The Michigan Tradesman.

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GRAND RAPIDS, MICHIGAN, WEDNESDAY, OCTOBER 7, 1885.

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17

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NEVER PATENTED. History of an Invention too Thoroughly

Original to Work. From the Michigan Manufacturer. You will not find a description of the wa ter meter we invented in any mechanical dictionary. A perfect knowledge of its ins and outs dwells now only in the memory of

one man. At least I suppose that to be the case. If Charley has forgotten how it was put together the invention is forever lost to the world.

Charley enticed me into the scheme. I can't say now that I regret it, for if he had not I should have missed an experience without which no life is complete. I should never have felt the exhilaration and depression of invention.

My motives were not philanthropic. I had no idea of benefitting the world when I made the investment. Neither was I ambitious. I never yearned to see my name in

black face letters in encyclopedias. What I wanted was a bank account. Perhaps the reader will grasp the situation when I explain that at the time I was city editor of a country daily. I fell into Charley's scheme because it promised affluence. Charley's motives were identical with my own. He preferred a bank account to an undying name. It was Charley's invention, and he let me into it gradually, as one might open little by little a door leading from the bottomless pit into the kingdom of heaven. Perhaps he thought the glories of the scheme would dazzle my poor eyes-perhaps he was afraid I would give it away. I never cared to enquire what his idea was. Inventors are cautious. Charley was an inventor.

After I came to know about it we talked it over nights, while the printers in the next room were howling for copy and swearing that every correction on every proof was an alteration. Charley had other schemes for astounding the scientific world, but we chose the water meter.

He was also at work on a burglar alarm, an electric clock and an improved steam hest. The burglar alarm was his particular hobby, but somehow he never seemed to meet with proper encouragement when he solicited men of capital to aid him in bringing it out. I remember how discouraged he looked one day after a bloated aristocrat who had made a fortune in pine land had been urging him to call the burglars of the country together and demand from them a royalty on every alarm introduced. He spent an hour explaining to the pine prince just how the machine would go off on the slightest provocation, but utterly failed to disabuse his mind of the idea that the invention, if generally introduced, would be of more benefit to burglars than any one else, and that, in consequence, the inventor should be rewarded by them.

From the first I was enthusiastic on the subject of the water meter. Some city had at sometime offered a reward of \$5,000 for the invention of a water meter which could be manufactured for five dollars, and I was afraid someone would secure the prize before we could complete the details of Charley's idea and get the model made. I was o furnish the ready money and Charley was

provide for the hundred and one articles such as fish, rags, weeds and blocks of wood H. R. Lowrie in the Current. which are generously given away to water consumers in large cities, but we had some plan to exclude them from the delicate

mechanism of our model apparatus. How secretly we went about making our nodel! Our invention was too precious a thing to entrust to the care of envious plumbers and model-makers. Every plumber's shop in this city had the honor of con-

tributing a portion of the needed materials. How we pounded and filed and screwed to get each article into it proper position at ing (?) valve arm in the interior with the living.

clock work on the joutside! The general tistic, but we would not have exchanged it first flush of success (?) we imagined our- checked. selves lifted as far above the toils and cares

of earth as it is possible for an unlimited bank account to lift anyone, and we were correspondingly happy. We chose a solemn, sunny Sunday morn-

ng for the final test. We had secured a permit to tap a city water pipe and the services of a plumber. The test was to be made in a dark ctoset, where no human eye was instructed to cut the pipe, insert the meter in the flowing circuit and leave the rest to us. Our hearts were literally in our

mouths as he performed his task. To me lawful moderation. his stolid, indifferent manner of working seemed an insult to the vastness of the scheme. At last the connection was made and I was dispatched to the basement to brain of former ages. It has been and is a turn on the water.

I was gone only a moment, but when I

even deprived us of the privilege of supply- man's history. ing the child we had reared with so much care with its first breath of life in the shape turned the faucet. His eyes alone had seen a virgin world down to the present. the faint flutterings of its brief life. There gathered up his tools and went away, leaving us alone with our grief. We tried to ex evil could have happened, but our explanations had no power to make the meter go.

There stood the needle, just half way be tween the limits of its short stroke. and we regular intervals! An equilibrium had been established inside!

propriation was exhausted. Charley's ideas met retribution in the shape of a lingering death from lead poisoning.

It was at a certain country hotel in Nor

ALFRED B. TOZER. He Bought Them Cheap.

Money and Morals.

The world is the arena of conflicting ideas. Some tend to elevate man, to give impetus to thought, and to advance civilization. Others exert influences baneful to the human

sensibilities, hinder intellectual activity, and produce effects counter to the ultimate perfection of society. Each period of the world's history shows one, or one class of getful of the old truth that comes to us these ideas, to be dominant. Consequently each has had its part in the history of man and the development of mind. When the ideas of learning, of progress, and of morallast! Then the packing about the slender ity have been in the ascendancy, rapid steps needle which was to connect the oscillat- have been taken toward a higher plane of

When opulence, display and wealth have effect of the completed article was not ar- constituted the pre-eminent aim of a people, progress has been slow, justice and morality for a gold mine. Like all inventors in the forgotten, and the march of Christianity

As long as the Mediterranean States, which filled so large a place in the world's history, sought moral, political and intellectual improvement, so long were their institutions permanent and their growth rapidso rapid, indeed during the reign of law and virtue that, while the dawning of a single century opened upon rude barbarism, its eventide displayed the magnificance of a could witness our triumph. The plumber high civilization. With wealth as the aim of life began the reign of inexertion, selfish-

ness and sensuality, which are not compatible with political equity, social justice and

The philosophy of wealth, which is an outgrowth of civilization, is yet imperfectly understood. It represents the muscle and

prime factor in the world's movements. It may make or destroy. It may be a power returned there was no need to listen for the for good or for evil. Properly used, next to click of valves, no need to watch the tiny intellectual force, it is the agency that has needle for signs of motion. Charley's face moved and does move the world. The detold the story. The miserable plumber had sire of its possession is co-extensive with

The distinction between meum and tuum has been clearly recognized from the days of a stream from Coldbrook. His hand had of the patriarchs, who fed their flocks upon

Wealth is only an evil when its uses are was a malicious smile on his face as he preverted or contrary to moral principles. When the rights of the people are disregard ed and their claims ignored, when the idea of plain to each other how such an unheard of possession becomes more prominent than the idea of right, accumulation is a wrong and riches an oppression. Let the "golden rule"-which but voices the sense of a normal humanity-be observed and the evil would could hear the water rushing like mad cease. Financial panics would be impossithrough the valve which we had decided ble. Capital and labor would be twin sistime and again would be obliged to move at ters in the production and division of wealth, in the maintenance of the good, and in the promotion of virtue and happiness. We never made another model. The ap- When it becomes the chief aim and ruling power of life, law is disregarded and the drifted into the channel of telephone inven- demands of humanity neglected. It then tion and the wretched plumber soon after becomes the worst of tyrants, knowing neither restrain nor conscience. Wealth is desirable and legitimate, but should be esteemed as a means and not as an end. It contains no value in itself; but as its true mans say, 'Mine wife haf a leetle paby,' he

pause before no calamity; they hesitate at no danger. By their transactions the national conscience is enfeebled, if not ruined: the standard of right subverted; ordinary business imperiled; and the prosperity of our nation endangered, if not destroyed.

Out of this grows a false standard of social life and men are esteemed for what they have and not for what they are, forgetstamped with the official sanction of three thousand years: "There is he that maketh himself rich yet hath nothing." The social atmosphere became prevaded with immoralities, deceptions and frauds. The good, the pure and the true are shoved ruthlessly aside for the gross, the sensual, and the abnormal. This is not new. Thousands of years ago Solomon and the sages nurtured in pagan philosophy gave utterance to the same thought. And many-sided Shakespeare makes it the groundwork of his grand conception, "The Merchant of Venice."

Social materialism has ever worked counter to the elevation of the masses, and has usually been antagonistic to any scheme for bettering their condition. The laborer of England, the peasant of France, the serf of Russia, in their hopeless poverty groan under the heavy burden which social materialism imposes.

Whatever is of worth or value in the world is due to law in its highest embodiment. On the other hand, who can compute the sum of misery and suffering inflicted by the tyranny of ill-gotten gain, unhallowed and misused wealth, which tramples beneath its iron heel all principle, all honor,

all charity. Lawfully gained and rightfully used, it contributes to our happiness and success, and is a ministry of good. While not the guiding power, for that is grounded alone in morality, it is a grand impelling force, beneficial or harmful as the end sought is good or evil. Wealth is always to be regarded as a servant, never accepted as a master. As a servant it is the steady wind that wafts the ship into the desired haven; as master it is the fierce gale that drives the ressel through the angry, tumultuous sea to inevitable destruction. Its possession affords

opportunities for golden deeds. Let if be sought, then, as a means of doing good, and getting good rather than as the base instrument of selfish indulgence or unholy passion.

Couldn't take a Joke.

"Little Jake" Seligman, of East Saginaw, who has made a couple of hundred thousand in clothing and banking, is of exceedingly diminutive stature, very vivacious, and loves a good joke. While in East Saginaw last summer a reporter called at the office of Tim Tarsney, who has had the congressional clothes of R. G. Horr cut over and is wearing them. While there, "Little Jake" came in and roundly upbraided Tarsney for the scrape he had got him into. Said the diminutive Israelite:

"My friend Tarseny have a vay ven some use is kept in view or disregarded it be- ask dot man, 'Who do you suspect?' And comes a means of happiness, an agency of den somepody laughs. So I say auf my mind. Dot yash a goot choke: I try dot choke mineself the last time I got a chance. Now yooust a half an hour ago I meet von Sherman friend und he say to me, 'Shake, mine wife make me a bresent of von leetle numanitarian deeds in those times and find poy last morning, und I say, 'Ish dot so? but few. The principle of equity had not who do you suspect?' Und dot pig Sherman veller he crab me py mine goller und people. Without doubt the rising of the he shade me rount like noddings, und he Star of Bethlehem dates the most important say, 'You infernal leetle Chew! you say somedings apout mine vife und I proke your heels mit your neck, confount you!' I don't try dot chokes some more, Tim. You are a erate pig veller und they much can't shake teacher, its rays keeping pace with the cen- you aroundt; but I got done." And "Little Jake" dropped into a chair and gazed reproachfully at Tarsney, who rested his duodenum over a table and gave vent to howls



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time. Parties having any for sale can find a quick sale and better prices by writing us than they can possibly get by all the watery world in our yacht times-very hard-and we must utilize shipping to other markets.

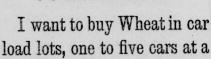
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E. C.

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SPREAD EAGLE,

TOBACCOS



to supply the brains, but we worked the de- ern Michigan. The single stranger who sat in making copy.

Time and again our plans were changed by the most trivial causes. Now Charley awoke in the night to find himself provided with a new scheme by a dream, Now I caught a dim idea of how an imaginary the waiter. valve or wheel could be made to measure the amount of water passing through it with the lower pressure equal to that above! Then we arrived at a mutual understanding regarding the motion, but could not agree on rolls, ribs of beef and a cup of coffee." the means of transmitting the count to the clock work outside.

One thing we never disagreed on. We were always unanimous as to the amout of royalty to be demanded, and as to the man- the room, and the guest called out: ner in which the fabulous sums to be realized were to be expended. I remember now that a steam yacht occupied a conspicuous place in our plans, and that a secondary consideration was a daily newspaper in mer resort hotel, and he failed. He had which all advertisers were to be snubbed 30,000 bills of fare on hand, and I bought most unmercifully. We were to drift over

and use the daily newspaper to get everything, and keep up style at the same even with the politicians! Every night dur- time." ing the blissful period we went home with dreams of a future wherein all our hopes were to be realized and all our enemies were to be overcome!

At last, one memorable day in autumn, we completed our drawing and appropriated the, to us, extravagant snm of five dollars, for the model. I can give now only a faint idea of the interior of the machine which ed good rice, jest the same." was to revolutionize the water meter busi-

ness. The precious apparatus was designed to stand on end and there were two valves estimated that the growth of population -one to let the water in and the other to let it out. I think it was to be the duty of is not far from 20 per cent. This would be

tails out together. I am afraid, we used more down at dinner was amazed when the waitwhite paper in sketching water meters than er handed him a printed bill of fare which began with oyster soup and clam chowder and ran down to four kinds of pie and choc-

> olate ice cream. "I'll take oyster soup," said the guest. "Y-e-s, but we haven't got any," replied

"Very well, give me clam chowder." "We are out of that, too."

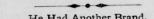
"Then bring me baked whitefish, fried ausage, Saratoga potatoes, French wheat

"We haven't got any sir. All we've got is beef steak, b'iled taters, and baker's bread and coffee."

At the last moment the landlord entered "See here, landlord, but what sort of

trick is this?" "What? Oh, that bill of fare. My dear

sir, let me explain. My uncle kept a sumthem at private sale for \$2. These are hard



He Had Another Brand.

"Have you the "Rise of Silas Lapham?" asked a young lady from the city of the clerk in a country store where they kept almost everything.

"I dunno whether we've got any of that particular brand, but we've got some all-fir-

From the few data already at hand it is for the entire country, since the last census,

the inpouring streams to force the first valve about 10,000,000 for each half decade or 20,open and the duty of the first valve to close 000,000 when the next census is taken. We the second, so that a constant motion should would then number 70,000,000 souls, our be established. How these articles, of their population in 1880 having been 50,000,000. own evil minds, most miserably betrayed This would be double the present popula- cial success with them is the only standard an old silk handkerchief. If kept in a botthe trust imposed in them will be seen later tion and would almost equal that of Ger- of morality. They risk fortune reputation the well corked, this polish will keep any

BIG FIVE CENTER. on. I can't say now how we intended to many and France combined.

progress, or an engine of destruction.

Before the Christian era the world was a chaos of warring nations contending for supremacy and possession. Man's guiding passion was gain. We look for noble and yet exerted its influence largely upon the event in the history of mankind.

Since that morning when its light directed the wise men acrosss the Persian plains to the humble birthplace of the world's masterturies, have guided the forces of civilization through wrong and barbarism. Since that time the principles of right-living have been gradually unfolded, and under their influ- of laughter. ence the world has beeen grandly progressing. The inordinate desire of wealth gave way before the progress of thought and the

coming of Christianity. Intellect may plan, wealth may execute, must be in accordance with moral law. Intellect and wealth may sit upon the throne, Nations have not fallen for need of intellect or lack of wealth, but because of the ab-

sence of moral principle which determines the use of both. Our highest good should be the aim of

life, and that is found in the highest good of thereto. Make, on the other hand, wealth the object of our supreme desire, and all our efforts aided by craft and ingenuity, are di-

rected toward its attainment, regardless of sion, the leading incentive, the controlling motive.

and honor. They stop at no suffering; they length of time.

Animals That Blow Their Noses.

Somebody says that "Man is the only animal that blows his nose." The alligator has a nose nearly two feet long, yet he never but the plan and execution to be of worth blows it; the elephant can reach over his nose and tickle his hind legs, and he often does, but he never blows it. The blue-nosed but morality must be the motive power. baboon has a corulean proboscis of which the noblest animal must feel proud, but it goes unblown. The double-nosed pointer has immense capacity for blowing, but he

never will; and the oyster, whose nose reaches clear around to his back, refrains from exercising it. Man alone has to reach our fellows. Let our ideas be high and our to the height of a pocket handkerchief, and philosophy of living will be commensurate proudly waves his bandana as a sufficient proof of his superiority.

Cabinet work of a finer description requires a more than ordinary lustrous polish. the means. It becomes the dominant pas- The following is recommended for delicate work: Of linseed oil, half a pint, and the same quantity of ale, the white of an egg,

Hence it is easily understood why men one ounce of spirits of wine, and one ounce filling honorable and responsible positions of spirits of salt. It should be well shaken so readily fall. They subordinate all before used and a little should be applied to other desires to the hope of gain. Finan a soft linen pad, and lightly rubbed off with

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, OCTOBER 7, 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-Pres-ident and Treasurer, ex-officio; O. A. Ball, one year; L. E. Hawkins and R. D. Swartout, two years.

years. Arbitration Committee—I. M. Clark, Ben W. Putnam, Joseph Houseman. Transportation Committee—Samuel Sears, Geo. B. Dunton, Amos. S. Musselman. Insurance Committe—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.

of October. Regular Meetings-Second Wednesday even-ing of each month.

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

"MUSKEGON'S FUTURE."

