

# The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, OCTOBER 14, 1885.

NO. 108.

**G. ROYS & CO.,**  
No. 4 Pearl Street, Grand Rapids.

**WHIPS**  
—AND—  
**LASHES**  
Send for new  
Price-List for  
Fall Trade.  
ORDERS PROMPTLY FILLED

**EDMUND B. DIKEMAN,**

**GREAT WATCH MAKER,**

**JEWELER,**

44 CANAL STREET,  
GRAND RAPIDS, MICHIGAN.

**C. G. A. VOIGT & CO.**  
Proprietors of the

**STAR MILLS,**

Manufacturers of the following popular brands of Flour.

"STAR,"  
"GOLDEN SHEAF,"  
LADIES' DELIGHT,  
And "OUR PATENT."

**S. A. WELLING**

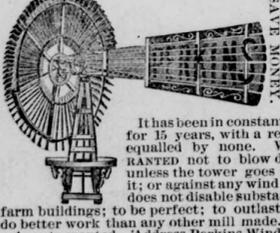
WHOLESALE  
MEN'S FURNISHING GOODS  
Lumberman's Supplies  
FISHING TACKLE

—AND—  
NOTIONS!

PANTS, OVERALLS, JACKETS, SHIRTS,  
LADIES' AND GENTS' HOSIERY, UNDER-  
WEAR, MACKINAW, NECKWEAR, SUS-  
PENDERS, STATIONERY, POCKET CUT-  
TLERY, THREAD, COMBS, BUTTONS, SMOK-  
ERS' SUNDRIES, HARMONICAS, VIOLIN  
STRINGS, ETC.

Particular attention given to orders by  
mail. Good shipped promptly to any point.  
I am represented on the road by the fol-  
lowing well-known travelers: John D.  
Mangum, A. M. Sprague, John H. Eacker,  
L. R. Cesna and A. B. Handricks.  
24 Pearl Street, Grand Rapids, Mich.

**THE PERKINS WIND MILL.**

  
It has been in constant use  
for 15 years, with a record  
equalled by none. WARR-  
ANTED not to blow down  
unless the tower goes with  
it; or against any wind that  
does not displace 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.

**EATON & CHRISTENSON,**

Agents for a full line of  
**S. W. Venable & Co.'s**

PETERSBURG, VA.,  
**PLUC TOBACCOS,**  
NIMROD,  
E. C.,  
BLUE RETER,  
SPREAD EAGLE,  
BIG FIVE CENTER.

**READ! READ! READ!**

**HAZELTINE, PERKINS & CO.** have  
Sole Control of our Celebrated

**Pioneer Prepared Paint!**  
The ONLY Paint sold on a GUARANTEE.  
Read it.

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.  
Send for sample cards and prices. Address

**Hazeltine, Perkins & Co.**  
GRAND RAPIDS, MICH.

**BEANS.**

I want to buy BEANS.  
Parties having any can find a  
quick sale and better prices  
by writing us than they can  
possibly get by shipping to  
other markets.

**W. T. Lamoreaux, Agt.,**  
71 Canal Street, Grand Rapids, Mich.

**LUDWIG WINTERITZ,**  
(Successor to P. Spitz.)  
SOLE AGENT OF

**Fermentum,**  
The Only Reliable Compressed Yeast.  
Manufactured by Riverdale Dist. Co.,  
ARCADE, GRAND RAPIDS, MICHIGAN.

Grocers and Bakers who wish to try  
"FERMENTUM" can get samples and full  
directions by addressing or applying to the  
above.

**STEAM LAUNDRY**  
43 and 45 Kent Street.  
**STANLEY N. ALLEN, Proprietor.**

WE DO ONLY FIRST-CLASS WORK AND USE NO  
CHEMICALS.  
Orders by Mail and Express promptly at-  
tended to.

**SEEDS**  
We carry a full line of  
Seeds of every variety,  
both for field and garden.  
Parties in want should  
write to or see the  
GRAND RAPIDS GRAIN AND SEED CO.  
71 CANAL STREET.

**THE RICKARD LADDER!**

Two Ladders in one—step and extension.  
Easily adjusted to any height. Self-supporting.  
No braces needed. Send for illustrated  
price-list.  
**RICKARD BROS., Grand Rapids, Mich.**

**ARTHUR R. ROOD,  
ATTORNEY,**  
43 PEARL STREET, ROOD BLOCK,  
GRAND RAPIDS, MICH.

**Collections a Specialty!**

**DRYDEN & PALMER'S  
ROCK CANDY.**  
Unquestionably the best in the market. As  
clear as crystal and as transparent as diamond.  
Try a box.

**John Caulfield,**  
Sole Agent for Grand Rapids.

**Time** is valuable. The  
Grand Rapids  
Business College is  
a practical trainer  
and fits its pupils for the vocations of busi-  
ness with all that the term implies. Send  
for Journal. Address C. G. SWENSBURG,  
Grand Rapids, Mich.

**LUDWIG WINTERITZ,**  
JOBBER OF  
**Milwaukee Star Brand Vinegars.**  
Pure Apple Cider and White Wine Vinegars,  
full strength and warranted absolutely pure.  
Send for samples and prices. Arcade, Grand  
Rapids, Mich.

**ALBERT COYE & SONS**  
—MANUFACTURERS OF—  
**AWNINGS, TENTS**  
HORSE AND WAGON COVERS.  
WHOLESALE DEALERS IN  
Oiled Clothing, Ducks, Stripes, Etc.  
73 Canal Street, Grand Rapids, Mich.

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

**JUDD & CO.,**  
JOBBERS OF SADDLERY HARDWARE  
And Full Line Summer Goods.  
102 CANAL STREET.

## PATENT MEDICINES.

Inside Information Regarding the Busi-  
ness.

(Continued from last week.)  
STARTING A NEW MEDICINE.

As to the amount of money it takes to  
float a new remedy very few people realize  
what it is. One of the oldest manufactur-  
ers, still in actual business, talking the other  
day on this subject, said: "Even before the  
war, before the stamp tax had been imposed  
and when advertising was a deal cheaper  
than it is to-day, it used to astonish would-  
be proprietors men to learn the cost of estab-  
lishing a business. A man would come to  
me and say, 'I've got such and such a medi-  
cine and I want to put it into the mar-  
ket.'"

"How much money have you got?" was  
the first question I asked him."  
"Oh, money enough."  
"Well, how much do you consider  
enough?"

"Three to five thousand dollars."  
"You had better save your money then.  
Unless you have got from \$20,000 to \$50,-  
000, a first-class article and the best stock  
of patience in the universe, you had better  
make your fortune in some other way. This  
generally was considered a slight exaggera-  
tion, and a good many men found out how  
near the truth it was by a dear experi-  
ence."

The newspapers, of course, get the major  
part of the advertising patronage, but there  
are many other mediums. Many of these  
were exceedingly remunerative while they  
were a novelty, but most of them have been  
so largely employed that they have ceased  
to be effective. It is estimated that up-  
wards of \$5,000,000 has been expended in  
painting the rocks and fences of the coun-  
try. A Massachusetts firm began the issu-  
ing of almanacs as a method of advertising,  
a great many years ago, and for a while had  
the field substantially to itself, but it is now  
a common expedient.

A man of position and knowledge of the  
business said: "You ask me how should a  
proprietor proceed. That is a difficult ques-  
tion to answer. But, generally, I would  
recommend something like the following:  
An advertising account of \$1,000 a month  
should be opened to present the case, and if  
the article is one that is likely to be assisted  
by a system of sensational advertisements,  
then the sum must be increased to \$3,000  
or, perhaps, to as much as \$5,000 a month,  
and at that rate it should be kept up for  
twelve months at least, if there were signs  
of the thing going."

