

# The Michigan Tradesman.

VOL. 1.

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NO. 2.

## A HOME EXPOSITION.

### A PROJECT THAT IS YET IN EMBRYO.

How it is Proposed to Carry Out the Plan—The Expense of the Undertaking—Some of the Results to Follow—Interviews with Several Prominent Citizens.

The remarkable success that has attended the agricultural fairs held in Grand Rapids during the past dozen years has suggested the idea that something more permanent and satisfactory than a four-day show could be inaugurated and made a success. With a view to collecting all the available reasons for such an innovation, as well as to ascertain the objections to the measure, an ambassador of THE TRADESMAN was detailed to visit the parties who are the prime movers in the affair, and interview others interested in the city's welfare. It having been learned that Mr. I. C. Levi had taken initial steps toward the calling of a meeting for the purpose of considering the subject, that gentleman was first seen. He stated that he could see no valid reason why a permanent exposition, lasting three or four weeks each autumn, should not be a financial success in itself, to say nothing of the benefits accruing from the trade that would inevitably result from the presence of people from all parts of this and surrounding states. The crowds that visit an ordinary fair are necessarily unsatisfactory, in a business sense, as they seldom augment trade to any perceptible extent. They are so bent on viewing what is to be seen, and are in such a hurry to get home as soon as they have exhausted one day's pleasure, that they have neither the time nor inclination to look about for shopping purposes. One the other hand, the people who are attracted by an exposition usually spend several days in the place, and after thoroughly looking over the prime object of their stay, improve the opportunity afforded to make such purchases as can be made to better advantage than at home. While a general exposition would attract the same class of people who come to the fairs, it would also bring to the city thousands of people residing in distant parts of the state, and even in other states, who are aware of the superior reputation Grand Rapids has acquired as a furniture manufacturing center and who would feel amply repaid for their visit by being able to see an exhaustive display of our best products in this branch of industry. While fine furniture would form an important part of the exposition, it would of course be accompanied by hundreds of other displays equally as ingenious, although not so noted at home and abroad. Competition would undoubtedly be made open to the world, and foreign exhibitors would gladly avail themselves of the opportunity afforded to show the products of their skill. For the purpose of ascertaining whether the sentiment in favor of such an undertaking is sufficient to encourage further endeavor, Mr. Levi recently addressed the following circular to leading manufacturers at this market:

Gentlemen: I take the liberty to call your attention to a project which I carried out cannot fail to be conducive to much benefit to the manufacturing interests of this city. You are possibly aware of the great success attendant upon the industrial exhibitions in Chicago, Milwaukee, Louisville, Indianapolis and other cities. With our many and varied manufacturing interests, there is no reason why we cannot have an exhibit here worthy of the metropolis of Western Michigan.

My idea is to form an exposition association, organize a stock company, issue shares, to be taken by all the manufacturers, merchants, bankers and real estate owners; erect a suitable exposition building on the line of some street, railway, and hold an annual exposition to extend from two to four weeks in the building to be open during this time in the evening as well as day time. The expenses will be comparatively light, as it is not necessary to offer premiums, the exhibit being solely for the purpose of showing the country at large the industrial resources of our city. The exposition building could also be used to advantage outside of the exhibit season very often, there being no hall in the city capable of holding very large public assemblies.

Taking a great interest in the growth of our city and our manufacturing interests, it occurred to me that by sending out this circular the matter could be agitated, and if favorably considered by a number of manufacturers, a call for a meeting could be issued and steps taken to organize. I hope you will give this your kind attention, and convey to me your views on the subject.

Numerous replies were received to the appeal, most of which were extremely favorable. Enough of the latter came to hand to convince the projector that with the proper amount of pushing the enterprise could be made an assured fact; and another circular, similar in purpose to the above, will shortly be addressed, suggesting a time and place for holding a meeting to discuss the question in all its bearings.

#### COUNTING THE COST.

Regarding the expense involved in the construction of suitable buildings and the maintenance of the institution after their erection, nothing but rough estimates can be given. It is thought that a desirable location can be secured on a long-time lease for a nominal consideration, and buildings for present use erected at an expense of \$20,000. This estimate of course includes only a wooden structure, without much of

the ornamentation which could be subsequently added. The expense of managing and operating the exposition would not exceed \$10,000 per annum, and this figure would probably cover all the repairs needed for some time to come. Estimating the average daily attendance at 3,000 people, with an admission fee of 25 cents each, would give a return, in twenty-four days, of \$18,000, which would be sufficient to meet the expenses, and leave a handsome balance, even after paying a respectable dividend. It is thought that \$40,000 capital will be all the funds needed to inaugurate the venture, and it is claimed that this sum would be subscribed by representative business men within twenty-four hours, whenever they are assured that the undertaking would be placed in proper hands.

#### SERIOUS DRAWBACK.

Mr. Julius Berkey, the head of the great Berkey & Gay corporation, thought the project entirely feasible, but suggested that the feeling of strong competition existing between the three large furniture manufacturing houses here would have a tendency to prevent a representative display of the latest styles. "The only way we have to know what our neighbors are doing," said Mr. Berkey, "is to go out of town, and the same is true regarding our neighbors and our own goods. This sharp rivalry to distance competitors is the only drawback I can see to a thorough display of Grand Rapids furniture, but so long as it exists none of the larger houses here would consent to placing their best and latest goods on exhibition. Under these circumstances, I am inclined to the opinion that the project could not be carried out."

#### DOUBTFUL AS TO THE RESULT.

Major MacBride, of the firm of Messrs. Nelson, Matter & Co., is inclined to the opinion that the project could not be brought to a successful issue. He gave as one reason for so thinking that Grand Rapids is not large enough, and has not sufficient importance as a commercial center to warrant the outlay. The cities which maintain such institutions are all larger than this, and possess greater attractions in the way of social and business advantages. While a successful exposition would be of incalculable benefit to the business interests of the city, and his firm would gladly subscribe to their quota of stock and do all that lay in their power to render the undertaking successful, he had grave doubts as to the result.

#### A FAIR OPINION.

Mr. George W. Thayer, president of the Western Michigan Agricultural and Industrial Society, under whose auspices the local fairs have been conducted for the past three years, stated that he did not think that an exposition could be made to pay here, and that the financial loss, if any, would not be recompensed by the increased trade. "Where would you put your cattle, horses, poultry, etc., in an exposition?" said Mr. Thayer, duly convinced that this inquiry would stagger the most ardent advocate of an improvement on the present fair.

#### ONE OBJECTION ANSWERED.

"Yes," said a prominent merchant, "I know that some of the furniture manufacturers say that they do not care for retail trade, but I can show them that without retail trade they will soon be in a sorry plight. For instance, a man comes from abroad to view the exposition. He may not purchase anything here, but he goes home and enquires for the same goods that took his eye here. He tells his neighbor what he saw, and what he preferred, giving his reasons therefor, and that neighbor will ask for the same goods when in want of anything in that line. All this creates a demand which must be supplied. Some do not see it in that light, but I maintain that the manufacturers here will be compelled to do a good deal of advertising of this kind in the future, or suffer the loss of much trade, and be eclipsed by other markets which have recognized the utility of miscellaneous advertising."

#### The Flour Product of Minneapolis.

The Minneapolis Northwestern Miller estimates that the present daily production of flour from the mills of that city is 26,600 barrels, against 21,250 barrels daily one year ago, an excess of 5,410 barrels. The Pioneer Press indulges in some speculation as to what these figures mean, and furnishes the following result: "The number of bushels of wheat required to make 26,600 barrels of flour per day would be 133,300, the transportation of which would take 266 cars, or a solid train of a mile and three-quarters in length. Besides the flour, the daily product of millstuffs would be 1,400 tons, to haul both of which would require 328 cars and 16 locomotives, or more than two miles of solid train. At an average price of \$4 per barrel for flour and \$8 per ton for millstuffs, the total daily production of the mills amounts to \$117,728, or nearly \$37,000,000 in the course of a year."

Messrs. C. P. Hunt & Co., of Memphis, estimate the present crop of cotton at 5,558,250 bales, or some twenty per cent. less than that of last year.

## LUMBER CAMPS.

### WHAT ONE MAN KNOWS ABOUT LOGGING.

Preparations for a Long Winter's Work—How the Men Guard Against the Cold—Remarkable Game—Rare Dishes Served in Camp.

"Arise Jupiter, and snuff the moon!" It seems to me I see him before me now with a half malicious grin on his countenance at the idea of disturbing the forty or fifty men who constitute the camp on the Manistee. The speaker was a lumberman, a self-made man who has swung the axe, who made the Morton his headquarters yesterday, and the expression which he quoted was in reference to a character who officiates as cook of one of his lumber camps. "Yes, sir," he continued, "promptly at 6 o'clock he would have a boiling fire and shout his significant phrase, 'Arise Jupiter, and snuff the moon,' although he occasionally would vary it by using the expression, not an uncommon one in lumber camps, 'Roll out, turn out, any way to get out.' In our lumber camps the custom is for the cook to be the early worm-catcher and at 6 o'clock when the blaze sends forth its cheering warmth and the coffee-pot sings a pleasant melody, he wakes the gang."

"How is a logging camp constructed? It must be a novel sort of life the men lead there isolated during the winter?"

"How is a camp constructed?" "Well, in the first place we locate the spot, with reference to convenience to work and protection from the gentle zephyrs that generally wander through the woods in winter. A camp consists of from forty to fifty men. They will put in on an average 4,000,000 during the season. We construct camps with reference to that number of men. The first thing we do is to build a sleeping camp of logs, about 32 feet by 43, and an adjoining cooking camp about the same size. The camp is built after the manner of a log hut, and when it has reached a sufficient height we 'chink' it, that is, mix sand and water, roll up our shirt sleeves, imagine that summer weather prevails, and slap in the mud with our hands. Then we roof the concern. We cut down a tree and split what we call 'shakes,' which I cannot describe better than by comparing it to the primitive system of making shingles, that is we split the tree with the grain and lay it two deep, filling out the chinks with mud. The barns, or as we call them 'hovels' of the horses and oxen, are constructed similarly. Twenty-four oxen and forty teams is the full complement of a camp with a crew of fifty men.

"Your sleeping arrangements can not be of the most approved style. Do you sleep Indian fashion with the earth for a pillow and a blanket for a shield?"

"Bless you, not at all. Lining the walls of the interior of the sleeping camp are two tiers of bunks. Every man has his bunk. In the center is a big stove providing warmth, and we doze as sweetly and dream as nicely as at the Morton."

