bark is grown at so little cost that they can deliver it in London and make a profit if they only get a shilling a pound for it."

Q. Have they not improved machinery for the use of it? A. Yes, sir; for the manufacture of quinine. But the enormous quantity of bark now raised has brought down the price.
 Q. And the fact that what comes from India, as you say, is so much purer? A. So much richer.
 Q. Yields more? A. Yes, sir; yields more; while in Ecuador and most parts of South America the barks are gathered so far from the coast, and their only means of transportation is on mule back and men's backs to the little rivers, that the actual cost of bringing a bale of bark, or gathering it and getting it to New York, in many sections, is much more than it is worth.
 Q. Has Mexico made any efforts to raise Peruvian bark? A. No, sir; the climate is not suitable for it. It requires a peculiar climate. There may be parts of Mexico where it could be grown. They have started it in Jamaica, and it has increased. I only speak of that as one reason why the trade between Ecuador and the United States has fallen off very materially in the last three years. They can not pay for their purchases now in bark, as they did formerly.

The Drug Market.

Business has been good in the drug line during the past week, and collections have been "elegant," as a local jobber expresses it. There has been no important movement in prices, and no change of importance is immediately anticipated.

Fooled the Wrong Girl.

From the Detroit News.
 A Michigan avenue drug clerk, who is considerable of a wag and inclined to practical jokes, met his match the other evening, and his friends have been geying him ever since.
 A young colored girl of an intensely dark complexion came into the store, and after having a prescription filled, asked the clerk if he had any face powder.
 "Yes'm. What color do you wish?" asked Jim, with a wink to the lounge behind the stove.
 "Flesh color, of course. What kind d'ye s'pose I wants?" she replied, somewhat saucily.
 "All right, mum. Just take a seat for a few minutes. We just got some to-day. I haven't unpacked them yet, but it will only take a few minutes. Take a seat please."
 Jim saw an opening for some fun, and could not resist the temptation. He retired to the back room, and the sound of some one rattling a stove pipe was plainly heard by the man behind the stove. In about five minutes Jim came back with a neat little box tied up in a paper, which he handed to the girl.
 "How much is it?" she inquired.
 "Ten cents," replied Jim, without a smile.
 The girl paid the money and went away.
 "Now there will be a racket, and my relief can't get around here any too soon," remarked Jim to the lounge.
 "What have you been doing?"
 "She's got a box full of soot. Only lives around the corner here, and she'll be back in just about 10 minutes," and Jim roared till his sides ached at the trick he had played.
 "She wanted flesh color and she's got it, though," and the thought of her opening the box just tickled Jim clean to his feet.
 Jim retired to the dispensary, warning the lounge if the girl came back to tell her he had gone to supper.
 In a few minutes a lady came running into the store and excitedly asked for Jim.
 "Anything I can do for you mum?"
 "You bet there is!" replied the lady.
 "What do you mean by sending that black stuff to me for face powder, eh?"
 "Oh—I beg your pardon, mum. I was only having a little fun with the colored girl—"
 "You think you are smart, don't you?" Give me back my money."
 Jim returned the money, again apologizing for what he had done, when the door opened and the colored girl bounced in.
 "Give it to him, missus! Scratch his eyes out!" she exclaimed as she walked up and delivered some very aged hen fruit straight into Jim's face.
 Both females then beat a hurried retreat and left the drug clerk to cleanse and perfume himself as best he could.

Coal-Tar Chewing-Gum.

"There's a car-load of solid comfort for the young ladies," said a gentleman in Lawrenceville to a *Dispatch* reporter, pointing to a car standing on the Allegheny Valley Railroad. "Now, there's twenty-five barrels of chewing-gum there," he continued. "You may not know it, but it is a fact that nearly all of the chewing-gum consumed in the United States and Vassar college comes from Pittsburgh."
 "Of what is this maidenly solace composed?" asked the newspaper man.
 "Why, it's made of tar, and the worst of tar. The Standard Oil Co. is a big thing on wheels when you get to talking about oil, but it is just as big relatively speaking when you get into the province of chewing-gum. You see they control nearly all of the refineries, and it is from them that the gum is evolved, so to speak. The refiners take the residuum from the crude oil after the refined article has been made and work it in an agitator, producing a certain grade of paraffine, a wax-like substance. This is sent to two firms located in Boston and New York, who put it through another refining process, and then sent the stuff, cut it up into small pieces, and then retail dealers take hold of it and make thousands of giddy girls happy with 'someh'n' to chew." The wax, as loaded on the cars, is worth seventeen cents a pound, but when put through the second refining process its cost is thirty cents a pound. I suppose a pound of refined paraffine will suffice for the making of 500 pieces of chewing-gum; so the profit in the business is apparent when you recollect that it retails for one and two cents a stick."
 "How much of the wax is shipped from Pittsburgh weekly?" asked the reporter.
 "Well, about fifty barrels per week. Some of it is used for finishing up insulated telegraph and telephone wires, some for making fancy candles; but the best grades are used for making chewing-gum. In fact, it can be safely computed that twenty-five barrels of this wax are weekly shipped from Pittsburgh, to be worked up into chewing-gum. It is not a very attractive looking substance when it has gone through the first refining process, but after it has been re-agitated it comes out a beautiful pearl-white in color, and is absolutely tasteless. The making of paraffine is one of the green spots in the desert of refining just now, considering the condition of the oil trade. It is only within the past few years that the secondary refining process has been accomplished in this country. The wax was sent to Scotland and then shipped back to this country. The two firms mentioned in New York and Boston are now making a good thing out of the business.

Lavender and White.

From the Adrian Record.
 A North Main street druggist sold a small bill of liquid paints yesterday afternoon and the required quantity, which was of two colors, was drawn off into two open cans. A friend offered to take the druggist into his buggy and drive him to the customer's house. They got in and the well-attired druggist held a package in either hand to avoid the effect of the jolts in the frozen road. Directly in front of the customer's residence was a mud-hole too deep to freeze. The horse feeling himself sinking, made a convulsive spring forward and about the same moment the man of paints was jerked rudely backward depressing his brains and elevating his heels. The liquid paints following suit—the druggist's suit—proceeding to spill themselves upon his pantaloons. Suddenly the vehicle struck the carriage block and stopped stone dead. The paint man, although he hadn't intended to do so, sprang forward across the dashboard. The paint kegs jumped after him and their contents frescoed his trousers in that quarter also. A more unique and original spectacle of lavender and white than the druggist presented can hardly be imagined. Of course he was quite mad and said something about it's being some kind of a "note" on him, mentioning at the same time in adjective form, a place not now in the bible. His tailor has just taken his order.
 There are 360 glass works in Austria, employing 60,000 workmen.
 The *Medical Journal* states that a few handfuls of common salt thrown daily into closets, and an occasional handful into wash basins, goes far toward contracting the noxious effects of the omnipresent sewer gas.
 It is said that an English firm has been experimenting with Rangoon earth oil as fuel, with satisfactory results, for steam railway motors. An engine designed to burn this kind of fuel, has, in consequence, been sent to Burma for working street railways there. It is estimated that the new fuel will reduce the working expenses 20 per cent.
 "Why is the oil market called she?" asked Smith. "Oh, that's easy," replied Smithers. "I suppose it's the same old answer, isn't it—takes a man to manage it?" "No, that's not it," replied Smithers, who had learned in the school of experience. "It's because when you've studied it down so that you know just what it's going to do it goes and does something else."

Supplies of Petroleum.

Professor Raymond estimates that the known supply of petroleum in Pennsylvania and New York will be exhausted in four years. This prediction the oil producers do not accept; they seem to expect the perpetual revival of old wells, revivals having sometimes happened after temporary exhaustion. The oil region in these two States comprises 4,250 square miles, so there is a good deal of internal space for recuperation. But it may be assumed that these subterranean reservoirs of oil are capable of being exhausted; they are not infinite; the only question is whether there is any satisfactory data by which to gauge their contents. Prof. Raymond's prediction may not prove correct, but the theory of inexhaustible supplies is obviously a fallacy. Production, from 82,000 bbls. in 1859, has now reached 30,000,000 bbls. a year, and the stored supply on hand is now equal to a year's consumption.
 Professor Raymond thinks that, when the present subterranean magazines are emptied, we shall revert to the treatment of oil-bearing shale to obtain supplies of oil; and it is very probable that this will occur, provided no new supplies are found. Pennsylvania, New York and Western Canada are not the only sources of natural oil supply in America. A story comes from the Argentine Republic, in South America, of the discovery of a lake of oil, said to be 88 acres in area and of unknown depth. Is it not more probable that, in this lake, the oil rests on water? Anyhow, this new discovery embraces an inexhaustible supply. Other oil springs and lakes are said to have been discovered in the same country.
 In our northern country, petroleum deposits are known to exist. In any case, there will be the resort to oil-bearing shale; but when we come to this, we must be prepared to accept a much less return for labor and capital, and the consumer must submit to a higher price.
 A new Japan oil of peppermint has been placed on the European markets by a house in Yokohama. The principal feature of the production is the fact of its being rectified twice by steam. The oil is quite white, and makes a clear solution in spirits of wine. The aroma is very fine, while no degree of pungency seems to be lost.
 An account is given in the *Journ. de Pharm. d'Als.-Lorr.* of a curious accident in a Strasburg pharmacy. The apprentice was transferring some lycopodium from one bottle to another, when some of the dust suddenly took fire at a gas jet near by with a slight explosion. This startled the youth, who dropped the bottle on the floor; a thick cloud of lycopodium dust arose, and itself took fire with a violent explosion, which shattered the windows and broke a good many bottles. The apprentice escaped with a few slight burns.