As for the possibilities for new remedies,  
the field is very much narrower to-day than  
formerly. Many articles have not succeeded  
for the simple reason that there were already  
too many articles in the same line already  
in the market. It would be very difficult  
to make a new cathartic pill succeed, because  
there are sixty already in the field. It would  
be difficult to make a new sarsaparilla suc-  
ceed, because there are half a dozen or more  
in popular use. The same may be said gen-  
erally of plasters and ointments.

**TRADE-MARKS.**  
As has been said before, the term patent  
medicine is a misnomer. Patents are not  
issued for proprietary articles. The right,  
therefore, is not by law vested in the reme-  
dies themselves, but in the peculiar marking  
which the proprietor places upon the articles.  
The word "trade-mark" is the designation  
of those marks or symbols which are the ex-  
clusive property of the proprietor, and an  
imitation of which is punishable by law.

"A trade-mark," says Mr. S. R. Pinkney,  
"may consist of a name or a device or a pec-  
uliar arrangement of words, lines or figures  
in the form of a label which has been adapt-  
ed and used by a person, firm or corporation  
in its business in order to designate goods  
of a peculiar kind manufactured which no  
other person, firm or corporation has an  
equal right to use."

"A person may have a right in his own  
name as a trade-mark, as against a person  
of a different name, but he cannot have such  
a right against another person of the same  
name, unless the defendant uses a  
form of stamp or label so like that used by  
the plaintiff as to represent that the defen-  
dant's goods are of the plaintiff's manufac-  
ture."

"In the absence of a national law govern-  
ing trade-marks the proprietors are left as a  
resort to the State courts for adjudication.  
This, to the wealthy, may be a boon, but to  
those limited in means it becomes a burden,  
onerous and unjust. The unprincipled  
can roam from state to state, pursuing their  
dishonest calling, pirating on the hard-earned  
rights of the legitimate portion of the trade."

**TAXATION.**  
It was indeed a curious anomaly that  
while the Federal government did not afford  
protection of the trade-mark rights it did  
not scruple for a long series of years, and  
until very recently to enforce one of the  
most onerous and burdensome systems of  
taxation upon the proprietors of medicines.  
The facts of this taxation form an essential  
part of the history of proprietary articles.  
It was one of the unequal burdens which  
this branch of industry had to carry for

twenty years. The tax was imposed as a  
war measure under stress of public neces-  
sity in 1862. When advertisements were  
taxed 15 per cent., sales of merchants 6 per  
cent., and even legacies and all other finan-  
cial transactions were placed under contri-  
bution, "patent medicines" were made a  
source of revenue by the imposition of what  
was known as the stamp tax. It required  
that a stamp issued and sold by the govern-  
ment should be purchased, cancelled and ap-  
plied to each separate item of goods before  
it left the possession of the manufacturer.  
The tax was also laid on cosmetics and per-  
fumery, and thus reached all goods of a pro-  
prietary nature, including those lost, de-  
stroyed by fire or otherwise, after leaving  
the hands of the manufacturer. The tax  
was assessed upon the nominal retail price;  
and was supposed to be 4 per cent. of that  
price; but it is easy to see in view of what  
has been said, that it was fully 10 per cent.  
on the manufacturer's price. In this way it  
hung like a dead weight about the neck of a  
business already by the nature of it heavily  
remunerative to the general government.  
Thus one of the principal ingredients used  
in the manufacture of medicines, alcohol,  
pays the enormous tax of \$1.80 per gallon.  
At this rate the pharmacy using only two  
barrels a week pays to the government  
\$8,000 taxes a year on this article alone.  
Many of the other necessary adjuncts of the  
business come in for their separate revenues,  
and the whole formed a burden so onerous  
that it is no wonder the manufacturers ex-  
postulated from time to time.

But the stamp tax became a law, the years  
went by, and the showing of the manufac-  
turers was not considered. The proprietors  
complained, but complained in vain, the  
war measure still continued in force long  
after the exigency which created it has ceased  
to exist. Unfortunately, it is not possi-  
ble to obtain the figures for the proprietary  
medicines alone, for since the establishment  
of the tax the revenue from all adhesive  
stamps is aggregated on the books; but from  
the report of the commissioner at Wash-  
ington we find the revenue on cosmetics, per-  
fumery and patent medicines during the  
designated years was as follows:

1880	\$1,836,673.22
1881	1,843,234.90
1882	1,678,394.56
1883	2,186,236.16

These figures are not alone interesting, it  
may be noted in passing, for the light they  
throw on the subject under consideration,  
but because they show the steady increase  
in the consumption of the articles them-  
selves. Careful estimates show the propor-  
tion of the tax paid by the proprietary medi-  
cines alone to the amount of about \$1,800,-  
000 per year.

Nothing was accomplished until the man-  
ufacturers and dealers in proprietary articles  
of the United States formed an association  
for mutual protection and the general good.  
This association was formed four years ago,  
and is still in existence. Mr. C. N. Curtis  
has been and continues to be the president.  
It has a wide influence, and embraces all  
the more noted proprietary men who have  
used the association as a means of joint and  
official communication with the wholesale  
druggists and other associations.

The tax on alcohol still remains. This  
indispensable article to the manufacture of  
medicines is burdened in this country with  
the enormous tax of \$1.80 a gallon, while  
abroad it is absolutely free of duty. This  
fact has prevented the foreign trade in pro-  
prietary medicines from assuming the prop-  
ortions that it ought to have assumed. To  
be sure there is a rebate provided of this tax  
on alcohol used in goods to be sent out of  
the country, but practically it costs so much  
to go through the formula at the custom  
house that proprietors say it is actually bet-  
ter to let it go than to be at the expense and  
the delay necessary to collect it. One well-  
known firm had the foresight when the tax  
on alcohol was proposed in war times to  
make their manufactory a bonded ware-  
house, and during all these more than twenty  
years have been using alcohol at \$16 a  
barrel while less fortunate competitors have  
paid \$335. Sending out their goods free of  
duty they have amassed a great fortune.

## PUBLICATION OF FORMULAS.

There is at the present time no legislative  
action pending on the subject of proprietary  
medicines, but a scheme of legislation is be-  
ing talked of. The scheme simply is that  
the manufacturers of patent medicines  
should be required by legislative enactment  
to place upon the outside of every bottle or  
package of preparation the formula of the  
ingredients, so that every purchaser of the  
preparation may know just what he is buy-  
ing. At the present time a committee of  
the pharmacists are preparing a report  
upon the advisability of such an action. It  
will be seen at a glance that such a require-  
ment would be of the most radical and  
sweeping character. To force a man to give  
away the secret of his business, to the pre-  
paration of which he has given years of  
study, his thought and his money, is to in-  
stitute an arbitrary precedent, which would  
be utterly inconsistent with the spirit of our  
institutions.

A proprietor says: "If the formula was  
marked on every package it would enable  
these dealers to say, when called upon for a

medicine which they did not keep in stock,  
'I haven't it, but I know the formula and  
can mix it in an hour.' \* \* \* The  
result would be this: The retailers would  
get to making our preparations. \* \* \*  
In the general ruin which would follow the  
men who have clamored for the scheme  
which brought it about would be involved.  
Proprietary articles form fully one-half of  
their sales."