F. H. Holbrook, one of Muskegon's most enterprising citizens, sends the News of that city a couple of columns of interesting Future." Mr. Holbrook takes the position that Muskegon is to be the future commercial and manufacturing center of Western Michigan, basing his belief on the fact that she has the best harbor on the East shore of undoubtedly be removed to the Straits be-Lake Michigan. Mr. Holbrook's system of fore the close of another season. reasoning is perfectly lucid, and is suffi-

ciently forcible to appeal to the good sense of any unprejudiced reader; but it lacks one based on what has been accomplished in the Muskegon has great natural advantages, none will deny; but she is equally unfortudency to unfit men for the more practical

any other branch of business, and it necessarily follows that he must continually make a change of location, in order to follow the pursuit which he is best capable of turning to profit. This means anything but permanency-anything but life-time investments. The secret of Grand Rapids' success is due to the fact that her leading manufacturing lishments which shall be made even strong-

er by their children and grand-children. In the case of the lumber business, this condition is reversed. The ambition of the lumber operator is to cut his timber as rapidly as possible, and seek new fields of conquest. In the mean time no genuine "home feeling" is developed, no pride of home and surroundings prompts him to make investments which will redound to the social and commercial advantages of the place. It is true that Muskegon has made several at-

tempts at manufacture in lines foreign to

The above, from the Detroit News, is only friends some time ago that a removal from ing force. Mancelona had become a necessity, but Mackinaw City-not St. Ignace-is the objective point. Mr. Otis' determination to leave Mancelona is not due to any action on

lona iron furnace to St. Ignace.

the part of the people of Mancelona nor to a waning of his regard for the place; on the other hand, he claims that a change in location is forced upon him by the uncomprowas able to dispose of his product for \$20 per ton, \$4 of which went to the railway company for transportation. Owing to the present condition of the market, he is compelled to sell his pig iron at \$15 a ton, and

duct on the market in competition with fur-TRADESMAN to determine whether Mr. Otis' in. demand is just or unjust, but the refusal of the railway company to readjust rates in accordance with his suggestion has brought

about the determination before referred to. Besides a considerable saving in the transportation of the ore, a removal to Mackinaw City means water communication with many facts and prophesies relative to "Muskegon's of the Western iron markets during the summer and competing lines for all winter shipments. Mr. Otis will continue to maintain his coal kilns at Mancelona, but the furnace and all which pertains thereto will

The Grocers' Association of Muskegon is now an accomplished fact. The character essential element-it asserts what can be of the officers elected at the last meeting done under other circumstances, and is not gives good ground for the belief that the policy of the Association will be aggressive, past under existing circumstances. That and that the advantages resultant upon the organization will be all the most sanguine could wish. THE TRADESMAN has but one nate in another respect, for the industry suggestion to make, and that is the election which has been her principal support-the of a transportation committee-not so much slaughter of pine-is demoralizing in its for active service as to serve as a menace to Creek. operations and influences, and has a ten- the railways and to demonstrate the fact that the retail trade of the town is united phases of business life. The successful and will act in concert on all matters affectlumberman is seldom equally successful in | ing the general good of the trade.

A gentleman who was recently in Milwaukee states that a "Slaughter Sale of the Colvin Boot and Shoe Stock" is advertised on one of the principal business streets of that city. Is it possible that the "sale" of the T. N. Colvin stock, at Big Rapids, was fraudulent in more senses than one, and that operators are here for life, and that their instead of going to its supposed destination fondest expectations are to build up estab- at Bear Lake, it is now being slaughtered at Milwaukee by Colvin himself?

> Before this issue of THE TRADESMAN will have reached all its readers, it is hoped that the first steps toward the organization of the retail trade of Grand Rapids will have been accomplished. THE TRADES-MAN has agitated the subject for over two years, and is glad to see the manifestation of an active interest in the matter all over the State.

The project to build a railway from St. Ignace to Sault Ste Marie is one which Grand Rapids business men can well afford to encourage.

There is strong talk of removing the Man- member of the firm, will arrive in about a same by sending up from Holly several fammonth, at which time the firm expect to be ilies, and fencing in and clearing up the able to begin business. No arrangements land, and putting on it a flock of fine wool partially correct. Mr. Otis confided to his have been made yet as to office and travel- sheep.

The busines men of St. Ignace and Sault Ste Marie are canvassing the project of building a railway in a direct line between the two places. The length of the line would be about 65 miles, and it could be built without making many heavy grades or building many bridges. The road would mising position assumed by the Grand Rapids open up a section of fine farming land, and & Indiana Railway. Three years ago he give Sault Ste Marie communication with the outside world during the time navigation is closed, whereas the town is now and help keep the mill running." practically shut up during the winter months.

The jobbers and retailers at this market ery to the amount of \$800, the purchasers he naturally asks the railway company to have been waited upon in behalf of the bear with him in the general shrinkage of Knights of Labor and asked to discontinue to Tower until it was paid for. As soon as values and reduce their freight rates propor- the sale of Royal baking powder, because Brower & Calkins got the machinery into tionate to the decline in price-in other the manufacturer of the powder advertises their hands, they mortgaged it to Warren words, give him a \$3 rate. This the man- in the New York Tribune, a paper which Brower, who transferred it to John H. Altagement refuses to do, in consequence of refuses to employ union workmen. So far house, of Coral. As Althouse refused to which Mr. Otis is unable to place his pro- as heard from, there is a disposition to sub- give up the machinery on the mortgage, a mit to the demand. It is expected that the suit was brought against him and tried in nacemen who have the advantage over next thing in order will be an onslaught up- the Circuit Court at Stanton. The jury renhim of better transportation facilities. on non-union cigars, and large stocks of dered a verdict in favor of Tower, giving him It is not within the province of THE such goods are accordingly being gotten a verdict for \$500.

rade at Vriesland The Big Rapids grocers are agitating the

John Bond succeeds John B. Weaver in

S. E. Young has bought the drug stock of Roller & Kingsbury, at Edmore,

The C. R. Mabley clothing stock at Ionia

as been sold to Andrew Graham. Geo. R. Hoyt succeeds John S. Hoyt in the dry goods business at Owosso.

Harvey & Hoden succeed A. L. Potts in the meat business at Constantine.

Bray. C. W. Hathaway succeeds Waterman Bros. in the restaurant business at Luther. Perry A. Powers, who recently assigned at Muir, has paid a dividend of 10 per cent. Spencer & Peister, boot and shoe dealers at Petoskey, have dissolved, Peister contin-

ing. Austin & Godsmark succeed A. J. Godsmark in the commission business at Battle

Geo. G. Bogue has been appointed receiv- lines, and the citizens claim it to be the er of the hardware firm of Hilsendegen & handsomest little city in the State. Lavin, at Detroit.

C. Kloeckner & Co., general dealers at stock at the latter place.

Hiram Covkendall, the Allegan crockery dimensions.

tends establishing a store at Hancock, with his son Max as partner, after his return from New York.

purchased the stock of their strongest competitor, Dan Benedict, and hereafter the & Watson Co. two stores will be connected and run as

Manistee Times: J. A. Johnson will put stock of dry goods and groceries in the store now occupied by Mrs. Steadman as a millinery emporium, as soon as the necessary arrangements can be perfected.

MANUFACTURING MATTERS.

THE MEN ON THE ROAD.

The Difference Between the American and English Traveler.

From the Chicago Herald. Frank H. Lathrop writes as follows from

The life of the traveling man is not the Lathrop, Delta county: "I am located at one continued round of pleasure that is pop-Lathrop Station, on the Chicago & Northularly supposed. If he be married and have western Railway, thirty miles north of Esdomestic ties it is far from pleasant. Councanaba, and in a good location for the mantry hotel life to commercial men is miserufacture of pine, hemlock, maple and black able enough for a man who has a place he birch lumber. We have a very fine quality can call home. It is the same old song of black birch, the amount being almost unfrom year's end to year's end. Tumbling limited, suitable for furniture. What Lathinto the 'bus at the depot, the drummer is rop needs most now is some practical busijolted to the hotel, where the clerk stands, ness man from Grand Rapids or elsewhere, pen in hand, and if he knows the new arriwith a little capital, to point out the way val will give the customary shake and small talk. He will be affable as can be for the Greenville Call: In 1884 R. J. Tower first few minutes, but after he has secured sold to Brower & Calkins, of Coral, machinthe guest's signature he will treat him with the utmost indifference. He has others to agreeing that the machinery should belong go through this business performance with. When he is ready to leave the clerk assumes the polite again, and makes a point of prefixing Mr. to his name when he gives the change out of the bill. At present the trav- for information on the following legal eling mar is allowed on an average about \$5 a day expenses. This is a fair allowance, even where two trunks are carried. The principals never expect to pay much less. If it comes much over \$5 they will grumble. The tourist gives a detailed ac- The Hanover Fire Insurance Co., of New count, if required, showing that the hotel York, has an agent at Ionia. This agent man in exchange for poor entertainment has employs men to solicit insurance, furnishing collared the bulk, and the traveler puts up these blanks, specifying rate, amount of inwith bad food and accommodation and the surance desired or agreed upon, conditions, blame every time. "The whole thing," says etc., and secure the signatures of parties a man who has grown gray in the service, 'so far as hotels are concerned, should be taken in hand by the principals, who should the company legally waive responsibility on meet and establish a department and author- the ground that the agent did the work by ize a representative to correspond with hotel proxy. Judgments for \$1,021.26 and \$5,087.09 have been rendered against the Sparta Mills

rates from each hotel, the lowest bidder over Fire Insurance Co., also, and not being agreeing, in return for commercial patron- content to submit quietly to an outrage, age, to fit up his hotel for their accommodaniture stores at Whitehall and Montague, tion. has sold the latter establishment to A. F.

Some of the best informed men to be met reached us, the fire burned us out. are the experienced traveling men, who company ignores all responsibility in the have never lost an opportunity in their travels of obtaining information. Than the intelligently, so that work once done on the well-traveled experienced American com- case will not have to be done over again. mercial man there is no sharper, better in- While THE TRADESMAN is always glad formed or more attractive specimen in the to favor its patrons by answering all legal world. "I had an opportunity of judging points submitted to its editor, it does not set of the difference between the commercial itself up as infallible. Especially is this men of England and America," said a man true of questions like the above, which may who had visited nearly every civilized coun- hinge upon a technicality rather than genertry in the word. "In England young men al merits. The most important point in the are seldom to be met with on the road, the above query is omitted-that is, whether representative generally being a tried and Dingman & Bowers paid the amount of the trusted man of middle age, who has worked premium by cash or note, or the agent achis way up from inferior positions in the cepted their promise as a waiver of payservice of his firm. He devotes himself en- ment. In the latter case, or in case the tirely to one line, and on leaving one house premium was paid, Dingman & Bowers have he would never think of joining a house a good case against the insurance company where he would have to handle a different and will undoubtedly win. If they did not line. He starts out with his trunks as here, pay the amount of the premium and did not but as English railways have no system of agree to pay on the delivery of the policy or checking, he is ocliged at the end of his at some other specified time, the probabilities jonrney to fish out his trunks, on which he are that the case will go against them. Rehas some distinctive mark, from among garding the liability of the men employed heaps of other baggage and to point them by the authorized agent of the company, out to a railway porter, who is alwaas in at- THE TRADESMAN is inclined to the opinion tendance. He then hires one of several that the company is not bound by their acts. common porters to have them put on a hand but that the agent who employed them is so barrow and taken down-town to one of his bound, and is consequently liable for any loss customers stores. If the customer is in he occasioned through transactions made on will "open up" in his store and then go to their representations. An instance which the next, and so on. In this way he gets illustrates this point occurred in this city through a town in a short time as compared several years ago. H. M. N. Raymond was with the American, and in most cases with- soliciting insurance for Holden & Aspinout ever going to the hotel first. But when wall, who are the agents for several com-

C. H. Bayley has his eye on a Newfoundhe does get to the hotel he makes up for lost panies. From Wm. Harrison, the wagon land pup, which he contemplates taking time. In English country hotels there is no manufacturer, Raymond took an order for with him on his trips through the Upper register for the commercial traveler-in fact \$1,000 insurance on a certain property in there is no necessity for one, for they all any one of the companies represented by know him and about the time he is due. He Holden & Aspinwall. In reporting the matwill first on entering have a chat and a joke ter to the agents, the latter neglected to with the barmaid. He then joins his fellow make a note of the same, in consequence of travelers, who will be sitting together in a which no policy was written. As Harrison comfortable carpeted room, called the com- had an account with Holden & Aspinwall, mercial room. At 6 o'clock they all adjourn the question of premium did not enter into to their own commercial room for the feed the matter. The property in question shortof the day (dinner), and they sit down to ly afterward burned up, and Harrison desoup, fish entree, joint, and pudding or pas- manded the \$1,000. Raymond remembered try washed down with wine, beer or stout. telling Holden & Aspinwall to write the The eldest man always carves and presides, policy, and the latter also recalled the cirand this is the time the fun begins. All cumstance; but as no company was mentioned 'shop' is carefully omitted over the meal, in such connection, it was impossible to put and jokes, anecdotes, laughter and fun wax the loss on any one of the companies reprefast and furious. All this tends to promote sented by the firm, and Holden & Aspinwall digestion of the enormous quantities of good accordingly wrote their own check for the solid food which will quickly disappear. amount. As the cloth is removed each man has his slippers (provided by the house) brought to him, and he settles down into a comfortable position for the evening. Pipes are lighted, toddy brought in and business and general fortnight's vacation, refreshed and rejuvetopics discussed. Some of the older hands, nated. it is true, will sit and smoke eight or ten pipes, with as many glasses of hot Scotch Warren & Co., cigar manufacturers at Flint, or Irish, before retiring, and as it is nearly was in the city last week. always midnight and very often later before there is a break-up, it is consequently 10 or 11 o'clock next morning before they begin in town last week. business-that is about the time the American has done half his day's work." "But doesn't this hilarity interfere with the next day's business?" ventured the reporter. "Not at all," was the answer. "This re- was in the city last week. union every evening and interchange of ideas is as much a part of the day's work ceryman, was married on the 1st to Miss to English traveling men as selling goods. Maggie Billings, of Fremont. It tends to neutralize home-sickness, and makes them feel happy. The drinking part & Co., jobbers in canned goods at Philadelof the business is not nearly so pernicious as one would think, because they never drink like the Americans, on an empty last Friday, with a shipment of apples. He stomach or before dinner, and arts their only such stuff as will help to digest their only such stuff as will help to digest their Ben. W. Putnam took advantage of the Ben. W. Putnam took advantage of the only when (if spirits) it is well diluted with fine weather the last three days of last week water. There is a special low tariff for com-trent, returning home by way of Coopers-W. F. Robinson, representing Reed & mercial men at hotels which averages (cer- ville and Berlin. He was accompanied by tain sorts of drinkables at meals included) his wife.

about \$1.75 a day. In doing business the Englishman is slower than the American and he is not so independent. He is pompous in his manner of transacting business, and that exclusive and don't-offend-my-dignity style is ever present with him in business. Customers in England being always treated in this stand-offish. deferential way always expect it, but the American customer, educated by the traveler to the short and sharp style would laugh outright at the verbose method of the Englishman."

"The Englishman seems to getting slower and more pompous," he added, "the American (New England, perhaps, excepted) is getting brighter and more vivid and imaginative and to resemble closer the Frenchman. except that the American has what the Frenchman has not-ballast-in all he does, owing, doubtless, to the latent English blood in his veins."

A Question of Insurance.

Messrs. Dingman & Bowers, general dealers at McBride, write to THE TRADESMAN point:

In your column on "Brief Digests of Decisions in Courts of Last Resort," many things appear which are valuable to know. We have a case and should like your opinion and rulings of courts bearing upon it. to the same. Does it not follow that the act of these men is the act of the agent-as much so as if he did it himself? And can

We were victims of the fire which burned men in every town, asking for the lowest our town last May, and victims of the Hanwould like to hear your opinions on the subject. The sixth day after the application was executed, and before any policy had The matter. As we intend to push the matter to the very bottom, we desire to go to work

The Riverside Storage Co. and the Riverside Truck Co., at Detroit, have been consolidated under the style of the Riverside Storage & Cartage Co. Henry H. Boergert, of the firm of Boer gert & Koss, whose tailor shop, at East Saginaw was closed by creditors last week, has mysteriously disappeared. The business houses of Greenville, with one exception, form two straight parallel

Cadillac.

Co., at Sparta.

Plainwell Press: Frank B. Jones, late of

the firm of Disbrow & Jones, is starting a Hancock and Phœnix, have closed out the new eigar factory over Bailey's drug store, and will employ three or four hands.

merchant, will shortly begin the erection of Harp will soon begin work on the building a two-story brick building, 281/x85 feet in known as the John Downner place. They intend to start in trade as soon as they can

Elk Rapids Progress: S. Yalomstein inget in shape. lumber dealers at Detroit, have merged their business into a stock company, with an

Crane & Wood, the Adrian clothiers, have authorized capital stock of \$150,000. The corporation will be known as the Scranton

The flouring mill at Bangor is to be changed to roller process.

AROUND THE STATE. R. F. Waller has opened a wagon shop at Peter Wingarden has engaged in general Hart. Frank B. Jones succeeds Disbrow & Jones in the manufacture of cigars at Plainquestion of early closing. well. Mrs. O. L. Andress succeeds to the prothe hotel business at Freesoil. prietorship of the McKinnon House, at

the lumber business, but the disastrous results which have attended nearly every effort of the kind have had a tendency to discourage further ventures. In Grand Rapids, on the other hand, success instead of failure has been the rule, and men with capital are ever on the alert for investments which will yield adequate returns.

So far as the jobbing trade is concerned, Grand Rapids will probably continue to lead her sister cities in Western Michigan. Within a territory circumscribed as to extent and containing a considerable proportion of undeveloped country, the Valley City has gradually gained strength and prestige until she now takes rank with the leading distributing centers of the country-has be- ed here. come, in fact, a first-class market. Whethtion is a question for the future to settle.

In point of population, Grand Rapids is taking rapid strides in a forward direction. Judging by the experience of the past, which shows a doubling of the population Miller. every decade, it is plain to foresee a population of 100,000 people in 1900. Can Musketure?

Grand Rapids' lack of water transportation is as much a matter of regret to our this respect are a source of gratification to the inhabitants of the Sawdust City. Had Grand Rapids been possessed of Muskegon's advantages in this respect, the Second City would have been the metropolis instead. accomplished without water facilities, and it remains for Muskegon to demonstrate how well she can improve the advantages which have been denied her sister city. That Muskegon is bound to take rank with deny; but her people must never forget that great natural advantages are not a source of wealth unless developed to their fullest cacommon purpose.

AMONG THE TRADE. IN THE CITY.