"How do you proceed about putting in the winter's cut?"

"First we have to grade the main road, leading from the camp to the bank of the river where the rafting is done. This road has to be graded very carefully so as to enable heavy loads to go over it. Collateral roads, more hastily prepared, lead in every direction. One force cut down the trees and the other drive the teams. Cut, did I say. Well, that was a mistake. We don't cut down trees any more. We saw them down. Any danger from falling trees? None at all. The danger is in being caught by a falling limb, and that is why we have to be so careful. One tree falling, strikes another and bends it down until released and bounds back with terrible force, throwing limbs high in air. I have seen a limb weighing 100 pounds carried up 200 feet into the air. Sometimes the trees, after they are sawed diagonally, slide off the stump and then there is need of much watchfulness. Last winter, on the Manistee, such an occurrence happened. The man who was sawing jumped back and tripped backwards. The tree caught him between the legs, sawed over the stump and threw him into the air about twenty feet. He turned a complete somersault and landed on his feet without as much as a scratch."

"What is the best condition for putting in a big cut?"

"Too much snow is bad, for then it is hard to get at the fallen logs. But what is worst of all is when the ground does not freeze hard before a snowfall, for then skidding is an exceedingly difficult matter. We had great trouble in this respect last winter. But to proceed about our manner of operation: When we have our cutting crew at work the teamsters get out the bobs. They are much larger than ordinary sleighs, are peculiarly constructed, and are provided with concave shoes or runners. We load them very heavily, the logs being piled tier after tier to the height of twenty feet sometimes, and one load will weigh as much as ten or fifteen tons. Only four horses are required to draw the load, that is on the smooth main road. For hauling in the woods proper we use oxen. The work of

loading a bob is done in a surprisingly short time. With their grab hooks and skidders two men will load a sleigh in ten or fifteen minutes, and the logs are mighty heavy sometimes."

"It must be pretty cold work in the woods?"

"Of course it is not especially tropical, but the exercise infuses warmth into the veins of the men. And then they clothe themselves very warmly. They wear woolen socks a quarter of an inch thick, and some of them wear as many as five pair at one time. Their Mackinaw suits are very warm, too. Some of the men become so inured that they do not wear mittens at all."

"Do you live on salt pork and potatoes all the winter long?"

"We may not have a printed bill of fare, with all kinds of unpronounceable foreign names on it, but our 'grub' beats anything you can obtain in your city hotels. Fresh beef, potatoes, pork and beans, mince pie, all nicely cooked, with the sauce which only hard labor can produce, and we can appreciate what an appetite whetted to razor sharpness means. And when I include pork and beans, I talk about a delicate dish which the city people cannot appreciate, because they do not know what it really is. Talk about Boston baked beans. If the lumber camp pork and beans were once made known 'Bosting' wouldn't stand the ghost of a show. The way our beans are cooked is novel. We dig what we call a big bean hole at one end of the fireplace. At night the place is red-hot and full of coals that glow at white heat. We fill a large iron pot with beans, place a chunk of pork in the middle, cover it up and place it in the midst of the hot coals and cover it up with them. The next morning you have a dish that for delicate flavor can't be equalled."

"It must be a sorry way of spending a winter at best, isolated and without means of amusement."

"That is where the mistaken idea comes in. Of course the men work hard while the working hours last, but they enjoy life keenly nevertheless. At 6 in the morning they go to work and at 6 in the evening work ceases. At 9 o'clock all go to bed, and in the intermediate time they enjoy themselves by playing cards, telling stories and playing games. One of the favorite games is 'put your head in the hat.' They draw lots, and the unfortunate victim hides his face by drawing a hat over it. Somebody gives him a whack with the palm of his hand and he is required to guess who the man was. If he guesses right he is relieved by the man who gave the blow, but a wrong guess results in another blow. As some of the men have a hand like a sledge-hammer, the unfortunate sometimes gets black and blue before he guesses correctly. The fun is enjoyed intensely by the whackers, although the one who gets whacked may not appreciate the joke so hugely. I have seen them keep up this game for two solid hours. They are given no wages until the end of the season, and so they gamble for tobacco. One man will sometimes win eighteen or twenty pounds of tobacco during the winter. They obtain the tobacco from the 'waghnagn' or supply store kept by the foreman. They are never given whisky, and are sometimes found smuggling in a demijohn or two. As a rule, however, they adhere to the discipline of the camp. They like practical jokes, and many a time a greenhorn is sent to a neighboring camp with instructions to borrow a bean hole, and comes back groaning under the weight of a heavy sledge bar that a mule couldn't carry. Putting logs in each other's beds, and such practices are very common."

"How do they behave toward each other?"

"They are so isolated that they learn to like each other and do not growl much. Of course every camp has its bully who has to vanquish half a dozen men before he is entitled to that appellation; but when he has once acquired that proud distinction the fighting stops. They are a rough set and will rip out a string of oaths that would make a pirate blush for envy; but as a rule they are good-hearted men. If one of their number becomes sick, in a short time they have a purse of \$100 or \$200 raised to secure medical attention for him. But they are also a thoughtless, devil-may-care set. At the end of the season they are paid off, and in two or three weeks will squander in carousal what they earned by the hard labor of a winter. Then they take to rafting during the summer, and in winter go back into the camps."

Recently a new material for making paper has been tried in Sweden. Old mosses, found in various parts of the country, were gathered and taken to Joenkeping, bleached and made into paper. Some of the paper thus produced has made its way into England, and it is probable that a considerable industry will result from its discovery.

The epidemic of business failures which has been rather noticeable in the United States this year, has at last crossed the Atlantic. All over Great Britain the record is showing an ugly increase over corresponding weeks in 1882 and 1881. Whether over-trading or too thin a margin of profit is the trouble does not appear.

## SNIDE JEWELRY.

### How the Trade Has Grown to Colossal Dimensions.

"Here is something handsome," said a young man behind a counter in a Woodward avenue furnishing goods store last evening, as he placed a tray of assorted "rolled plate" jewelry on top of a showcase for the inspection of a customer. "There is a pair of cuff buttons," (picking up a card from the lot) "worth \$1.50 that will wear at least five years, and no one can tell that they are not solid gold. There's nothing flashy about 'em, and I'll guarantee they can't be duplicated for general appearance in any jewelry store in Detroit for less than \$7. We shall sell an immense amount of 'em, and they are the cheapest jewelry for the money in the market."

"Now just hear that young chap talk!" exclaimed an old practical jeweler who was standing near by and overheard the remarks to a friend. "I've no doubt he actually believes what he says and thinks he has got a really standard article; but then he wouldn't tell me so more than once."

"What's the reason?" queried his listener.

"They may be made to sell, but they are stamped 'fine rolled plate,' and the gold in them has certainly a fixed value."

"Yes, that's what everybody believes," he retorted drily, "but the fact is there ain't \$10 worth of gold in a scoopful of them, and let me tell you, young man, the amount of snide jewelry worn at the present time is simply startling. The art of making the glow of virgins gold on pure unadulterated brass has been brought to such a high point of perfection that thousands of dollars' worth of the stuff is passed off on an unsuspecting public every year. It isn't alone the fledglings of both sexes with a weakness for flashy display who are imposed upon, but mature people buy it, and sport it with the delusive notion that they have got something of real intrinsic value. Take a pair of these buttons, and what are they made of? Most likely the body of them is brass, or if they come as high as \$2.50 it is oriole; that is, a composition made up from the clippings gathered up at the large manufactories of metals—brass, copper, zinc, silver, and maybe a little gold, enough to make the stuff from one to three karat fine, which are thrown into the melting kettle together. The coating on the outside is sometimes a thin layer of rolled plate, but more generally it is made from lacquer, a liquid which gives it the peculiar yellow glow known to the trade as 'fire-gilt.' If there is any setting in the article it is either painted glass or bone, which in itself has a mere nominal value. They are turned out in the large manufactories in the east by machinery like horn buttons, and you see if a person considers a moment it is a very easy matter to approximate the whole cost."

"Well, how much do retail dealers make on them?"

"From 100 to 150 per cent. The furnishing goods men and the bazars have the exclusive run of the trade, because no reputable jeweler will handle the goods, and they can charge what they please. Even if the stuff were kept in stock by a first-class jeweler no one would buy it, as customers would naturally regard it as utterly worthless when sold at less than what they regard as jewelers' living prices."

"Everything—necklaces, lockets, earrings, etc.—of this line, is made about the same, I suppose?"

"Yes, down to the 99-cent and prize-package trash. Only on some a little more care is taken in smoothing down the sharp corners and putting on the sheen than on others, and it will hold its appearance any length of time from 24 hours to two years."

"Jewelry isn't the only shoddy article turned out by the fine metal workers, is it?"

"No sir!" was the sharp retort, with a strong emphasis on the first word. "Nor is it the leading branch of the trade. Silverware takes the palm on that score, probably because a thin plate can be put on the body of any article and with the aid of some of the preparations sold, made to hold its appearance. Take the so-called triple-plated cutlery, for instance, that is sometimes disposed of at alleged bankrupt sales. The metal in them is 'guaranteed' to be either white metal or steel, when the truth is that it is nothing but iron or pewter. The name of some house of acknowledged standing is marked on them, and the ordinary purchaser is not aware of the deception. He doesn't know that such staple goods as Rogers Brothers are never sold at auction unless they happen to be damaged. The manufacturers won't allow it, any more than such firms as the American Watch Company will permit the sale of their goods at a forced sale, and to prevent it will take them off the dealer's hands at cost, or instruct an agent to bid them in. It's strange how many gudgeons bite at this fraud, but they usually find out their mistake in a few months, as the 'silver' begins to show itself in that time."

"Is any substitute for silver plate ever used?"

"Yes, there is a preparation sold in bottles that will rejuvenate the auction plate and make it last for a considerable time. It is harmless to the metal, and can be used with good effect on genuine silver goods. But

there is another preparation that costs about fifty cents a gallon which we find useful for what is known as 'plating with a rag' on account of a rag being the only thing necessary to apply the plating. There are several different kinds of it, one of them imitation nickel plate, which is warranted to ruin any article with which it comes in contact. Gift tea store men buy it in large quantities and whatever article is gilded with it once has to be recoated every day, even if not used; but then the cost of it will never break any one, as a gallon will plate half a dozen car-loads of goods.—Detroit News.

#### A GOOD SALESWOMAN.

### Beauty Not an Unmixed Advantage.—Tests of Temper and Tact.

"Do you have many applications for work from saleswomen?" asked a reporter of the manager of a large uptown store.