## FOREIGN TRADE.

The foreign trade in American prop-  
rietary medicines might well be made more  
extensive than it is. There is no doubt that  
the tax on alcohol has been largely at fault  
in preventing this trade from assuming its  
natural proportions. The rebate provided  
for at the custom house is practically inop-  
erative and unavailable. Still there is al-  
ready a considerable field abroad which is  
being covered with American remedies.  
Twenty years ago there were only three  
American medicines of any repute being  
sold for actual use in England, but since  
1855 the trade has very largely increased,  
so that to-day there are at least calculation  
twenty-five American articles which have an  
extensive sale in that country. Since the  
Canadian government has been very strin-  
gent in the matter of duties on proprietary  
medicines, proprietors have established, and  
are still establishing, separate manufac-  
tories in Canada, where they put up their  
goods, and thus avoid the duty entirely. If  
this will be found to pay in Canada it will  
be found to pay elsewhere. The very large  
field in this country has often taken so  
much of a manufacturer's time and atten-  
tion that he has not had the disposition to  
turn his thoughts to the other lands which  
still remain to be conquered.

## REDUCED PRICES.

Cutting of prices is said to have originat-  
ed with Western jobbers. Chicago dealers  
in the range of St. Louis, were selling goods  
at cost and paying freight on the more staple  
articles in the hope of adding the St. Louis  
customer to their books, while St. Louis  
houses were offering the same inducements  
to Chicago customers.

Western jobbers found that to extent of  
over one-third of all their sales they were  
transacting their business at a loss. No  
remedy was found until manufacturers were  
appealed to and the rebate plan adopted.  
This was simply a contract between man-  
ufacturers and jobbers by which the former  
held the profits on the goods until they re-  
ceived a certificate from the jobbers that  
they were sold at full prices. It amounted  
simply to this: "When you will send us a  
certificate that you have sold these goods at  
the full price we will credit you balance on  
our books." The result was inevitable. The  
prices were restored, and \$600,000 profits  
before thrown away were restored to the  
jobbers.

While the manufacturers could easily  
deal with the jobbers, they found it some-  
thing more of a task to regulate the conduct  
of the retailers. Of course, to a certain ex-  
tent they did not care. They sell just as  
many goods and the retail prices are of no  
effect on their own profits; but inasmuch as  
large number of retailers to a district are  
considered more advantageous in the distri-  
bution of goods than a few, and as the ten-  
dency of cut rates is to reduce the number  
of retailers the manufacturers would prefer  
a fixed and uniform schedule. But thus far  
all attempts to secure such a schedule have  
been vain. The Campaign plan, by which a  
very close union was to be made of the pro-  
prietors and wholesale dealers which should  
cut off the supplies of all who did not sell at  
full prices was tried for a year or so, but  
was finally abandoned. The result of all  
this is that to-day the cutter's prices, or a  
modification of them are being adopted.  
This will gradually assume a definite form  
and the prices of the future will be found to  
be a mean between the most scalping of the  
cutter and the full rates of yesterday.

As for the depression of 1883-84 it has not  
affected the proprietary medicine business  
adversely in the least. If it has any ten-  
dency at all in this matter "hard times"  
tends rather to increase than diminish the  
sale of proprietary medicines, for it enforces  
a closer attempt of economy among the peo-  
ple than that which ordinarily prevails. So  
it is that the business has gone on steadily  
increasing since the beginning.

Among the different branches of the furni-  
ture trade there are none in which the com-  
petition has been so strong, or prices re-  
duced to so low a limit, as in that of chairs.  
Prices in some of the cheaper goods, in-  
deed, have been so reduced that goods are  
actually sold at less than the cost of original  
production. Why or how this can be done  
is no less a problem than it is an unfortu-  
nate fact, which, to some extent, explains  
the stagnation which has existed in this line  
for the past six months. Next to chairs in  
laggardness of improvement, are the more  
costly styles of chamber suits. The cause  
of this is more easily explained. It is be-  
cause of the only too manifest overproduc-  
tion of cheap imitation and painted soft  
wood suits, and the universal inclination,  
born of hard times, which induces all  
classes, in pursuance of a false idea of econ-  
omy, to purchase the cheapest goods that  
will possibly answer their purpose.

## Spending Money on Merchants a Thing of the Past.

From the Hotel World.  
About a dozen commercial travelers sat in  
the corridor of the Palmer House, Chicago,  
one night and exchanged stories of business  
experience.

"The worst I ever got taken in," remark-  
ed the representative of a boot and shoe  
house "was about three years ago by a mer-  
chant from Ottumwa, Iowa. He was a very  
heavy buyer and I had for a long time been  
trying hard to sell him a bill of goods. Late  
in the evening I heard he was at the Com-  
mercial Hotel and I hurried around and met  
him. There were two or three other drum-  
mers in the same line of business with him  
at the time and I took the Ottumwa right  
away from them. After we had a couple of  
drinks and a cigar I commenced talking  
boots and shoes to him. He did not appear  
to be very much interested in the subject,  
so I concluded he intended to buy from  
someone else, and I was determined he  
should not. We started out to see the town  
by night. Well, we made a night of it. It  
was one of the worst debauches I ever was  
on. About 11 o'clock the next day we re-  
turned to the hotel. The gentleman from  
Iowa was delighted with his experience and  
thanked me over and over again. In the  
afternoon I invited him around to my place  
of business. 'I shall be delighted to ac-  
company you,' he said, 'but I am very sorry  
to say I have already purchased my goods  
at another house.' This announcement al-  
most took away my breath. I was out very  
nearly \$150 on him. That's what it cost me  
to see the sights of Chicago by night. It  
took a good while, but I finally made my  
money back in experience. Now, before I  
spend a cent upon a man I ask him if he  
has bought his goods."

"I got pretty badly taken in myself once,"  
chimed in a traveling man for a hardware  
house. "It was when I first entered the  
business, and immediately after making my  
first trip on the road. I was what all the  
boys call a very fresh young man. Any-  
way, I have never since had the same high  
opinion of myself. A lot of my friends  
thought it would be a good thing to con-  
vince me that I was not more than an aver-  
age person. This was in St. Louis. There  
was a large cattle owner from the Indian  
Territory stopping at the Planter's Hotel.  
I was informed that he was a large mer-  
chant at Vinita in the Territory. I took it  
for granted and introduced myself to him.  
He was a very sociable fellow, and took a  
number of drinks at my expense. I showed  
him all over St. Louis in a carriage that  
afternoon, and at night we 'painted' the  
town. Next morning I called on him and  
asked to sell him a bill of goods. 'Why,  
my dear fellow, I am not merchandizing, I  
am in the cattle business.' What could I  
say? Nothing; for the man had been per-  
fectly innocent of my purpose."

"This habit of spending money on coun-  
try merchants is pretty much a thing of the  
past," said one of the party in reply to a  
question. "A few years ago it was carried  
on to a frightful extent. Nearly every  
drummer followed the custom more or less.  
Now it is disreputable and even dishonor-  
able. A salesman who persists in it is  
thought nothing of by a first-class business  
house. Now, only a few years ago the man  
who spent the most money got the most  
trade. When a merchant made a trip to the  
city once or twice a year he was taken in  
hand by the salesman, and it generally  
meant a spree. If the merchant did not  
believe in that sort of a thing, a more in-  
nocent but just as extravagant manner of en-  
tertainment was furnished. The merchant  
got it into his head that the jobber who  
did not spend money freely was stingy or  
did not sufficiently value his cus-  
tom. They would only trade with the man  
who spent money."

"The merchant has learned though, now,  
that most of this money came out of his  
own pocket, and not out of that of the sales-  
man. The more money wasted on him the  
more he paid for his goods. The prosper-  
ous business man who comes to the city  
nowadays will not allow a cent spent upon  
him. If a salesman treats, the merchant  
insists upon doing the honors the next  
time."

"Then the merchants when they come  
here are more moral than of yore?"