Smith & Barrett, lumber dealers, are clos ing out.

J. Vossen succeeds J. Vossen & Co. in the dry goods business.

W. F. Gibson & Co. have a 31/4 pound potato in their show window.

Gus. Begman has engaged in the grocery business at Bauer. The stock was purchas-

G. W. Toms succeeds A. V. Chapman in destroyed by fire. er Muskegon can ever attain similar distinc- the fruit and confectionery business at 65 South Division street.

> F. Blount, the box manufacturer, has admitted F. C. Miller to partnership in the business, and the firm name is now Blount &

E. F. Belding has engaged in the grocery ture favorably located near saw mills. gon show an equal rate of increase in the business at Sparta. Cody, Ball & Co., past, and equally good prospects for the fu- Clark, Jewell & Co. and Hawkins & Perry furnished the stock.

Dr. R. A. Schouten, who removed to this city from Hollad about a year ago, has repeople as Muskegon's superior facilities in turned to Holland and re-established himself in the drug business there.

Ira O. Green has formed a copartnership with F. E. Rice, formerly of the firm of Rice & Moore, and engaged in the buying chased 5,000 acres of white pine and cedar Grand Rapids has shown how much can be and shipping of apples and potatoes at 30 North Ionia street.

All but two of the creditors of the Valley City Manufacturing Co. have accepted the offer of 35 per cent. in full settlement. Unless they come to time within the next sixty Jackson, Kalamazoo and other growing days, the property will be sold to the hightowns, no careful observer will attempt to est bidder and a new company organized to succeed to the business of the old concern.

Edward Telfer, of the firm of Telfer & mill down. pacity-that the best and most enduring re- Brooks, has arrived in the city and some of sults come from individual effort, when at the stock is also here. The balance of the 1,000 acres, all the lands owned by S. S. tended to concerted action and directed by a stock and the machinery will arrive during Wilhelm & Bro., in Yates township, Lake Gamage, fish packers and jobbers of Glouthe present week. O. S. Brooks, the other

Peninsula. Chas. Dion has engaged in the manufac-

books.

Middletown, Ohio.

ture of candy at Hastings. Marshall & Kniffin, handle manufacturers at Lowell, have dissolved, Marshall succeeding.

Mr. Morton, the Cedar Creek miller, is extending his mill flume twenty feet. Riverside is about to organize a stock

company for the manufacture of cider and flour barrels and berry boxes.

The striking barrel-hoopers at Greenville, having become tired of being idle, have gone back to work at the old wages.

J. Jenks & Co., of Sand Beach, will immediately build a new elevator and flouring mill to take the place of the ones recently

Big Rapids Herald: C. D. Crandell is now manufacturing shingles on the land he lumbered last winter, and is said to be making a fine article.

Manufacturers of sash, doors and blinds for the wholesale trade seem to be shunning large cities, and seeking places of manufac

The first saw mill in Michigan was erected about fifty years ago. At that time it was estimated that there were 150,000,000,-000 feet of white pine standing in the State. Greenville Independent: Wright Bros. & Co. are building an elevator at their flouring mill. It will be 30x30 feet, and 35 feet high, and it is expected to hold when completed 34,000 bushels of wheat.

Sands & Maxwell, of Pentwater, have purland near Prentice Bay, Mackinac county, for \$20,000. The price includes a saw mill, situated on the land. Messrs. Sands & Maxwell value their purchase at \$100,000. Cheboygan Tribune: Mattoon & Robinson are talking of moving their saw mill to some locality on the lake shore. A new foundation is needed for the mill and they have almost made up their minds to put the foundation down on the lake shore and move the

D. H. Stone, of Holly, has purchased county. Mr. Stone proposes improving the cester, Mass., was in the city last week.

The improvement in trade prospects has induced incipient nervous prostration among some of the travelers on account of the dilatory manner in which their samples are getting ready.

STRAY FACTS.

W. B. Nicholson, who has operated fur-

A Dorr correspondent writes: Sommer &

J. P. Scranton & Co. and J. E. Watson,

The Gripsack Brigade.

The fashion this year is for thicker order

C. H. Bayley has received a fine Elgin

gold watch from the P. J. Sorg Co., of

THE TRADESMAN notes the following new arrivals in the dog line: Jas. A. Crookston, Russian pug; L. M. Mills, black and tan thoroughbred (cost \$5); R. B. Hyman, white bull pup.

About this time, the non-experienced traveler starts out on a five weeks' trip without heavy underwear or an overcoat. and is brought home on the sofa of a parlor car after a four weeks' siege of pneumonia or malarial fever as a consequence of his forthwithness.

J. T. Lowry, Secretary of the Michigan Commercial Travelers' Association, sends THE TRADESMAN the following, under date of the 3d: "At the regular monthly meeting of the M. C. T. A., held this evening, the following were elected members of the Association: Eugene L. Devereaux, Bancroft, Chas. P. Bissell, Eaton Rapids. The following communication to Max Mills mysteriously came into the possession of THE TRADESMAN: "Mr. Mills-You were asking me if I knew of any black and tan pups. One of our blacksmiths has some fine ones. He told me to write you and tell you you could have one for \$5. They are six weeks old. Now if you want one let me know and I will tell him to keep one one for you. They are thoroughbreds."

The Travelers' Protective Association, as a national organization, seems to be in the throes of dissolution. This state of affairs has been brought about by an unfortunate quarrel over the removal of the Association headquarters from Cincinnati to Chicago. So far as Michigan is concerned, the national organization will be replaced by a State association, composed of 1,000 Michigan members of the parent organization. The Michigan Division T. P. A. will then be-

come the Michigan T. P. A.

Purely Personal.

O. W. Blain is expected back from his trip through the Northwest on Thursday. Heman G. Barlow has returned from his

Geo. T. Warren, of the firm of Geo. T.

Henry Newton, vice-president and secretary of the J. K. Armsby Co., Chicago, was

Harry L. Thompson, representing Hills Bros., foreign fruit dealers at New York, was in town last week.

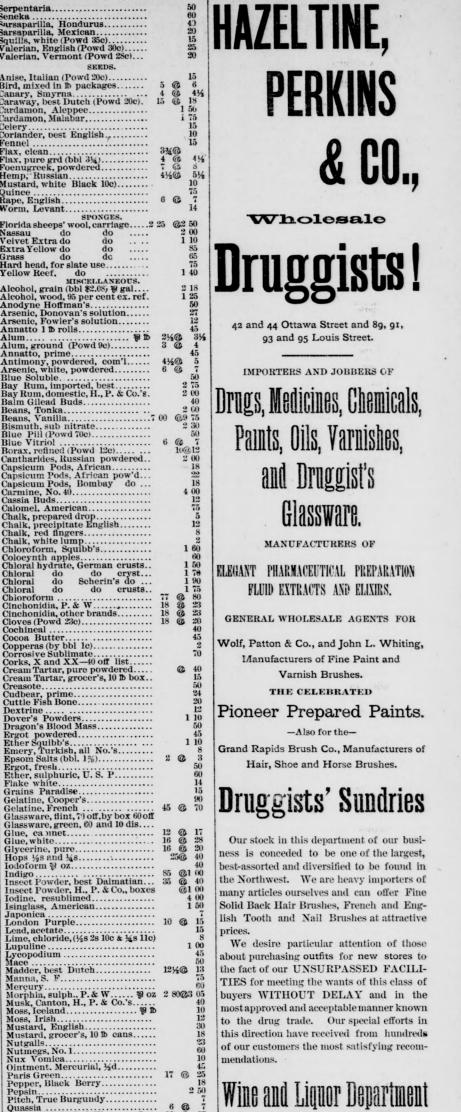
A. C. King, with Carter, Hawley & Co., tea importers of New York and Chicago,

Ed. A. Bradford, the White Cloud gro-

J. E. Taylor, representing Thos. Roberts phia, was in the city last week.

Alfred J. Brown went to Richmond, Ind.,

WHOLESALE PRICE CURRENT. Grand Rapids Pharmaceutical Society. wrecks of the men who made a gallant fight. Drugs & Medicines but were unable to keep their heads above At the regular monthly meeting of the Advanced-Quinine. Declined-Castor oil, alcohol. Grand Rapids Pharmaceutical Society, held water. Not one article in a thousand suc-STATE BOARD OF PHARMACY. at THE TRADESMAN office last Thursday ACIDS ceeds even when backed by a generous cap-9 00 00 34 00 00 31 00 00 31 00 00 12 00 52 0 One Year-Geo. M. McDonald, Kalamazoo. Two Years-F. H. J. VanEmster, Bay City. Three Years-Jacob Jesson, Muskegon. Four Years-James Vernor, Detroit. Five Years-Ottmar Eberbach, Ann Arbor. President-Ottmar Eberbach. Secretary-Jacob Jesson. Acetic, No. 8...... Acetic, C. P. (Sp. grav. 1.040)..... $\begin{array}{r}
 10 \\
 35 \\
 36 \\
 65
 \end{array}$ evening, the following representatives of the ital. profession were in attendance: President It will be a surprise to many people who arbolic..... Wurzburg, Secretary Escott, Isaac Watts, itric luriatic 18 deg have read in the newspapers about the 5 12 14 Albert F. Hazeltine, Theo. Kemink, H. E. "\$200,000,000 made by the patent medicine itric 36 deg Oxalic Sulphuric 66 deg..... men in a single year" to learn that of the Secretary–Jacob Jesson. Treasurer–Jas. Vernor. Next place of meeting–At Detroit, Novembe Locher, Miss Locher, Jas. D. Lacey, John 4 55 18 15 15 5,000 proprietary articles now on the cata- E. Peck and Derk S. Kimm. 12 12 00 logues of dealers not fifty could be run as President Wurzburg, to whom was refer-Benzoic, German..... red the selection of a subject for debate at an independent business. The large number AMMONIA. Michigan State Pharmaceutical Association. of the remainder have been bought up by the next meeting, stated that he had decid-18 14 6 7 OFFICERS. ed to ask the Society to discuss the best wholesale dealers and druggists and are made to eke out the profits of another busimethods of keeping poisons and precautions against accidents. The discussion is to be BALSAMS. ness, while over 4,000 represent the wrecks 40@4 Copaiba an open one, and an especial invitation is of men who have spent from \$5,000 to \$20,-..... Second vice-President—Frank Wurzburg, Gr'd 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. Fir.... Peru..... Tolu $2 \begin{array}{c} 40 \\ 2 \begin{array}{c} 00 \\ 50 \end{array}$ extended to all drug clerks to attend the 000 each in advertising, in trying to make a demand for a preparation. neeting. BARKS. Dr. Watts made a summarized report of Within the present generation, perhaps Cassia, in mats (Pow'd 20c)..... $11 \\ 18 \\ 13 \\ 14 \\ 15 \\ 10 \\ 12 \\ 20 \\ 18 \\ 30 \\ 12$ Cassia, in mats (row a 200)..... Eim, select. Elm, select. Elm, powdered, pure. Sassafras, of root. Wild Cherry, select. Bayberry powdered. Hemlock powdered. Wahoo. Saen ground five men or firms in this business in the the proceedings of the National Retail Druggists' Association, to which convention he country have made, to average, say \$1,000,-000 each. There may be from ten to twenty was a delegate. Secretary Escott was asked to present a others who have made in the aggregate ansubject at the next meeting for discussion at other \$5,000,000 in the aggregate net savthe subsequent meeting. ings of all the others in the trade in the Wahoo Soap ground. The meeting then adjourned until Thurscountry together. BERRIES. 90 7 60 OFFICERS. day evening, November 5. 000 THE LARGEST CONSUMERS. Cubeb prime (Powd 95c)..... President—Frank J. Wurzburg. Vice-President—Wm. L. White. Secretary—Frank H. Escott. Treasurer—Henry B. Fairchild. Board of Censors-President, Vice-President The American public probably buy more Juniper Prickly Ash..... Unique Orders Received by Druggists. 'patent medicines" in proportion to their EXTRACTS. The following very original orders are 27 371/2 number than any other people in the world. Licorice (10 and 25 to boxes, 25c)... Board of Censors-President, Vice-President and Secretary. 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. Committee on Legislation-Isaac Watts, O. H. Richmond, Jas. S. Cowin. Committee on Trade Matters-H. B. Fairchild, John Peek, Wm. H. VanLeeuwen. Regular Meetings-First Thursday evening in each month. Licorice, powdered, pure. Logwood, bulk (12 and 25 b doxes). Logwood, 1s (25 b boxes). Lgowood, ½s do Logwood, ½s do Logwood, 4s do Fluid Extracts-25 3 cent. off list. aken from the scrap book of a well-known The reason is to be found in the proportion-9 12 13 15 14 ately greater size of the well-to-do middle druggist: classes. There can be no doubt that the Knew Mowed hav perfume. 1 powd Boricks. middle class does buy the major portion of Sitern Veneler [citronella]. such articles sold. Neither the very rich FLOWERS. Santantin. nor the very poor buy the ready-made med-@ 11 25 25 Sweet ancient [anise]. Arnica..... Chamomile, Roman..... Chamomile, German..... icines. To the latter class the door of the Uo Ursa of the leves. Medacommendum. each month. Annual Meetings-First Thursday evening in free hospital and the free dispensary is al-Uversa leaves. GUMS. . ways open. The former can afford to call GUMS. Aloes, Barbadoes...... Aloes, Cape (Powd 20c)..... Arabic, Socotrine (Powd 60c)..... Arabic, powdered select..... Arabic, jst picked.... Arabic, 3d picked.... Arabic, 3d picked.... Arabic, 3d picked.... Arabic, sifted sorts... Assafentida, prime (Powd 35c)... Benzoin... Camphor... Catechu. Is (½ 14c, ½s 16c)... Euphorbium powdered... Galbanum strained... Gamboge......... November, Next Meeting-Thursday evening, November5, at "The Tradesman" office. Dry calma [dry calomel]. 60@ $75 \\ 12 \\ 50 \\ 30 \\ 65$ upon the physician for the most trifling in-Nit Boot oil. Corroze of Supperment. disposition. 2800 Rose of Subliment. A PIONEER. 5c woth of gummerabic. 60 50 45 Swaim, who died a few years ago at an Pure Extract Cineman. advanced age, may almost be said to have 5c wurth Reachease. Tinctur Jesima [gelsemium]. been the pioneer of the modern business in 55@60 5@ 27 13 5@ 40 25c worth of gross of Implements. There are 5,000 proprietary articles of this country, though there was already con-250 Muradick Acet. home manufacture in our market. Perhaps siderable activity in this direction in Eng-Roll Shell Saults. 35@ 500 of these are of importance. Barely fifty land. He was neither a physician nor a Joco Club Perfumury. 80 90 35 20 Red Pacific [red precipitate]. Baloment of Potash [bichromate of potas-80@ are or can be run as an independant busi- druggist, and knew no more about medi-Gamboge. Guaiac, prime (Powd 45c)..... Kino [Powdered, 30c].... cine than the average citizen. He was by ium . Mastic. Myrrh. Tu:kish (Powdered 47c)... Opium, pure (Powd \$4.90). Shellac, Campbell's. Shellac, English. the United States amounts to about \$22,- trade a book-binder. One day a receipt for Idafone. 40 3 50 000,000 annually. Of this \$10,000,000 is the king's evil dropped out from between All chohall. 30 26 24 Barum. Salla Sillia Acet [salicylic acid]. the pages of a volume he was at work on. Swaim was troubled with this disorder, and Sheilac, native..... Shellac bleached..... Tragacanth Glover Salts. Burmatgate oil [bergamot]. @1 00 had tried all known remedies in vain. He 30 had the prescription prepared and it cured Cof medicine. HERBS-IN OUNCE PACKAGES. Effervescence Magnesia him. He then, over fifty years ago, began Hoarhound Brommi moæsium. [Dispensed bromide the manufacture of the article, and the price Lobelia Peppermint..... of potassium.] Rue. Spearmint he set on it was \$16 a bottle. This exorbiher balls oint ment. [Dispensed Brown's tant figure appears to have been justified by herbal ointment]. Please give me 5 cents worth of Kenille flowers. [Dispensed chamomile]. Sweet Majoram..... the prices then prevalent in England where Tanzy Thyme Wormwood patent medicines were already being sold. Allecampaign root. Other articles started here about that time R IRON. Flewid Ex Y Quinine..... r., for tinctures..... rre crystal..... were advertised at proportionately large 6 40 20 " " D sums. This was on the cry that the demand would be limited. It was soon found that " " B the consumers of patent medicines would Te Rhue birk embrace the great majority of the middle LEAVES. Alkahal to fi @ 14 classes. Prices were reduced, and to-day 20
 30
 22
 16
 10
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 2
 35 An Anci proprietary articles retail at between twen-Victor H. Midd dered..... ty-five cents and \$1 per bottle. for Peck Bros., h THE EXPENSES AND PROFITS. a physician's pres To get at the profit to the manufacturer, many July 6, 1828 it will be most convenient to consider the the prescription re dollar article, which is sold to the trade for For Peter Gunth \$7 per dozen. Here is a trifle over 50 per LIQUORS. dan, July 6, 1828. cent. of the retail price. And generally it R Tinct. Chin. may be said that the manufacturer gets " Auran " Rhei about half of what the consumer pays. Syr Rhei..... Elix Acid Hal Striking a broad average, about one-fourth of the manufacturers' receipts go into ma-M. st. sig. qtts. terial and labor. It is estimated that a \$1 MAGNESIA. article will contain twelve and one-half Pattison's, 2 oz.....