WHOLESALE PRICE CURRENT.

Advanced—Oil pennyroyal.	Decilled—Oil cubeb.	Serpentaria.	65
Decilled—Oil cubeb.	Serpentaria, cubeb.	Seneka.	43
powdered cubeb.	African ginger.	Sassafras, Hondur.	20
		Sassafras, Mexican.	15
		Squills, white (Powd 30c).	25
		Valerian, English (Powd 30c).	25
		Valerian, Vermont (Powd 25c).	20
ACIDS.			
Acetic, No. 8.	30 @ 10		
Acetic, C. P. (Sp. Grav. 1.040).	30 @ 35		
Carbolic.	35 @ 60		
Citric.	55 @ 60		
Muriatic 18 deg.	3 @ 5		
Nitric 36 deg.	11 @ 12		
Salic.	14 1/2 @ 15		
Sulphuric 66 deg.	3 @ 4		
Tartaric powdered.	52 @ 55		
Benzoic, English.	12 @ 15		
Benzoic, German.	12 @ 15		
Tannic.	12 @ 15		
AMMONIA.			
Carbonate.	15 @ 18		
Aqua 16 deg or 3f.	5 @ 6		
Aqua 18 deg or 4f.	6 @ 7		
BALSAMS.			
Copaiba.	50 @ 55		
Fir.	2 @ 00		
Peru.	50		
Tolu.	50		
BARKS.			
Cassia, in mats (Pow'd 20c).	11		
Elm, yellow.	13		
Elm, select.	14		
Elm, ground, pure.	14		
Elm, powdered, pure.	10		
Sassafras, of root.	12		
Sassafras, select.	18		
Bayberry powdered.	20		
Hemlock powdered.	20		
Wahoo.	12		
Soap ground.	12		
BERRIES.			
Cubeb prime (Powd 80c).	6 @ 75		
Juniper.	6 @ 7		
Prickly Ash.	50 @ 60		
EXTRACTS.			
Licorice (10 and 25 lb boxes, 25c).	37 1/2		
Licorice, powdered, pure.	37 1/2		
Logwood, bulk (12 and 25 lb boxes).	12		
Logwood, 1/2 lb boxes.	12		
Logwood, 1/4 lb do.	12		
Logwood, 1/8 do.	14		
Logwood, ass'd do.	14		
Fluid Extracts—25¢ cent of list.			
FLOWERS.			
Arnica.	10 @ 11		
Chamomile, English.	25		
Chamomile, German.	25		
GUMS.			
Aloes, Barbadoes.	60 @ 75		
Aloes, Cape (Powd 24c).	17		
Aloes, Socotrine (Powd 60c).	28 @ 30		
Ammoniac.	65		
Arabic, powdered, select.	60		
Arabic, 1st picked.	45		
Arabic, 2d picked.	45		
Arabic, 3d picked.	35		
Arabic, sifted sort.	25		
Assafoetida, prime (Powd 35c).	55 @ 60		
Benzoin.	20		
Camphor.	13		
Catechu, 1/2 lb (1/2, 1/4, 1/8 lb).	35 @ 40		
Euphorbium powdered.	80		
Gamboge.	90 @ 100		
Guaiac, prime (Powd 45c).	20		
Kino (Powdered, 30c).	30		
Mastic.	3 @ 30		
Myrrh, Turkish (Powdered 47c).	40		
Opium, pure (Powd \$5.40).	30		
Shellac, Campbell's.	26		
Shellac, English.	24		
Shellac, native.	24		
Shellac bleached.	30 @ 1.00		
Tragacanth.	30 @ 1.00		
HERBS—IN OUNCE PACKAGES.			
Hoarhound.	25		
Lobelia.	25		
Peppermint.	40		
Rue.	24		
Sweet Majoram.	25		
Tansy.	25		
Thyme.	25		
Wormwood.	25		
IRON.			
Citrate and Quinine.	6 @ 40		
Solution mur. for tinctures.	20		
Sulphate, pure crystal.	80		
Phosphate.	65		
LEAVES.			
Buchu, short (Powd 35c).	13 @ 14		
Sage, English, bulk (1/2, 1/4, 1/8 lb).	6		
Senna, Alex, natural.	18 @ 20		
Senna, Alex, sifted and garbled.	30		
Senna, powdered.	16		
Uva Ursi.	10		
Belleadonna.	35		
Foxglove.	35		
Hensbane.	35		
Rose, red.	2 3/5		
LIQUORS.			
W. D. & Co.'s Sour Mash Whisky.	2 @ 25		
Druggists' Favorite Rye.	1 @ 25		
Whisky, other brands.	1 @ 25		
Whisky, Old Tom.	1 @ 25		
Gin, Holland.	2 @ 25		
Brandy.	1 @ 25		
Catawba Wines.	1 @ 25		
Port Wines.	1 @ 25		
MAGNESIA.			
Carbonate, Patterson's, 2 oz.	22		
Sulphate, Jennings' 2 oz.	37		
Citrate, H. P. & Co.'s solution.	2 25		
Calcined.	65		
OILS.			
Almond, sweet.	45 @ 50		
Amber, rectified.	1 85		
Anise.	50		
Bay 1/2 @ 1.00			
Bergamont.	1 80		
Castor.	2 @ 00		
Croton.	75 @ 80		
Cassia.	1 @ 00		
Cedar, commercial (Pure 75c).	35		
Citronella.	1 20		
Cod Liver, filtered.	1 @ gal		
Cod Liver, best.	3 50		
Cod Liver, H. P. & Co.'s, 1 lb.	7 00		
Cod Liver, P. & W.	7 00		
Erigeron.	1 @ 00		
Fireweed.	2 @ 00		
Geranium 1/2 oz.	35		
Hemlock, medicinal (Pure 75c).	50		
Juniper berries.	2 @ 00		
Lavender flowers.	2 @ 01		
Lavender garden.	1 @ 00		
Levander spike do.	90		
Lemon, new crop.	1 40		
Lemon, Sanderson's.	1 50		
Longspur.	1 @ 10		
Olive, Malaga.	2 75		
Olive, "Sublime Italian."	1 25		
Origanum, red flowers, French.	1 50		
Origanum, No. 1.	1 50		
Pennyroyal.	4 75		
Peppermint, white.	4 75		
Rose 1/2 oz.	8 50		
Rosemary, French (Flowers \$1.50).	65		
Salad.	65 @ 1.00		
Sassafras.	4 50		
Sassafras, W. I.	7 00		
Sassafras, German.	4 50		
Sandal Wood, W. I.	4 50		
Sassafras.	67 @ 00		
Spearmint.	4 50 @ 5.00		
Tansy (by gal 50c).	10 @ 12		
Wintergreen.	2 @ 10		
Wormwood, No. 1 (Pure \$5.00).	4 30		
Wormwood.	2 @ 00		
POTASSIUM.			
Biomate.	14		
Bromide, cryst. and gran. bulk.	14		
Chlorate, cryst (Powd 23c).	19		
Iodide, cryst. and gran. bulk.	2 90		
Prussiate yellow.	25		
ROOTS.			
Alkanet.	20		
Athen, cut.	25		
Arrow, St. Vincent's.	17		
Arrow, Taylor's, in 1/2 and 1/4.	33		
Blood (Powd 18c).	20		
Calamus, peeled.	15		
Calamus, German white, peeled.	35		
Elecampane, powdered.	15		
Elecampane (Powd 15c).	11 @		
Ginger, African (Powd 14c).	11 @		
Ginger, Jamaica, bleached.	17		
Golden Seal (Powd 30c).	25		
Hellebore, white, powdered.	1 10		
Ipecaco, Rio, powdered.	1 10		
Jalap, powdered.	4 30		
Licorice, select (Powd 12 1/2).	30		
Licorice, extra select.	35		
Pink, true.	1 50		
Rhei, from select to choice.	1 00 @ 1.10		
Rhei, powdered E. I.	2 00		
Rhei, choice cut cubes.	2 00		
Rhei, choice cut fingers.	2 25		

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 42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.
 IMPORTERS AND JOBBERS OF
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 Wine and Liquor

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

CORPORATE ASSETS—UNPAID BALANCES.
In the case of *Epwright vs. Brown*, the Supreme Court of Missouri held that unpaid balances upon stock subscriptions were corporate assets and were assignable.

CONSIGNMENT—ACCOUNT STATED.
Where goods consigned to a commission merchant are sold and a statement of the sales, with an order on a third person to balance the account, is sent to the consignor, he is bound by the account rendered as by an account stated, unless within a reasonable time he notifies the consignee that he objects. So held by the Supreme Court of New Hampshire.

STATUTE OF FRAUDS—ORIGINAL PROMISE.
Where the employer of a person who wished to procure goods on credit from a dealer, but who had been refused, told the dealer to let his employe have the goods and that he would see the bill paid, the Supreme Court of Georgia held that such promise on the part of the employer was an original undertaking and not an agreement to answer for the debt or default of another within the meaning of the statute of frauds.

INSURANCE POLICY—FALSE SWEARING.
Where a policy of insurance provides that any false swearing or attempt at fraud, "or if there shall appear any fraud in the claim by false swearing or otherwise," shall avoid such policy, the company, in order to avail itself of the defense, must show that the assured knowingly and intentionally swore falsely or said or did that which it claimed to be fraudulent. So held by the Supreme Court of Georgia.