"No, I think not, though I don't admit  
they are immoral. The salesman takes his  
customers around sight-seeing, and goes up-  
on sprees same as he ever did, but the mer-  
chant bears his share of the expense. I was  
out with a merchant the other night and he  
would not allow me to spend a cent. He  
said: 'You are giving me your time by be-  
ing my escort; now, why should you spend  
your money?' There is many a merchant  
of the same opinion, and I think in another  
year or two the money will be spent by the  
merchant instead of the salesman. At pres-  
ent the city is crowded with country mer-  
chants from all parts of the West. These  
gentlemen make from one to two trips each  
year to the city."

The Provincial Bank of Buenos Ayres has  
a capital of \$33,000,000 and deposits amount-  
ing to \$67,000,000. These figures are not  
equaled by any United States bank.

# 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 14, 1885.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

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

THE TRADESMAN acknowledges the receipt of a copy of the constitution and by-laws of the Grocers' Association of the City of Muskegon.

## Corn Cure in a New Role.

H. B. Fairchild is the patron saint of a mysterious chemical conglomeration known as "Henry's Corn Cure." A well-known professional gentleman recently purchased a bottle of the preparation, with a view to removing a couple of painful pedal projections. He applied the remedy according to instructions—or, rather, lack of instructions—and a couple of days afterward purchased a pair of crutches. The day following he did not appear at his place of business, and from the profanity which emanated from his residence the neighbors were inclined to the opinion that he was putting up a couple of hundred stoves. The next day he went to and from his office in a hack, and had his meals sent up from a restaurant. A day later he purchased a gun, a bowie knife and a loaded cane, cut holes in the toes of a pair of \$9 shoes, and sought an interview with the destroyer of his happiness. Mr. Fairchild avoided a fatal encounter, however, by writing his check for \$25, in payment of the following items:

Paid for crutches..... 3.00  
One day's lost time..... \$5.00  
Hack hire..... .50  
Extra meals..... .25  
Spilled shoes..... 4.00  
General inconvenience..... 5.25

The trouble with the corn cure is that it doesn't stop at the corn, but keeps on eating, and is particularly fond of toes. Mr. Fairchild, it is understood, will procure a patent for his remedy, and seek to introduce it to the use of surgeons. Instead of using saws or knives when amputation is necessary, a little of the corn cure rubbed on the limb will answer the same purpose. There is undoubtedly a fortune in the discovery.

## A Chicago Suggestion.

From the Chicago Current.  
Following the recent National Convention of the trade, the Michigan Pharmaceutical Association will meet at Detroit. Druggists complain (1) that they stand between the patient and the doctor, and often keep the doctor from carelessly killing the patient; but (2) that when a druggist makes an error it is all up with the patient, for there is no one to catch the druggist's errors. This is the old cry of the proof-reader and the make-up, and there is a good deal of truth in it. But mankind will have become nobler ere druggist, or proof-reader, or make-up shall receive charitable treatment. The druggists ought to present their remedial views to the Legislatures. Doubtless such a bill would pass. If a suggestion may be made here, it can be said that the prescription-clerk might invite the patron to watch him while putting up medicine, or, if the additional expense be profitable, a second clerk might instead assist. This is the way proof is read and papers are made up at late hours, when all mistakes are final and irremediable. In fact, that is the way the principal gambling-banks are carried on—a "lookout" being always at hand.

## Hawkins' Estimate Too Low.

"I see that Lew. Hawkins places the number of barrels of sugar sold by Grand Rapids jobbers at 30,000 per year," said Amos Musselman, the other day. "In my opinion, his estimate is altogether too low. I happen to know that one of our local brokers sold 2,800 barrels last month for one manufacturer alone, which would be at the rate of 33,600 barrels per year. When we come to consider that that broker represents other houses in the same line, and that there are three brokers here selling sugar, I think the actual transactions are nearer 60,000 barrels than the number Mr. Hawkins suggests."

The Union Pharmaceutique says that an eminent chemist prepared with great care a mixture of manganese permanganate of potash, and oxalic acid, only to find that the mixture exploded in a few minutes afterward in the patient's pocket. It also gives an instance of a tooth powder composed of caehou and chlorate of potash exploding in the mouth of a person engaged in brushing his teeth.

## AMONG THE TRADE.

### IN THE CITY.

Daniel Lynch has moved into his new house at the corner of James street and Wealthy avenue.

F. E. Cross has moved his stock of groceries and drugs to this city, locating on South Division street.

Gus. Begman, grocer at Bauer, has added a line of boots and shoes. Rindge, Bertsch & Co. furnished the stock.

Hester & Fox have lately sold a saw mill to Ed. Lillie, at Coopersville, and a boiler to L. Quackenbush at Pleasant Corners.

A. C. Hydorn has engaged in the boot and shoe business at 23 West Bridge street. Rindge, Bertsch & Co. furnished the stock.

Ludwig Winternitz, jobber of vinegar, yeast and imported cheese, has gotten in the fifth carload of vinegar within three months.

H. Leonard & Sons have just issued a forty-eight page illustrated catalogue, which eclipses anything of the kind ever before sent out from this market.

J. H. Parker, State agent for Chandler & Taylor, has lately sold sawmill outfits to Geo. T. Joslin, near Marquette, and E. W. Rose, at Stover, near Mancelona.

D. W. Williamson, the well-known mechanical draughtsman is closing out his business here, preparatory to removing to Indianapolis, where he will locate permanently.

Stow & Haight, in addition to their line of tables, have put on the market three suits in maple, ash and imitation mahogany, which will sell for \$20, \$25 and \$38, respectively.

Local jobbers have received notice that on and after next Monday they can offer 40 and 5 per cent. discount on standard rubber goods and 40, 10 and 5 per cent. off on second quality.

All reports from Boston are to the effect that the Peninsular Novelty Co.—in which several Grand Rapids capitalists are interested—is literally coining money, and that Bell telephone dividends will be in order during the next few years.

A Grand Rapids member of the Chair Manufacturers' Association, which met in secret session at Chicago, October 1, 2 and 3, states that an agreement was effected to advance the price on wood seat and cheap and medium grade cane chairs from 5 to 33 1/2 per cent. The advance takes effect on the 20th.

Creditors have attached the safe, office furniture and some land owned by the late firm of Smith & Barrett, who carried on a lumber business in the Houseman block. The liabilities of the firm are about \$2,000, and the general impression is that they will not be able to pay in full. Mr. Smith came here some time ago with \$10,000 or \$12,000, most of which is supposed to have been sunk in the business.

Edward W. Locke has invented and applied for a patent on a machine for making grease boxes, measures, etc., which can be turned out at the rate of fourteen per minute. An automatic arrangement bends the rim, puts the bottom in place, and fastens the rim by means of clinched nails. Nothing of the kind has ever before been placed upon the market, and the probability is that the inventor will receive a reward commensurate with the value of his device.

### AROUND THE STATE.

J. C. Schaub, grocer and feed dealer at Boyne, has assigned.

M. J. Goss succeeds M. J. Goss & Co. in general trade at Prairieville.

S. W. Kramer has removed his dry goods stock from Cadillac to Boyne.

Geo. Bryant succeeds Balmer Bros. in the grocery business Port Huron.

Razek & Winsdor succeed Razek & Irwin in general trade at White Rock.

Waldron & Walker succeed R. Waldron in the grain business at Jackson.

Chas. Treat succeeds Treat & Redden in the grocery business at Buchanan.

Warren & Baker succeed Clark & Trigg in the hotel business at Bronson.

T. M. Crane succeeds A. J. Bartlett in the notion business at Eaton Rapids.

Brandes & Scharbring, grocers at Carleton, have dissolved, Brandes retiring.