"We can get all we want at short notice," he replied. "Most of the ladies like to hail from a large concern like ours. But it is not easy to find many who are up to our standard."

"What is the standard?"

"The question is not easy to answer. We expect a lady to be quiet, yet confident; alert and wide-awake, yet polite and agreeable; easy and frank, yet possessing a touch of firmness, and not so outspoken as to injure trade. In fact, a good saleslady is rather a complex article under a simple exterior. Patience and coolness are among the best points they can possess. I sometimes feel obliged, in a doubtful case, to test the applicant upon this point of equanimity by trying the effect of some little aggravating remark. she remains cool and pleasant, her change of color is good; if she colors or bites her lips I forced to regard her as inexperienced, but put her in some simple department—hosiery, for example. One of the instincts that an inexperienced girl has to contend with is tendency to stiffen up if the customer comes a little disagreeable. But I could pick out a good saleslady much more easily than I can describe her."

"Is beauty a desirable point?"

"On the whole I think its importance is overrated. I should prefer, from a business point of view, what is called an attractive girl, who is graceful and has a fair figure. Many of our best salesladies are not remarkable for physical charms, though all are agreeable in manner. Some houses make a point of beauty. It is thought to be useful at counters frequented by gentlemen; but we have often been obliged to displace salesladies for keeping gentlemen in conversation. The art is to say just enough to effect the sales and dispose of the customer when business commences to degenerate into chatter. Beauties are hard to take care of. We often have to call them, that is, send them on a message to a distant part of the establishment as a hint. I think it quite possible that large sales at higher profits are sometimes made in the departments of men's furnishing goods by having good-looking girls behind the show-cases. Nevertheless, I do not think that, as a whole, we consider the value of a pretty girl in the wages market to be greater than that of a plainer girl, who is attractive in other respects. We do not pay more for beauty unless it is combined with other high qualities. In the cloak and other trying-on departments personal charms are of great value, of course, and command high wages; but even here it is more a matter of figure and graceful movement than of face. It is perhaps advantageous to have handsome, refined-looking girls in the lace and embroidery departments. In the silk and trimming departments we require good taste, a facility for nice draping, and a quick eye for colors, united with a genius for matching fabrics. We pay well in these departments, and in selecting ladies for them good looks have only a secondary place. Some of the ladies, as you will notice, are quite plain, but all are nice-looking."

"Women perfectly suitable for the trimmed hat department are certainly born, not made. I assure you that none of the fine arts are more difficult than that of selling ladies' hats. The hats, with their velvets, silks, laces, flowers, feathers and passementeries, are very complex articles. To be able to choose the particular one from stock that is most suitable and becoming to a customer's features, complexion, age and style, requires natural gifts of a high order. Ladies are always studying dress more or less, but the number who can trim a hat tastefully, and who know what is most becoming to them, is small. They feel this, and, although they are often very opinionated in other matters of dress, they are quite apt to depend much upon any saleslady in this department whom they believe to be really competent. Hence the need of the best talent here, and, as the best talent is always in demand, the prices for it are high."

"Why do they object to being called saleswomen?"

"I don't know."—New York Sun.

Krupp's works, at Essen, now employ 429 steam boilers and 456 steam engines, with the aggregate of 18,500 horse-power. There are 89 steam-hammers, carrying weights ranging from 200 pounds to 50 tons.

Even in dull times the cooper does a staving business.



## MICHIGAN TRADESMAN.

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

E. A. STOWE, Editor and Proprietor.

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

WEDNESDAY, OCT. 3, 1883.

The new match factory at Utica turns out  
over 7,000,000 matches daily.

Twenty cotton mills in Atlanta, Ga., pay  
an average dividend of fifteen per cent.

Retail trade is reported as very much bet-  
ter than for some time past. This is due no  
doubt to a great extent to the fairs in opera-  
tion in nearly every county in the state.

Subscribers and others, when writing to  
advertisers, will confer a favor on the pub-  
lisher by mentioning that they saw their  
advertisement in the columns of THE MICHIGAN  
TRADESMAN.

The mackerel catch has not been a total  
failure, but the next thing to it. Prices are  
much higher than a year ago, but it is not  
thought that there will be any further ad-  
vance, as the high cost is lessening the con-  
sumption.

It is settled at last. Grand Rapids is the  
"best city in the best state in the best coun-  
try in the world." There can be no mistake  
about this, for no less a distinguished gen-  
tleman than S. L. Fuller has given utterance  
to the aphorism.

About 312,000 persons visited the South-  
ern Exposition in Louisville in the course of  
the first half of the period during which the  
gates are to be open. The *Courier-Journal*  
believes that these figures may be doubled in  
the remaining forty days, making the total  
attendance between 900,000 and 1,000,000.

The quotations given in THE TRADESMAN  
can be depended upon as thoroughly accurate  
and reliable. The paper goes to press  
promptly at ten o'clock each Wednesday  
morning and the price current is revised up-  
to an hour before that time, giving us the  
advantage of the latest advices by mail and  
telegraph.

The office of THE MICHIGAN TRADESMAN  
is in the "Eagle" building, third floor. Vis-  
iting buyers are cordially invited to make  
the office their headquarters while in the  
city, and commercial tourists in every line  
will always find the latch string out. It goes  
without saying that the gentlemen of the  
city trade will always be welcome.

Some people affect to believe that they  
derive no benefit from advertising, for the  
reason that they cannot trace any particular  
transaction to any particular advertisement.  
Neither can we attribute the growth of vege-  
tation to any particular drop of rain or ray  
of sunshine, but it is very evident that with-  
out rain or sunshine it would fail to flourish.

Advertising is an art, requiring in practice  
the exercise of sound judgment and discrim-  
ination in order to insure success. It is un-  
deniable that a great amount of advertising  
is injudiciously done, while, on the other  
hand, no investment returns a larger per-  
centage of profit than the money spent in  
advertising when good sense, judgment, and  
business experience guide as to the time,  
place, manner, and extent of the advertise-  
ment.

Venor, the weather prognosticator, says  
that the fore part of the present month will  
probably be very fine, with warm weather.  
Frosts are likely to occur about the 5th and  
6th, and this condition will be followed by a  
rather cold, wet and unsettled period. The  
latter half of the month will develop a num-  
ber of severe storm periods. The entry of  
December will be very cold; its exit just the  
opposite, with scarcity of snow in the ma-  
jority of sections. Christmas will probably  
be "green" and wet, and the New Year of  
1883 balmy and open.

A correspondent has written to the New  
York *Evening Post* about the lumber busi-  
ness of this state, saying:

The present size and swift growth of the  
lumber industry of Michigan, as shown by  
statistics, are most startling. Twenty years  
ago a few hundred million feet of lumber  
were cut in the state; now the annual pro-  
duct is one-quarter that of our whole coun-  
try, and reaches more than four billion feet.  
Cut in boards 12 inches wide and one inch  
thick, the yearly product would suffice for a  
double boarded fence, with the posts, 16  
times around the earth. It would build the  
houses for a city of a million inhabitants,  
and would each year load some 2,500 miles  
of cars.

We give considerable space in another  
part of this week's paper to a discussion  
pro and con the merits of holding a perma-  
nent exposition at this place, similar in pur-  
pose to the annual fairs held in Chicago,  
Milwaukee and other cities. The reasons  
existing for such an undertaking, as well as  
the objections thereto, are thoroughly out-  
lined in a series of interviews with promi-  
nent men, all of whom speak from a prac-  
tical standpoint. No town of this size has  
ever undertaken such a public movement,  
and whether the project is ever carried out,  
or remains only in embryo, it speaks vol-  
umes for the enterprise of the business men  
of this city that such a subject has been  
broached and received with any degree of  
favor.

## THE THREE-CENT PIECE.

The three-cent piece came into existence  
with three-cent postage, and now that we  
see the end of the postage rate it is prop-  
er to suggest that the coin should follow its  
leader into permanent retirement.

The piece never had any proper place in  
our monetary system. It bears no decimal  
relation to any other coin whatever. It was  
created in 1851 under an impression on the  
part of Congress that without it nobody  
could buy a postage stamp, and at that time  
there was some show of reason for such an  
impression. The copper cents then in use  
were cumbersome things, and there existed a  
popular contempt for money in small sums  
which prevented their general circulation.  
Under these circumstances the three-cent  
postal rate really made a three-cent coin con-  
venient, if not necessary, and to a certain  
class of the community a small advantage  
resulted from its introduction. That is to  
say, the contempt for small sums already al-  
luded to induced the dealers in lollipops and  
soda-water to disregard the difference be-  
tween the three-cent piece and the half-dime,  
and so the small boy made a gain in the way  
of confectionery and colic by reason of the  
introduction of the new coin. With the  
coming into use of nickel and bronze cents,  
however, the need for the three-cent piece  
passed away, and from that day to this the  
coin has been a source of trouble and per-  
plexity. The mint has repeatedly changed it  
in size, design, and composition, but with  
all changes it has remained a nuisance. As a  
small scale of silver .750 fine it was anom-  
alous in composition, as well as in denomi-  
nation, all other silver coins being .900 fine.  
When its standard was raised to .900 in  
1853, the coin became so small and thin as  
to be nearly useless. When the present base  
metal coin was substituted it was made so  
like a silver dime in size and appearance  
as to be a temptation to the holder and a  
snare to the receiver.

The changes made in size and composition  
were accompanied by changes in the legal-  
tender value of the coins, all indexes of the  
perplexity caused by the existence of a piece  
which bore no proper relation to our deci-  
mal system. It was at one time a legal ten-  
der to the amount of thirty cents. Again its  
legal-tender efficiency was extended to sixty  
cents. Finally, in 1873, the three-cent piece  
was made a legal tender for any sum not ex-  
ceeding twenty-five cents. This was pre-  
cisely as it should be. It was entirely fit  
that a coin so anomalous in other respects  
should have for its legal-tender limit a sum  
which is not a multiple of its value.