LICENSE—DISCRIMINATION.
A statute of Kentucky provides that "all itinerant persons vending goods, wares and merchandise shall be deemed peddlers, and prescribes a penalty for selling by such persons without first having obtained a license therefor. In the case of *Rush vs. Holloway*, the Court of Appeals of the State held that an act purporting to amend the prior act and providing "that itinerant persons who are citizens of this State, and who vend exclusively goods, wares and merchandise which are the growth, product or manufacture of this State, shall not be deemed peddlers nor required to take out license under the provisions of said chapter," was unconstitutional and void as discriminating against the citizens and manufactures of other states.

"Dignified" Business Men.
From the *Fancy Goods Record*.
I am constantly in and about the trade, and occasionally—probably once a day—I meet what some people might call a dignified man. Let me say a word or two about this unfortunate being. Dignity works all right in a wooden Indian or a drum major, but the man who desires to draw a salary through life, and to be sure of a visible means of support, will do well to make some other provision than the haughty look and the air of patronage. Dignity does not draw. It answers in place of intellectual tone for twenty minutes, but after awhile it fails to get there. Dignity works all right with a man who is worth a million dollars and has some doubts about his suspenders, but the man who is to get a large sum of money before he dies, and get married and accomplish some good, must place himself before his fellowmen in the attitude of one who has ideas that are not too lonely and isolated.

Origin of Crazy Quilts.
From the *Carpet Trade and Review*.
"Crazy" patchwork originated in the following manner: A certain titled lady while learning embroidery in an English seminary lost her mind, and it became necessary to confine her in a private madhouse. But she still retained her passion for needlework, and spent most of her time in uniting pieces of material furnished her from the madhouse scrap-bag. Although unable to perform the difficult stitches of embroidery work, it was noticed that in joining the odds and ends of material given her she invariably used contrasting or assimilating colors of thread or silk, and that nearly every stitch was different from the others. Specimens of her work found their way outside the asylum, and since then millions of women, apparently sane, have found delight in imitating the handiwork of the crazy countess.

Consideration for His Creditors.
From the *Merchant Traveler*.
"Who was that rang the bell, Jane?" asked the lady of the house.
"The grocer, mum."
"With a bill, I presume."
"Yesum."
"You told him to come next week?"
"Yesum."
"What did he say?"
"He said, mum, he had been here a dozen times already and he wouldn't come again, and to tell you so."
"How considerate. I didn't think it of a grocery-man."

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, 8-4, 19	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
Edmund, 10, 10	Pequot, 10, 10
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	Park Mills, No. 10, 10
Park Mills, No. 80, 13	York, A.A., extra oz., 14
OSNABURG.	
Alabama brown, 7	Alabama plaid, 7
Jewell brown, 8 1/2	Augusta plaid, 7
Kentucky brown, 8 1/2	Toledo plaid, 7
Lewisston 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.	
Arvondale, 36, 8 1/2	Greene, G, 4-4, 5 1/2
Art cambrics, 36, 11 1/2	Hill, 4-4, 7 1/2
Androscoogin, 4-4, 8 1/2	Hill, 7-8, 6 1/2
Androscoogin, 5-4, 12 1/2	Hope, 4-4, 6 1/2
Ballou, 4-4, 6 1/2	King Philip cambric, 11 1/2
Boott, O, 4-4, 8 1/2	Lincoln, 4-4, 7 1/2
Boott, E, 5-5, 7 1/2	Lonsdale, 4-4, 7 1/2
Boott, AGC, 4-4, 9 1/2	Lonsdale cambric, 10 1/2
Boott, H, 3-4, 5 1/2	Langdon, GB, 4-4, 9 1/2
Blackstone, AA, 4-4, 7	Langdon, 45, 14
Chapman, X, 4-4, 6	Masonville, 4-4, 8
Conway, 4-4, 7	Maxwell, 4-4, 8 1/2
Cabot, 4-4, 6 1/2	New York Mill, 4-4, 10 1/2
Cabot, 7-8, 6	New Jersey, 4-4, 8
Canoe, 3-4, 4 1/2	Pocasset, P. M. O., 7 1/2
Domestic, 36, 7 1/2	Pride of the West, 11
Dwight Anchor, 4-4, 9	Pocahontas, 4-4, 7 1/2
Day, 4-4, 9 1/2	Slaterville, 7-8, 6 1/2
Fruit of Loom, 4-4, 8 1/2	Victoria, AA, 9
Fruit of Loom, 7-8, 7 1/2	Woodbury, 4-4, 5 1/2
Fruit of Loom, 8-8, 8 1/2	Whitinsville, 7-8, 7 1/2
Gold Medal, 4-4, 6 1/2	Whitinsville, 7-8, 6 1/2
Gold Medal, 7-8, 6	Wamsutta, 4-4, 10 1/2
Gilded Age, 8 1/2	Williamsville, 36, 10 1/2
SILKES.	
Crown, 17	Masonville TS, 8
No. 10, 12 1/2	Masonville S, 10 1/2
Coin, 10	Lonsdale, 8 1/2
Anchor, 15	Lonsdale, 4-4, 16
Centennial, 8	Nictory O, 16
Blackburn, 8	Victory J, 16
Davol, 14	Victory D, 16
London, 12 1/2	Victory K, 2 1/2
Pacon, 12	Phoenix A, 19 1/2
Red Cross, 10	Phoenix B, 10 1/2
Social Imperial, 16	Phoenix XX, 5
FINE BROWN COTTONS.	
Albion, solid, 5 1/2	Gloucester, 6
Albion, grey, 6	Gloucestermourning, 6
Allen's checks, 5 1/2	Hamilton fancy, 6
Allen's fancy, 5 1/2	Hartel fancy, 6
Allen's pink, 5 1/2	Merrima D, 6
Allen's purple, 6 1/2	Manchester, 6
American, fancy, 5 1/2	Oriental fancy, 6
Arnold fancy, 6	Oriental robes, 6 1/2
Berlinsolid, 5 1/2	Pacific robes, 6
Berlinsolid, 6	Richmond, 6
Cochebo robes, 6 1/2	Steel River, 5 1/2
Conestoga fancy, 6	Simpson's, 6
Eddystone, 6	Washington fancy, 6
Eagle fancy, 5 1/2	Washington blues, 7 1/2
Garner pink, 6 1/2	
DOMESTIC GINGHAMS.	
Amoskeag, 7 1/2	Benfrow, dress styl, 7 1/2
Amoskeag, Persian, 10 1/2	Johnson Manfg Co, 12 1/2
Bates, 7 1/2	Bookfold, 12 1/2
Berkshire, 6 1/2	Johnson Manfg Co, dress styles, 12 1/2
Glasgow checks, 7	Slaterville, dress styles, 7 1/2
Glasgow checks, 7 1/2	White Mfg Co, dress 7 1/2
Glasgow checks, 7 1/2	White Mfg Co, fan, 8
royal styles, 8	White Mfg Co, 8
Gloucester, new standard, 7 1/2	Earlston, 8
Phunket, 7 1/2	Gordon, 7 1/2
Lancaster, 8	Greylock, dress styles, 12 1/2
Langdale, 7 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, 7	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, 7 1/2
Augusta, 4-4, 6 1/2	Piedmont, 36, 6 1/2
Boott M, 4-4, 6 1/2	Stark A.A., 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, 9
Indian Head, 4-4, 7	Wachusett, 4-4, 7 1/2
Indiana Head 45-12 1/2	Wachusett, 30-in, 6 1/2
TICKINGS.	
Amoskeag, ACA, 14	Falls, XXXX, 18 1/2
Amoskeag, "A", 13	Falls, XXX, 15 1/2
Amoskeag, B, 12	Falls, BB, 11 1/2
Amoskeag, C, 11	Falls, BBC, 19 1/2
Amoskeag, D, 10 1/2	Falls, awning, 19
Amoskeag, E, 10	Hamilton, BT, 32, 12
Amoskeag, F, 9 1/2	Hamilton, D, 9 1/2
Premium A, 4-4, 17	Hamilton, H, 9 1/2
Premium B, 16	Hamilton fancy, 10
Extra 4-4, 16	Methuen AA, 13 1/2
Extra 7-8, 14 1/2	Methuen ASA, 18
Gold Medal 4-4, 15	Omega A, 7-8, 11
CCA 7-8, 12 1/2	Omega A, 4-4, 13 1/2
CT 4-4, 14	Omega ACA, 4-4, 16
RC 7-8, 14	Omega SE, 7-8, 24
BF 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 1/2
Cordis ACA, 32, 15	Shetucket S&S&S, 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 frncy, 8
GLAZED CAMBRICS.	
Garner, 5	Empire, 4 1/2
Hookset, 5	Washington, 4 1/2
Red Cross, 5	Edwards, 5
Forest Grove, 5	S. S. & Sons, 5
GRAIN BAGS.	
American A, 18 00	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
Masnville, 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 Mills ball sewing, 30
Clark's O. N. E., 55	Greech & Daniels, 25
J. & P. Coats, 55	Merricks, 40
Williamantle 6 cord, 55	Stafford, 25
Williamantle 3 cord, 40	Chaffin & Manning, 25
Charleson ball sewing thread, 30	Holyoke, 25
CORSET JEANS.	
Armory, 7 1/2	Kearsage, 8 1/2
Androscoogin sat., 8 1/2	Naumkeag sat., 8 1/2
Canoe River, 6	Pepperell bleached, 8 1/2
Clarendon, 6 1/2	Pepperell sat., 7
Hallowell Imp., 6 1/2	Rockport, 7
Ind. Orch. Imp., 7	Lawrence sat., 8 1/2
Laconia, 7 1/2	Conesgat, 7

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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.

A GLASS CAN Covered with Tin. **THE NEATEST THING** On the Market.