Arehie McKinnon has bought the hardware stock of Joseph Tyler, at Shelby.

C. F. Phillips succeeds Phillips & Cole in the hardware business at Eaton Rapids.

Hadley & Salvin succeed Van Lew & Porter in the hotel business at Cedar Springs.

Ed. S. Lewis is building an addition to his store at Eckford, 18x32 feet in dimensions.

Carl Sorenson, cigar dealer at Shelby, has closed out. His creditors mourn the loss of small amounts.

McDonald & McCrea succeed John Goulen & Co. in the wholesale and retail liquor business at Cheboygan.

S. C. Darrow, formerly engaged in general trade and the manufacture of hardwood lumber at Bingham, has closed out his business at that place, and removed to Traverse City where he proposes to re-engage in general trade as soon as a building now in course of construction is completed.

### MANUFACTURING MATTERS.

T. R. Lyon's salt block, at Ludington, is under construction.

L. W. Crane is making large investments in land in Benzie county for lumbering purposes.

Blanchard & Co. are putting in a new boiler and engine at their shingle mill at Rodney.

The property of the St. Joseph Paper Pail Co., at St. Joseph, has been sold under trust deed.

The Kirby-Carpenter Company has 14,000,000 feet of lumber in pile at Menominee, and 20,000,000 feet of logs in boom.

P. H. Hamlin, formerly of Reed City, has leased the Mt. Vernon grist mill, at Evert, of P. B. Lemert. The lease runs five years.

Hopkins & Co., of Bear Lake, have this year shipped 1,800 cords of hemlock bark, and 8,000,000 feet of hardwood lumber.

Chase Eclipse: Rumor says that Grand Rapids parties have secured a large tract of pine north of town and will at once erect a big saw mill to cut it out.

A village called Petersville has been platted in the northwest part of Lake county, on R. G. Peters' railroad. Twenty families have already located there.

The Grand Haven Lumber Co. has 45,000,000 feet of pine lumber north and east of Cedar Lake, which will be put into Flat river during the next two years.

J. P. Clark, of the firm of Clark Bros., manufacturers of sawmill machinery at Belmont, N. Y., was in the city several days last week, visiting his agent, W. C. Denison.

Besemer, the new town near the Gogebic region, is said to be growing and rapidly assuming the aspect of a city. Buildings are going up on all sides and a new hotel is being built.

Salling, Hanson & Co., recently sold to the Manistee Lumber Co. 3,500,000 feet of logs at \$10.70 afloat in town 29-4. It is estimated that it will cost \$1.50 a thousand to bring the logs to Manistee.

Wright & Ketcham, having completed the construction of the main line of the Tittabawassee & Hope railroad, are grading two branches, one four and the other two miles long, and the iron will soon be laid.

The Case & Willard Manufacturing Co., at Battle Creek, will start up its works, with a full complement of men, on November 1. Nichols, Shepard & Co., of the same place, will start up with a reduced force on November 2.

Dimmen den Bleyker and Edward McCaffrey, proprietors of the den Bleyker Manufacturing Co., at Kalamazoo, have dissolved. Mr. McCaffrey retires to engage in other business. The business of the old company will be continued under the same style by Mr. den Bleyker.

The Cadillac & Northwestern Railway, owned by the Cummur Lumber Co., of Cadillac, now completed and in operation from that place to Komak park, on Muskrat lake, in Missaukee county, will be immediately extended five miles further north, passing around the lake, and thus making ferriage unnecessary in reaching Lake City. This extension will reach a large tract of pine hitherto inaccessible.

### STRAY FACTS.

A. D. Rork has started a meat market at Hastings.

E. F. Evans & Son have opened a tinshop at Nashville.

A. G. Fox will engage in the sale of gas fixtures at Marshall.

E. D. Beach has engaged in the commission and brokerage business at Adrian.

A. G. Butler is erecting a grain elevator at Bellevue, with a capacity of 10,000 bushels.

Hannah, Lay & Co. have issued a neat memorandum book, with advertising on alternate pages.

W. J. Black, who has been buying grain and potatoes at Sand Lake, contemplates erecting a warehouse and elevator at that place.

Grand Haven Herald: About 150 tons of east-bound freight and twenty carloads of west-bound freight is handled daily at the railway docks in this city.

A Sand Lake correspondent writes: There is some talk of S. L. Ware building a large store east of Butler's block. If he does he will open a general store.

Ovid Union: C. C. Taylor has closed his business relations with the grocery firm of Bowen & Taylor. Mr. Bowen will continue the business alone as heretofore.

The Bank of St. Johns has been organized under the State law with \$50,000 capital. The officers are: O. W. Munger, president; Geo. F. Marvin, vice-president; and Alvin Shaver, cashier.

Fletcher E. Turrell and Geo. W. Albrecht, proprietors of the Bank of Bellaire, and owners of real estate at Bellaire, have dissolved, Turrell retiring. The business of the late firm will be continued by Geo. W. Albrecht, Chester Thomson and Egbert F. Albrecht under the firm name of Albrecht, Thomas & Co.

Mecosta Sentinel: We hear it rumored that Wm. H. Smith, the Big Rapids clothier, has purchased a lot east of Parks Bros.' store and will proceed to erect a building for a clothing store. Also that S. S. Wilcox, of Big Rapids, has purchased a lot east of Parks Bros.' store and will proceed to erect a building to be used as a hardware store.

Ovid Union: The suit brought by Chas. Root & Co., of Detroit, to break the mortgage given by Potter, Beattie & Co. to Sowers & White, bankers, as security for money borrowed, and the transfer of real estate by the late firm to home creditors, just before this assignment, has been decided against Sowers & White. This decision of the circuit judge pleases the unsecured creditors of Potter, Beattie & Co., who now anticipate a percentage on their claims. J. C. Darragh, assignee of Sowers & White, will

carry the case to the Supreme Court. The suit is an important one and as its decision will in a measure determine the validity of chattel mortgages when given for similar security, its final settlement is watched by business men the State over with more or less interest.

### Purely Personal.

Mrs. Emma E. Hurtle and son, of Potoskey, are the guests of J. H. Parker and family.

Jas. Fox and L. L. Loveridge left Tuesday morning for Louisville and Cincinnati, to be gone four or five days.

W. E. Holbrook, editor and manager of the Cincinnati Furniture Worker, was in the city several days last week.

F. Ranville, of the belt manufacturing firm of F. Ranville & Co., has gone to New York to purchase the necessary machinery to increase the capacity of the factory.

Dr. C. B. Dickson, of Detroit, is in the city looking over the ground with a view of establishing three lines of manufactures. He will locate here, if properly encouraged by men of capital.

S. E. Wait, the Traverse City druggist, was in the city over Sunday, the guest of his former partner, L. M. Mills. Mr. Wait was on his way to California, where he will spend a couple of months.

John Wallace, who has managed C. Mears' interests at Mears for a number of years past—to the satisfaction of all concerned—has resigned his position, and leaves shortly for Chippewa Falls, Wis.

Among those who will attend the third annual meeting of the Michigan State Pharmaceutical Association, at Detroit this week, are Frank J. Wurzburg, Frank E. Escott, Dr. W. H. Ross, Dr. H. E. Locher, Wm. E. Osborne and E. A. Stowe.

Dr. C. S. Hazeltine leaves next Monday for Philadelphia, where he will attend the annual convention of the National Wholesale Drug Association, to be held in that city from October 20 to 23, inclusive. He will be joined by Capt. C. G. Perkins and wife, who go direct from their home at Henderson, Ky.

### Can Never be Wholly Superseded.

From the Commercial Enquirer.  
The credit system can never be wholly superseded, particularly in the broader fields of commercial life. It is the direct cause of much of the evil which afflicts our people, second only to those of the rum traffic itself.