But whatever excuse there may have been  
for the original introduction of the three-  
cent piece, there can be none whatever for  
its continued coinage and circulation now  
when the three-cent rate of postage has  
ceased. The piece is inconvenient in use,  
out of place in our system, and unnecessary,  
altogether. Nobody ever wants it except now  
and then for purposes of vengeance upon an  
obnoxious street car conductor, and even  
then it works awkwardly. The angry pas-  
senger must explore all his pockets for the  
coins to be used in combination with it, and  
when he has done so the wily conductor, in-  
stead of pocketing the troublesome coin,  
smiles as he bestows it on the next pas-  
senger who wants change. The three-cent  
piece does, indeed, serve the purposes of  
dignified persons who are ashamed to be  
seen putting copper coins upon the plate at  
church and do not care to invest so large a  
sum as ten cents in that way. In the dim,  
religious light of a church it sufficiently re-  
sembles a dime to deceive the very elect  
who pass the plate. But beyond these un-  
worthy purposes it is impossible to guess  
what use there is for three-cent pieces or  
what occasion there is for their further coin-  
age. Congress may do the public a service  
by making haste to abolish the coin alto-  
gether.

## Some Counsel to Merchants' Clerks.

There is no class of young men in this  
country who are more exposed to evil and  
temptations to wrong doing than our mer-  
chants' clerks, and to them we would en-  
deavor to drop a few words of sound and  
well-meaning advice. Evil company is of-  
ten elegant, delightful and fascinating; and  
inexperience cannot escape the coils of the  
gilded serpent. What is greatly to be de-  
plored is, that associates of this sort do not  
wait to be sought out, but make the first ad-  
vances, and always most insidiously. Unless  
a novice is on his guard against these seduc-  
ers, he will certainly fall. Most deadly is  
the poison when evil companions are under  
the same roof, or in the same store. Better  
be chained to yellow fever or small-pox,  
than be joined to a vicious companion. The  
first company to which a young clerk really  
attaches himself often fixes his career. This,  
however, he often falls into at random, or  
more frequently has not the decision of  
character to cast off when detected. Among  
many things which render bad company  
poisonous, one of the saddest is the extreme  
difficulty, frequently, of getting rid of them.  
To shake them off is a Herculean task; the  
ill attachment sticks like the coat of Nessus.  
Indeed, solitary amendment is often easier  
than disentangling one's self from corrupt-  
ing alliances. But success in life, honor and  
uprightness of character all demand that at  
whatever cost they must be forsaken.

Among what some have named The  
Lesser Morals, is the care of Health. Neg-  
lects here come back with vengeance in af-  
ter life. Let us leave out the horrible vices  
which poison the blood of youth, and send  
rottenness into the bones. Smaller errors  
may destroy health. The varieties of mer-  
chant life cannot all come under the same

rule. There is a difference between desk  
work and store work, between day work  
and night work, between long and short  
hours. But engrave it on your memory, that  
temperance, cleanliness and exercise will  
make you healthy and alert. "The best  
three doctors are Dr. Diet, Dr. Quiet, and  
Dr. Merryman." Continual meddling with  
the animal machine is not the way to pro-  
mote health. Asking whether this will hurt  
or that will hurt, generally ends in a state  
in which everything shall hurt. If a young  
fellow is regular in his habits and moderate  
in his food, and if he abstains from tobacco  
and alcohol, and is cleanly in his person, he  
will be quite sure to have cheerfulness and  
strength. Many of the neuralgias, dyspep-  
sias, palsies, kidney troubles and melan-  
cholies of later life, arise from the tobacco,  
liquors and suppers of young manhood, and  
their consequences. Health is promoted by  
early rising, cleanliness and temperance.  
"Cleanliness," it is well said, "is next to god-  
liness." Scraper the surface with a dull  
knife, and you will learn why it is not  
enough to wash for the public, cleansing  
only what is visible. These are not trifles,  
as the biography of all long-lived men will  
demonstrate.—*United States Economist*.

## Shrewdness versus Sharpness.

Shrewdness is an excellent quality in a  
business man. It carries him through diffi-  
culties that would swamp others and en-  
ables him to avoid dangers into which less  
shrewd men would be certain to stumble.  
But when shrewdness degenerates into mere  
sharpness—which may be defined as shrewd-  
ness devoid of conscientiousness—it becomes  
as dangerous as a two-edged sword in the  
hands of a child. It cuts both its possessor  
and all with whom he has dealings. Shrewd-  
ness is honest, taking advantage of circum-  
stances in an honest manner, and only for  
legitimate purposes. Sharpness frequently  
descends to trickery to accomplish its object,  
and is so closely allied to downright dishon-  
esty oftentimes that the difference between  
them is not apparent to the ordinary obser-  
ver. The shrewd merchant is respected and  
successful, while the mere sharper—equally  
shrewd but less honest—is avoided, despised,  
and at constant war with the world. He is  
rarely successful, and success never brings  
him respect. Most frequently he may be  
found at the bottom of the ladder of fortune,  
sore from the tumbles he has received, for  
he sometimes climbs part way up by hang-  
ing to the skirts of more energetic climbers,  
only to fall when shaken off and left to his  
own exertions. He hopes to reach the top  
at the expense of others; and wastes more  
brain and muscle in the endeavor to ascend  
by trickery than would suffice to carry him  
triumphantly to the highest round by honest  
endeavor. To such men shrewdness, instead  
of being a blessing, is a curse.—*Sewing-Ma-  
chine Journal*.

## New Article of Pottery.

From the owners of the graphite industry,  
near Humboldt, Zinn's & Schweisthal, of Mil-  
waukee, we learn that they have arranged  
for the shipment of 500 tons of the product  
of their mine to Milwaukee, where it will  
be used in the manufacture of a new article  
of pottery—something of their own inven-  
tion. By mixing the graphite with clay, and  
glazing the inside, they claim to be able to  
manufacture an article greatly superior to  
iron for cooking purposes.—*Ispheming Iron  
Agitator*.

## Why Some Men Fail to Succeed.

They neglect details.  
They fail to push business.  
They talk politics too much.  
They imitate their neighbors.  
They have no eye to business.  
They are not polite or accommodating.  
They have too much outside business.  
They know not the power of method.  
They become rusty and lose ambition.  
They let their help waste and destroy.  
They fail to invent or have new ideas.  
They are not liberal to home enterprises.  
They are penny wise and pound foolish.  
They wait for fortune to pounce into their  
laps.  
They think most things take too much  
trouble.  
They attend to everything but their own  
business.

## Mucilage for Pasteboard.

Merchants are often at a loss for a very  
strong mucilage having sufficient power of  
tenacity to fasten sheets of pasteboard to-  
gether. The following cement is recom-  
mended by a scientific authority. It has the  
additional advantage of being waterproof.  
Melt together equal parts of pitch and gutta-  
serena. To nine parts of this add three  
parts of boiled oil, and one-fifth part of lith-  
arge. Continue the heat with stirring until a  
thorough union of the ingredients is effec-  
ted. Apply the mixture hot or somewhat  
cooled, and thinned with a small quantity of  
benzole or turpentine oil.

Advertising is a good thing, but when a  
prominent grocer recently carried to a fune-  
ral an umbrella on which was painted con-  
spicuously the business of his house, and  
held it over the clergyman's head while he  
read the prayers, the bystanders thought  
he was running the thing in the ground.

"Yes," said the druggist, "I'm very sorry  
I gave Mr. Snags the wrong dose by mistake  
and he died. He's the second good customer  
I've robbed myself of in that way this year."  
—*Boston Post*.

An advertisement calls for live grocers to  
introduce a new commodity to the public.  
That is right. If dead grocers undertake it  
they will frighten the people.

"There's one thing," said an old merchant,  
"that I never knew to get tired of standing,  
no matter how long it stood—and that is an  
outstanding debt."

Edward Ridley, the New York dry goods  
merchant who died recently, left an estate  
worth over \$2,000,000.

## How "The Tradesman" Was Received.

THE MICHIGAN TRADESMAN is the latest  
newspaper venture in this city. Mr. E. A.  
Stowe, who has done excellent work on the  
different papers of this city for several years,  
is the editor and proprietor. THE TRADES-  
MAN is a bright, clean-looking sheet, and is  
devoted to the interest of the wholesale and  
jobbing trade.—*Leader*.

THE MICHIGAN TRADESMAN is the name  
of a new Grand Rapids weekly trade journal,  
the first number of which has just been is-  
sued by Mr. Ernest A. Stowe, editor and  
proprietor. It is a neat six-column folio,  
devoted to the wholesale interests of Grand  
Rapids. Mr. Stowe has for some years been  
engaged on the city dailies, and resigns the  
news editorship of the *Eagle* in order to de-  
voted his entire attention to his venture.—  
*Democrat*.

A new weekly paper, entitled THE MICHIGAN  
TRADESMAN, has made its appear-  
ance—"E. A. Stowe, Editor and Proprietor."  
It is about one-half the size of the *Daily  
Eagle*, and the initial number shows evi-  
dence of much labor in its preparation and  
presents a creditable typographic face. In-  
troducing itself, it assumes a task that will  
require no little talent and industry to ac-  
complish properly. It aims to be a repre-  
sentative of the mercantile interests of this  
city, and if it does not achieve success, it  
will not be for lack of hard labor and earnest  
endeavor.—*Eagle*.

## The Dangers of Celluloid.

The explosion of a celluloid comb, by  
which a baby was severely burned in Abing-  
ton, Mass., is only an example of the dan-  
gerous nature of this substance, which, after  
the usual fashion, we are learning by experi-  
ence. It is composed of such material as  
to readily ignite and explode by contact with  
fire, and a series of accidents has commenced  
from ignorance of this fact, rather than from  
carelessness, that may equal those of the toy  
pistol in number, if not in fatality, before the  
fashion of ornament is worn out. Its cheap-  
ness gives it special vogue for ornament for  
children, and they are the ones most likely  
to bring it into danger from careless contact  
with fire. There should be a warning of the  
dangerous properties of the substance with-  
out requiring that the knowledge should be  
obtained by the accidents of the blowing off  
of bracelets, beads, and such like personal  
ornaments at the touch of a match or gas-  
jet. Celluloid should be marked as danger-  
ous until some method is found to relieve it  
of its imprisoned and explosive gasses.—  
*Providence Press*.

## Infringements of a Trade Mark.

The Wm. Rogers Manufacturing Co., of  
Hartford, Conn., have secured injunctions  
prohibiting the following fraudulent in-  
fringements of their trade marks: "Rogers &  
Sons, Greenfield, Mass.," "Rogers S. P.  
Co.," "Rogers & Britton Silver Co.," and  
"G Rogers A. 1." They have a suit now  
pending against Simpson, Hall, Miller & Co.,  
who are infringing their trade mark with  
goods marked "Wm. Rogers," with an eagle  
just before and a star just after the name.