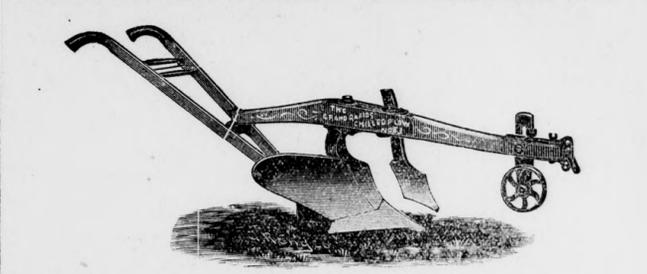
FOR SALE BY—

Curtiss, Dunton & Co., JOBBERS OF—Woodenware, Twines and Cordage, Paper, Stationery, Kerose and Machine Oils, Naptha and Gasoline. 51 and 53 Lyon Street, Grand Rapids, Mich.

JENNINGS & SMITH, PROPRIETORS OF THE **Arctic Manufacturing Co.,** 20 Lyon St., Grand Rapids. ASK YOUR JOBBER FOR **Jennings' Flavoring Extracts,** AND **Arctic Baking Powder.** Grand Rapids, Michigan.

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 Old Reliable **NIMROD**

PLUG TOBACCO Is for Sale by all Grand Rapids Jobbers. SAMPLES FURNISHED ON APPLICATION.

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

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

JOB PRINTING

Such as Letter, Note and Bill Heads, Statements, Cards, Envelopes, Blank Orders, Circulars, Dodgers, Etc., Neatly and Promptly Executed at The Tradesman office.

SPRING & COMPANY, WHOLESALE DEALERS IN

Staple and Fancy **DRY GOODS,** CARPETS, MATTINGS, OIL CLOTHS ETC., ETC.

6 and 8 Monroe Street, Grand Rapids, Michigan.

The Commercial Traveler.
Mrs. M. L. Rayne in the Detroit Free Press.
He was a traveling man. That fact was conveyed to the other passengers on the train by his good clothes and comfortable air of well-to-do-attiveness as well as by his general bearing of being accustomed to luxuries. He had the best fare at the best hotels, and his employer's money paid for it as an investment that would return sure dividends. For the rest, he was absent from his family nearly all the time, traveling night and day in close, hot, ill-ventilated cars, worked like a machine at every town on his route, and earned a better salary than any professional man of his acquaintance. He was the first to make up a purse for a widow or stranded fellow-traveler, and when he read the malicious newspaper stories of the gay and festive drummer he wondered why in the course of his travels he never met any of the craft. The men he knew were, like himself, of honorable record, often inconveniencing themselves to help one another on the way through.

There was a stir at a station, and two pretty girls came aboard. They laughed and giggled; threw kisses at their friends at the depot; gave silly messages and good-byes, and as the train started, they took a seat behind the commercial traveler. There were other seats vacant, but they preferred this, and rustled into it with a series of little shrieks and giggles.
"Did you see Tom Barlow watching us, Nellie? Te-he-he."
"He'll be there to meet us when we go back, see if he isn't, Kitty! Ha! ha!"
"Say, he's a drummer," giggled Nellie, lurching her friend toward the front seat.
"Too awfully swell, ain't he? Oh, my!"
"Ahem! ahem! How I do wish I knew what time it is!"

The traveler did not make any answer. His silk hat, as fine and pretentious as the hat of a man who does his duty and owes no man anything has a right to be, was pulled down over his eyes; his lips were compressed, and he replied by no look or motion to the rude speech of the merry girls.
"Must be awfully stuck up," whispered Nellie, but not so low but that the man on the seat before her could hear distinctly.
"Doesn't notice common people," answered Kitty, with a toss of her head.

These were young ladies, dear reader. Not hobby-de-hoy school-girls or coarse, ill-bred hoydens. They moved in the best society and their respective fathers and motherly would have been greatly astonished to learn that their daughters flirted. But, then, fathers and mothers are usually the last to know what is going on among their own young people.
"W-would you be so kind, sir, as to tell us what time it is?" asked Nellie in a little meek, far-away voice, while her companion tittered and looked out of the window.

Both of the young ladies wore watches, as was patent to an observer, but the gentleman addressed could do nothing less than answer so direct a question. This he did in a brief manner, and with a voice that noticeably trembled.

"Poor thing, he was quite overcome," whispered Kitty, audibly. "I'm going to want this window put up pretty soon."
"Allow me," said the traveling man respectfully, and the disconcerted young lady blushed and simpered, and sat in the draught without protest.

The next move was made by the gentleman. He took from his pocket a photograph and inspected it long and sadly. Tears welled into his eyes, his face flushed, and he returned it to his pocket.

The two young ladies did not see the photograph, at least not to recognize whether it was a man or woman, but they te-he'd and simpered and even speculated in a low voice, as to who it might be—wife or sweetheart.
"Don't tell me he's married," cried Kitty in a loud whisper. "He hasn't the courage to pop the question."
"That was his grandmother's picture," chimed in Nellie. "Good boy! he carries it with him so that the old lady will hear of it and leave him something in her will."

Then they giggled in chorus, and the train drew up at a station where some very anxious looking faces were pressing forward as if in search of some one.
The commercial traveler caught up his satchel and slung it over his shoulder; then he took the photograph he had been looking at, out of his pocket, and turned to the two young ladies who began to feel a little uncomfortable at his manner.

"That is the picture of my little daughter," he said, holding up the counterfeit of a lovely smiling child of six years; "she is very ill, and I am summoned home, perhaps to see her die. But let me tell you that I would rather a thousand times know, at this moment, that the breath of life had forever passed her sweet lips, than to think she could ever grow up into a silly, dishonest woman, tempting and toying with souls to feed her own wicked vanity."
Almost the next moment they saw him on the platform, and a fair woman hung on his arm, and his face lighted with pleasure at her words. But they two sank back out of sight, enraged, mortified, yet conscious that they had found in one traveling man an honest-minded friend who had dared to give them a word of needful warning.

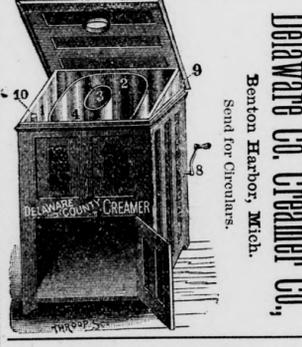
It has been found that nitric and other dangerous acids travel better when packed in crushed pumicestone than in any other way, says a London paper. This is the experience acquired by numerous shipments to Australia.
Chelsea dairymen have organized the Chelsea Creamery Co., with a capital stock of \$5,000, all but \$500 of which is paid in.

Not His Property.
From Texas Siftings.
"Will you be kind enough to take that grip-sack off that seat," said a countryman, who got on a train at Luling.
"No, sir, I don't propose to do anything of the sort," replied the drummer, who was sitting on the other side of the seat.
"Do you say that you are going to let that grip-sack stay right there?"
"Yes, sir; I do."
"In case you don't remove that grip-sack, I shall be under the painful necessity of calling the conductor."
"You can call in the conductor, the engineer, and the brakeman if you want to. Perhaps you has better stop at the next station and send a special to old Jay Gould himself about it."
"The conductor will put you off the train."
"I don't care if he does. I am not going to take that grip-sack from the place where it is."
The indignant passenger went through the train, and soon returned with the conductor.

"So you refuse to remove that grip-sack, do you?" asked the conductor.
"I do."
Great sensation.
"Why do you persist in refusing to remove that grip-sack?"
"Because it's not mine."
"Why didn't you say so at once?"
"Because nobody asked me?"

Lucrative Pedestrianism.
From the Charleston News and Courier.
Paul Howes is a Georgia drummer. He was recently traveling in South Carolina and with a fellow traveler purchased a 1,000 mile ticket. The conductor refused to allow but one of them to ride on the ticket, saying that while it could be issued to two or more parties, only one person could ride on it at one time. Mr. Howes was put off the train about four miles from Wadesboro, and gave notice at once that he would sue the road for damages. He employed an attorney, but it was not long before the authorities offered to compromise. The offer was accepted and Mr. Howes came off \$1,000 better off. His walk, four miles to Wadesboro, netted him just \$350 per mile.

Fresh Eggs.
The head cook of a certain hotel went to a little store to buy some provisions, and seeing a basket of eggs, asked:
"Are these eggs fresh?"
"Yes, I get them fresh from the country every day."
"Suppose I buy all these eggs, what will you charge me for the lot?"
"All of 'em?"
"Every one of them."
"I don't want to sell them all at once."
"Why not?"
"You see I've got regular customers who get fresh eggs laid the day before. If I sell you all these eggs, next week I'll not have any fresh eggs laid the day before for my customers."



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 Dairymen 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 L. EDSON, Union Center, Broome Co., N. Y.

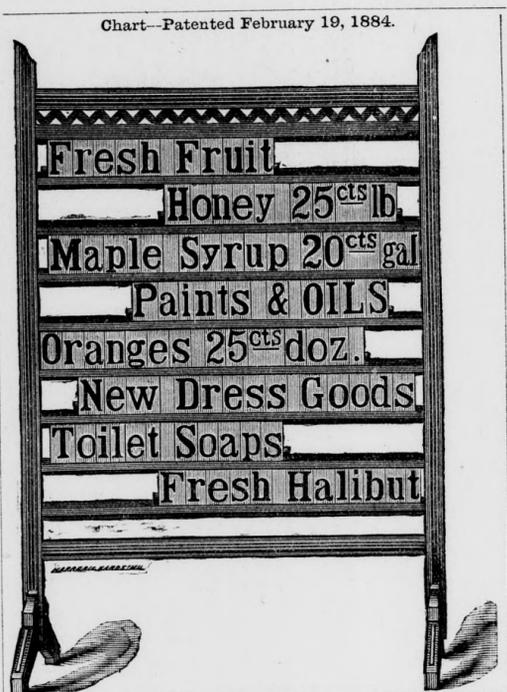
WILSON'S
Cabinet Creamery and Barrel Churn
AND ALL DAIRY SUPPLIES.
To first purchaser in new locality, we will give special terms.
The woman's friend. It saves three-fourths of the labor in butter-making; easily operated; you raise sweet cream from sweet milk; you have sweet milk to feed which troubles its value. Send for circular. Agents wanted. Address, **FLINT CABINET CREAMERY CO., FLINT, MICH.**

SHIPPING BASKETS AND BOXES
MANUFACTURED AT THE MICHIGAN BASKET FACTORY OF A. W. WELLS & CO. ST. JOSEPH, MICH. SEND FOR ILLUSTRATED PRICE LIST.