To institute and make cash payments a success would be to bring about a most marvelous result, changing the whole current of mercantile life and effecting an equally marvelous change on the face of society. Think of it. How it would simplify business. The process would consist almost solely of buying and selling—taking in cash and paying it out—no charging, no book-keeping, no worry, care, anxiety or concern regarding bad debts, and no trouble collecting them. No need of lawyers, justices, constables, judgments and executions. Half of the merchants' energies now frittered away and lost would be saved and concentrated upon his business.

And then the effect upon society, compelling and encouraging thrift in families where improvidence, with all its shiftlessness, has been the rule, instituting economy for extravagance, honesty for dishonesty, and bringing into play and practice the whole catalogue of virtues following in the wake of upright dealing.

### The Gripsack Brigade.

Harry McDowell is "doing" Boston and suburbs.

Leo. A. Caro and wife have gone to Jackson for a ten days' visit with A. F. Peake and family.

Now rehearse the latest gags carefully, so as to spring them on unsuspecting dealers in good style.

John L. Joseph, Michigan representative for S. J. Foree & Co., of Covington, Ky., left Tuesday for a week's visit with his house.

T. P. S. Hampson will have charge of an exhibit for the Anti-Kalsomine Co., at the State Pharmaceutical Association's meeting at Detroit this week.

Max Mills is by no means a handsome man, but since he has become the patron of a barber shop his features disclose a Celtic appearance which was heretofore unsuspected.

Geo. F. Owen has rented his farm and disposed of his horses, cattle, hogs, geese, ducks, chickens, dogs, etc., and removed to the city, where he is located in the Bemis block. As a relic of his agricultural life, he has brought to town a pumpkin nearly six feet in circumference and weighing 105 pounds. This goes to show that he is capable of grasping fame as a pumpkin raiser as well as a canine cultivator.

### A Chicago Druggist's Suicide.

A clerk in a drug store at Halstead street and Canalport avenue answered a telephone call the other day, and, in response to his query of "Who's there?" received the reply that it was "August Kussman," who said: "Please tell my wife that I have just taken twenty grains of morphine. If she wants to see me alive she will have to come pretty soon." After thinking the matter over an hour or so, the clerk told the police about the strange message. A patrol wagon was immediately sent to Kussman's drug store where he was found lying under the telephone in an unconscious condition. Efforts to resuscitate him proved unsuccessful, and he expired soon afterward. Despondency over domestic difficulties is thought to have been the cause of the suicide.

## LADY TRAVELERS.

Advanced Ideas on the Subject by a Merchant's Wife.

RYERSON, Mich., Oct. 9, 1885.

Editor Michigan Tradesman:

DEAR SIR—In your issue of week before last, I saw an article on lady travelers, written by a drummer, which rather called forth my indignation regarding the sentiments expressed by the writer. Of course, I do not pretend to say that I know as much about the life of a commercial drummer as he; but I do think that I know as much of the instincts and feelings of a lady as he could possibly know, and feel fully as competent to judge what a lady may bear and contend with without losing that "delicacy of feeling and refinement of manner" which constitutes one. Among other objections to ladies as commercial travelers, he very pathetically alludes to the snubs which drummers have sometimes to endure from merchants with whom they deal. Now, in an article of this kind, I do not approve of fine flowing periods or soaring flights of fancy, so I will simply say that in my experience with this class of people, namely, drummers, the man who is a gentleman is invariably treated as one by the merchant, and, if the agent were a lady, no dealer would treat her otherwise than as one. There are agents whom I have seen who, undoubtedly, deserved snubbing. You take that class who sail into a man's place of business as if they owned the universe, or were traveling for a firm that furnished passports to eternal felicity and had the monopoly of these same desirable articles, obtainable only from him—let him thrust his wares into a dealer's face, whether the dealer wants them or not, talking all the time like an improved phonograph wound up for a week, warranted not to rust or wear out, and a dealer will sometimes mildly suggest that he will not buy of him; and I have seen those who deserved that the suggestion should come from the toe of a No. 9 shoe; and, from some allusions suggestive of self-importance in the article I read, I conclude that, undoubtedly, this same drummer is one of the kind who do get snubbed. If these are his only fears regarding lady travelers, let him dismiss them. I believe in the life for a woman which suits her best. If she prefers carrying a grip and sample case to standing all day behind a counter, or running a sewing machine until her head aches and her brain reels, with that other sublime alternative staring her in the face—namely, doing general house work, with a certainty of being snubbed—I say, if she prefers the life of a commercial agent to any of these, it is her privilege to choose it, and she need not feel that there is anything degrading or debasing in her choice. There are many articles of manufacture which a woman can sell as well, or better than a man, and why not extend to her the opportunity?

Yours Very Truly,  
Mrs. S. E. JOHNSON.

### More Business Activity.

From the American Machinist.

Every day we hear reports of the starting of idle mills, shops and factories. Business has been depressed, but there is something more than the perennial "better feeling" observable just now. Manufactories are starting up because they have orders to fill. In most cases profits are small, but they are large enough to make it more desirable to run the establishments than to remain idle and keep customers away. In parts of New England, cotton mills are easier than they have been for months before. Rolling mills are resuming work in many places, but the iron trade needs a strong impetus to get into activity again. Rails are in better demand, and there has been a stiffening up in price. Danbury recently made the largest shipment of hats on record. The hosiery mills in Philadelphia are working full time with a full complement of hands, and the demand for goods is said to be heavier than it has been for two years before. Transportation lines are having an increase of freight and there are daily stronger indications of greater business activity.

### Ended in a Grand Tableau.

Mother—Ella, go to bed. Say good night to the governess and give her a kiss.

Ella—No, mamma, I don't want to give her a kiss.

Mother—And why not?

Ella—Because when any one gives her a kiss she boxes their ears. Ask papa if she doesn't.

A. C. Dowse, editor of the New England Grocer, favors THE TRADESMAN with a copy of the Malden City Press, of which journal he is also the editor. A recent issue of the latter contains an account of the dedication of a memorial building erected by E. S. Converse and wife, who are relatives of Deacon Converse, who has something like a million dollars invested in and around Grand Rapids.

Durham, N. C., a tobacco manufacturing town, shows remarkable development. Twenty years ago it was a small hamlet with but 90 inhabitants, and the total valuation of property was only \$10,000. A recently-completed census shows a population of 3,370, and the assessed valuation of the property is given at \$3,000,000.

A young Cincinnati woman recently used \$15 worth of paint, \$2 worth of canvas, paid \$10 in railroad fare, \$15 board in the country two weeks, and painted a picture worth less than 50 cents. When chromos can be bought with a pound of tea, this looks like extravagance.

"What is the worst thing about money?" asked a Sunday-school teacher. "Its scarcity," replied a boy promptly.