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President-Geo. W. Crouter, Charlevoix. First Vice-President-Geo. M. McDonald, Kalamazoo. econd Vice-President-B. D. Northrup, Lan

Next place of meeting-At Detroit, Tuesday, October 13, 1885.

Grand Rapids Pharmacentical Society.

ORGANIZED OCTOBER 9, 1884.

PATENT MEDICINES.

Inside Information Regarding the Business.

ness. The proprietary medicine trade of expended for advertising. The proprietors divide the profits of \$5,000,000 annual return.

ORIGIN AND NAME.

What was the origin of "patent medicines?"

The quotation marks are not used at random. There really are not, nor have there been within the memory of men now living, patents asked for or granted upon medicines. [A small proportion of proprietary medicines are patented .- ED.] It was only in the infancy of the business in this country before experience had pointed out the safest and best methods of conducting that business that men sought to secure their rights by means of a patent. They soon found that the disadvantages of this process more than counterbalanced its advantages. In order that their rights should be best protected it was essential that the formula of their preparation should remain a secret. It was found that as soon as it became known it also became, in a degree for which there was no practical remedy, common property. To obtain a patent upon a mixture it was necessary to state the ingredients, the proportions and all the rest of the information which made the compound valuable to the owners. The expedient was soon substituted therefore of copywriting a trade mark. The courts protected in a measure the trade

The cents' worth of material, labor and tax. To To the great su this has to be added rent, freight, express, clerk hire, and such expenses, which will trade, quinine advanced 10 cents an ounce nearly double the amount, making it at least on the 1st. It was given out by the Ameritwenty-four cents. Last, but not least, the can manufacturers that the price would not be advanced during the present year, and as advertising bill has to come out of what remains of the manufacturer's receipts. This most dealers placed reliance in these assuris variable and depends upon the age of the ances, they consequently find themselves more or less bare of stock. The demand is article. If the medicine is comparatively new, it may be a great deal more than the now very active, and as the position of the return. If it is an old established medicine article warrants it, the price is likely to go still higher. Other articles in the drug line it is at least twelve and one-half cents on the dollar bottle. This leaves twelve and are about steady.

.

EXPENSES.

rived from this source. In the last twenty

years proprietary medicine advertisements

have paid the newspapers fully \$100,000,-

000, a sum many times greater that the pro-

[Continued next week.]

case of a woman who drank a pint of ker-

The Gazette des Hopiteaux describes the

PROFITS.

Advertising Jobber's expenses...... Retailer's expenses.....

eler Pereler. andiline. eler Dalk. urdalk. e each 1 once. ll 8 ounces. ent Prescription. lleton, prescription clerk is come into possession of cription written in Ger- . Translated into English, ads as follows: er, mason at Niedergruen-	Citrate and d Solution mu Sulphate, pu Citrate Phosphate Buchu, short Sage, Italian Senna, Alex Senna, Alex Senna, Alex Senna, Inniv Senna, Alex Senna, Inniv Senna, Alex Senna, Alex Senna, Alex Senna, Alex Senna, Alex Senna, Alex Senna, Alex Senna, Alex Senna, Senta Senta, Senta Senta Senta, Senta Sen
ti	W., D. & Co.' Druggists' F Whisky, oth Gin, Old Ton Gin, Holland Brandy Catawba Wi Port Wines.
Drug Market. rprise of everyone in the	Carbonate, J Carbonate, J Citrate, H., J Calcined

Arsenic, white, powdered. Blue Soluble. Bay Rum, imported, best.... Bay Rum, domestic, H., P. & Co.'s. Balm Gilead Buds. Beans, Tonka. Beans, Tonka. Bismuth, sub nitrate. Blue Vitriol. Borax, refined (Powd 12c)... Cantharides, Russian powdered. Capsicum Pods, African. Cassia Buds. Calomel, American. Chalk, prepared drop. Chalk, precipitate English. Chalk, precipitate English. Chalk, red fingers. Chalk, white lump. Chloroform, Squibb's. Colocynth apples. Chloral hydrate, German crusts. Chloral do do cryst. Chloral do do cryst... Chloral do Scherin's do ... Chloral do do crysts..

Serpentaria.....

Sarsaparilla, Hondurus.....

Cardamon, Aleppee.

Cardamon, Aleppee...... Cardamon, Malabar.....

Flax, clean.....

Flax, clean. Flax, pure grd (bbl 3¼)..... Foenugreek, powdered. Hemp, Russian. Mustard, white Black 10c).....

Hard head, for slate use.....

SPONGES. Florida sheeps' wool, carriage.....2 25

do

Alcohol, grain (bbl \$2.08) \$ gal... Alcohol, wood, 95 per cent ex. ref. Anodyne Hoffman's.

Anodyne Hoffman's..... Arsenic, Donovan's solution..... Arsenic, Fowler's solution.....

Annatto, prime..... Antimony, powdered, com'l..... Arsenic, white, powdered...... Blue Soluble.

Chloral do Scherin's do ... Chloroform ... Cinchonidia, P. & W.... Cinchonidia, other brands... Cloves (Powd 23c)... Cochineal

Cochineal Cocoa Butter. Copperas (by bbl 1c). Corrosive Sublimate. Corks, X and XX—40 off list. Cream Tartar, pure powdered. Cream Tartar, grocer's, 10 B box. Creasote

Creasote.... Cudbear, prime..... Cuttle Fish Bone....

Cuttle Fish Bone. Dextrine . Dover's Powders. Dragon's Blood Mass. Ergot powdered. Ether Squibb's. Emery, Turkish, all No.'s. Epsom Salts (bbl. 1%). Ergot, fresh. Ether, sulphuric, U. S. P. Flake white. Grains Paradise. Gelatine, Cooper's.

Gelatine, Fooper's. Gelatine, French Glassware, fint, 7) off, by box 60 off Glassware, green, 60 and 10 dis...

Glue, ca unet. Glue, a unet. Glycerine, pure. Hops 4s and 4s. Iodoform 9 oz.

London Purple. Lead, acetate. Lime, chloride, (½ s 2s 10c & ½ s 11c) Lupuline Lycopodium Mace

Nutgalls. Nutmegs, No. 1. Nux Vomica. Ointment. Mercurial, ½d.....

Paris Green..... Pepper, Black Berry.....

Pepsin.... Pitch, True Burgundy.....

Quassia Quinia, Sulph, P. & W..... D oz

do do do dc

SEEDS.

4 15

Sarsaparilla, Mexican..... Squills, white (Powd 35c)..... Valerian, English (Powd 30c).... Valerian, Vermont (Powd 28c)...

Anise, Italian (Powd 20c)...

Celery. Corlander, best English.

Worm, Levant...

Nassau do Velvet Extra do Extra Yellow do

Yellow Reef,

marks from infringement, though they were not protected by Federal law.

Although lawsuits and litigations without number have followed in the wake of this custom, it was found so much preferable to the other mode of protection that it soon became universal. This change took place early in the century.

The introduction of patent medicines was not so much of an innovation and does not partake so much of the nature of a new departure as may at first sight appear. Patented medicines were in fact the outgrowth of the ancient custom of self-doctoring. Domestic medicines are as old as civilization. The roots and herbs that the old ladies used to hang up among the rafters of the kitchen have come down to us almost directly in the form of many popular proprietary articles. It was a natural step from the use of these articles in the homestead to their sale as a patent medicine to the general public. It was no more than presumable that some shrewd Yankee who found a certain remedy so valuable in his own household should attempt to make money out of it. In this way the patent medicine originated.

up in this way:

same period.

But these were necessarily simple, primary remedies, and only a few of them have survived in any form to our day. Modern proprietary medicines were undoubtedly born of the physician who, after using the formula for years, perfecting it, eliminating its errors and adding to its virtues, finally sold the secret or himself launched it out upon its broader mission.

The proprietary medicine business as we know it to-day is not of very ancient origin. It is rather the growth of the last half century, and it is certain, so far at least as this country is concerned, that the business as carried on prior to that time was mainly of an unimportant and ephemeral character. Most of our long established and best known osene. The dose nearly killed her, and she medicines were first heard of under their was saved only after great suffering and an present names between 1830 and 1840, active and severe treatment prolonged for ber of drug stores in Montpeller, Vt., but though there are a few which are consider- ten days. ably older.

SUCCESS AND FAILURE. The path of the progress of the proprie- coated?" "Mister, I want the kind that's portion of the drug trade is in contraband tary article industry is strewn with the whitewashed."

one-half cents out of the dollar as the man-In Portland, Me., recently, an ingenius ufacturer's profit. Somebody else has got device was discovered for evading the liquor the rest. The jobber buys at \$7 and gets law. A lead pipe was carried up the chimhis fifteen off. It costs him 6 per cent. to ney to the second story of the house, and do his business. He therefor makes 9 per investigation showed that it was carried becent on the transaction. The retailer is supneath the ground across the yard to another posed to make 35 per cent. on each sale. building fully one hundred feet away. The consumer's dollar paid for an establish-Here beneath the floor in the second story, ed medicine, is therefore found to be divided were two barrels of beer, the pipe running up the wall to connect with them.

H J Brown of Ann Arbor, is mentioned as a strong candidate for the presidency of the Michigan State Pharmaceutical Associa-Total expenses..... 61c tion. Mr. Brown was nominated for the office at both of the two previous conven-tions of the Association, and came very near being elected at the last meeting. It is understood that he would be peculiarly acceptable to the Detroit members of the As-Many of the smaller country newspapers sociation. subsist almost entirely on the revenue de-

Referring to the recent meeting of the American Pharmaceutical Association, the Pittsburg Chronicle indulges in the following pleasantry: "At the meeting of the prietors themselves have saved during the Pharmaceutical Association, a committee reported that there are too many drug stores in this country for the population. Under the circumstances it might be well to shut down some of the drug stores and give the population a chance to increase."

A stranger is surprised by the large numhe need not believe that an unusual trade in "What kind of pills do you want, little medicine is the cause. Vermont has a proboy?" asked the druggist. "Plain or sugar- hibitory liquor law, and by far the larger whisky.

	Citrate, H., P. & Co.'s solution	2	25
1	Ualcined		65
	OILS.		
		Ø	50 45
ŀ	Amber, rectified Anise. Bay ♥ oz. Bergamont	2	6 2 00
	Bay P oz		50
	Bergamont 17	a	10 181/2
	Croton	@	00
	Cajeput		75
	Cedar, commercial (Pure 75c)	1	00 35 75
E.	Citronella		75
	Content of the second s	1	20 20
	Cod Liver, best	ĩ	20 20 50 00
l	Cod Liver, H., P. & Co.'s, 16	6	00
l	Erigeron	1	60
	Fireweed Geranium P oz	2	00 75
l	Geranium 29 oz Hemlock, commercial (Pure 75c) Juniper wood Juniper berries Lavender flowers, French Lavender garden do		35
l	Juniper wood	0	50
1	Juniper berries	2	00 01
1	Lavender garden do Lavender spike do	1	00
1	Lavender spike do	1	90 65
1	Lemon, new crop Lemon, Sanderson's	î	65 80
1	Lemon, Sanderson S. Lemongrass. Olive, Malaga. Olive, Subime Italian Origanum, red flowers, French Origanum, No. 1. Pennyroyal Peppermint, white. Rose # 02.	a	80 90
1	Olive, "Sublime Italian	@2 1 1	75
1	Origanum, red flowers, French	1	25
1	Pennyroyal	1	30 50
1	Peppermint, white	3	50
	Rose 2 oz	0	-00 65
1	Salad 00	0	67
	Savin Sandal Wood, German Sandal Wood, W. I	@ 1 4	50
1	Sandal Wood, W. I.		00
	Sandal Wood, W. 1. Sassafras Spearmint	@6	55
	Tansy	605	00
	Tar (by gal 50c) 10	02200	12
	Wormwood, No. 1 (Pure \$4.00)	3	50
	Wormseed	2	00
1	POTASSIUM.		
	Bicromate		14
	Bromide cryst and gran, bulk		40
	Chlorate, cryst (Powd 27c) Iodide, cryst. and gran. bulk	3	25
	Prussiate yellow		28
,	ROOTS.		
	Alkanet		$20 \\ 25$
	Alkanet Althea, cut Arrow, St. Vincent's Arrow, Taylor's, in ½s and ½s Blood (Powd 18c)		25
5	Arrow, Taylor's, in ¼s and ½s		33
C	Arrow, Taylor's, in ¼s and ¼s Blood (Powd 18c) Calamus, peeled		12 20
t	Calamus, German white, peeled.		35
	Elecampane, powdered		20
	Gentian (Powd 15c) 11 Ginger, African (Powd 14c) 11	a	12
	Ginger, Jamaica bleached	-	17
-	Golden Seal (Powd 25c)		20
t	Arrow, Taylors, II. 28 and 75. Calamus, peeled. Calamus, German white, peeled. Elecampane, powdered. Gentian (Powd 156) Ginger, African (Powd 14e) Ginger, Jamaica bleached. Golden Seal (Powd 25c) Heilebore, white, powdered Ipecac, Rio, powdered Licorice, select (Powd 15) Licorice, extra select Pink, true Rhei, from select to choice	1	1 20
1	Jalap, powdered		30
-	Licorice, extra select		18
r	Pink, true	a	38
1	Rhei, powdered E. I	Ğ	1 20
*	Rhei, choice cut cubes	-	2 00
	Rhei, choice cut ingers		- 40

iinine, German..... 8200 Seidlitz Mixture. Strychnia, cryst. Silver Nitrate, cryst. Salfron, American Sal Glauber... Sal Nitre, large cryst. Sal Nitre, medium cryst... Sal Nitre, medium cryst... Sal Nochelle. Sal Soda. Salicin. Santonin. Snuffs, Maccoboy or Seotch... Soda Ash [by keg 3c]... Spermaceti. Soda, Bi-Carbonate, DeLand's... Soap, Green do..... 74 @ 78 0 2 0 21/2 41/200 26 @ 30 @ 28 32 3%@ 7 @ OILS. Capitol Cylinder. Model Cylinder. Shield Cylinder. Eldorado Engine. Peerless Machinery. Challenge Machinery. Backus Fine Engine. Black Diamond Machinery. Castor Machine Oil. Paraffine, 25 deg. Sperm, winter bleached. Sperm, winter bleached. Bbl OILS. Whale, winter..... 70 55 45 43 46 70 40 Whate, white, Lard, extra. Lard, No. 1. Linseed, pure raw. Linseed, boiled Neat's Foot, winter strained. Spirits Turpentine.....
 VARNISHES.
 10@1 20

 Extra Turp.
 1 60@1 70

 Coach Body.
 2 75@3 00

 No. 1 Turp Furniture.
 1 00@1 10

 Extra Turp Damar.
 1 55@1 60

 Japan Dryor, No. 1 Turp.
 70@ 75
 PAINTS Bbl Red Venetian..... Ochre, yellow Marseilles..... Ochre, yellow Bermuda..... 134 134 134 234 234 2½@ 2¾@ 13@1 Putty, commercial Putty, strictly pure Vermilion, prime American... Green, Peninsular... Lead, red strictly pure... Lead, white, strictly pure... Whiting, white Spanish... Whiting, Gilders'. White, Paris American... Whiting Par's English cliff... Pioneer Prepared J aints ... Swiss Villa Preparet Paints... Putty, commercial 58@60 16@17 634 634 634 634 634 690 1 10 1 40 1 20@1 40 1 00@1 20

We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY, and trust we merit the high praise accorded us for so satisfactorily supplying the wants of our customtomers with PURE GOODS in this department. We CONTROL and are the ONLY AUTHORIZED AGENTS for the sale of the celebrated

WITHERS DADE & CO.'S

Henderson Co., Ky., SOUR MASH AND OLD FASHIONED HAND MADE, COP-PER DISTILLED WHISKYS. We not only offer these goods to be excelled by NO OTHER KNOWN BRAND in the market, but superior in all respects to most that are exposed for sale. We GUARANTEE perfect and complete satisfaction and where .75 this brand of goods has been once introduced the future trade has been assured.

We are also owners of the

Druggists Kye,

Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our

Gins, Brandies & Fine Wines.

We call your attention to the adjoining list of market quotations which we aim to make as complete and perfect as possible. For special quantities and for quotations on such articles as do not appear on the list, such as PATENT MEDICINES, etc., we invite your correspondence.

Mail orders always receive our special and personal attention.