HAMILTON'S PATENT DISPLAY CHART

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

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



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 over 300 letters, figures and 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.
Used in the creamery for butter only, they paid the patrons in July, 1884, 60c and the skimmed milk per 100 lbs. Lowest price of the year.
In the creamery for gathered cream they paid the patrons from 15c to 20c per cream gauge for the year 1884.
In the factory for butter and cheese they paid the patrons \$1.75 per 100 lbs. average, for the season. They show better results in dollars and cents than anything yet invented.
Write for actual working figures furnished by successful creamery men of known reputation, who have used them as above.
JOHN BOYD,
Sole Manufacturer, 189 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 (towel, napkin, dish-rag, dry goods store thrown in) 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. Leaves.
*Mail..... 9:15 a.m. 4:05 p.m.
*Day Express..... 12:25 p.m. 11:15 p.m.
*Night Express..... 9:35 p.m. 6:00 a.m.
*Daily. *Daily except Sunday. *Daily. Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:25 p. m., and through coach on 9:15 a. m. and 9:35 p. m. trains.
NEWAYGO DIVISION.
Leaves. Arrives.
Express..... 4:15 p.m. 4:05 p.m.
Express..... 8:35 a.m. 11:15 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..... 7:00 p.m. 7:35 a.m.
Mail..... 9:35 a.m. 4:00 p.m.
All trains daily except Sunday.
The train leaving at 4 p. m. connects at White Pigeon with Atlantic Express on Main Line, which has Palace Drawing Room Sleeping Coaches from Chicago to New York and Boston without change.
The train leaving at 7:35 a. m. connects at White Pigeon (giving one hour for dinner) with special New York Express on Main Line.
Through tickets and 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..... 10:10 a.m. 10:20 a.m.
*Evening Express..... 3:20 p.m. 3:35 p.m.
*Atlantic Express..... 9:45 p.m. 10:45 p.m.
*Mixed, with coach..... 10:30 a.m.
GOING WEST.
*Morning Express..... 12:40 p.m. 12:55 p.m.
*Through Mail..... 5:10 p.m. 5:15 p.m.
*Steamboat Express..... 10:40 p.m.
*Mixed..... 7:10 a.m.
*Night Express..... 5:10 a.m. 5:30 a.m.
*Daily, Sundays excepted. *Daily. Passengers taking the 6:20 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.
Parlor Cars on Mail Trains, both East and West.
Train leaving at 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. 7:00 a.m. 10:25 a.m.
Ft. Wayne & Mackinac Ex. 3:55 p.m. 5:00 p.m.
G'd Rapids & Cadillac Ac. 7:10 a.m.
GOING SOUTH.
G. Rapids & Cincinnati Ex. 7:00 a.m.
Mackinac & Cincinnati Ex. 4:05 p.m. 6:15 p.m.
Mackinac & Ft. Wayne Ex. 10:25 a.m. 11:45 p.m.
Cadillac & G'd Rapids Ac. 7:40 p.m.
All trains daily except Sunday.
SLEEPING CAR ARRANGEMENTS.
North—Train leaving at 5:00 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 10:25 a. m. has combined Sleeping and Chair Car for Traverse City.
South—Train leaving at 4:35 p. m. has Woodruff Sleeping Car for Cincinnati.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Mackinac & Marquette.

GOING WEST		STATIONS.		GOING EAST	
Ac.	Ex.			Ac.	Ex.
P.M.		Ishpeming Dep.	1:30		
4:50 A.M.		Negaunee.....	1:40	A.M.	
6:50	3:30	Reedsboro.....	2:20	7:30	
3:08	1:27	Reedsboro.....	4:19	11:05	
	12:00 A.	Seney.....	5:45	1:10	
1:10	12:15 D.	Seney.....	5:30	12:40	
11:25	11:02	Newbury.....	6:38	2:40	
7:30 A.M.				P.M.	
8:30 Dep.	St. Ignace.....	Ar.	6:00	6:30	
7:00 Ar.	Mackinaw City Dep.		9:30		
			P.M.		
		Grand Rapids Ar.	7:00		
			9:35		
		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 Reedsboro 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 St. Marie.
F. MILLIGAN, G. F. & P. A.

Grind your own Bone, Meal, Oyster Shells, GRAIN, and CORN with the HAND MILL (F. Wilson's Patent). 100 per cent. more made in keeping poultry. Also POWER MILLS and FARM FED 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.

The Middlemen.

From Macmillan's Magazine. Thirty years ago a young man who had acquired experience, knowledge and reputation...

The day of the oyster is passing away. His season is up on the first of May. But let this thought give us comfort and cheer...

A Russo-English war just now. Would prove a handsome treat. By making business boom all round. And raise the price of wheat.

Never put off till to-morrow That which you can do to-day; For the man who is solvent at present To-morrow may be in a bad way.

THE OLD RELIABLE.

The Star Flouring Mills Again in Operation.

The Star flouring mills, which have been shut down most of the time during the past sixteen weeks, on account of the prevalence of high water, started up again last week and are now in active operation...

Finding a Bed of Natural Soap.

The latest discovery is a vast deposit of natural soap near Corning, in Ohio. As the story runs, a party of hunters in the "Big Woods" built a fire against a rocky hillside...

Miscellaneous Dairy Notes.

The Ovid creamery will begin operations April 27. Wm. Dorgan, of Stratroy, Ontario, has been engaged as cheese maker by E. J. Savage...

The Grocery Market.

Trade has been good and collections fair during the past week. The market has been very steady, with the exception of pickles, which are a little lower, and tomatoes, which are firmer...

Grand Rapids Grain & Seed Co.

WAREHOUSES: 71 Canal St. and Cor. Ionia and Williams Streets. OFFICE: 71 CANAL ST. GRAND RAPIDS, April 21, 1885. DEAR SIRS—Below we hand you jobbing prices for to-day...

WHOLESALE PRICE CURRENT.

Table listing various goods and their prices, including flour, sugar, oil, and other commodities. Includes sub-sections like 'COUNTRY PRODUCE', 'CANNED VEGETABLES', 'COFFEE', 'CORDAGE', 'FRUIT', 'MOLASSES', 'MATCHES', 'PIPPERS', 'RICE', 'WINE', 'SOAP', 'TOBACCO', 'TEAS', 'PLUGS', 'SHEEP PELTS', 'HIDES, PELTS AND FURS', 'OYSTERS AND FISH', 'PROVISIONS', 'PORK IN BARRELS', 'LARD IN TINS', 'BEEF IN BARRELS', 'SAUSAGE', 'PORK SAUSAGE', 'PORK CHOP', 'PORK BUTT', 'PORK TONGUE', 'PORK SHOULDER', 'PORK BACON', 'PORK HAM', 'PORK CURED MEAT', 'PORK CURED BACON', 'PORK CURED HAM', 'PORK CURED TONGUE', 'PORK CURED SHOULDER', 'PORK CURED BACON', 'PORK CURED HAM', 'PORK CURED TONGUE', 'PORK CURED SHOULDER'.

SALT.

Table listing various salt products and their prices, including different grades of salt, brine, and other related items.

YEAST.

Table listing various yeast products and their prices, including different brands and types of yeast.



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.

D'OLIVEIRA'S Parisian Sauce.

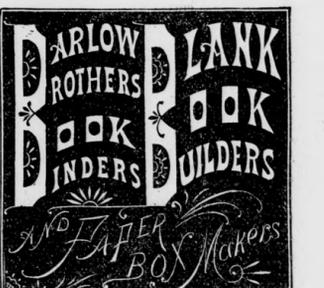


SOLE AGENTS FOR GRAND RAPIDS AND VICINITY: HAWKINS & PERRY.

ARCTIC BAKING POWDER.



This Baking Powder makes the WHIEST, LIGHTEST and most CRISP Biscuits, Cakes, Bread, etc. TRY IT and be convinced. Prepared only by the Arctic Manufacturing Co., GRAND RAPIDS, MICH.



Barlow's Patent Cook Book and Pancake Builders. If in Need of Anything in our Line, it will pay you to get our Prices. PATENTED AND SOLE MANUFACTURERS OF Barlow's Patent Manifold Shipping Books. Send for Samples and Circular. BARLOW BROTHERS, GRAND RAPIDS - MICH.

Hardware.

At the Smelting Furnace.

The furnace lifts its walls of black, A stubborn bulk from end to end; And through the grimy chimney stack Continual flame and smoke ascend; The night comes down with wind and hail, A shelling cloud, and key rain; The timbers crack in every gale, The tempest howls at every pane!

Delicious core of rosy heat, Alluring shelter, huge and warm, To beggars drenched in snow and sleet, The drifting outside of the storm! At the wide door rustic shapes appear, In one thick swirl or humming snarl; With mirth and jest and savage cheer, The hours of darkness come and go! No cover this for chosen friends, A chimney hot for larger ends, A hearth for ruder purpose laid! All night their sweltering fires are fed, Their mighty bellows roar again, Who keep the dusky forges red, With brawny, labor-saving men.