Monopoly and Anti-Monopoly.  
Anti-monopoly is a very sounding war-cry, and thousands are echoing it with a vague notion that it means something virtuous and proper. There is an anti-monopoly league that is very busy formulating charges and organizing public sentiment, so that with large classes anti-monopoly is a sort of shibboleth by which the political soundness of people is judged. Now, it is scarcely necessary to say that monopoly in some of its forms may be just as obnoxious as it is declared to be; but, on the other hand, it is necessary to say that monopoly is not of itself an evil, and, like many other things in this world, it is only when abused that condemnation is called for. Scarcely any of the great enterprises of the age would have been undertaken if the exclusive enjoyments of profits, at least for a time, had not been assured. Capitalists would not originally, for instance, have put their money in gas companies if the right to lay gas mains had been open to everybody. Railroads, in many instances, would never have been built had it not been believed that traffic along their lines would be exclusively under their control. It is clear to every observer that capital will not be invested in enterprises involving risk unless the promises of profit are alluring, and in many instances the assurance of profit depends almost altogether upon the guarantee of exclusive privileges. Monopoly, we thus see, is an incentive to enterprise, and therefore an important factor in civilization. Monopoly, moreover, is often absolutely unavoidable. There can be only one railroad in a street like Broadway, and it is simply idle to denounce the company that has the privilege of running cars thereon as a monopoly, unless in the enjoyment of its privilege it disregards public convenience. Even when monopoly becomes an evil it is questionable whether it does as much mischief as unrestricted competition, which everywhere is destroying profits and consuming capital. Competition cannot lawfully be restricted, and within proper limits it is advantageous, perhaps necessary; but reckless competition is really a greater evil than monopoly even at its worst; and in each case it is not the thing itself, but certain obnoxious forms of it only, that is censurable.

Already lumbermen are actively preparing for the winter campaign in the pinerias, and contracts are being made for enormous quantities of baked beans, pork, beef, butter, coffee, sugar, flour and the other solid articles of food that are devoured by the hungry loggers. Men are being engaged to swing the axe and to haul the logs to the streams, and there are plenty of applicants at rather low wages. The log "crop" will not be nearly as large as in some recent years, for lumber manufacturers are becoming more conservative, and they are at last finding out that it is better not to overstock the markets of the country.

H. P. Colegrove, representing E. R. Durkee & Co., was in town over Sunday, and called on the jobbing trade Monday. Colegrove, it will be remembered, always strikes Grand Rapids on Sunday.

The annual consumption of ivory is that produced by sixty-five thousand elephants. It is not known how long the supply may last, but if it should cease substitutes for it would readily be adopted.

S. A. Watt, of the firm of Watt & Cahoon, general dealers at Saranac, was in the city several days last week, the guest of Dick Warner and D. C. Underwood.

Patent medicines are not an American notion, as one might suppose, but an English idea. Few fortunes have been made in the business, although one concern clears \$600,000 annually.

## PEIRCE & WHITE,

JOBBERS OF  
CHOICE IMPORTED AND  
DOMESTIC CIGARS,

Plug, Fine Cut and Smoking  
Tobaccos,

Specially Adapted to  
the Trade.

79 Canal Street, Grand Rapids, Mich.



## TO THE TRADE.

We desire to call the attention of the Trade to our unusually complete stock of

SCHOOL BOOKS,

School Supplies

And a General Line of Miscellaneous Books, Stationery, Paper, Etc.  
We have greatly increased our facilities for doing a General Jobbing Business, and shall hereafter be able to fill all orders promptly.

We issue separate lists of Slates, School and Township Books, Blanks, Etc., which will be mailed on application.

Quotations on any article in our stock cheerfully furnished. We have the Agency of the

REMINGTON TYPE WRITER

For Western Michigan.

Eaton & Lyon

20 and 22 Monroe St., Grand Rapids, Mich.

# Drugs & Medicines

## STATE BOARD OF PHARMACY.

One Year—Geo. M. McDonald, Kalamazoo.  
 Two Years—F. H. J. VanEmster, Bay City.  
 Three Years—Jacob Jesson, Muskegon.  
 Four Years—James Vernon, Detroit.  
 Five Years—Ottmar Eberbach, Ann Arbor.  
 President—Ottmar Eberbach.  
 Secretary—Jacob Jesson.  
 Treasurer—James Vernon.  
 Next place of meeting—At Detroit, November 8, 1885.

## Michigan State Pharmaceutical Association.

**OFFICERS.**  
 President—Geo. W. Crouter, Charlevoix.  
 First Vice-President—Geo. M. McDonald, Kalamazoo.  
 Second Vice-President—B. D. Northrup, Lansing.  
 Third Vice-President—Frank Wurzburg, Grand Rapids.  
 Secretary—Jacob Jesson, Muskegon.  
 Treasurer—Wm. Dupont, Detroit.  
 Executive Committee—H. J. Brown, A. B. Stevens, Geo. Gundrum, W. H. Keller, F. W. Fincher.  
 Next place of meeting—At Detroit, Tuesday, October 13, 1885.

## Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.

## OFFICERS.

President—Frank J. Wurzburg.  
 Vice-President—Wm. L. White.  
 Secretary—Frank H. Escott.  
 Treasurer—Henry B. Fairchild.  
 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. G. Verno.  
 Committee on Legislation—Isaac Watts, O. H. Richmond, Jas. S. Cowin.  
 Committee on Trade Matters—H. B. Fairchild, John Peck, Wm. H. Van Leeuwen.  
 Regular Meetings—First Thursday evening in each month.  
 Annual Meetings—First Thursday evening in November.  
 Next Meeting—Thursday evening, November 5, at "The Tradesman" office.

## FORMULAS ON PATENTS.

### Draft of a Bill for a State Law on the Subject.

At the annual convention of the American Pharmaceutical Association, Prof. A. B. Prescott, as chairman of the committee on patent medicines, presented a draft for a State law providing for the printing of the formulas of patent medicines on the labels of which the following abridged copy embodies the principal features:

1. Proprietary medicines in existence on Dec. 31, 1885, as shown by registration of their names between Oct. 1 and Dec. 31, may be sold without a declaration of such constituents as are not liable when in excess to produce dangerous results. But after May 1, 1886, the registered proprietary medicines shall not be sold without a declaration of potent constituents (liable if in excess to produce dangerous results) and a statement of the quantity of each such constituent.

2. Proprietary medicines not registered on Jan. 1, 1886, shall after that date bear upon the label the names of all constituents, both harmless and potent, and, after May 1, 1886, the quantities of all constituents that are potent substances.

3. In other words, after Jan. 1, 1886, all newly introduced proprietary medicines, as well as older ones which have not been registered, that carry on their labels the names of their constituents, and after May 1, 1886, all proprietary medicines, irrespective of registration, must carry upon their labels the names and quantities of such constituents as are potent substances.

4. The object of registration is to shield medicines already in the market from the requirement to declare their constituents so far as these are harmless.

5. The term proprietary medicine to designate any simple or compound medicine for internal or external use (in the human body) claimed as the exclusive product of a special manufacturer, or which is designated by a special name or title not recognized by pharmacopoeia or dispensatory of any nation or of any school of medicine. Not to apply to simple or compound medicines prepared or dispensed by physicians or pharmacists from designated ingredients not themselves proprietary medicines in the meaning of this act.

6. The names of constituents as required, shall be either common or scientific names; if common, those in general use among English speaking people; if scientific, those recognized as such. The names required shall not be such as themselves denote any secret, private or proprietary mixture or compound. The quantities required shall be stated in weight or measure of each potent constituent intended by the manufacturer to be contained in a stated weight or measure of the medicine, or contained a given dose, so that the preparation which the potent constituent bears to the whole medicine may be easily ascertained. The printing of names and quantities of constituents shall be in legible English type on the label.

7. Potent substances to be such shall be found and from time to time proclaimed by the State Board of Health to be such as, in their judgement, have an energetic or potent action, and which, if improperly or carelessly used, or used without their quantity of strength being known, may produce dangerous results.

8. Penalty: Fine or imprisonment.  
 9. Prosecution: By prosecuting officers of the county, on complaint of the State Board of Health, or of any sanitary authority or officer, or any licensed practitioner of medicine.

10. Duties of the State Board of Health: Registration of proprietary medicines between Oct. 1, and Dec. 31, 1885, for the fee of — dollars, and proclamation (as early as Oct. 1, 1885, and from time to time of a list of potent substances liable to be used in proprietary medicines. Have right to com-

plain of violations of law to officers of prosecution.