## TRAIN TIME TABLES.

### Michigan Central—Grand Rapids Division.

DEPART.  
Detroit Express..... 6:20 a m  
Day Express..... 12:45 p m  
New York Fast Line..... 6:50 p m  
Night Express..... 10:40 p m  
Mixed..... 7:30 a m

ARRIVE.  
Pacific Express..... 7:30 a m  
Local Passenger..... 11:50 a m  
Mail..... 4:50 p m  
Mixed..... 8:10 p m  
Grand Rapids Express..... 10:50 p m

The New York Fast Line runs daily, arriving  
at Detroit at 11:40 p. m., and New York at 9 p.  
m. the next evening.

Direct and prompt connection made with  
Great Western, Grand Trunk and Canada  
Southern trains in same depot at Detroit, thus  
avoiding transfers.

The Detroit Express leaving at 6:20 a. m. has  
Drawing Room and Parlor Car for Detroit,  
reaching that city at noon, New York 10:30  
a. m., and Boston 2:40 p. m. next day.

J. T. SCHULTZ, Gen'l Agent.

### Detroit, Grand Haven & Milwaukee.

GOING EAST.  
Arrives. Leaves.  
\*Steamboat Express..... 6:30 a m 6:45 a m  
\*Through Mail..... 10:40 a m 10:50 a m  
\*Evening Express..... 4:05 p m 4:05 p m  
\*Limited Express..... 7:05 p m 7:15 p m  
\*Mixed, with coach..... 10:05 p m 11:00 a m  
\*Muskegon Express..... 10:05 p m

GOING WEST.  
Morning Express..... 1:05 p m 1:25 p m  
\*Through Mail..... 5:15 p m 5:25 p m  
\*Steamboat Express..... 10:25 p m 10:30 p m  
\*Mixed..... 7:45 a m 7:45 a m  
\*Muskegon Express..... 6:00 a m 6:00 a m  
\*Milwaukee Express..... 3:52 a m 4:05 a m  
\*Daily. Sundays excepted. \*Daily.

Passengers taking the 6:45 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.

Limited Express has Wagner Sleeping Car  
through to Suspension Bridge and the mail has  
a Parlor Car to Detroit. Milwaukee Express  
has a through Wagner Car and local Sleeping  
Car Detroit to Grand Rapids.

D. POTTER, City Pass. Agent.  
THOMAS TANDY, Gen'l Pass. Agent, Detroit.

### Grand Rapids & Indiana.

GOING NORTH.  
Arrives. Leaves.  
Cincinnati & Mackinac Ex. 10:00 p m 11:00 p m  
Cincinnati & Mackinac Ex. 9:50 a m 10:20 a m  
\*Wayne & Cadillac Ex. 5:15 p m 5:15 p m  
G'd Rapids & Petoskey Ac. 7:45 a m

GOING SOUTH.  
Mackinac & Cincinnati Ex. 6:10 a m 7:00 a m  
Mackinac & Cincinnati Ex. 4:25 p m 5:00 p m  
Cadillac & Ft. Wayne Ex. 10:55 a m 1:00 p m  
Petoskey & G'd Rapids Ac 8:20 p m

All trains daily except Sunday.

### SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 11 p. m. has Wood-  
ruff Sleeping Cars for Traverse City, Petoskey  
and Mackinac City. Train leaving at 10:20 a. m.  
has combined Sleeping and Chair Car for  
Mackinac City.

South—Train leaving at 5 p. m. has Woodruff  
Sleeping Car for Cincinnati.

A. B. LEET, Gen'l Pass. Agent.

### Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Arrives. Leaves.  
Express..... 7:25 p m 8:00 a m  
Mail..... 10:00 a m 4:35 p m  
The train leaving at 4:25 p. m. connects at  
White Pigeon with Atlantic Express on main  
line, which has Palace Sleeping Coaches from  
Chicago to New York and Boston without  
change.

The train leaving at 8:00 a. m. connects at  
White Pigeon (giving one hour for dinner)  
with special New York express on main line.

R. E. ABBOTT, Gen'l Agent.

### Chicago & West Michigan.

Arrives. Leaves.  
\*Mail..... 10:00 a m 4:35 p m  
\*Day Express..... 1:15 p m 10:45 p m  
\*Night Express..... 9:00 p m 6:35 a m  
\*Daily. \*Daily except Sunday.

Pullman Sleeping Cars on all night trains.  
Through coach to Chicago on 1:15 p. m., and  
9 p. m. trains.

NEWAYGO DIVISION.  
Mixed..... Leaves. Arrives.  
6:20 a m 4:30 p m  
Express..... 3:10 p m 10:10 a m  
A. M. NICHOLS, Gen'l Pass. Agent.

## CODY, BALL & CO.,

# Wholesale Grocers!

9, 11, 13 & 15 Pearl Street, and 13, 15, 17 & 19 Campau Street,

GRAND RAPIDS, - MICHIGAN.

—WE ARE SPECIAL AGENTS FOR THE SALE OF—

## Weisinger & Bates' "Hold Fast" Plug!

McAlpin's COLD SHIELD Plug,

Harris' SENTINEL Plug,

Harris' HONEY BEE Plug,

And We Particularly Invite the Attention of Buyers to these Brands, as THEY POSSESS REAL  
MERIT, and will Please Both Dealer and Customer.

—To Those who Appreciate a Really Fine Cheese, We Say, Buy Only the—

## "RIVERSIDE,"

Which We Guarantee Equal to Any Made, Both in RICHNESS OF FLAVOR AND  
KEEPING QUALITIES. Never Buy a Cheap Cheese for  
Winter Stock.

—WE KEEP THE FINEST AND LARGEST LINE OF—

TEAS, COFFEES, SYRUPS and SPICES

In the City, and Solicit Your Orders When in Need of Anything in Our Line.

# SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

# STAPLE DRY GOODS

## CARPETS,

## OIL CLOTHS,

## MATTINGS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.



# CURRENT QUOTATIONS.

FURNISHED BY LEADING DEALERS.

## DRY GOODS.

Spring & Company quote as follows:

WIDE BROWN COTTONS.

Androsoggin, 34, 22 Pepperell, 10-4, 25  
Androsoggin, 34, 22 Pepperell, 11-4, 27 1/2  
Pepperell, 7-4, 16 1/2 Pequot, 7-4, 18  
Pepperell, 8-4, 20 Pequot, 8-4, 21  
Pepperell, 9-4, 22 1/2 Pequot, 9-4, 24

FRUITS.	1907	1908
Loose Musc Raisins.	1 90/100	1 90/100
N. Valencia Raisins.	1 90/100	1 90/100
Turkey Prunes.	7 1/4	7 1/4
Currents.	18 1/2	18 1/2
Citron.	18 1/2	18 1/2
Dried Apples.	9	9

FISH.	1907	1908
Whole Cod.	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
Boileau Cod.	6 1/2 @ 6 3/4	6 1/2 @ 6 3/4
Herring 4 lbs.	3 25	3 25
Herring Scaled.	3 25	3 25
Herring Holland.	3 25	3 25
White Fish 1/2 bbls.	6 00	6 00
do. Kits.	85 @ 90	85 @ 90
Trout half bbls.	4 85	4 85
do. Kits.	85 @ 90	85 @ 90
Standard No. 1.	6 00	6 00
do. Kits No. 1.	1 00	1 00

MATCHES.	1907	1908
Richardson's No. 2 square.	2 70	2 70
Richardson's No. 3 do.	1 50	1 50
Richardson's No. 5 do.	1 40	1 40
Richardson's No. 8 do.	1 70	1 70
Richardson's No. 9 do.	2 50	2 50
Richardson's No. 4 round.	2 50	2 50
Richardson's No. 7 do.	1 70	1 70
Electric Parlor No. 17.	3 80	3 80
Electric Parlor No. 18.	5 70	5 70

MOLASSES.	1907	1908
Black Strap.	10 20	10 20
Porto Rico.	6 25 @ 6 45	6 25 @ 6 45

OIL.	1907	1908
Kerosene W. W.	13 1/4	13 1/4
do. Legal test.	13 1/4	13 1/4
Castor, 2 oz. square [Round \$1]	75	75
Sweet, 2 oz. square do.	75	75

OATMEAL.	1907	1908
Quaker 2 lb. cases, 48 lbs. case.	2 35	2 35
do. 5 lb. cases, 60 lbs. case.	4 25	4 25
Imperial.	7 25	7 25

PICKLES.	1907	1908
Dingee's barrels med.	5 75	5 75
Dingee's 1/2 do.	3 50	3 50
Dingee's 1/4 do. small.	4 50	4 50
Dingee's 1/8 do. small.	2 50	2 50
Dingee's 1/16 do. small.	2 50	2 50

SUGARS.	1907	1908
Granulated.	9 18	9 18
Cut Leaf.	9 18	9 18
Powdered.	9 18	9 18
Conf. A.	8 40	8 40
Extra C.	8 40	8 40
Yellow.	8 40	8 40

SOAP.	1907	1908
Kirk's American Family.	1 10	1 10
do. India.	1 10	1 10
do. Saxon.	1 10	1 10
do. Satin.	1 10	1 10
do. Revere.	1 10	1 10
do. White Russian.	1 10	1 10
do. Mon.	1 10	1 10
Goodrich's English Family.	1 10	1 10
do. Prince.	1 10	1 10
Procter & Gamble's Ivory.	1 10	1 10
do. Japan Olive.	1 10	1 10
do. Town Talk.	1 10	1 10
Sidall's.	1 10	1 10
Babbitt's.	1 10	1 10
Dish Rag.	1 10	1 10
White castle bars.	1 10	1 10
Mottled castle.	1 10	1 10

SPICES.	1907	1908
Ground Pepper, in boxes and cans.	16 @ 22	16 @ 22
Ground Allspice.	12 @ 20	12 @ 20
Cinnamon.	16 @ 20	16 @ 20
Cloves.	20 @ 25	20 @ 25
Ginger.	16 @ 20	16 @ 20
Mustard.	16 @ 20	16 @ 20
Cayenne.	25	25
Pepper 1/4 lb. dozen.	70	70
White Pepper 1/4 lb. dozen.	70	70
Cloves 1/4 lb. dozen.	70	70
Pepper 1/2 lb. dozen.	70	70
White Pepper 1/2 lb. dozen.	70	70
Cloves 1/2 lb. dozen.	70	70
Pepper 1 lb. dozen.	70	70
White Pepper 1 lb. dozen.	70	70
Cloves 1 lb. dozen.	70	70
Pepper 2 lb. dozen.	70	70
White Pepper 2 lb. dozen.	70	70
Cloves 2 lb. dozen.	70	70