The black-browed idlers straggling in, The hardy miners, tough and tall, The knotty foreman scarred of skin, The generous roof receives them all; The voices rise, the men retreat, Tumultuous clamor strikes the town, When, white with overpowering heat, The molten mass comes pouring down!

Rustless Iron.

From the British Trade Journal.

One of the most important discoveries that have been developed during the present century is that of coating iron for the purpose of preventing corrosion, and rendering the most useful of all metals practically indestructible. When we consider what an important factor is iron in almost every branch of industry, and how much we depend upon this metal for innumerable requirements, the means for its preservation can not fail to be regarded with great interest. Rust is the great destroyer; therefore in rendering iron rustless a great and commercially important problem has been solved. About six years ago Professor Barff made known his process for protecting iron surfaces from rust by coating them with magnetic oxides, and subsequently George Bower, of St. Neots, the well known gas and water engineer, revived a process discovered by him some years previously. Mr. Bower patented his invention, and afterward made several discoveries, which he also protected, each one being an improvement on its predecessor; thus most valuable results have been attained, tending to preserve iron and render it rustless. Both Professor Barff and Mr. Bower claimed the same results, yet the processes are, we understand, "practically and judicially distinct;" although both have the same object in view. By means of Professor Barff's rustless process, tubes and fittings are effectually protected, and the method has been most successful in practical operation. Professor Barff's original method has been found especially adaptable for wrought iron. The Bower process for coating iron—more particularly cast iron and steel—with magnetic oxide, consists of two operations—1st, the admission of atmospheric air to the furnace which oxidizes the metal; 2d, the admixture of the products of combustion of fuel, and at times if required, of gas from oil, to oxidize, or rather convert, the sesqui-oxide of iron into the magnetic oxide. This oxide, when it is met with in its natural state, is the loadstone of commerce. The first part of the process produces rust or its equivalent, the second transformation of this rust into a coating of impervious magnetic oxide. This is the general description of the chemical changes which the surface of iron undergoes, but the exact composition of magnetic iron has not been quite decided. The working of the oxidizing and deoxidizing process is exceedingly simple. The goods, consisting of weights, half-hundredweights, stove castings, ornamental and fine-art castings, are placed in an oven capable of holding about one ton, though, of course, there is no limit to the size of the castings which can be operated upon, except that of the furnace. Air, at a high temperature, is then admitted to the castings, and after a time carbonic oxide evolved either from the combustion of the fuel or from a gas-producer somewhat on the Siemens principle, in combination with the furnace. The admission of either atmospheric air or carbonic acid is, of course, under perfect control, and the best results are obtained by admitting the air and gas alternately at regular intervals during the process, which usually occupies from eight to ten hours, and the result can be always relied upon to a certainty; for, notwithstanding the enormous amount of care, skill and scientific experimenting which was involved in perfecting the process and making it a reliable mechanical operation, it can be carried on now by a comparatively unskilled workman, as the only extra work which the furnace attendant has to do is to regulate the supply of gas and air at intervals, and this is done by merely turning a handle. Hence the Bower-Barff process has almost attained the perfection of scientific mechanism, as the results are certain and the action simple. One of the most valuable features of Mr. Bower's system is that the rust on iron surfaces can be converted into magnetic oxide. Any iron or steel, therefore, that has become damaged or unsalable by exposure, such as, for instance, tubes, pipes, gas standards, brackets, pillars, rails and ornamental work—can be restored permanently to their original beauty, no matter how thick the incrustation of rust may have been, since the sesqui-oxide of iron is converted into the magnetic, and hence the goods are eventually improved instead of being deteriorated by the rust. The value of this part of the process will be appreciated by those who have to keep iron stocks of any kind. The cost of the Bower-Barff system does not involve any considerable expenditure, while the invention must be regarded as one of the most valuable ever discovered. For speci-

mens of iron coated by the Bower-Barff process several prizes have been awarded, including a gold medal for the exhibit at Melbourne last year.

Points on Petroleum.

The statistical position of petroleum today is stronger than it has been in years. Petroleum is singular among the country's products in showing a consumption that is in excess of the production, with a prospect of a serious competition from foreign sources still some years out of sight. Since last August there has been a reduction in stocks on hand amounting to about 3,000,000 barrels. Each month has shown a loss of varying magnitude, and if the same rate of decrease is to be kept up the present supply on hand, large as it seems (amounting to 36,000,000 barrels), becomes a comparatively insignificant factor in the situation. Our exports to Europe show nothing of the discouraging features of the grain export movement, and while the foreign trade is confining its purchases to immediate necessities, the decrease of stocks abroad last year, equivalent to 1,000,000 barrels of crude, indicates that there was a consumption considerably in excess of the amount of oil imported from the United States. There could be a good advance from the present price of crude before the profits of the refiners at the present price of the refined product would be entrenched upon and there could be much higher figures asked before the American product would stand real danger from the rivalry of the Russian article. Moreover, although the drill is at work in the unexplored regions of Pennsylvania and southwestern New York, there is not to-day a reasonable prospect of any strike which will do more than add temporarily to a new production needed to make up for the gradual decline in the oil fields. It is the realization of these facts which led to the "bull" combination which has advanced the price of certificates since the first of the year from 63 to 85 cents, and which is holding the market on fluctuations around 80 cents, where a month or so ago the variations were about 70 cents. The main arguments for a decline advanced by the "bears" are that the outside public is too poor to do much speculating in anything; that the rates for carrying certificates eat up the profits of holders of oil and discourage any buying, even on a limited scale, except for short turns, and that the Standard refining interests, from the nature of things, must be opposed to the maintenance of high values for the crude article.

Shot Making.

At the present moment, when the whole world is bellicose, the subject of shot-making becomes of interest. The manufacture of shot was some years ago very unsteady in this country. Previous to the enactment of game laws, hunting lasted all the year round. Now it is confined to certain seasons. Game laws exist now in the Southern States, where the great bulk of shot made is sold. Formerly orders for shot would come in at any period, and there was nothing steady about the business. Until late in the spring shot will be made, and then the factory will remain closed until August. Part of winter and spring is the shot-making period exclusively. Texas alone buys more shot than a half dozen other states together. The negroes of the South all have shotguns and spend a great deal of their spare time hunting. That accounts for the great demand in that part of the country.

Some changes have lately been effected in the processes of manufacture. Instead of sifting the shot through a series of drawers, it is now done by means of a series of perforated cylinders, the holes conforming to the size of the shot desired. These cylinders sift automatically and are great improvements on the old method. In these days of breechloading guns the shot must be made mathematically to such a diameter and so many per ounce. Thus, drop shot No. 12, which are .05 of an inch in diameter must produce 2,326 pellets to the ounce; No. 6, .11 of an inch in diameter, 218 to the ounce, No. 1, .16 of an inch in diameter, only 71. The largest size, FF, .33 of an inch in diameter, contains 24 shot per ounce. Buckshot in like proportion.

Brick Clay and Fire Clay.

The main difference between fire clay and ordinary clay is that the former contains no lime or iron. These substances are not objectionable for ordinary building brick, but they render the material unfit to resist strong heat, as they cause the brick to vitrify first, and finally to fuse, when high temperatures are attained. In physical appearance, the fire clay, or slate clay, is gray or grayish yellow, massive, dull or glimmering from admixture of particles of mica. Its fracture is slaty, approaching sometimes to earthy. It is soft, sectile and easily broken. It adheres to the tongue, and breaks down in water. It occurs along with pit coal. For making fire brick, it is ground and reduced to a paste with water. Common clay or loam is soft to the touch, and forms with water a somewhat tenacious paste, but is in general less compact, more friable, than the plastic clays, which are more readily diffusible in water. Although soft to the touch, the common clay wants unctuousity, properly so called. It is usually of a bluish or blackish color. Those of its strata which effervesce with acids partake of the nature of marl. It is employed in the manufacture of bricks, tiles, and coarse pottery ware.

Furniture Facts.

Wm. Johnson, late of Boyne Falls, has engaged in the furniture business at Sherman.

Why Some Dealers Fail to Succeed.

They are lazy.
They neglect details.
They overlook the small things.
They have no eye to business.
They hope for fortune to drop in their laps.
They let their help waste and destroy.
They let their fires burn at will.
They are slovenly in their stores.
They let their stores get filthy and dirty.
They try how cheap they can do everything.
They fail to advertise.
They have too much outside business.
They talk politics too much.
They fail to invest or have new ideas.
They are penny wise and pound foolish.
They imitate their neighbors.
They are not polite or accommodating.
They think most things take too much trouble.
They fail to push business.
They know not the best is the cheapest.
They know not the power of method.
They are illiberal to home enterprises.
They attend to everything but their own business.
They become rusty and lose ambition.

A new hearth is being put in the iron furnace at Manelona and the works are being put in first-class order to go into blast on the opening of navigation.

Good Words Unsolicited.

Geo. Hoppough, general dealer, Smyrna: "I hope THE TRADESMAN will live as long as the enclosed bill is old."
Henry Roe, meat dealer, Nashville: "I could not do without your paper, after reading the few copies you sent me."
E. Davies, grocer, Montague: "We want THE TRADESMAN, first, because it is reliable; second, because THE TRADESMAN is our only visiting drummer from Grand Rapids."

LUMBER, LATH AND SHINGLES.