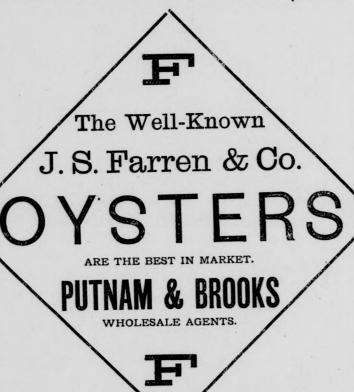


	Amoskeag, B12	Falls, BBC, 36191/2	
	Amoskeug, A	Falls, awning19	
	Amoskeag, D10½	Hamilton, D	
	Amoskeag, F 91/2 1	Hamilton, H 91/2	
	Premium A, 4-417	Hamilton fancy10	
	Premium B16	Methuen ASA 18	
1	Extra 7-8	Omega A, 7-811	
	Gold Medal 4-415	Omega A, 4-413	
	CCA 7-8	Omega ACA, 7-814	
	BC 7-8	Omega SE, 7-824	
	BF 7-8	Omega SE, 4-427	
	AF44	Omega M. 7-8	
	Cordis ACA 32 15	Shetucket SS&SSW 11%	
	Cordis No. 1, 3215	Shetucket, S & SW.12	
	Cordis No. 214	Shetucket, SFS 12	
	Cordis No. 3	Stockbridge frnev. 8	1
	GLAZED CA	AMBRICS.	
	GLAZED C. Garner 5 Hookset5 Forest Grove American A18 00 Stark A2214 Dext	Empire	
	Hookset 5	Washington 434	
	Red Cross 5	Edwards	
	Forest Grove	BAGS.	
	American A 18 00	Old Ironsides15	
	Stark A	Wheatland	
	Boston 63/1	Otis CC 1014	
	Everett blue1314	Warren AXA121/2	
	Everett brown1314	Warren BB111/2	
	Otis AXA	Vork fancy	1
	PAPER CA	MBRICS.	
	Manville 6	S. S. & Sons 6	
	Start A. DENI Boston 6% Everett blue. 13% Everett brown 13% Otis BAXA 12% Otis BB 11% PAPER cA 6 Manville 6 Red Cross. 7% Berlin 7% SPOOL C SPOOL C	Garner 0	
	Red Cross 71/2	Thistle Mills	
	Berlin 7½	Rose 8	
	Garner 1/2	ommost	
	Brooks 50	Eagle and Phœnix	
	Clark's O. N. F55	Mills ball sewing.30	
	J. & P. Coats	Greeh & Daniels25	
	Willimentic 3 cord 40	Stafford 25	
	Charleston ball sew	Hall & Manning25	
,	Graner 1731 SPOOL C Brooks	Holyoke25	
1	CORSET	JEANS.	
	Armory 172 Androscoggin sat. 814	Naumkeag satteen. 8%	
	Canoe River 6	Pepperell bleached 81/2	
	Clarendon 61/4	Pepperell sat 9½	
	Ind Orch. Imp 7	Lawrence sat 814	
	Ing thread	Conegosat 7	
	COAL AND BUILI	DING MATERIALS.	
	A. B. Knowlson quote	AL.	
	Ohio White Lime, per h	obl 1 00	
	Ohio White Lime, car lo	ots 85	
	Akron Cement, per	1 30	
	Brifalo Cement, per bl	nl 1 30	
	Car lots "		
	Plastering hair, per bu		
	Land plaster, per ton	3 50	
	Land plaster. car lots		
	Fire brick, per M		
	Fire ciay, per bol	AL. 000	
	Anthracite, egg and gr	ate, car lots \$5 75@6 00	
	Anthracite, stove and	ate, car lots\$5 75@6 00 nut, car lots 6 00@6 25 @6 00 3 10@3 25 and, car lots 4 50@5 00 	
	Ohio Lump car lots	3 10@3 25	
	Blossburg or Cumberla	and, car lots 4 50@5 00	
	Portland Cement	3 50@4 00	

READ! READ! READ! G. ROYS & THF PERKINS WIND BROWN'S The Michigan Tradesman. Paper Bag The Clerk's Opportunities HAZELTINE, PERKINS & CO. have AND From the Northwest Trade. No. 4 Pearl Street, Grand Rapids. Sole Control of our Celebrated The clerk has an opportunity. Is he not in Twine Holder! a position to qualify himself for carrying on Prepared Pioneer It has been in constant use Palli business for himself some day. Very many for 15 years, with a record equalled by none. WAR-RANTED not to blow down (COMBINED.) of the shopkeepers of the day began life as The ONLY Paint sold on a GUARANTEE. Read it. clerks and worked their way up in the world Patented April 29th, 1883. RANTED hot to blow down unless the tower goes with it; or against any wind that does not disable substantial farm buildings; to be perfect; to outlast and do better work than any other mill made. Agents wanted. Address Perkins Wind Mill & Ax Co., Mishawaka, Ind. Mention Tradesman. by enterprise and thrift. The most suc-When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead, or such other paint as the owner may select. Should any case of dissatisfaction occur, a notice from the dealer will command our prompt attention. T. H. NEVIN & CO. CAPACITY 2,500 BAGS. cessful men indeed, are those who began at Saves time, bags and valuable the foot of the hill and made their way by counter room. Is neat and ornaslow degrees to the top. mental, constructed of malleable Why should the clerk then, not devote iron, neatly Japanned, with steel TIME TABLES. himself to business as if he wished to get wire needles, and will never get out Send for new all the experience he could? He can win of repair. Weighs about 6 lbs. and Price - List for Send for sample cards and prices. Address Michigan Central. occupies 18 inches square of space. the good opinion of his employer in no way DEPART. Can be adjusted to any height of Hazeltine, Perkins & Co. Fall Trade. Detroit Express..... so well as by manifesting an interest in his ceiling. Is suspended from ceiling Day Express..... Atlantic Express. business and a desire to learn. It is true directly over counter within easy 9:20 p m 6:50 a m he may more than earn his wages-no, the distance of salesman. For further ORDERS PROMPTLY FILLED Way Freight..... MICH. GRAND RAPIDS. ARRIVE. *Pacific Express. *Mail *Grand Rapids Express. Way Freight. the education he is getting for a business information address 6:00 a m 3:50 p m career of his own, will compensate for any GEO. R. BROWN, ess..... 10:50 p m 5:15 a m discrepancy between the work done and the FORTABLE AND STATIONARY *Daily except Sunday. *Daily. Sleeping cars run on Atlantic and Pacific pay received. He can learn how to win and ENGINES PALMYRA, N. Y. hold trade; how to attend to the wants of From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shaft-ing, Pulleys and Boxes. Contracts made for Complete Dutfits Express. Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding treasefores customers so that they will be attracted by SOLD BY Proprietors of Complete Outfits. him and not repelled; how to judge goods; Southern frames 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 eity 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 ear attached, arriv-ing at Grand Rapids at 10:50 p. m. J.T. SCHULTZ, Gen'l Agent. the necessity of discriminating in extending Franklin MacVeagh & Co., Chicago, Ill. CRESCENT credits; almost everything, but buying, in Arthur Meigs & Co., Grand Rapids, Mich, short, and that sometimes. Contrast with this, the course of the clerk who simply works for his weekly wages. He takes no interest in his employ-RINDGE, BERTSCH & CO. er's business, and goes like a machine that Chicago & West Michigan. Arrives, 4:25 p m 10:45 p m is wound up in the morning, to run down at Leaves. 9:15 a m Manufacturers of the Following Pop Mail. MANUFACTURERS AND WHOLESALE DEALERS IN night. He attends to the wants of customular Brands of Flour: ers because they are in the shop and he can-SHOES. AND not help himself. The fewer people there "CRESCENT," are to attend to the better he likes it, and "WHITE ROSE," he apparently cares nothing about the profits BOSTON RUBBER SHOE CO. of business. Whenever his interests or "MORNING GLORY," C. Denison, NEWAYGO DIVISION. 88, 90 and 92 South Division Street. those of his employer conflict, he favors him-We have a splendid line of goods for Fall trade and guar-"ROYAL PATENT," and

self. A young man who pursues such a antee our prices on Rubbers. The demand for our own make course as this, can never succeed in life. By of Women's, Misses' and Childs shoes is increasing. Send in neglecting his opportunities to acquire a your orders and they will be promptly attended to. business education, you will discever that he lacks the necessary qualifications to carry

14 and 16 Pearl Street, Grand Rapids, Mich.



"ALL WHEAT," Flour. GRAND RAPIDS, MICHIGAN. CURTISS, DUNTON & CO. WHOLESALE PAPER, OILS, CORDAGE, WOODENWARE GOOD GOOD ENOUGH

These Oil Cans in Stock all Sizes, Plain and with Wood Jacket.

The Diamond Oil Can,

The Best Glass Can with Tin Jacket in the Market.

CURTISS, DUNTON & CO.

F. F. ADAMS & CO.'S

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ENOUGH

51 AND 53 LYON STREET.

pot. 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.) The train leaving at 150 and tonner) with special New York Express on Main Line. Through tickets and berths in sleeping coaches can be secured at Union Ticket office, coaches can be seen and depot. 67 Monre street and depot. J. W. McKENNEY, Gen'l Agent. Detroit, Grand Haven & Milwaukee. GOING EAST.

All trains arrive and depart from Union De-

GRAND RAPIDS, MICH.

GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana.

7:00 a m

GOING NORTH. Cincinnati & Gd Rapids Ex 9:30 pm Cincinnati & Mackinac Ex 9:30 am 11:30 a m Ft. Wayne & Mackinac Ex 4:10 pm 5:00 pm

G'd Rapids & Cadillac Ac.

"Boys," said the first speaker. "I'm willing to confess it's a clean case of love at first sight with me, and just to get up my courage, I'll wager any one of you or the whole party five dollars that before we get

on the business, and when he undertakes to go into trade on his own account, if he

should ever be foolish enough to make a

trial, he is almost always sure to fail. It can be said with a great degree of assurance that the faithful, conscientious clerk will be appreciated by his employer, and advanced to positions of great responsibility and that business opportunities will continually open up before him. Energy, hard work, con-

scientiousness and intelligence in the clerk,

He Won the Wagers.

seated in the smoking car amusing them-

selves as commercial travelers are wont to

do. Their conversation was not altogether of the price of goods or the probabilities of orders, but occasionally turned to the fair

"By the way," said one of the drummers, "before you boys came aboard I was back in the next coach, and I saw there a mag-

nificent girl-as pretty as a picture. I was crazy to get acquainted with her, but she

wouldn't have any foolishness. Run back

Of course the other drummers sauntered

back, and on their return were loud in their

and take a look at her."

praises of the stranger's beauty.

Three or four commercial travelers were

will not long escape observation.

sex.

to Petoskey I'll be sitting beside that girl and she'll rest her head lovingly on my shoulder."

The other drummers were so eager for the "snap" that they quarrelled as to which one should hold the stakes. The four five dollar bills were deposited with the fourth man as stakeholder, and the smitten wagerer threw away his cigar and started for the other car, telling his companions to keep watch of him.

They watched him. As he entered the coach the fair stranger was reading a novel. He walked boldly to her side and spoke to her. She looked up, smiled, moved to one side to make room for him, and when he had seated placed her pretty head upon his shoulder as if she had a right to. In half an hour the lucky commercial traveler drew from his pocket another cigar, the beauty raised her head, and he returned to the smoking car.

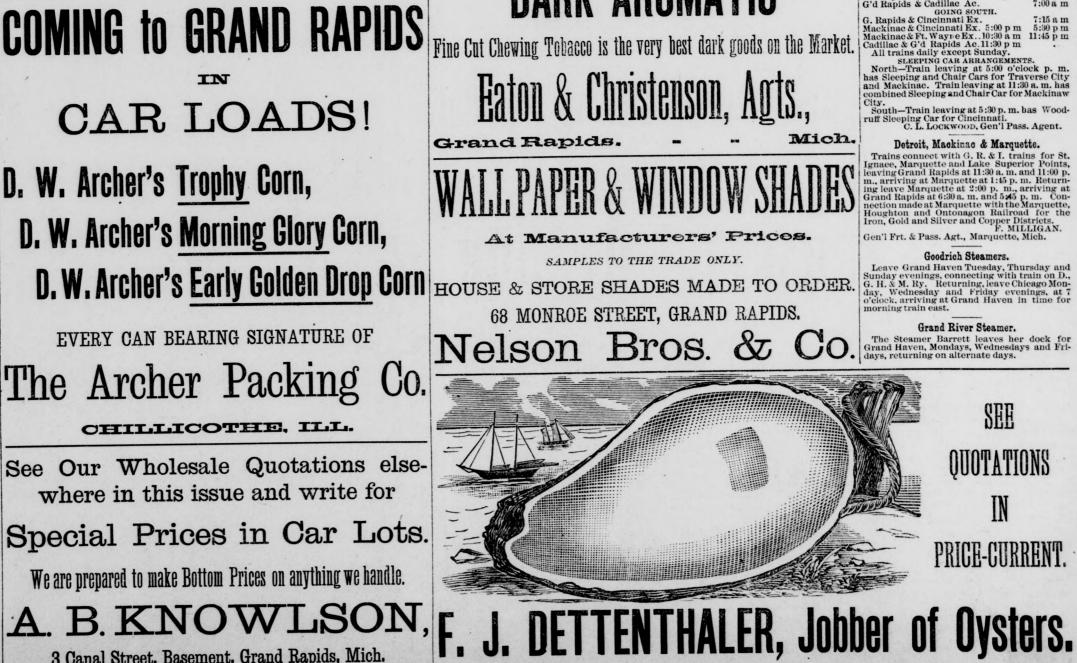
"My wife has excused me long enough for another smoke," he said to his amazed companions. "She didn't want to come with me on this trip for fear it would cost too much, but I told her we'd make money if she would come along. So far we are about forty dollars ahead of expenses, and by fall expect to have enough to buy her a sealskin sacque. Those five dollar notes, please."

What Caused It. Barber (to customer in chair)-You're quite bald, sir. Customer-Yep. Barber-Young man, too. Customer-Yep. Barber-Wear your hat too much? Customer-Nop. Barber-Run in the family? Customer-Nop. Barber-Roots of the hair diseased? Customer-Nop. Barber-Fever? Customer-Nop. Barber-Er-wife? Customer-Nop. Barber-(desperately) What caused that baldness? Customer-Barber's Preventive.

CAR LOADS! W. Archer's Trophy Corn, D. W. Archer's Morning Glory Corn, EVERY CAN BEARING SIGNATURE OF Archer Packing Co. The

CHILLICOTHE, ILL.

See Our Wholesale Quotations elsewhere in this issue and write for Special Prices in Car Lots. We are prepared to make Bottom Prices on anything we handle. **B** KNOWLSON. 3 Canal Street, Basement, Grand Rapids, Mich.