STARCH.	1907	1908
Muzzy Gloss 1 lb. package.	6 75	6 75
Muzzy Gloss 3 lb. package.	6 75	6 75
Muzzy Gloss 5 lb. package.	6 75	6 75
Muzzy Gloss bulk.	6 75	6 75
Muzzy Corn 1 lb. package.	6 75	6 75
Kingsford Silver Gloss 6 lb. box.	8 75	8 75
Kingsford Silver Gloss 12 lb. box.	8 75	8 75
Oswego Gloss.	6 75	6 75

SALT.	1907	1908
60 Pocket.	2 50	2 50
25 Pocket.	2 50	2 50
Saginaw Fine.	1 10	1 10

SEEDS.	1907	1908
Hemp.	5	5
Rape.	5	5
Mixed Bird.	6	6

STONEWARE.	1907	1908
Jugs 1/2 gallon.	6 8	6 8
Crocks.	7	7
Milk Crocks.	7	7

STOVE POLISH.	1907	1908
Rising Sun gross.	5 50	5 50
Universal.	5 50	5 50
1 X L.	5 50	5 50

EXTRACT COFFEE, v. C.	1907	1908
do. Felix.	1 30	1 30
Flour, Star Mills, in bbls.	6 00	6 00
do. in sacks.	5 75	5 75
Gum, Rubber 100 lbs. (200 40c).	35 @ 40	35 @ 40
Gum, Spruce.	35 @ 40	35 @ 40
Chimneys No. 1.	6 35	6 35
do. No. 2.	6 45	6 45
Indigo.	1 00	1 00
Jelly in Pails.	1 00	1 00
do. Glass Tumblers 1/2 doz.	8	8
Licorice Root.	2 50	2 50
Lye 2 doz. cases.	1 50	1 50
Macaroni, Imported.	1 13	1 13
do. Domestic.	1 13	1 13
French Mustard, 8 oz. dozen.	85	85
do. Large Gothic.	1 35	1 35
Oil Tanks, Star 55 gallons.	12 00	12 00
Pipes, Imported Clay 3 gross.	1 00	1 00
do. American T. D.	90 @ 100	90 @ 100
Pepper Sauce.	1 40	1 40
Peas, Green Bush.	3 1/2 @ 3 3/4	3 1/2 @ 3 3/4
do. Split peas.	3 1/2 @ 3 3/4	3 1/2 @ 3 3/4
Powder, Keg.	3 00	3 00
do. 1/2 Keg.	3 00	3 00
Rice.	35 @ 45	35 @ 45
Syrup, corn in bbls.	20 @ 30	20 @ 30
do. Sugar.	35 @ 45	35 @ 45
Molasses.	50 @ 60	50 @ 60
do. New Orleans.	5 1/2 @ 5 3/4	5 1/2 @ 5 3/4
Saleratus.	5 1/2 @ 5 3/4	5 1/2 @ 5 3/4
Stove Polish gross.	3 50 @ 6 00	3 50 @ 6 00
Shot, drop.	2 15	2 15
do. buck.	15	15
Curry Combs 1/2 doz.	1 25	1 25
Molasses Gates each.	2 45	2 45
Measuring Faucet each.	1 25	1 25
Tobacco Cutters each.	2 50	2 50
Chimney Cleaners 1/2 doz.	3 00	3 00
Flour Sifters 1/2 doz.	3 00	3 00
Fruit Augurs each.	1 80 @ 25	1 80 @ 25
Tapicase.	6	6
Washing Crystal, Gillett's box.	1 50	1 50
Wicking No. 1 1/2 gross.	6 65	6 65
do. Argand.	1 50	1 50
Washing Powder, 17 1/2 lb. box.	6 10	6 10
do. Gillett's pkgs.	6 75	6 75
do. Soapine pkgs.	7 00	7 00
Borax 1/2 box.	3 75	3 75

FLAX, powdered.	1907	1908
Licorice, select (Powd 12 1/2).	3 1/2	3 1/2
Licorice, extra select.	3 1/2	3 1/2
Pink, true.	1 00 @ 1 50	1 00 @ 1 50
Rhei, from select to choice.	1 00 @ 1 50	1 00 @ 1 50
Rhei, powdered E. I.	1 00 @ 1 50	1 00 @ 1 50
Rhei, choice cut cubes.	2 00	2 00
Rhei, choice cut fingers.	2 25	2 25
Sarsaparilla, Honduras.	35	35
Sarsaparilla, Mexican.	18	18
Squills, white (Powd 35c).	10	10
Valerian, English (Powd 30c).	22	22
Valerian, Vermont (Powd 25c).	20	20

SEEDS.	1907	1908
Anise, Italian (Powd 20c).	5 @ 13	5 @ 13
Bird, mixed in 1/2 packages.	11 @ 12	11 @ 12
Canary, Smyrna.	2 50	2 50
Cardamom, domestic, H. P. & Co's.	2 50	2 50
Cardamom, Malabar.	2 50	2 50
Cardamom, best English.	12	12
Flax, clean.	4 @ 4 1/2	4 @ 4 1/2
Flax, pure good (bbl 35c).	8 @ 9	8 @ 9
Foenugreek, powdered.	4 1/2 @ 5	4 1/2 @ 5
Hemp, Russian.	1 00	1 00
Mustard, white (Black 10c).	7 1/2 @ 8	7 1/2 @ 8
Quince.	14	14
Rape, English.	14	14
Worm, Levant.	14	14

SPONGES.	1907	1908
Florida sheep's wool, carriage.	2 25 @ 2 50	2 25 @ 2 50
Nassau do do.	2 25 @ 2 50	2 25 @ 2 50
Yellow do do.	2 25 @ 2 50	2 25 @ 2 50
Extra Yellow do do.	2 25 @ 2 50	2 25 @ 2 50
Grass do do.	2 25 @ 2 50	2 25 @ 2 50
Hard head, for slate use.	65	65
Yellow Reef.	1 40	1 40

MISCELLANEOUS.	1907	1908
Alcohol, grain (bbl \$2.24) gal.	2 34	2 34
Alcohol, wood, 95 per cent ex. ref.	1 50	1 50
Bay Rum, imported, best.	2 25	2 25
Capsicum Pods, African.	2 25	2 25
Alum, ground (Powd 10c).	3 @ 4	3 @ 4
Annatto, prime.	4 1/2 @ 5	4 1/2 @ 5
Armenia, white, powdered.	6 @ 7	6 @ 7
Beans, Tonka.	2 60	2 60
Beans, Vanilla.	7 00 @ 7 50	7 00 @ 7 50
Bismuth, do do.	45	45
Blue Vitriol.	7 1/2 @ 9	7 1/2 @ 9
Borax, refined (Powd 10c).	1 25	1 25
Cantharides, Russian powdered.	2 25	2 25
Capsicum Pods, African pow'd.	2 25	2 25
Capsicum Pods, American do.	4 00	4 00
Carmine, No. 40.	14	14
China Buds.	72	72
Calomel, American.	72	72
Chalk, prepared drop.	1 60	1 60
Chloral hydrate, German crust.	1 70	1 70
Chloral do do do.	1 90	1 90
Chloral do Scherlin do.	1 90	1 90
Chloral do do crusts.	1 90	1 90
Chloroform.	1 00 @ 1 25	1 00 @ 1 25
Chlorine.	85 @ 90	85 @ 90
Cloves (Powd 25c).	20 @ 22	20 @ 22
Cochineal.	38	38
Copperas by bbl 1c.	65	65
Cornstarch.	30 @ 35	30 @ 35
Corks, X and XX-35 off list.	37 @ 39	37 @ 39
Cream Tartar, pure powdered.	15	15
Cream Tartar, grocer's, 10 lb box.	30	30
Creosote.	24 1	24 1
Cupric, prime.	26	26
Cuttle Fish Bone.	24 1	24 1
Emery, Turkish, all No's.	2 1/2 @ 3	2 1/2 @ 3
Epsom Salts.	50	50
Ergot, fresh.	69	69
Ether, sulphuric, U. S. P.	69	69
Gelatin, Cooper's.	45 @ 70	45 @ 70
Gelatin, French.	45 @ 70	45 @ 70
Glassware, green, 60, 10 & 1/2 dis.	12 @ 17	12 @ 17
Glue, cabinet.	17 @ 28	17 @ 28
Glue, white.	17 @ 28	17 @ 28
Glycerine, pure.	55 @ 60	55 @ 60
Indigo.	32 @ 34	32 @ 34
Insect Powder, best Dalmatian.	2 40	2 40
Iodine, resublimed.	1 50	1 50
Isinglass, American.	15	15
Japonic.	15	15
Lead, acetate.	15	15
Lime, chloride, (5 lbs 25c & 1/2 10c).	6 @ 7	6 @ 7
Mace.	12 1/2 @ 13	12 1/2 @ 13
Manna, S. F.	13	13
Mercury.	3 85	3 85
Morphia, sulph. P. & W.	3 85	3 85
Muscat, Ceylon, H. P. & Co's.	10	10
Moss, Iceland.	12	12
Moss, Irish.	12	12
Mustard, English.	30	30
Nutmeg, grocer's, 10 lb. cans.	20 @ 22	20 @ 22
Nutmegs, No. 1.	60 @ 65	60 @ 65
Nux Vomica.	15	15
Opium, Mecca, 1/2 lb.	18	18
Pepper, Black Berry.	3 00	3 00
Pepsin.	1 10	1 10
Pitch, True Burgundy.	6 @ 7	6 @ 7
Quassia.	1 87	1 87
Quina, Sulph. P. & W.	1 87	1 87
Seidlitz Mixture.	1 50	1 50
Strychnia, cryst.	79 @ 82	79 @ 82
Silver Nitrate, cryst.	37	37
Red Precipitate.	37	37
Salt, Nitre, large cryst.	10	10
Salt, Nitre, medium cryst.	9	9
Salt, Rochelle.	9 33 1/2	9 33 1/2
Salt Soda.	2 @ 2	2 @ 2
Salicin.	2 50 1/2	2 50 1/2
Santonin.	38	38
Shellac, Cashew or Scotch.	4	4
Soda Ash (by keg 3c).	4 1/2 @ 5	4 1/2 @ 5
Spermaceti.	17	17
Soda, Bi-carbonate, DeLand's.	17	17
Soap, Green do.	14	14
Soap, Mottled do.	14	14
Soap, do do.	14	14
Spirits Nitre, 3 F.	26 @ 28	26 @ 28
Spirits Nitre, 4 F.	20 @ 22	20 @ 22
Sulphur, flour.	3 1/2 @ 4	3 1/2 @ 4
Sulphur, red.	62 1/2	62 1/2
Tar, N. C. Pine, 1/2 gal. cans 1/2 doz.	2 70	2 70
Tar, do 1/2 gals in tin.	1 40	1 40
Tar, do 1/2 gals in tin.	1 40	1 40
Wax, White, S. & F. brand.	55	55
Zinc, Sulphate.	7 @ 8	7 @ 8