The Newway Manufacturing Co. quote f. o. b. cars as follows:

Uppers, 1 inch.....	per m \$44 00
Uppers, 1 1/4, 1 1/2 and 2 inch.....	48 00
Uppers, 1 inch, 1 1/4 and 2 inch.....	35 00
Uppers, 1 1/4, 1 1/2 and 2 inch.....	38 00
Fine Common, 1 inch.....	30 00
Shop, 1 inch.....	32 00
Fine Common, 1 1/4, 1 1/2 and 1 3/4 feet.....	15 00
No. 1 Stocks, 12 in., 14 and 16 feet.....	16 00
No. 1 Stocks, 12 in., 14 and 16 feet.....	17 00
No. 1 Stocks, 10 in., 12, 14 and 16 feet.....	16 00
No. 1 Stocks, 10 in., 12, 14 and 16 feet.....	17 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. 2 Stocks, 12 in., 14 and 16 feet.....	13 00
No. 2 Stocks, 12 in., 14 and 16 feet.....	14 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....	13 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....	14 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet.....	12 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet.....	13 00
Coarse Common or shipping culls, all widths and lengths.....	8 00@ 9 00
A and B Strips, 4 or 6 in.....	27 00
C Strips, 4 or 6 in.....	18 00
No. 1 Fencing, all lengths.....	15 00
No. 2 Fencing, 12, 14 and 18 feet.....	12 00
No. 2 Fencing, 16 feet.....	15 00
No. 2 Fencing, 4 in., A and B.....	12 00
Norway C and better, 4 or 6 in.....	20 00
Bevel Siding, 6 in., A and B.....	14 50
Bevel Siding, 6 in., No. 1 Common.....	9 00
Bevel Siding, 6 in., Clear.....	20 00
Piece Stuff, 2x4 to 2x12, 12 to 16 ft.....	10 00
Additional for each 2 feet above ft.....	36 00
Dressed Flooring, 6 in., A, B.....	29 00
Dressed Flooring, 6 in., No. 1, common.....	17 00
Dressed Flooring, 6 in., No. 2, common.....	14 00
Beaded Ceiling, 6 in., A, B and Clear.....	35 00
Dressed Flooring, 4 in., A, B and Clear.....	26 00
Dressed Flooring, 4 or 5 in., No. 1, common.....	16 00
Dressed Flooring, 4 or 5 in., No. 2, common.....	14 00
XXX 18 in. Standard Shingles.....	3 30
XXX 16 in. Thin.....	2 80
XXX 16 in. Standard Shingles.....	1 80
No. 2 or 5 in. C. B. 16 in.....	2 00
Lath.....	1 75@ 2 00

WHOLESALE PRICE CURRENT.

Prevailing rates at Chicago are as follows:

AUGERS AND BITS.	
Ives', old style.....	dis 60
N. H. Co.'s.....	dis 60
Pierces'.....	dis 60
Snell's.....	dis 60
Cook's.....	dis 60
Jennings'.....	dis 60
Jennings', imitation.....	dis 60
BALANCES.	
Spring.....	dis 25
Railroad.....	dis 13 00
Garden.....	net 35 00
BELLS.	
Hand.....	dis 60
Call.....	dis 15
Gong.....	dis 20
Door, Sargent.....	dis 55
Stove.....	dis 40
Carriage new list.....	dis 75
Plow.....	dis 30
Steel Shoe.....	dis 50
Cast Barrel Bolt.....	dis 55
Wrought Barrel Bolts.....	dis 55
Cast Barrel, brass knobs.....	dis 55
Cast Square Spring.....	dis 60
Cast Chain.....	dis 55
Wrought Barrel, brass knob.....	dis 55
Wrought Square.....	dis 55
Wrought Sunk Flush.....	dis 30
Wrought Bronze and Pinned Knob.....	dis 50
Ives' Door.....	dis 50
BRACES.	
Barber.....	dis 40
Backus.....	dis 50
Spofford.....	dis 50
Am. Ball.....	net
BUCKETS.	
Well, plain.....	\$ 4 00
Well, swivel.....	\$ 4 50
BUTTS, CAST.	
Cast Loose Pin, figured.....	dis 60
Cast Loose Pin, Berlin bronzed.....	dis 60
Cast Loose Joint, genuine bronzed.....	dis 60
Wrought Narrow Bright Fast Joint.....	dis 50
Wrought Loose Pin.....	dis 60
Wrought Loose Pin, acorn tip.....	dis 60
Wrought Loose Pin, japanned.....	dis 60
Wrought Loose Pin, japanned, silver.....	dis 60
Wrought Table.....	dis 60
Wrought Inside Blind.....	dis 60
Wrought Brass.....	dis 60
Blind, Parker's.....	dis 70
Blind, Parker's.....	dis 70
Blind, Shepard's.....	dis 70
Spring for Screen Doors 3x2 1/2, per gross.....	15 00
Spring for Screen Doors 3x2 1/2, per gross.....	18 00
CAPS.	
Ely's 1-10.....	per m \$ 65
Hick's C.....	dis 35
D.....	dis 60
Musket.....	dis 60
CATRIDGES.	
Rim Fire, U. M. C. and Winchester new list.....	dis 50
Rim Fire, United States.....	dis 50
Centra Fire.....	dis 3 1/2
CHISELS.	
Socket Firmer.....	dis 70
Socket Firmer.....	dis 70
Socket Corner.....	dis 70
Socket-Slicks.....	dis 70

Butchers' Tanged Firmer.....	dis 40
Barton's Socket Firmer.....	dis 20
Cold.....	net
COMBS.	
Curry, Lawrence's.....	dis 33 1/2
Hotchkiss.....	dis 25
COOKS.	
Brass, Racking's.....	40
Bibb's.....	40
Beer.....	40
Fenn's.....	60
COPPER.	
Planned, 14 oz cut to size.....	34
14x32, 14x56, 14x90.....	37
ELBOWS.	
Morse's Bit Stock.....	dis 35
Taper and Straight Shank.....	dis 20
Morse's Taper Sock.....	dis 30
HAMMERS.	
Com. 4 piece, 6 in.....	doz net \$1 00
Corrugated.....	dis 20
Adjustable.....	dis 1/2 & 10
FILES.	
Clar's, small, \$18 00; large, \$20 00.....	dis 20
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00.....	dis 25
GAGES.	
American File Association List.....	dis 60
Disston's.....	dis 60
New American.....	dis 60
Nicholson's.....	dis 60
Heller's.....	dis 30
Heller's Horse Rasp.....	dis 33 1/2
GALVANIZED IRON.	
Nos. 16 to 20, 22 and 24, 25 and 26, 27.....	dis 18
List 12 13 14 15 16 17 18.....	dis 18
Discount, Juniata, \$5@10, Charcoal 50@100.....	dis 18
HOLLOW WARE.	
Stanley Rule and Level Co.'s.....	dis 50
HOLLOWWARES.	
Maydole & Co.'s.....	dis 20
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40
Mason's Solid Cast Steel.....	30 c list 40
Blacksmith's Solid Cast Steel, Hand.....	30 c list 40
HOLLOWWARES.	
Barn Door Kipper Mfg. Co., Wood track dis.....	50
Champion, anti-friction.....	dis 60
Kidder, wood tra k.....	dis 40
HOLLOWWARES.	
Gate, Clark's, 1, 2, 3.....	dis 60
State.....	per doz, net, 2 50
Screw Hook and Strap, to 12 in. 4 1/2 14.....	3 1/2
and longer.....	10 1/2
Screw Hook and Eye, 1/2.....	net 8 1/2
Screw Hook and Eye 3/4.....	net 8 1/2
Screw Hook and Eye 1.....	net 8 1/2
Screw Hook and Eye, 1 1/2.....	net 8 1/2
Strap and T.....	net 60
HOES.	
Grub 1.....	\$11 00, dis 40
Grub 2.....	11 50, dis 40
Grub 3.....	12 00, dis 40
KNIVES.	
Door, mineral, jap. trimmings.....	\$2 70, dis 66 1/2
Door, porcelain, jap. trimmings.....	3 50, dis 66 1/2
Door, porcelain, plated trimmings.....	list, 10 15, dis 66 1/2
Door, porcelain, jap. trimmings.....	list, 11 55, dis 70
Drawer and Shutter, porcelain.....	dis 70
Picture, H. L. Judd & Co.'s.....	dis 40
Hematec.....	dis 50
LOCKS-DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	dis 66 1/2
Mallory, Wheeler & Co.'s.....	dis 66 1/2
Bradford's.....	dis 66 1/2
Norwalk's.....	dis 66 1/2
LEVELS.	
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, Ferry & Clark's.....	dis 40
Coffee, Enterprise.....	dis 25
MATTOKS.	
Adze Eye.....	\$16 00, dis 40
Hunt Eye.....	\$15 00, dis 40
Hunt's.....	\$18 50, dis 20 & 10
MATTOKS.	
Common, Bra and Fencing.	
10d to 60d.....	per keg \$2 35
8d and 9d adv.....	25
6d and 7d adv.....	25
4d and 5d adv.....	25
3d advance.....	1 50
3d fine advance.....	3 00
Clinch nails, adv.....	1 75
Finishing 1 1/4 1 1/2 1 3/4 2 1/4.....	3 15
Size—Inches \$ 1 25 1 50 1 75 2 00.....	
Adv. per keg.....	25
Steel Nails—Same price as above.....	
MOLASSES GAGES.	
Stebbin's Pattern.....	dis 70
Stebbin's Genuine.....	dis 70
Enterprise, self-measuring.....	dis 25
OILERS.	
Sperry & Co.'s, Post, handled.....	dis 50
Zinc or tin, Chase's Patent.....	dis 55
Zinc, with brass bottom.....	dis 40
Reaper.....	per gross, \$12 net
Olmstead's.....	50
PLANES.	
Ohio Tool Co.'s, fancy.....	dis 15
Scotch Bench.....	dis 25
Sandusky Tool Co.'s, fancy.....	dis 15
Bench, first quality.....	dis 20
Stanley Rule and Level Co.'s, wood and.....	dis 20
PLANES.	
Fry, Acme.....	dis 50
Common, polished.....	dis 60
Dripping.....	dis 60
PATENT PLANES.	
Iron and Tinned.....	dis 40
Copper Rivets and Burs.....	dis 50
PATENT PLANES.	
"A" Wood's patent planished, Nos. 24 to 27.....	10 1/2
"B" Wood's pat. planished, Nos. 25 to 27.....	9
Broken packs 1/2 @ 1/2 extra.....	
ROOFING PLATES.	
IC, 14x20, choice Charcoal Terne.....	5 75
IX, 14x20, choice Charcoal Terne.....	7 75
IC, 20x28, choice Charcoal Terne.....	12 00
IX, 20x28, choice Charcoal Terne.....	16 90
ROPPERS.	
Sisal, 1/2 in. and larger.....	8
Manilla.....	14 1/2
SQUARES.	
Steel and Iron.....	dis 50
Try and Bevel.....	dis 50
Mitre.....	dis 20
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14.....	\$4 20 \$3 00
Nos. 15 to 17.....	4 20 3 00
Nos. 18 to 21.....	4 20 3 00
Nos. 22 to 24.....	4 20 3 00
Nos. 25 to 28.....	4 40 3 20
No. 27.....	4 60 3 40
All sheets No. 18 and lighter, over 30 inches wide not less than 12 extra.....	
SHEET ZINC.	
In casks of 600 lbs.....	6
In smaller quantities.....	6 1/2
TINNERS' SOLDIER.	
No. 1, Refined.....	13 00
Market Half-and-half.....	15 00
Strictly Half-and-half.....	16
TIN PLATES.	
Cards for Charcoals, \$6 75.	
IC, 10x14, Charcoal.....	6 50
IX, 10x14, Charcoal.....	8 50
IC, 12x12, Charcoal.....	6 50
IX, 12x12, Charcoal.....	8 50
IC, 14x20, Charcoal.....	10 50
IX, 14x20, Charcoal.....	12 50