$\begin{pmatrix} @1 & 00 \\ @1 & 35 \\ @1 & 00 \\ @1 & 30 \\ @3 & 50 \\ @2 & 20 \\ \end{pmatrix}$ Catsup, Tomato, pints..... Catsup, Tomato, quarts Horseradish, ½ pints..... Horseradish, pints.... Michigan Dairymen's Association. **Broceries**. Putnam & Brooks quote as follows : Old Uncle Billy Stokes, a colored individ-These prices are for cash buyers, who pay promptly and buy in full packages. Standard, 25 th boxes...... Twist, do Halford Sauce, pints..... Halford Sauce, ½ pints.... Organized at Grand Rapids, February 25, 1885. President-Milan Wiggins, Bloomingdale. Vice-Presidents-W. H. Howe, Capac; F. C. Stone, Saginaw City; A. P. Foltz, Davison Station; F. A. Rockafellow, Carson City; Warren Haven, Bloomingdale: Chas. E. Bel-knap, Grand Rapids; L. F. Cox, Portage; John Borst, Vriesiand; R. C. Nash, Hilliards; D. M. Adams, Ashland; Jos. Post, Clarks-ville. 81/2@9 ual from one of the back counties in Missis-THE CREDIT GROCER. Twist, do Cut Loaf do sippi where old-fashioned wagons with wood AXLE GREASE. ... 10%@11 Frazer's 90 Paragon 180 Diamond X 80 Paragan 25 b pails.1 20 Modoc, 4 doz 250 Fraziers, 25 b pails.1 25 ritten Expressly for THE TRADESMAN. SPICES. MIXED axles are still in use, and where the prima-Whole. Ground. Royal, 25 th pails ... 90. 91% Royal, 200 fb bbls..... Who is it wears a frowning face, 16@25 Penner Pepper Allspice ... Cinnamon. @19 tive "tar bucket" is now part of the "run-12@15 Allspic Where lines of thought and care you trace 10@104 Extra, 25 th pails..... Extra, 200 th bbls..... BAKING POWDER. 18@30 Cassia 15@25 Nutmegs 10@11 ning gear," was in Canton Miss., a few days Which show he needs his "three days 9 @ 9% French Cream, 25 1b pails; Cut loaf, 25 1b cases. Broken, 25 1b pails. Broken, 200 1b bbls. Arctic ½ 1b cans.... 45 Arctic 1 1b cans....2 40 Arctic ½ 1b cans.... 75 Arctic 5 1b cans....12 00 121/0013 Arctic 1/2 1b cans... Arctic 1/2 1b cans. 16020 Cloves ago standing in front of Mat Hiller's store grace?" . 1 40 12%20 ecretary and Treasurer-E. A. Stowe, Grand Rapids. The credit grocer. watching the unloading from drays of new-BLUING. 9@ 9% FANCY-IN 5 D BOXES. Who is it always buys "on tick," ly arrived goods. One dray contained, be-25 45 35 65 Dry, No. 2......doz. Dry, No. 3.....doz. Liquid, 4 oz,.....doz. Meeting-Third Tuesday in February, And to meet his payments frets till sick, 12@13 sides several barrels of groceries a number lext SUGARS. For fear of the assignment trick? 1886. Membership Fee—\$1 per year. Official Organ—THE MICHIGAN TRADESMAN. of boxes of cheese and a dozen or two boxes Cut Loaf..... The credit grocer. of patent axle grease. Uncle Billy's eye Arctic 4 oz...... gross Cubes Powdered . Who is it sees his goods depart retic 8 oz..... rested upon the latter, and he inquired: Granulated, Standard..... Arctic 16 oz. Arctic No. 2 " " Arctic No. 2 " " Arctic No. 3 " " With pain and sinking of the heart, Granulated, Standard Granulated, off. Confectionery A. Standard A. Soft A. No. 1, White Extra C. No. 2, Extra C. No. 3 C. No. 4 C. No. 5 C. Miscellaneous Dairy Notes. .6 940 "Mars Hiller, what you ax fer one ob dem While tears as big as buttons start? @ 634 A E. Johnson, the Sparta cheese maker, little cheeses?" The credit grocer. was in the city last week. @6 6 Who, when the drummer doth appear, "Only fifteen cents, Uncle Billy; do you .175 E. J. Savage, proprietor of the Coopers Turns red and green with very fear, want one?" was Mr. Hiller's reply. .100 ville cheese factory, sends THE TRADES-6¼@ 5¾@ Of dun for bills he bought last year? "Wal, yas, boss, but ef I buy de chees .13@20 MAN the following report for the month of The credit grocer. will yer frow in der crackers?" 5%@ 5% CANNED FISH. Clams, 1 b standards. Clam, 2 b standards. Clam Chowder, 3 b. Cove Oysters, 1 b standards. Cove Oysters, 2 b standards. Cove Oysters, 2 b standards. Cove Oysters, 2 b slack filled. Lobsters, 1 b picnic. Lobsters, 1 b btar. Lobsters, 2 b star. Mackerel, 5 b fresh standards. Mackerel, 5 b fresh standards. Mackerel, 3 b broiled. Mackerel, 3 b broiled. CANNED FISH. June: Number pounds of milk received, SYRUPS. Corn, Barrels. Corn, ½ bbls. Corn, 5 gallon kegs. Corn, 5 gallon kegs. Corn, 4½ gallon kegs. Dure Sugar. Pure Sugar Drips. Pure Sugar Drips. Pure Sugar Drips. Pure Sugar Drips. Pure Loaf Sugar Drips. Scal kegs Who deems each customer a foe, SYRUPS. "Of course I will," said Mr. Hiller as he And curses showers on all below 97,433; number of pounds cheese made, handed Uncle Billy a box of the axle grease 14@15 Who will not pay him what they owe? 8,786; average price received per pound, 8 and then passed behind the counter and took . . . 15 The credit grocer. cents. a handful of crackers from a box and gave . 75 .1 05 .1 75 .2 00 .3 00 (a) 60 23(a) 35 30(a) 38 (c) 1 96 (c) 85 (c) 1 85 Who feels he has not e'en a soul, The dairymen of Scotland, as well as their them to the old man. To call his own, in his control, American brethren, are having a hard time @12½ 11½@12 12½@13 And wishes each dead beat in sheol? Uncle Billy then walked to the back door of the store and seating himself on an of it. Butter in the north of Scotland has The credit grocer. not been so low in price for thirty years. In empty box, proceeded to enjoy his lunch. TEAS. And who, when dead and in the dust, the Bauffshire district farmers have been He had been there about five minutes when Japan ordinary... Japan fair to good... Japan fine... Japan dust... Young Hyson. 15@20 Mr. Hiller concluded he would see what disposing of their prime butter to merchants for twelve to thirteen cents per pound. .12½@13 11 @12 progress he was making, so, going to the The credit grocer. Imperials, in pails...... Imperials in bbls...... Many of the Scotch agriculturists attribute Bananas Aspinwall. Oranges, Rodi Messina Oranges, Naples. Lemons, choice. Lemons, fancy door, he saw the old man, with knife in Sardines, domestic ½s... Sardines, domestic ½s... Sardines, Mustard ½s... Sardines, imported ½s... Trout, 3 b brook..... Running Yet. this to the competition of finer qualities of .1 00@2 50 hand, spreading the grease on a cracker, 25@30 butter from Denmark and America. Congo @\$ 00 while his jaws were vigorously working and TOBACCO-FINE CUT-IN PAILS. 4 50@ 5 00 his mouth and chin covered with crumbs Cranberry Topics. Lemons, fancy ... Figs, layers, # b. @5 50 Lemons, fancy Figs, layers, # b. Dates, frails do Dates, g do do Dates, k do do Dates, Skin. Dates, Fard 10 b box # b. Dates, Fard 50 b box # b. Dates, Fard 50 b box # b. Dates, Fard 50 b box # b. Pine Apples, # do Pine Apples, # do Pine Red, raw # b. Choice do do Faney do do Choice White, Va.do Faney H P., Va do NUTS. Almonds, Tarragona. and grease. The New Jersey cranberry crop is said to Apples, 3 b standards 90 Apples, gallons, standards 240 Blackberries, standards 105 Cherries, red standards 80 1 100 5 @ 51/2 "Well, Uncle Billy," said Mr. Hiller, be unprecedented. One bog in Burlington "how do you like your lunch?" county, containing six acres, yielded 1,904 .60 Old Congress. .60 Good Luck... .66 Blaze Away The old man rested his knife on his right Crown Leaf..... Matchless Bull De bushels. There has been slight frost, but knee and, drawing a heavy sigh, replied: 66 Blaze Away 65 Hair Lifter. none to injure the berries. @ 6 Matchless Hiawatha Globe "Boss, dem ar crackers am pow'ful good; Stanton Clipper: G. Gilbert, of Mecosta, Fox's Choice. Medallion Globe May Flower...... Hero A Slander on the Profession. but lor, boss, dis am de ransomest cheese, 4 @ 41/2 41/2@ 5 has sold 200 acres of land at Derby Peaches, seconds.... Pineapples, Erie.... Pineapples, standards.... fo' God, I ever tasted." 6 51/2 50 51/2 51/2 6 lake, including his cranberry marsh and im-Old Abe. ments, to C. T. Wickes, of Saginaw, a Quinces Raspberries, Black, Hamburg... PLUG. A Valid Objection. brother of J. L. Wickes, of Colby. Consid-Fox..... CANNED FRUITS-CALIFORNIA. NUTS. Almonds, Tarragona... Brazils Filberts, Sicily... Barcelona... .18 @18½ .17 @17½ "I vants ter see ein plan uf mine house," Big Drive..... Seal of Grand Rapids..... eration \$5 000. We are informed that Mr. said a fat German citizen, as he presented Patrol Jack Rabbit. Wickes' principal object in making the pur-.12 @121/2 .11 @12 himself the other day before Plan Clerk chase is to improve the cranberry plantation "Barceiona..... Walnuts, Grenoble..... "Marbo..... "French..... California.... U P CANNED VEGETABLES. Tindale, at the Building Bureau, New York 14 @141 and go into the business quite extensively. Snowflake Chocolate Cream..... @46 Asparagus, Oyster Bay.... Beans, Lima, standard. Beans, Stringless, Erie. Beans, Lewis' Boston Baked. City. He gave the location of the house Nimrod E. C. Spread Eagle Big Five Center and after ten minutes' search by Mr. Tin-@40 PROVISIONS. Pecans, Texas, H. P. Missouri Cocoanuts, ¥ 100. .11 @121/2 @38dale the plan was handed to him. He ex-Corp. Trophy..... 4 00@4 50 Woodcock Knignts of Labor..... amined it critically and then handed it back, Peas, French..... Peas, Marrofat, standard..... Railroad. Big Bug Arab, 2x12 and 4x12.... Black Bear. King remarking: @46 HIDES, PELTS AND FURS. 50 50 00 25 00 Peas, Beaver Peas, early small, sifted. Pumpkin, 3 b Golden. Succotash, standard. Courtesy to a Stranger. "I not find him." Perkins & Hess quote as follows: "What do you want to find out, anyway?" HIDES. King Old Five Cent Times Tomatees, Trophy..... Tomatees, Hillsdale..... asked Mr. Tindale. Prune Nuggett, 12 b. Parrot Old Time "Vell, I dells you. I lives in dot house. CHOCOLATE. I wants to find eef der owner must put oil-Roston cloth on der halls." SHEEP PELTS. Shearlings. COFFEE. A Secretive Transaction. Young Man-I am willing to lend you WOOL. twenty dollars, Gus, but you musn't say Climax Hold Fast McAlpin's Gold Shield. Nickle Nuggets 6 and 12 tb cads. Coach of the Walk for Fine washed # 10 20@25 Unwashed 2-3 anything to anybody about it. If it should Coarse washed. .. 16@18 Nickle Nuggets 6 and 12 15 cads..... Cock of the Walk 6s..... become known that I had lent you money I The Grocery Market. FRESH MEATS. would be importuned to death. Nobby Twist..... Acorn Crescent FISH. John Mohrhard quotes the trade selling Gus (pocketing the money)-Thanks. I Bloaters, Smoked Yarmouth ... 65 Fresh Beef, sides..... Fresh Beef, hind quarters..... . 5 @ 61/2 pledge you my word that I will never speak of it to a soul. Spring Grayling Mackinaw Young Man-All right. About when will Veal. Pork Sausage Bologna Fowls. Spring Chickens. you return me the money, Gus? Horse Shoe. Hair Lafter D. and D., black. McAlpin's Green Shield. Ace High, black. Suilors' Solace Gus-'Sh! Mum's the word, old boy. Bad for His Business. COUNTRY PRODUCE. "Well, how is business?" was asked of a 51 leading labor agitator. SMOKING ating and \$1.25 9 bbl. for cooking. "Busines is very bad. Getting worse and About the Size of It. Beans-Dealers pay 50c@90c 38 bu. for unworse every day." "Why, everybody else seems to think it last season. is becoming better. The factories are all Butter-Michigan creamery is in moderate starting up and-" FLAVORING EXTRACTS. "Yes, that's it. It's getting so there's

WHOLESALE PRICE CURRENT.

with renewed enterprise, and sustained by plenty for the workingman to do. That's the most substantial encouragement of an the reason my business is bad." preciative constituency The Honest Farmer. OYSTERS! From the Muskegon Chronicle. A Terrace street grocery man bought a When in want of a good brand of OYSTERS, [] FRUITS Cherries, dried, pitted..... load of fine looking pumpkins from a gen- $\begin{array}{c} @16\\ 28@30\\ 434@5\\ 12@13 \end{array}$ Pickwick Club. tleman from the rural districts. After the don't fail to get the famous PATAPSCO, which is E Citron, new..... Currants Peaches, dried Nigger Head.... Holland farmer's departure our grocer friend discov-4½@ 5 @ 10 guaranteed both as to quality and price. Sold only German Solid Comfort... Red Clover. ered that the largest pumpkin in the pile 円 had been hollowed out and filled in with by W. F. GIBSON & CO., Grand Rapids, Mich., 7½@ 8½ @2 75 @3 50 Long Tom..... National havs and stones. 旧 GENERAL COMMISSION MERCHANTS, and Time The Chicago Times says this week that KEROSENE OIL. Water White.....10% | Legal Test.... dealers in all kinds of PRODUCE, JELLY, MINCE (0 Þ merchants are inclined strongly to the opinion that the magnificent corn crop will go a MATCHES. Mule Ear..... MATCHES. Grand Haven, No. 8, square.... Grand Haven, No. 200, parlor.... Grand Haven, No. 300, parlor... Grand Haven, No. 3, round. Oshkosh, No. 2. Oshkosh, No. 8. MEAT and PAPER OYSTER PAILS. good way towards compensating the coun-Lorillard's American Gentlemen.... Maccoboy.... Gail & Ax' Rappee..... Gail & Ax' "Gail & Ax' Gail & Ax' & Gail & Gail & Ax' & Gail & try for the low prices offered by Great Britian for our wheat, for, after all, it must now Jelly, Mince Meat Etc. be admitted that corn is king in this coun-
 Oshkosh, No. 8.
 160

 Swedish
 75

 Richardson's No. 8 square.
 100

 Richardson's No. 7%, round.
 100

 Richardson's No. 7%, round.
 100

 Richardson's No. 7%, round.
 100

 Richardson's No. 7
 do
 150

 Wort Assess
 100
 150
 try. Merchants who depend for subsistence ELASTIC STARCH VINEGAR. Star brand, pure cider..... Star brand, white wine..... on the trade of farmers' families, right in the heart of the winter wheat country, re-MOLASSES. Biack Strap... Porto Rico. New Orleans, good New Orleans, choice... New Orleans, fancy... ½ bbls. 3c extra. port that the agricultural population in those MISCELLANEOUS. Bath Brick imported do American..... sections is far from being disheartened by .28@30.38@42do American.... Barley... Burners, No. 1 the failure of that important crop, for, in .52@55 most cases they were shrewd enough to plow up the winter-wheat acres once more and replant the ground with corn.

 Candres, Hotel, V. C.
 @80

 Extract Coffee, V. C.
 125

 Gum, Rubber 100 lumps.
 @25

 Gum, Rubber 200 lumps.
 @35

 Jenniny, Byble.
 @400

 Jelly, in 30 b pails.
 4426 5

 Peas, Green Bush.
 @135

 Peas, Split prepared.
 @345

 Powder, Keg.
 @155

 4 Powder, Keg.
 @175

 The Supreme Court of Iowa has just de-IT REQUIRES NO COOKING. Choice in barrels med..... Choice in ½ do ______ PIPES. @5 25 @3 25 cided that a hotel-keeper who receives guests, knowing that a contagious disease
 Imported Clay 3 gross.
 2 25@3 00

 Imported Clay, No. 216, 3 gross.
 @2 25

 Imported Clay, No. 216, 2½ gross.
 @1 85

 American T. D.
 @ 90
 is existing at his hotel at the time, is liable @2 25 @1 85 @ 90 in damages to any guest who thereby contracts the disease, unless he informs the RICE. guest of the fact when receiving him. The plaintiff in this case caught the smallpox by CLARK, JEWELL & CO., being thus received, and recovered damages OYSTERS AND FISH. SALERATUS. F. J. Dettenthaler quotes as follows: to the extent of \$5,000. Ground pepper is often adulterated with New York Counts..... F. J. D. Selects..... the ground kernels of olive berries. If the SALT. mixture is scattered upon equal parts of gly-
 Standards
 .22

 Shrewsbury shells, ♥ 100.
 1 50

 Princess Bay Clams, ♥ 100.
 .75

 New York Counts, ♥ 100.
 .1 50
 cerine and water, the pepper floats upon the 2395 160 155 80 280 280 80 25 28 surface and the berries sink. FRESH FISH. E. B. Fisher, of the Eagle, and W. B. SOLE AGENTS Mackinaw Trout..... Whitefish Cod Weston, of the Leader, will take an excur-

 20
 Whitefish

 25
 Cod

 28
 Sun Fish

 Rock Bass
 Perch

 02
 OD Lock Bill Pike

 6
 75

 Wall-eyed Pike
 6

 61
 35

 Smoked White Fish

 61
 70

 Supoked Sturgeon

 sion to Louisville on the 13th. Fare \$8 for the round trip. SAUCES. Parisian, ½ pints. Pepper Sauce, red small. Pepper Sauce, green Pepper Sauce, red large ring..... Pepper Sauce, green, large ring..... Choice grapes are selling for a cent a pound, wholesale, on parts of the Pacific MICH. CRAND RAPIDS coast.

The Grand Rapids Packing & Provision C quote as follows: PORK IN BARRELS.
Mess, Chicago packing 9 Clear, Chicago packing 11 Extra Family Clear 11 Clear, A. Webster packer 13 Extra Clear, heavy 14 Boston Clear 14 A. Webster, packer, short cut 11
Clear back, short cut
DRY SALT MEATS-IN BOXES.
do. medium do. light
SMOKED MEATS-CANVASSED OR PLAIN.
Hams, heavy
Boneless Hams
Dried Beef, Ham pieces
Shoulders cured in sweet pickle
LARD
LARD.
LARD. Tierces
LARD. Tierces LARD. 30 and 50 b Tubs
LARD. Tierces 30 and 50 b Tubs 50 b Round Tins, 100 cases. LARD IN TIN PAILS. 20 b Round Tins, 80 b racks. 3 b Pails, 20 in a case. 5 b Pails, 6 in a case. 10 b Pails, 6 in a case. Extra Mess Beef, warranted 200 bs. 9 Boneless, extra. 13 SAUSAGE—FRESH AND SMOKED. Pork Sausage. 14
LARD. Tierces 30 and 50 b Tubs 40 and 50 b Tubs 41 LARD IN TIN PAILS. 42 b Round Tins, 100 cases. 43 b Pails, 20 in a case. 54 Pails, 6 in a case. 54 Pails, 6 in a case. 55 Pails, 6 in a case. 56 Extra Mess Beef, warranted 200 bs. 58 Extra Mess Beef, warranted 200 bs. 59 Boneless, extra. 51 SAUSAGE—FRESH AND SMOKED. Pork Sausage. 41 m Sausage. 51 Congue Sausage. 51 Congue Sausage. 52 Construction of the sausage. 53 Construction of the sausage. 54 Construction of the sausage. 55 Construction of the saus
LARD. Tierces 30 and 50 b Tubs 40 and 50 b Tubs 41 LARD IN TIN PAILS. 42 b Round Tins, 100 cases. 43 b Pails, 20 in a case. 54 Pails, 6 in a case. 54 Pails, 6 in a case. 55 Pails, 6 in a case. 56 Extra Mess Beef, warranted 200 bs. 58 Extra Mess Beef, warranted 200 bs. 59 Boneless, extra. 51 SAUSAGE—FRESH AND SMOKED. Pork Sausage. 41 m Sausage. 51 Congue Sausage. 51 Congue Sausage. 52 Construction of the sausage. 53 Construction of the sausage. 54 Construction of the sausage. 55 Construction of the saus
LARD. Tierces LARD. 30 and 50 b Tubs
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LARD. Tierces 30 and 50 b Tubs 50 b Round Tins, 100 cases. LARD IN TIN PAILS. 20 b Round Tins, 80 b racks. 3 b Pails, 20 in a case. 5 b Pails, 6 in a case. 10 b Pails, 6 in a case. Extra Mess Beef, warranted 200 bs. 9 Boneless, extra. 13 SAUSAGE—FRESH AND SMOKED. Pork Sausage. 14 m Sausage. 15 Frankfort Sausage. 16 Blood Sausage. 17 Bologna, straight. Bologna, thick.
LARD. Tierces LARD. 30 and 50 b Tubs

Will bear this epitaph so just-"Died from effect of too much trust." Kunning Yet. He ran to catch a horse-car, But success did not attend; For engaged was the conductor In conversing with a friend. And he madly waved his bundles, Shouted "hi!" with night and main; And he tiourished his umbrella, But he flourished his umbrella, But he flourished it in vain; For up on that conversation The conductor would not let; So the other kept on running, And he may be running yet. A gentleman who had made the acquaintance of a drummer on the train, on reaching Grand Rapids asked him: "Where is there a cheap but respectable boarding house in this town?" "The cheapest and most respectable boarding house I know of is with my future wife. I always stop with her folks." "So your intended lives here, does she?" "Of course, I've got one in every city in the United States of any prominence." "Gentlemen, would you mind moving along and giving me a seat? I don't feel very well." "You look well enough to stand; we're crowded already," said a glum young man. "Excuse me, but I've traveled all the way from Montreal and I didn't-" Within two minutes the stranger had a choice of all the seats, and he wasn't from Montreal either. Business continues good. Hard sugars have declined about 1/4c, and soft sugars %c; and as the canning season is practically over, the indications are that future movements will be of a downward nature. New Valencia raisins are now in market. Canned goods are moving off quite freely. Candy is steady. Oranges are scarce and higher. Lemons are about the same. Nuts are steady. From the Shoe and Leather Review. THE MICHIGAN TRADESMAN celebrated its second birthday Sept. 16. Its twentyfour months of life have been busy and use-
 FLAVORING EXTRACTS.