AMMONIA.	1907	1908
Carbonate.	19 @ 20	19 @ 20
Muriate (Powd. 22c).	15	15
Aqua 16 deg or 3f.	6	6
Cuttle 18 deg or 4f.	7 @ 8	7 @ 8

BALSAMS.	1907	1908
Copaiba.	55	55
Pir.	40	40
Peru.	3 00	3 00
Tolu.	40	40

BARKS.	1907	1908
Cassia, in mats (Powd 1 20c).	12	12
Cinchona, yellow.	18	18
Elm, socotrine, pure.	15	15
Elm, ground, pure.	15	15
Elm, powdered, pure.	15	15
Sassafras, of root.	65	65
Wild Cherry, select.	12	12

	Campbor		
	Catechu. 1s (½ s 14c, ¼ s 16c).....		2
	Guaiac, prime (Powd 45c).....		2
	Myrrh, Turkish (Powdered 47c)....		4
50	Opium, pure (Powd \$5.40).....		4
50	Shellac, Campbell's.....		4
	Shellac, English.....		4
	Shellac, native.....		4
	Tragacanth.....	30 @ 1	
	IRON.		
5½	Citrate and Quinine.....		6
5½	Solution mur., for tinctures.....		6
	Sulphate, pure crystal.....		6
	LEAVES.		



## AMONG THE TRADE.

## IN THE CITY.

Mr. M. B. Church is in New York, attending the annual meeting of the Alabastine Company.

W. H. Kirkwood has given up teaming and has gone into the house of Cody, Ball & Company to work.

Mr. Sherwood Hall, of Brown, Hall & Co., left on the 2nd for a ten days' hunting sport in the vicinity of Lamont.

Mr. J. N. Hickok, of the firm of Hickok & Johnson, wholesale druggists, New York City, was in town this week.

Mr. A. Hufford, state agent for G. A. Wristley & Co.'s soaps, left to-day for a month's tour of the Northern Peninsula.

Mr. C. C. Banker, with Edward J. Moore, wholesale drugs, New York, has been in town several days interviewing the trade.

Mr. R. VanderWerp, of the Star Clothing House, left on the 2nd for a fortnight's trip among the trade along the line of the Chicago & West Michigan Railway, south.

Mr. Davis, late of Boston, and Mr. Knox, formerly with Shriver, Weatherly & Co., have opened a grocery store on South Broadway street. Cody, Ball & Co. furnished the stock.

Mr. Keller, formerly with H. M. Goebel, and Mr. Long have formed a co-partnership and engaged in the retail drug business at Big Rapids under the firm name of Long & Keller.

D. C. Underwood, northern traveler for Arthur Meigs & Company, has been granted a four-weeks' furlough and will spend the time in Nebraska with a view to recruiting his health.

On January 1 the firm of J. A. S. Verdier & Co. will be dissolved by mutual consent. Mr. Verdier retiring to accept the position of Secretary and Treasurer of the Luther & Sumner Manufacturing Co., in which corporation he is financially interested. Mr. Brummeler, the "Co." of the firm, will continue the business at the former stand on Spring street.

Mr. Lester Rice, formerly with Shriver, Weatherly & Co., is now manager of a general store operated by the Chippewa Lumber Co. at Chippewa Lake, six miles from Rodney. The place is the site of extensive milling property owned by the Chippewa Company, and already comprises between forty and fifty houses. There is enough pine land tributary to the lake to keep the mills running for a dozen or fifteen years.

## AROUND THE STATE.

A new cooper shop at Seio.  
Hastings' broom factory will be enlarged.

J. H. Avery, of Hilliards, has gone out of trade.

The knitting mill at Centerville is running at its full capacity.

The Capac Broom Factory has been removed to Port Huron.

R. S. Van Scoy is about to establish a bank at Maple Rapids.

L. G. Bates' store at Elsie, Clinton county, was robbed of \$300 recently.

J. Halstead succeeds the firm of J. Halstead & Co., at Shelby.

The finest kind of potatoes are selling in Sturgis for 30 cents per bushel.

M. B. Pierce has engaged in the produce commission business at Big Rapids.

Darling & Smith's store at Fremont, was robbed of \$400 worth of goods September 24.

The Adrian Canning Works put up 400 bushels of tomatoes daily during the season.

The Muskegon Novelty Iron Works has increased its capital from \$25,000 to \$50,000.

Four hundred barrels of salt are made each day at Manistee, and more wells are going down.

Mr. Eli Smith, the champion hop-grower of Jackson county, is gathering an immense crop this year.

John Weissert of the firm of John Weissert & Son, dealers in hardware at Hastings, died on the 27th.

A. E. Cartier & Company have purchased the general store of the Troy Lumber Company at West Troy.

John & Hitchcock, of Northport, have sold their stock to N. Morgan, who has consolidated it with his own.

Dexter, Noble & Company, of Elk Rapids, are putting up an enormous feeding shed and shelter for their customers' teams.

A. G. Field, of Chicago, who leased a store at St. Johns, intending to put in a stock of dry goods, has relinquished the project.

A. Jacobs, of St. Clair, contemplates the establishment of a factory for the manufacture of ladies' underwear and gents fine shirts.

The Grant, St. Clair county, cheese factory sent about eleven tons of cheese to Port Huron the other day, and carried home \$2-200 for it.

S. E. Creasinger, of the firm of Creasinger & Hewitt, Maple Rapids, left this week for Florida, where he will remain during the week, seeking relief from a lung trouble.

Robert Telfer has opened a new boot and shoe store at Big Rapids. It will be in charge of his brother, John Telfer, late of Detroit.

The canning factories in the southern portion of the state hardly paid expenses this fall, the dry weather and then the frost

having ruined so much of the fruit and vegetables.

The Globe Tobacco Company, of Detroit, will soon commence the erection of an immense warehouse at Madison, Ind., having purchased a block fronting the river for that purpose.

The North Muskegon kindling factory, recently burned, is to be rebuilt on the city side of the lake with \$10,000 capital. The corporation will be known as the Eureka Manufacturing Co.

The Jackson Citizen says that those who are posted estimate that the losses in that city from bucket shop speculations, over gains, have been \$170,000. And the paper adds: "What grand improvements this sum would give the city."

Kalamazoo uses over 50 car loads of gas pipes per annum more than any other town in Michigan outside of Detroit. It is used chiefly for windmill work, and Kalamazoo leads all other places in the country for the manufacture of windmills.

The Elk Rapids Iron Company are manufacturing each day 50 tons of pig iron, 150 gallons of wood alcohol, 11,000 pounds acetate of lime, 10 barrels of tar, and 40,000 feet of hardwood lumber. The cash value of the output of this company is \$1,800.

The new factory building of the E. T. Barnum Wire and Iron Works, corner of Howard street and Wabash avenue, Detroit, is 180x400 feet in size and thoroughly equipped. In the weaving department 50 looms are busy, some for finer grades of wire cloth, costing as much as \$10,000 each. About 1,000 men are now employed in the various departments.

## VISITING BUYERS.

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

A. F. Conklin, of Conklin Bros., Ravenna.  
W. B. Thompson, Saranac.  
J. C. Bembow, Cannonsburg.  
U. S. Monroe, Berlin.  
Miss K. L. Kinney, Ensley.  
C. O. Bostwick, Cannonsburg.  
J. H. Moores, Fife Lake.  
O. Green, Martin.  
Ross Bros., Vermontville.  
E. Medes, Coral.  
F. W. Provin, Cedar Springs.  
F. Taylor, Pierson.  
Charles Filkins, Belmont.  
A. E. Cartier, of A. E. Cartier & Co., West Troy.

Wm. McMullen, Wood Lake.  
Henry DeKline, Jamestown.  
B. M. Dennison, East Paris.  
John Tesinga, Forest Grove.  
W. S. Root, Sand Creek.  
Norman Harris, Big Springs.  
P. Zalsman, Paris.  
Barker & Leinen, Pierson.  
E. W. Pickett, Wayland.  
A. M. Church, Englishville.  
Waite Bros., Hudsonville.  
J. J. Quick, of Quick & Co., Allendale.  
L. W. Stiles, Cedar Springs.  
L. S. Boice, Hastings.  
John Ely, Rockford.  
J. J. Spence, Fife Lake.  
Byron McNeal, Byron Center.  
Dibble Bros., Burnip's Corners.  
Jacob Barts, North Dor.  
Geo. W. Bevins, Tustin.  
K. L. Kinney, Maple Hill.  
C. Pfeifle, Lake P. O.  
Smedley Bros., Bower.  
C. B. Jones, White Cloud.  
Spring & Lindley, Bailey.  
A. & L. M. Wolf, Hudsonville.  
Wood Bros., Shaytown.  
John A. Beamer, Dor.  
Paine & Field, Englishville.  
J. Moerdyk, Zeeland.  
Lester Rice, of Chippewa Lumber Co., Chippewa Lake.

Dr. H. B. Hatch, Hart.  
Dr. G. B. Nichols, Martin.  
J. D. F. Pierson, Pierson.  
E. S. Hopkins, Blanchard.  
A. H. A. Eckerman, Muskegon.  
W. B. Wilson, Muskegon.  
J. S. Barker, Sand Lake.  
S. A. Gardner, Cedar Springs.  
G. W. VanBuren, Mendon.  
John H. Englehart, Holton.  
Hawley & Oleson, Holton.  
P. H. Benenga & Co., Fremont Center.  
Keith & Jones, Fremont Center.  
Hart & Bowman, Fremont Center.

N. S. Loop, Kent City.  
W. H. Knight, Kent City.  
E. Conklin, Ravenna.  
John Krusinga, Holland.  
C. Blum, Holland.

B. Volmar, Filmore Center.  
Ed. Murray, South Haven.  
R. E. Wiegant, Watervliet.  
S. D. Walden, Watervliet.  
R. R. Hewson, Coloma.  
Jerome Fosdick, Elmira.