Readers of this paper who avail themselves of the information obtained from its columns, by advertisement or otherwise, are requested to notify their correspondents of the source of their information.



SOLIMAN SNOOKS.

How He Became to Be a Detective—His First Case.

CANT HOOK CORNERS, April 18, 1885.
Mister Editor of Tradesman:
DEAR SIR—If you had been in my office a few days since, hidden under the desk, or in the waste basket, you would have probably learned

HOW I BECAME A DETECTIVE, by hearing the following conversation:

"Good evening."
"Good evening, sir. Can I see the proprietor?"

"Yes, sir, I am the chap."
"All right. Let me close this door, please. There, have a cigar, Mr. Snooks."

"Oh! cigars, ha; what house."
"Say—sh—h—h, keep still, don't give it away, Mr. Snooks. I am a detective!"

"The devil you are! what the dickens have I been doing now I wonder."
"Nothing, nothing whatever, my dear sir. I have called on you secretly and privately to unfold a little matter of business."

"All right. Let her unfold."
"Can I rely on your discretion?"

"Well, I would exemplify that you could."
"Well, my name is Johnson—Theodore P. Johnson, of Boston. There is my card."

"Yes, I see, um, um, 'Agent General for the Boston International Government Association of Detectives.'"

"That's correct, sir, to a dot."
"Pretty long name that, seems to me, Mr. Johnson."

"Yes, you are right, Mr. Snooks; but in general business we shorten it up. For instance, while on duty, I use this card."
T. P. JOHNSON,
B. I. G. ASS.

of Detectives.
Neat, you observe, and mysterious."
"That's so; it is mysterious and striking, for a fact."

"Our profession is chuck full of deep mysteriousness, Mr. Snooks, chuck full. Main thing in the bizness—why, I can drop into the hotel over there and call for a drink in such a blood curdling whisper, and at the same time with such a sly deep, suspicious look about the room, that every loafer there will feel as if he had stole a sheep, or something of the kind; while the bartender will hand me back 25 cents in change for the quarter I give him."

"Great Geezewax! that must be sport. But you was remarking that you had a little bizness matter with me. What is it?"

"That is just what I was coming to. Now, Mr. Snooks, how would you like to join the Association and get to be a detective yourself?"

"What! me a detective? why, I never thot of such a thing. You dont have an idea that I could ever detect anything do you?"

"Most certainly I do. You are just the kind of a man for it. With your bland, child-like smile and open countenance—why, man alive, you cood pry into every thing in this part of the country and make more money than a horse can draw."

"Yes; but where does the money come in—who pays for all this detecting?"

"Ah! I see, Mr. Snooks, I see, you dont, so to speak, just exactly tumble to the little snap. It is like this: Suppose for instance, that a man steals a horse at Kalamazoo, and puts out for the North woods. Well, a reward of one hundred dollars is offered by the owner of the animal, we will say. As soon as the agent of this Association at Grand Rapids hears of it by a report from the Kalamazoo agent or member, he will send out postals to all the Michigan members of the force, describing the horse and man."

"Oh yes, I see now—I find the man at Cant Hook Corners and follow him up and 'shadow' him and all that bizness until I gobble the man and hoss and the little reward. Is that the scheme?"

"To a dot Mr. Snooks, to a dot. That is where the cash comes in."

"But, suppose the man that stole the hoss, offers me \$125 not to gobble him, what then?"

"See here, Snooks, you needent tell me that you are new to the bizness. Why, the oldest detective on the force does not understand the true inwardness of the bizness any better than you do. Why, you are going to

be a perfect ornament to the Association."

"Now, again, suppose a lady way to come to me and tell me to shadow her husband, as she rather suspected he was getting into bad company—how then, Mr. Johnson?"

"Why, tell her you charge five dollars a shadow. Take the job and follow your man. If you find him in some place that he ought not to be in, take him to one side and show him your badge."

"Then what will I do?"

"It will depend on the circumstances of the case, as to whether you report to the lady that her husband went to a prayer meeting, the lodge, a school meeting, or where he did really go. Do you see?"

"I tum. A good detective must be governed by the little circumstances surrounding each case."

"Exactly. Now to bizness—You are furnished with this neat sign to put up on your store. You see, here is a blue eye in the center and the words 'We never sleep' under it. This is to call bizness to your agency. We also furnish you with this pair of back-action, lock-stitch hand-cuffs, a police whistle, and this small, silver star to wear on your vest."

"Do I have any thing to show that I have authority to act?"

"Certainly, we fix that all right. Here is the form of commission. I fill this out and sign it as General Agent and there you are, right as a trivet, duly appointed and ready for biz."

"What is this little arrangement I see in this document about '\$25, to me in hand paid by the said party of the 2nd part, etc.'?"

"That, why that is simply the little fee you pay for having your name entered at head quarters and for your commission, outfit, etc."

"Ah! That's the milk in this coconut is it? I thot you was not talking for nothing."

"Why, certainly not, Mr. Snooks. Do you spose the company can afford to send men out over the country to appoint agents, furnish signs, &c., all for nothing? It's dog cheap at 25 dollars. Just look at the advantages it offers."

"I never knew before, that a man had to pay to be a detective."

"You did not? Why, a Pinkerton detective has to pay a cool hundred for his commission."

The above conversation is enough, Mr. Editor, to show you how it is done. To cut a long story, short, I paid the required sum, nailed the fine looking sign on my store and waited for bizness.

For two days, I waited and practiced at "shadddering" the clerks and customers in the store and at reading postal cards in the P. O. department to get my hand in. At last, I got a "case" to ferrit out, just as I had quit looking for one.

It made me so Raven mad, that I felt Poetical enuff to tell it to you in verse.

MY FIRST CASE.
As I sat one evenin' dreaming,
On trade and comersse scheming,
And watched the fire gleaming,
From out the box stove door
I heard a noise of sumthing,
A droppin' or a bumping,
Upon the platform thumping,
In front of my old store,
Just this noise and nothing more.
Says I, "What is to pay? Can
That be old Jim Brayman,
Our Cant Hook Corners' drayman,
So late as ne'er before?
If so, I would not wonder,
If he was drunk, by thunder,
To come so late with plunder,
To anybody's store,
Must be nine o'clock or more."
Then I heard a horrid rattle,
Some like a horny battle
Between two brindle cattle
On the platform as before.
Foot steps then did clatter,
Up the street with patter, patter,
Thinks I, "What is the matter
To-night, outside the store
On the platform near the door."
So I took a careful peek out,
And threw the door did sneak out,
To see if I could seek out
The cause of all this bore.
Now what can I dew, sir,
A detective hunts a clew, sir,
Soliman, why not you, sir,
As Pinkerton as of yore.
My courage then did rally,
As I thot of Sleuth and Dally,
I calmly forth did sally,
As a member of the core,
Slipped up slyly to the door,
And I took a careful peek out,
Then threw the hole did sneak out,
To see if I could seek out
The cause of all this bore.
And made investigation,
Oh dire visitation,
Some thief of all creation,
Had been and gone and tore,
My new sign from off the store.
He had stolen it completely,
And done the job so neatly,
But one small clew did greet me,
The nail holes in the store,
But true to my profession,
I took a wax impression,
Of the holes in my possession,
The nail holes near the door,
Then I went inside and swore.
I am still ready for bizness, and if you need any thing done in my line, let me know.
Yours, detectively,
SOLIMAN SNOOKS,
G. D., P. M. and J. P.

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