 Lemon.
 Vanilla.

 Jennings' 2 oz.
 \$\$2 doz.1 00 1 40

 "4 oz.
 150 2 50

 "6 oz.
 2 50 4 00

 "8 oz.
 3 50 5 00

 "No. 2 Taper
 1 25 1 50

 "No. 4 "
 1 75 3 00

 "1 "
 \$ 00 15 00

 "No. 8.
 3 00 4 25

 "No. 8.
 3 00 4 25

 "No. 8.
 3 00 4 25

 "No. 10
 4 25 6 00

 "RUITS
 "
 ful ones, and it enters upon the third year

"Ransom" Cheese

Apples-Fall fruit commands 1.50 % bbl. for

CANDY, FRUITS AND NUTS.

picked and sell city picked for \$1.25. The crop is not nearly so large, or as fine in quality as

demand at 20@22c. Sweet dairy is very scarce and is in active demand at 14@15c, while old packed readily commands 13@15c. Low grades are in plentiful supply at 6@12c.

26 Rattler ..

.26 Free Cob Pipe.

SHORTS.

SNUFF.

OYSTERS.

Butterine-Creamery commands 18c

dairy 14@15c. Cabbages-New stock is in fair demand at 50 P doz. Cheese-Gradually climbing higher, the factorymen now holding full cream at 81/2@81/2c while the jobber quotes at 8%@9%c. Cider-10c 9 gal. and \$1 for bbl. .40 Milwaukee Prize ... Celery-20@25c @ doz. bunches for Kalama-22 Windsor cut plug ... zoo or Grand Haven. 16 Zero 30 Holland Mixed..... Clover Seed-Demand for fall seeding all .32 Golden Age...... .30 Mail Pouch...... .26 Knights of Lator.. over. Fair to good Medium commands \$6 and choice recleaned \$6,50. Mammoth is held at \$6.50. Cranberries-The market is well supplied with a fair article of wild stock, which crowds out the cultivated berry, commanding \$2@2,25 2 bu. Tame berries are worth \$8@\$10 \$2 bu. bbl. © 55 © 44 © 0 © 0 Eggs-Sharp demand, and price stiffer, fresh stock commanding 18c. Pickled stock, 16c. Grapes-Concords bring 3@4c 2 tb. and Delawares, 6@7c. Niagaras, 13c. @1 30 Green Peppers-\$1 2 bu. Honey-Choice new in comb is firm at 131/2. Hay-Bailed, \$15@\$16 \$ ton. 8@12 Hops-Brewers pay 8@10c P 1b. Melons-Water, \$1 \$ doz., packages extra. Musk, out of market. Onions-Home-grown, 65c P bu. or \$2 P bbl. Pears-Ordinary varieties. \$1.25@\$1.50 % bu. Peaches-Very scarce and market not half 15@2 supplied. Hill's Chile command \$2.50@\$3 9 bu @134 @14 @80 and late Crawfords \$3@\$3.50. Pop Corn-Choice commands 4c ? th. Potatoes-New potatoes are so plentiful in most localities that regular quotations are out of the question. Jersey sweets command \$3 19 bbl., and Baltimore \$2.25. Poultry-Market plentifully supplied. Fowls, 12@13c. Spring chickens, 16. Quinces-\$2.25 per bu. Squash-Hubbard, 1%c. Tomatoes-Plentiful at 50c 3 bu. Turnips-40c 9 bu. Timothy-\$1.90 % bu. GRAINS AND MILLING PRODUCTS. Wheat-5c higher. The city millers pay as follows: Lancaster, 88; Fulse, 85c; Clawson, 85c. Corn-Jobbing generally at 55c in 100 bu. lots and 51e in carlots. Oats-White, 35c in small lots and 30c in carlots. Rye-56c # bu. Barley-Brewers pay \$1.25 % cwt. Flour-No change. Fancy Patent, \$5.75 % bbl. in sacks and \$6 in wood. Straight, \$4.75 \$ bbl. in sacks and \$5 in wood. Meal-Bolted, \$2.75 % bbl. Mill Feed-Screenings, \$15 % ton. Bran, \$13 % ton. Ships, \$14 % ton. Middlings, \$17 % ton. Corn and Oats, \$22 % ton.

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OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

Will hereafter sell direct to the retail trade. G. F. Cole, J. C. McDonald and C. H. Hayes cover the Michigan and Indiana trade and J. M. Silverstone travels through Kentucky. A representative will also be placed in Tennessee. The company has also add-ed to its line of ladies' and misses' stockings, leggins, and a complete line of men's ware, such as men's socks, lumbermen's ware, such as men's socks, hundermen's socks, mits, Scotch caps, etc. Business is good, the collections easy, the principal dif-ficulty being to secure wool fast enough to supply the demands of the trade. Frank L. Orcutt, who pursued a vascillat-

ing course here for a year and a half as the head of the produce and commission firm of Orcutt & Co., has gone the Minneapolis, leaving numerous creditors to mourn his departure.

and will be absent about two weeks.

Wm. D. Carey, whose failure was one of the most disreputable ever occurring in this city, is now in the employ of a railway company in Texas. J. VanderMolen, of the grocery firm of J.

VandenMolen & Co., was in Grand Rapids last week for the purpose of accompanying his wife home.

Receiver Tate states that the Evenwood matter, which has hung fire for the past year will be closed up at the present term of court.

W. H. Erwin, formerly with C. C. Moulton & Co., has formed a co-partnership with J. D. Erwin, and the two have engaged in the produce and commission business at 99 Pine street under the firm name of W. H. Erwin & Co.

F. F. Clark has moved his hardward store to Western avenue. Dr. Zerah Mizner has moved his drug

store from Pine street to one of the stores in Lake's block on Terrace street.

Frank H. Johnson, the lowertown grocer, was married at Toledo last Wednesday to

Miss Nellie Manning, of that place. The opinion is growing among business men that Mrs. Root will pay all the claims against the late firm of Wm. D. Carey & Co., of which she was the "Co." This opinion is strengthened by the fact that she has paid the Lumberman's National Bank the amount the firm owed that institution, and that she has promised to meet other claims of the same nature.

W. W. Barcus, assignee for A. G. Jepson, has closed out the stock of the estate in a manner highly creditable to his business ability and satisfactory to the creditors interested.

The meeting of the Grocers' Association, held last Wednesday evening, was well at-tended and the organization was perfected by the election of the following officers, to

President—H. B. Fargo. First Vice-President—Wm. B. Kieft. Second Vice-President—Albert Towl. Secretary—William Peer.

Fin. Secy.—Garret Wagner. Treasurer—John DeHaas.

Directors-O. Lambert, H. B. Smith, Al-bert Towl, W. I. McKenzie, W. B. Kelley and E. Johnson.

The membership is now fifty-one, and is expected to reach seventy by the next meet-ing, which will be held on Wednesday evening, October 7. Meetings will be held semimonthly. A constitution and by-laws were adopted at the last meeting, and are now being printed in pamphlet form.

Lakeside.

The Lakeside Ice Co. is erecting new buildings near the present ice houses. The Shippy Shingle Co. is putting up a new smoke stack, intending to increase the steam power of the mill.

The juvenile saloon near the pleasure grounds at Bluffton has been closed up. A soaring ambition is thus nipped in the bud. It is rumored that Nelson & Eastman, rocers at Port Sherman, are going out of The amount of lumber in sight and on

track at Hersey is as follows: Pine, 1,000,-000 feet; maple, 300,000; basswood, 200,000; shingles, 1,000,000.

The Pembroke Knitting Co., which has sold the jobbing trade only for a couple of years past, has put travelers on the road and will hereafter sell direct to the relation

day will vary according to the quality of the timber.

One-half mile below this mill another combination mill is being built by a Mr. Chadwick for cutting lumber, elapboards and shingles. D. V. Wait, of Evart, fur-nishes the capital and the stock, and Mr. Chadwick is to do the cutting on contract. There are less shingles in sight along the line of the G. R. & I. Railway now than there have been at any time within five vears past.

Otter Lake.

Tanner, Sherman & Stark, proprietors of the Morning Star Mills at this place, have just added to their machinery one Wilford & Northway's first break, one Wilford & Andrew Wierengo went to Chicago last Tuesday, and from there will proceed to New York. He is accompanied by his wife, New York. He is accompanied by his

different grades of flour. Jonas McAlpine, owner of the Peavey and Pike Pole Handle Factory here, died Oct. 1. He was an honest, upright citizen, and had accumulated considerable property through industry and thrift.

Luther.

Waterman Bros. have sold their temperance saloon to C. W. Hathaway for \$250. Mrs. E. M. Hovey is in Detroit buying a new stock of millinery.

VISITING BUYERS.

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

A. E. Johnson, Sparta. Stephen Bitely, Lilley P. O. Stephen Bitely, Bitely & Cain, Sparta. N. DeVries, Jamestown. Osborne & Hammond, Luther. Adam Newell, Tustin. A. T. Burnett, Cross Village. J. VanderMolen, J. VanderMolen & Co., Mus

J. VanderMolen, J. VanderMolen & Co., Mus-segon. Jay Marlatt, Berlin. Mrs. J. Debri, Byron Center. Geo. Scribner, Grandville. T. J. Smedley, Lamont. W. S. Root, Tallmadge. Wm. McMullen, Wood Lake. Geo. H. Walbrink, Allendale. E. F. Belding, Sparta. Morrison Bros., West Troy. Gaylord & Pipp. Pierson. C. S. Comstock, Pierson. Cook & Sweet, Bauer. Wm. Karsten, Beaver Dam. Geo. Lentz, Croton. Walter Winchester, Winchester & Loveless, Wyman.

Walter Winchester, Winchester & Loveless, Wyman. J. Barnes, Austerlitz. Baron & TenHoor, Forest Grove. Norman Harris, Big Springs. J. W. Closterhouse, Grandville. C. Cole, Cole & Chaple, Ada. Mr. Kohlman, Church & Kohlman, Allegan. Mr. Kohlman, Church & Kohlman, Allegan. Mr. Kohlman, Church & Kohlman, Allegan. Mr. Kohlman, Bauer. E. L. Wright, Woodville. A. H. Woodin, Sparta. E. A. Bradtord, White Cloud, John DeJongh, Grand Haven. A. & L. M. Wolf, Hudsonville. Byron Ballou, Caddillac. Wr. Vermeulen, Beaver Dam. Mr. DenHerder, DenHerder & Tanis, Vries-and.

and. Vorhorst & Co., Overisel. Dr. J. W. Kirtland, Lakeview. Fred Hotchkiss, Hastings. R. A. Hastings, Sparta. F. E. Campau, Alaska. Neal McMillan, Rockford. O. W. Maccangen Spaine Lake Neal McMillan, Rockford. O. W. Messenger, Spring Lake. O. S. Holland, Ashland. J. C. Benbow, Cannonsburg. G. W. Hoag, Martin. Walling Bros., Lamont. Frank Rose, Manton. Charlie Drury, Sampson & Drury, Cadillae. Mr. Kanters, Kanters & Son, Holland. Walter Struik, Forest Grove. Henry DeKline, Jamestown.

Pull It when It's Ripe.

Put if when it's kipe. Say, hesitating, anxious one, Why vacillating stand, And let the best chance of your life Go slipping through your hand? Why not brace up your weak back-bone And show the proper stripe, By reaching for that chance at once And pull it when it's ripe?

million men have failed, b

Bardware.

Epitaph on a Blacksmith. My anvil and my hammer Lie declined, My bellows, too, Have lost their wind, My fire is extinct, And my forge decayed, And in the dust My voice is laid. My coal is spent, My iron is gone, My last nail driven, And my work is done.

Brazing Cast Iron.

"Every time I try it I fail. Sometimes the ly colored and might be used to advantage

for this purpose. The yellow brass used in the bark compares favorably with that of Ives' Door... brazing copper will do; it must contain a all the Eastern trees used in tanning establarge percentage of zinc, or its melting point lishments. will be much lower than that of the cast iron itself.

Put on the borax before heating the iron. freely to the parts to be brazed. By doing July 11, next year. Motive power will be included in the exhibits. this before heating, a film of oxide is prevented from forming upon the iron. Fasten the parts together and heat in a clear charcoal fire. Soft coal is not suitable; there is too much sulphur in it.

Heat the work gradually. Apply heat to the largest piece, and keep that heat the hottest. Sprinkle on powdered borax and brass filings, and use plenty of borax. Watch carefully and get the iron up to a red heat before any of the brass melts. The brass will not adhere unless the iron is hot enough to melt the brass.

Be very careful not to get the iron, too When the brass "runs," remove from the fire immediately, and wipe off the superfluous brass, cool off slowly and finish up the joint.

Metal Cups.

The present Parisian fancy for gold and silver tea and coffee cups, from the very nature of the case, can only be a passing vagary. This is not to be deplored, for a more unpleasant material than metal from which to drink anything hot cannot be devised. The true way to take tea or coffee, as we all know, is to sip it from dainty Sevres or delicate Chinese porcelain. Metal cups of any kind can only cause discomfort. Fanciful silver-gilt egg-cups are in various shapes, that of a broken egg-shell being most popular. Salt-cellars of the newest designs take every conceivable form. Among the odd devices are stew-pans, gypsy pots hung from tripods, wheel-barrows, and baskets. "Individual" cruets are shown having an acorn to hold the mustard, with acorn cups, one on either side, for salt and pepper. Another but far less attractive "individual" cruet is in the form of an umbrella and pair of boots.

Chisels.

0

Hobart, in American Machinist. Make chisels short for hard, rough work. They transmit the power or force of a blow much better. Long chisels are apt to "broom up" on the hammer end, as the long steel through which the blow passes has more chance to absorb the force of the blow. The

Alaska's Great Forests. From the San Francisco Chronicle.

Alaska forests contain enough timber to supply the world. The forests of pine, Ives', old style spruce, fir and hemlock cover every island of the archipelago and a goodly portion of tall, and grow close together. The only Jennings', genuine..... saw-mill at present in operation is at Douglass Island, and so far there has not been a Spring cord of timber cut for shipment. The trees as a rule do not always cut up into good- Garden sized boards. For fuel, however, the wood is excellent, and much of it is available for "What is the reason that I cannot braze cast iron?" asked a machinist the other day. "Every time I try it I tail. Sometimes the cast iron burns away, and sometimes the brass will not stick. What is the trou-ble?" Cast iron may be easily brazed, if, like doing other peculiar jobs, "you know how to do it." Have the iron clean; make it free from grease and acids which may be injur-time the coast and on the islands. Regarding the coast and might be used to advantage in interior work. Alaska spruce is an ex-carriage new list. Stove..... Carriage new list. Plow Wrought Barrel Bolts. Cast Stove.... Wrought Barrel Bolts. Cast Square Spring. Stove. Stove.

WHOLESALE PRICE CURRENT. Prevailing rates at Chicago are as follo AUGERS AND BITS.

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 Ives', old style.
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 N. H. C. Co.
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 Douglass'
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 Pierces'
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 Snell's
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 Cook's
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 BALANCES. Hand BOLTS.

BRACES. Barber Backus.....dis An international exhibition of flouring-Spofford..... Am. Ball.....dis

BUCKETS.

BUTTS, CAST.