Wm. Kneiber, Benton Harbor.  
John Fish, Benton Harbor.  
Burrows & Edinborough, Benton Harbor.  
Mrs. H. Hulbert, Benton Harbor.  
Wilkinson Bros., St. Joseph.

Forbes & Duncan, St. Joseph.  
Wm. Frick, St. Joseph.  
Jerome Dickinson, Belmont.  
L. P. Swift, Crapo.

## TRADE EMBARRASMENTS.

Bradstreet's commercial journal reports the following financial embarrasments in Michigan during the past week:

Addison.—E. M. Wilson, grocer, has been closed by creditors.

Alpena.—William Bloom & Brother, grocers, have assigned to S. L. Carpenter.

Anderson.—E. J. Boynton, general store, has been attached.

Custer.—The Custer Stave and Heading Company has been attached.

Detroit.—W. J. Green & Company, flour, have failed.

Detroit.—The Hammond Medicine Company has failed.

## TRADE TALK.

## Staple Goods Moving off Brisk in Most Lines.

## DRY GOODS.

Reports from the interior of the state are encouraging, and the market is quite firm, no changes having occurred in our line of quotations. Cotton goods have moved fairly, browns being more or less quiet; bleached goods met with a fair distribution; cotton flannels are steady. Prices have met with an irregular demand. Gingham met with a steady movement. Dress goods are steadily held and meet with fair business. A fair trade in woolen goods has been in progress, with prices about steady, an advance in some makes of flannels being noted. Foreign goods meet with an improving demand, although irregular.

## GROCERIES.

A much more complete list of quotations is given this week than last, and further additions will be made from time to time. The market generally shows slight variation, there being no excitement in trade, such revisions as occur being generally in the line of lower values.

## DRUGS, PAINTS AND OILS.

There is nothing particularly new in this market, few price changes occurring. Oils are rather firm, with moderate demand; paints are dull and steady at quotations; dyes are firm but quiet, and drugs are about the same.

## HARDWARE.

There is not a very great degree of movement in the market, and some disappointment is expressed in consequence. Nails are in active request with light stocks.

## A New Tipped French-Pattern Spoon.

The accompanying engraving shows a new design in electro-silver-plated spoons just introduced by the Wm. Rogers Manufacturing Company, of Hartford, Conn. These spoons are of French tipped pattern, are made of the same weight as solid silver spoons, and are very light, graceful and durable. They are made in tea, dessert and table sizes, with dessert and medium-sized forks, butter-knives and sugar-shells to match. The workmanship and finish are superior and artistic, yet free from excessive elaboration.

## Old Building Material.

An extensive trade in second-hand building material, says the *Builder*, has been carried on uninterruptedly for fifty years, and is largely supported by builders and joiners. The stone and brick of an old building is used in the construction of a new one, the lime-whitened bricks making the inside of the outer walls and partitions, and the stone going into the foundations. But is is not generally known that the inside woodwork is used again frequently without radical alteration. Many builders prefer this old timber because it is thoroughly seasoned. The richer woods which are admired for their color acquire mellow tones by age and become more valuable as the years pass. Furniture of mahogany and rosewood that has outlived several generations is much handsomer than that made from new wood. But it has added value as mere material. An article made from the old material will retain its integrity in all its joints; its shrinking days are over. For the same reason the timbering, wainscoting, and flooring of old buildings have an added value, although the selling price is less than that of new material.

## PROVISIONS.

The Grand Rapids Packing & Provision Co. quote as follows:

PORK.  
New Heavy Mess Pork..... 2 bbl \$11 62½  
New Family Clear Pork..... 14 00  
New Extra Clear Pork, A. Webster's..... 14 75  
New Boston Clear Pork..... 15 00  
New Standard Clear Pork..... 16 50  
On orders less than five bbl. lots 25 cts. extra.

DRY SALT MEATS—IN BOXES.  
Long Clears, heavy, 500 lb. Cases..... 7 74  
do. Half Cases..... 7 74  
Long Clear medium, 500 lb. Cases..... 7 74  
do. Half Cases..... 7 74  
Long Clears light, 500 lb. Cases..... 7 74  
do. Half Cases..... 7 74  
Short Clears, heavy..... 7 74  
do. medium..... 7 74  
do. light..... 7 74

LARD.  
Tierces..... 8 75  
30 and 50 lb. Tubs..... 8 75  
50 lb. Round Tins, 100 lb. Racks..... 8 75

LARD IN TIN PAIS.  
3 lb. Pails, 20 in a case..... 9 75  
5 lb. Pails, 12 in a case..... 9 75  
10 lb. Pails, 6 in a case..... 9 75

SMOKED MEATS—CANNED OR PLAIN.  
do. medium..... 14 75  
Shoulders cured in sweet pickle..... 14 75  
Extra Clear Bacon..... 10 75  
Dried Beef..... 11 75  
Extra Dried Beef..... 13 75

BEEF.  
Extra Mess Beef Chicago packed 2 bbl. 11 50  
CANNED BEEF.  
Libby, McNeil & Libby, 14 lb. cans, ½ doz. in case..... 19 00  
do. 2 lb. cans, 1 doz. in case..... 2 85

Armour & Co., 14 lb. cans, ½ doz. in case 19 00  
do. 2 lb. cans, 1 doz. in case..... 2 85  
do. 2 lb. Comp'd Ham, 1 doz. in case 4 50  
Kansas City, 14 lb. cans, ½ doz. in case..... 18 50

Prices named are lowest at time of going to press, subject always to Market changes.

## MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

## LIST OF OFFICERS:

President—JAMES T. PHILLIPS, 44 Jefferson Avenue, Detroit.  
Vice-Presidents—H. H. HODSON, Detroit; JOHN H. MCINTYRE, Grand Rapids; THOS. J. HAYWOOD, Ypsilanti; WM. E. SAUNDERS, East Saginaw; T. J. PAXTON, Monroe.  
Secretary and Treasurer—GEORGE W. HILL, 80 Woodbridge Street, West, Detroit.  
Board of Trustees, For One Year—R. W. HAWLEY, Chairman, J. F. COOPER, E. H. MCCURDY, Detroit; For Two Years—SAM. B. SINCLAIR, GEO. L. SAMPSON, WM. SAXBY, Detroit.

## MEETINGS:

Regular Meetings for 1883—October 6, November 3, December 1.  
Annual Meeting—December 28, 1883.

## WHO GOT BEAT?

How a Newly Married Salesman Tried to be Economical and the Trouble Which Followed.

His name is not G. Washington Smith, but that will do to call him by.

He is a traveling salesman, good-looking, genial and popular, and he sells etc., etc. Furthermore he is no chicken. He has been on the road for ever so many years, and may fairly claim to be thoroughly sophisticated.

Nevertheless he came to grief recently, in a way to make the angels weep.

After trying the world thoroughly in a state of single blessedness, and finding it a hollow sham, he came to the wise conclusion to get married. He did so. That was commendable, and no trouble arose in his peaceful horizon because of that fact, but the indirect results were calamitous.

Like most men, G. Washington holds it no sin to get ahead of a railroad when he can, and on the momentous occasion of his wedding trip, a fatal opportunity for economy arose.

He has a friend who is a gay and festive newspaper man, and when G. Wash. modestly told him of the impending event and the direction he intended to travel in, the newspaper man generously offered to get him a pass. G. Washington was delighted, and to make the pass available, did not hesitate to masquerade for the time under the name of Billy Jones, the quondam journalist, in whose name the precious pasteboard was issued.

One more economy. G. Washington Smith also had a railroad man for a friend, and bethinking himself of this fact, he stepped over to the ticket office, and soon issued forth, triumphantly bearing a ticket, stating that Mrs. G. Washington Smith was entitled to travel over the lines of the Blank Blank R. R. from Blueford to St. Louisville on payment of half fare.

Well, in due course the happy Washington and the lady of his choice were married, and that evening Mr. and Mrs. Smith took their places in the Pullman, indulging in dreams of the bliss opening before them.

"Porter!" presently called out the newly-wedded husband, in his liveliest tones, "make up our berth at once!"

"Yes, sah," replied the porter. "Shall I make up one berth or two?"

"Why, one, of course," replied G. Wash., while the bride blushed pensively.

"All right, sah. Lemme have your passage tickets," and taking the tickets he retired for a moment to his closet.

Glancing at them, he suddenly paused, bent a closer scrutiny upon them, looked suspiciously at the happy and unsuspecting couple, then called the conductor. That functionary in his turn looked the tickets over, looked at Mr. and Mrs. Smith, and as he supposed took in the situation.

"T'won't do, Tom," he remarked to the porter. "It's dead against the rules. Call him out here."

A moment later the dusky attendant touched Mr. Smith on the shoulder and whispered that the conductor wished to see him in the gentlemen's room. The wondering Smith followed, and reaching the conductor that functionary mildly but firmly remarked:

"I think you and the lady better have berths in different sections."

"W-h-a-t do you mean?" gasped the thunder-struck married man.

"Oh, it's all right, but it won't do here," sternly remarked the man in authority. Such conduct is strictly prohibited by the rules of the company, and can't go on in this car!"

"But the lady is my wife!" protested Smith, gasping for breath at the preposterous turn of affairs.

"Oh, that's too thin! Look here!" and the conductor thrust under Geo. Washington's nose a pass in the name of Mr. Billy Jones, and a half-fare permit made out for Mrs. G. Washington Smith.

"You'll take a berth in section 12, while the lady remains in section 2," continued the conductor.

"I'll be d—if I do," replied the enraged Smith, whose vision of a bridal night was becoming a most exasperating travesty.

"Won't, eh? Then you'll get off at the next station!"

Geo. Washington occupied No. 12. Mrs. Geo. Washington occupied No. 2, not more than half believing the rather lame story G. W. S. told to account for the change.

G. Washington will never travel again on

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another man's pass.—American Furniture Gazette.

A new process for manufacturing glass insulators is being successfully employed by a Detroit firm. The crude material of which the glass is made is first put into a revolving drum, from which, after receiving while therein four applications of heat, it is run into an auxiliary furnace, ready for the glass-blowers to work. This is accomplished with a saving in fuel, time and labor. The machinery in these works is novel and is said to work to perfection.

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A merchant may make a reduction in the price of his material without making any material reduction in his price.—Rochester Post.

A noted base ball player has been sent to the penitentiary in New York for attempting murder his wife. Some of his old comrades have very little sympathy with him. If he had attempted to murder, the umpire the defeated nine would have presented him with a handsome testimonial. If it wasn't for the unfair decisions of the umpire, both sides would always win.—Norristown Herald.

Geo. W. Hill,

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