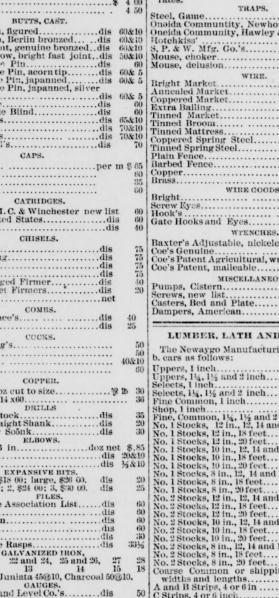
mill, saw mill and oil-mill machinery will

BUTTS, CAST. Cast Loose Pin, figured....dis Cast Loose Pin, Berlin bronzed...dis Cast Loose Joint, genuine bronzed...dis Wrought Narrow, bright fast joint..dis Wrought Loose Pin, acorn tip...dis Wrought Loose Pin, japanned...dis Wrought Loose Pin, japanned...dis Wrought Loose Pin, japanned...dis Wrought Loose Pin, japanned...dis Wrought Table...dis Wrought Brass...dis Blind, Clark's...dis Blind, Shepard's...dis CAPS. Vineyard Skates CAPS. Ely's 1-10.... Hick's C. F. G. D... Musket CATRIDGES. R.m Fire, U. M. C. & Winchester new list Rim Fire, United States.....dis Centra: Fire.....dis CHISELS. STEVENS Cold......net COMBS. Curry, Lawrence's.....dis Hotchkiss.....dis dis COCKS. Bibb's Beer Fenns'. COPPER. Headquarters FOR Western Michigan



12.7	ROOFING PLATES.	
ows:	IC, 14x20, choice Charcoal Terne IX, 14x20, choice Charcoal Terne IC, 20x28, choice Charcoal Terne IX, 20x28, choice Charcoal Terne	. 5 50 . 7 00 .11 00
60 60	ROPES.	14 00
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40&10 25	Steel and Irondis	60.8:10
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25	· OTTOM TOOM	
	SHEET IRON. Com. Smooth. Nos. 10 to 14. \$4 20 Nos. 15 to 17. 4 20 Nos. 18 to 21. 4 20 Nos. 22 to 24. 4 20 Nos. 25 to 26. 4 40 No. 27. 4 60 All sheets No. 18 and lighter, over 30 if wide not less than 2-10 extra.	Com. \$3.00
13 00 33 00	Nos. 15 to 17 4 20	3 00
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00	SHEET ZINC, In casks of 600 bs, & b In smaller quansities, & b	6
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75 30&10	No. 1, Refined Market Half-and-half Strictly Half-and-half	13 00
75 50	Strictly Half-and-half	16 16
	TIN PLATES. Cards for Charcoals, \$6 75.	
50 55	IC, 10x14, Charcoal	6 00
60	IC, 12x12, Charcoal	7 50
55&10	IX, 12x12, Charcoal	8 50
30	IX, 14x20, Charcoal	7 50
10&10	IXX, 14x20, Charcool	9 00
000010	IXXXX, 14x20, Charcoal	13 00
40	DC, 100 Plate Charcoal	6 50
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net	Cards for Charcoals, \$6 75. IC, 10x14, Charcoal, 177.4. IX, 10x14, Charcoal, 177.4. IC, 12x12, Charcoal, 177.4. IC, 12x12, Charcoal, 177.4. IX, 12x22, Charcoal, 177.4. IX, 14x20, Charcoal, 177.4. IXX, 14x20, Charcoal, 177.4. IXXX, 100 Plate Charcoal, 177.4. DXX, 100 Plate Charcoal, 177.4. Redipped Charcoal Tin Plate add 1 50 the rates, 177.4. IXX, 170.4. IXXX, 170.4. I	12 50
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	WTENCHES. Baxter's Adjustable, nickeled	
75 75	Baxter's Adjustable, nickeleddis Coe's Genuinedis Coe's Patent Agricultural, wrought, dis	50&10 65
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75 40	MISCELLANEOUS.	70
20	Pumps, Cisterndis Screws, new listdis Casters, Bed and Platedi	80
	Dampers, American	s50&10 33%
40 25		
50	LUMBER, LATH AND SHINGLI	cs.
50	The Newaygo Manufacturing Co. quot b. cars as follows:	te f. o.
40&10 60	Uppers, 1 inchper M	\$44 00
	Uppers, 14, 1½ and 2 inch	46 00
1b 30 36	Selects, 1¼, 1½ and 2 inch	38 00
35	Shop, 1 inch	20 00
20	No. 1 Stocks, 12 in., 12, 14 and 16 feet	15 00
30	No. 1 Stocks, 12 in., 18 feet	16 00
\$.85 20&10	No. 1 Stocks, 10 in., 12, 14 and 16 feet	15 00
36810	No. 1 Stocks, 10 in., 20 feet.	17 00
20	No. 1 Stocks, 8 in., 12, 14 and 16 feet	15 00
25	No. 1 Stocks, 8 in., 20 feet.	17 00
60 60	b. cars as follows: Uppers, I inch	13 00
	I THE WEDDONES IN THIS NO LOOD	11 14

ROOFING PLATE



 FILES.
 No. 2 Stocks, 12 in., 12, 14 and 16 feet.
 12 00

 American File Association List.
 dis
 60
 No. 2 Stocks, 12 in., 12, 14 and 16 feet.
 13 00

 New American
 dis
 60
 No. 2 Stocks, 12 in., 12, 14 and 16 feet.
 13 00

 Nicholson's.
 dis
 60
 No. 2 Stocks, 10 in., 12, 14 and 16 feet.
 13 00

 Nicholson's.
 dis
 30
 No. 2 Stocks, 10 in., 12, 14 and 16 feet.
 13 00

 Heller's Morse Rasps.
 dis
 30
 No. 2 Stocks, 8 in., 12, 14 and 16 feet.
 12 00

 Nos. 16 to 29, 22 and 24, 25 and 26, 27
 28
 No. 2 Stocks, 8 in., 12, 14 and 16 feet.
 12 00

 Nos. 16 to 29, 22 and 24, 25 and 26, 27
 28
 No. 2 Stocks, 8 in., 12 feet.
 12 00

 Stanley Rule and Level Co.'s.
 dis
 50
 Caurges Common or shipping culls, all

 Withs and lengths.
 50 000
 A and B Strips, 4 or 6 in ch.
 27 00

 Maydole & Co.'s.
 dis
 20
 No. 2 Fencing, 12, 14 and 16 feet.
 12 00

 Mason's Solid Cast Steel, Hand. 30 c 40201
 No. 2 Fencing, 4 inch.
 15 00

 Mason's Solid Cast Steel, Hand.
 30 c list 60
 No. 1 Fencing, 4 inch.



business.

Johnson Bros. are building an addition to their store, 16x68 feet in dimensions, which they will use as a warehouse for salt, oil, syrups, etc.

Hartford.

Ocobock & Thompson now have their dress-making rooms, back of the dry goods store, in running order.

"Deep Cut" clothing firm of Paw The Paw, has rented a store here, and will put in a stock the coming week, establishing a branch house here.

C. A. Sherburne is buying and shipping apples here. G. W. Blythe has moved his jewelry

from the post office building to the Earle building.

Earle Hemingway, the harness-maker, has added a line of robes, blankets, etc.

Big Rapids.

F. W. Joslin's stock of clothing left here the 2nd for Ashville, N. C. J. S. Lit opened the 3d, as per previous announcement.

Freiberg Bros., merchant tailors, were closed up on attachment by Detroit parties, whose claims amount to \$1,400, on the 2nd. C. D. Carpenter, of this city, attached the sewing machines and unfinished work to secure his claim of \$45. The other liabilities are not yet known. The Big Rapids Tub and Pail Factory's

contract with the Woodenware Association terminates the 14th of the present month, at which time the factory will be shut down for two weeks, to make necessary improve-

It is reported that Crocker & Hudnutt will loose \$5,000 on their court house contract. Chub & Trebair, former proprietors of the

Canada House, have opened a hotel and bar in the building on Michigan avenue, just north of the Brackett House.

It is reported that Timothy Edmunds has purchased his partner's interest in the boot Mr. Boon, the retiring and shoe stock. member, goes to Wisconsin this week, and from there intends to go to Florida.

Mrs. C. E. Allen, who lately sold the City Bakery, has opened the National hotel.

Michigan Cigar Co. will remove to, the Newton block when Mr. Lange is through with the building.

The Bradbeer book store has been removed from the Northern block to the store partially occupied by Squier's jewelry store, in the Stickney block.

Three thousand dollars more stock has been taken in the tub and pail factory by the present stock holders, who have a grow ing faith in the enterprise. Ninety thousand dollars worth of tubs and pails have been turned out in a little less than a year.

A minion mere have range, ast, They were too slow or fast, And millions more will do the same, As long as men shall last. Why should there be so many folk Of such unhappy type? There wouldn't be, if men would watch, And pull it when it's ripe.

The Hardware Market.

The principal feature of the week has been the further advance in nails, local job-

bers now quoting the staple at \$2.75. As the mills are all closed, on account of the and machinery is highly beneficial where strike, it is impossible to get orders filled on extreme regularity of power is required. It some sizes, and all the mills are from three to six weeks behind on their orders. Glass to govern itself, must run too fast and too has also advanced from 5 to 10 per cent. Other articles in the hardware line are about hence an irregularity of power is unavoidsteady.

Meeting of the Retail Trade.

All retail dealers of Grand Rapids who are interested in the formation of an association for protective and defensive purposes are requested to meet at THE TRADESMAN office Tuesday evening, October 6.

Let there be a general turn out!

Good Words Unsolicited.

L. Burns, hardware, Ada: "I like your paper very much."

L. H. Sieb, grocer, Michigan City: "Like your paper very much." - ---

"The Paper Among Business Men." From the Manton Tribune.

THE MICHIGAN TRADESMAN has just commenced its third year, and it is the paper among Michigan business men.

MISCELLANEOUS.

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

FOR SALE-A copy of the new edition of Rand, McNally & Co.'s "Directory and Shipping Guide of Lumber Mills and Lumber Dealers." Enquire at "The Tradesman" office.

FOR SALE-Desirable building lot, on Liv-ingstone street, 50x125, with alley in the rear. Price \$550 cash or \$600 on long time. En-

quire at "The Tradesman" office.

FOR SALE—House and lot at 273 Gold street. Price, \$2,200 on time, or \$2,100 if one-half is paid down. Enquire at "The Tradesman"

CINSENC ROOT.

We pay the highest price for it. Address Peck Bros., Druggists, Grand Rapids, Mich.

arder the metal to be worked, the quicker the blow should be transmitted. Cast-iron works much better with a short steel chisel and light hammer than if the blow was struck upon a very long chisel with a heavy wooden mallet. In one case the blow is delivered all at one, in the other it takes time, and much of the force is absorbed.

A coiled spring inserted between engine is well known that a steam engine, in order slow in order to close or open its valves, able.

Don't slight a job because you have run against a snag. You start the job determined to do a nice piece of work. Stick to it. and when something breaks or don't come right, do not hurry off the job with "good enough," or "don't care," but stick it out and conquer the thing. Many a man has failed, when he might have succeeded, had he "hung on" a little longer.

Investigations as to the amount of lost work in many establishments would no doubt yield results alike interesting and instructive, and show that the importance of the subject, however much attention may have been called to it, is still very often but imperfectly appreciated. That the power required to overcome friction in the running of machinery is a source of continuous expense, that this lasts as long as the machine is actively employed, and that an increased first cost in the careful arrangement of plant and the selection of economical machinery will almost always prove a good investment. are truths with which many manufacturers have not yet become impressed. To such, only practical demonstrations of shortcomings of badly designed and arranged plants are convincing and capable of inducing reconstruction and general overhauling. Those who have undertaken the study of the subject for the purpose of making the information of practical value have invariably found that the construction of machinery with a view of limiting the frictional resistance to a minimum has amply repaid their labors.



The furniture factories here pay as follows

The Michigan Tradesman.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

STOCKHOLDERS' MEETING-MAJORITY VOTE. According to the decision of the Supreme posed effect upon the human system when Court of Minnesota in the case of Martin et used in connection with the teas as a beveral. vs. Chute et al., a majority of the votes age. Many, if not all of them testified they cast at a valid stockholders' meeting pre- never knew neither had they heard of a case vails where the charter and by-laws are si- where the use of teas like those in question lent on the subject, even though only a mi- had proved injurious to the health of those nority of the stock is represented.

MEANING OF "MANUFACTURER."

A company printing and publishing a newspaper is not a "manufacturer," though nesses who had used the teas as to their one doing the business of job printing, en- practical effect upon the human system graving or electrotyping is, according to the decision of the New Jersey Supreme Court constitute conclusive evidence of the facts in the case of Evening Journal Association in issue. On the other hand, the evidence vs. State Board of Assessors.

GENCE.

In the case of Kellow vs. Central Iowa A number of dealers of long experience in Railway Co., decided by the Supreme Court the business of buying and selling teas were stopped one of its passenger trains at Mason that in all of their experience they had nev-City Junction, and, for convenience in er heard of a case where the use of such teas transferring baggage, the baggage car was had proved injurious to those using them. stopped in front of the baggage room of the One of the defendants had drank steadily plaintiff's intestate, a passenger therein. jury.

EMPLOYER'S LIABILITY-INFANT-CON-TRIBUTORY NEGLIGENCE.

The case of Beekham vs. Hiller, decided by the New Jersey Supreme Court, was a suit brought to recover damages for the death of a minor sixteen years old, employed to manage a cutting machine. In the running of the machine, it appeared that it was occasionally necessary for the minor to displace and replace the belt by which power was communicated from a revolving shaft to the machine. He had run such a machine for several months before, and was told to be careful in replacing the belt, because there was danger of his being caught in it, and was directed always to call some one to assist him in the operation who might hold the belt in place on the machine while he stood behind the shaft and adjusted the belt on the driving-wheel. The observance of this precaution materially lessened the risk. On one occasion, although assistance was within call, he attempted to replace the belt alone without asking aid and was caught in the belt and killed. The court held that he was guilty of contributory negligence, and that his representative could not maintain an action for damages. The court said that although the plaintiff's intestate was still a minor he had attained to years of discretion when he became chargeable with the exercise of due care. Such care is not, indeed, that required from persons of full age, but it is to be ascertained with reasonable regard to the ordinary conditions attendant upon his years. When, however, the standard of due care has been thus determined, the rule which makes contributory negligence in the party injured a defense against an action for damages arising from the defendant's want of care applies to the minor as well as to the others. * * * Minor servants are also held to assume by their contract of employment those ordinary risks of their services which are obvious to them, or have been pointed out in a manner suited to the comprehension of their youth and inexperience. They cannot ignore the dictates of common prudence or the instruction of their superiors to guard themselves from these apparent dangers and charge the consequences upon the employers.

on the part of the plaintiff was sought to be made out by the introduction of expert evidence alone, and this was to the effect that the use of the teas in question as a beverage was, in the opinions of the witnesses, deleterious and unwholesome. These opinions were based wholly upon theoretical knowledge of the nature and character of the substances used in adulteration, and their sup-

using them. These opinions were undoubtedly competent to prove the subject of the issue, but they were certainly of no greater value as evidence than the testimony of wit-

when imbibed as a beverage, and did not of the defendants tended strongly to show, not only that all green teas are similarly RAILWAY COMPANY-ACCIDENT-NEGLI- adulterated, but that their use as a beverage was not thereby rendered unwholesome

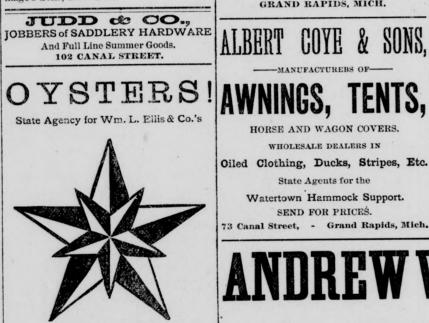
of Iowa, it appeared . that the defendant called and testified uniformly to the effect stopped in front of the baggage room of the or the derendants had drank stearny depot, so that the rear passenger car was and daily for a number of months of the rear passenger car was left standing over a cross-track of the Chi-cago, Milwaukee & St. Paul Railway Co. jurious effects therefrom. An expert of escago, Milwaukee & St. Paul Railway Co. jurious effects therefrom. An expert of es-In moving certain freight cars out of the way of an engine, the employes of the latter road and learning was also called by the defenpushed the cars on the cross-track, and dants, and testified that he drank of the tea some of them being heavily loaded, broke in question, and found it very palatable and loose and ran down the grade into the pas-senger car of the Central, threw it from the carefully examined and analyzed samples of track, turned it over, and fatally injured the the tea, and that in his opinion there was nothing injurious or unwholesome in its use. The court held that the Central Co. was To say the least, this evidence raised a quesguilty of negligence and liable for the in- tion of fact for the consideration of the court below, and one upon which it might 0 well conclude that the sale and use of these FU teas would not produce irreparable mischief, or a necessity for the interposition of the court by way of injunction.

A Bad Slip.

"Can you pay that little bill to-day, Mr. Longwait?" "Not conveniently. Can't you call next

week?" "No. I shall be away on my vacation." "Indeed? So shall I."

Ask your grocer for Talmage Table Rice. It is equal to the best grades of Carolina and is 1c per pound lower in price. Always packed in 100 pound pockets. Dan Talmage's Sons, New York.





INJUNCTION-SALE OF ADULTERATED TEA.

The case of the Board of Health of New York vs. Purdon et al., decided by the New York Court of Appeals, arose upon an application by the appellant for an injunction restraining the respondents from selling certain teas alleged, to be adulterated, unwholesome and dangerous. The court below, though finding that the teas in question were adulterated and colored to some extent with offensive and noxious drugs and substances, yet reached the conclusion that no sufficient evidence had been produced to prove that the use of the tea was dangerous to human life, or detrimental to health and unwholesome, or that the injunction prayed for was needed to prevent serious danger to human life or detriment to health, or that the tea or the selling or offering for sale of the same was a nuisance. This decision was appealed from by the appellant, who contended that the findings were inconsistent. The Court of Appeals upon a review of the facts sustained the court below. It held that in such cases as that before it it was proper for the courts to inquire not alone as to the unlawfulness or offensiveness of the act complained of, but also to its

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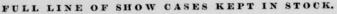
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E. G. Studley & Co., extent, the circumstances surrounding its exercise, and the degree of danger to be apprehended from its continuance. Regard-ing the weight to be given to certain kinds of evidence in such cases it said: The case





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