The Association adopted the report, and also unanimously adopted the following resolution:

Resolved—That in the opinion of this Association all proprietary medicines ought to carry on their labels a statement of their constituents.

## Chlorate of Potash Not Entirely Harmless.

Dr. Jacobi, in a recent lecture on "Domestic Medicine," has the following concerning the use of chlorate of potash:

Within the last thirty years chlorate of potash has been made use of in medicine in many ways. It is a good, perhaps the best, remedy in the ordinary forms of catarrhal and ulcerous inflammation of the mouth and throat, originating in the irritation due to sudden changes of temperature, to want of cleanliness, putrid decomposition of food, or to the use of mercurial medicines. It has also been largely recommended as an accessory remedy in the treatment of the ordinary forms of diphtheria. The frequency of these diseases in the last twenty-five or twenty-seven years has brought this medicine into popular notice and favor. It has consequently risen or fallen to the rank of a household remedy in the fullest sense of the term. I am safe in presuming that at least half of my hearers have made use of this remedy without the advice or prescription of a physician. There are but few households in which the careful housewife has not put aside for future use a little box or package of the familiar white crystals. Now, the mere stowing away of this remedy is not without danger. When dry and pulverized, a sudden concussion will occasionally cause it to explode. I have myself known a misfortune result from the shaking-up of a bottle containing the dried powder. When taken internally the substance may readily act as poison. It passes through the digestive organs and through the blood, into which it enters without undergoing change. It passes out of the body in the same form in which it is introduced. At the same time through mechanical and chemical action, it considerably changes the composition of the blood and of the coloring matter in the blood. Twenty grains in the course of a day for a one-year-old infant, and ninety grains for an adult, are about as much as can safely be administered. To take more is injurious and dangerous.

## Are Pills Essential to Life?

From the New York Tribune.  
 Judge Chipman, of Detroit, has just decided that a contract made by a drug firm not to sell certain pills below a certain price is valid. This decision is based on the view that pills, unlike wheat and coal and similar articles, are not necessities of life. To assert that pills are "in any sense indispensable to the human race," says Judge Chipman, "would be a violent presumption not to be entertained judicially, and only to be established by evidence which every sensible man knows has no existence."

We must differ wholly from the learned judge. Pills are absolutely essential to the lives of druggists; for without them the druggist cannot make a living. Without them the homeopathic physician cannot keep body and soul together, nor can his patients; without pills as a foundation many a printer and lithographer would starve for want of business; many a quackman would find his occupation gone; the bill-poster would not flourish; innumerable factories given over to globules for the heart, the liver, the head and the stomach, would shut down and the many workmen would suffer. Above all, the man who trusts in his pill box far more than in his physician would fill an early grave. Most learned judge, the manufacture, sale and distribution of pills have reached such proportions as to rank among the most important industries. The higher court should reverse the decision.

## Sulphurous Oxide.

From the Sanitary News.  
 Sulphurous oxide is a very interesting chemical substance. The general public are more familiar with it as they occasionally inhale it from a burning match, and as associated with hell fire and brim stone, in that locality where matches are not made. It is a colorless gas, formed by the combustion of sulphur, with a pungent, suffocating odor. It extinguishes combustion and, because of this property, is often placed in stoves to extinguish the soot burning in chimneys. When liberated in the air it forms white fumes with its moisture, and a piece of ice placed in the gas will be instantly liquified. The gas may be condensed into a liquid by pressure or by cold, and in this form evaporates so rapidly that the cold generated will freeze water in a red hot crucible. It is very often used as a disinfectant. It is familiar to milliners as a bleaching agent. Woolen or straw goods, when moistened and hung in the gas, part with their color, or, rather, change color by the union of the gas with the coloring matter of the fabric. If a red rose be held in sulphuric acid gas for a time it is made white, but its color may be restored by a bath in weak sulphuric acid.

Drug store insurance is one of the live issues in which all druggists are interested, and the pharmaceutical and trade associations should take the matter in hand with the object of securing more equitable rates of insurance.

A novel and timely invention is that of Rochester, N. Y., druggist who constructed a safety jar from which to dispense morphine. It is opened with great difficulty, and on the last obstruction are the words: "Are you sure this prescription calls for morphine?"

## HAZELTINE, PERKINS & CO.

### A Wholesale Drug House Second to None.

Although Grand Rapids ranks among the most healthy cities on the continent, it is nevertheless the center of a considerable portion of the jobbing trade of the State for the sale of drugs and all goods used for medical purposes. As in many other leading lines of business, however, its prestige is mostly due to its geographical advantages, and the enterprise of those who are engaged in the business.

Prominent among the jobbing houses of Grand Rapids and the wholesale drug establishments of the West is the well-known wholesale emporium of HazelTine, Perkins & Co. Founded about twenty-five years ago, and coming under its present management only about a dozen years ago, the present proprietors have steadily increased the range and volume of their business until it has now reached truly marvelous proportions.

Stimulated by the curiosity which he always feels to learn the *modus operandi* of a large establishment, a reporter of THE TRADESMAN recently obtained permission to make a tour of the premises. They comprise a four-story brick structure, situated on the corner of Ottawa and Louis streets, and covering an area of 42x104 feet. The premises are spacious and the interior arrangement is perfect, the store being a model of artistic elegance and neatness. The stock carried embraces a fine assortment of pure drugs, chemicals, proprietary medicines, toilet and fancy articles, and everything usually found in a first-class wholesale drug store.

The first thing which strikes the observer while walking through the various floors and departments is the order and system which obtains in every branch of the business, in spite of the fact that thousands of articles are included in the stock, and that it is essential that every article be assigned a place by itself. Another feature which commends itself is the extreme care used in the filling of all orders, as well as the rapidity with which they are executed. These features have been brought to perfection through years of continued effort in that direction, and to this careful attention to their patrons' interests is largely due the large and influential trade which the house now enjoys.

The basement is used for the storage of heavy goods, such as paints, oils, varnishes, white lead, gum camphor, gum shellac, oil meal, etc. Conspicuous among the special brands of paints are piles of the celebrated "Pioneer Prepared" and "Swiss Villa Mixed" paints, whose superiority is everywhere conceded. One corner is occupied by a gas engine, which furnishes motive power for the elevator and grinding machine, through which many of the drugs used for manufacturing purposes pass.

The first floor contains the office, sample and sundry rooms, patent medicine and liquor departments. The druggists' sundries department is an especial feature of the establishment, containing, as it does, a line of goods second to none in the country. It comprises such articles as comb and brush sets, with or without musical attachments, gentlemen's and ladies' necessities, glove and handkerchief boxes, collar and cuff boxes, manicure sets, card boxes, work boxes, infants' sets, etc. Many of the articles are handsomely dressed in plush or Russia and alligator leather, and the line includes all the novelties suitable for the holiday trade. This branch of the business is well worth a careful inspection.

The second floor is occupied by the packing and distributing departments, each of which is as complete as careful study and intelligent assistants will allow.

The third floor comprises the glassware department and the laboratory. In addition to its business of importers and jobbers of drugs and druggists' stock, the firm does a large and growing trade in manufacturing a general line of pharmaceutical preparations, which, owing to quality and price, have received a warm reception at the hands of the trade everywhere. The laboratory is one of the largest and best equipped in the United States devoted to the production of pharmaceutical preparations. The firm has availed itself of every improvement in machinery that cannot be advantageously employed in the operation of advanced pharmacy, and we feel warranted in saying, that in extent, convenience, and every desirable detail, that a long experience could suggest, or an ungrudging investment could furnish, it has no facilities unequalled for the purposes of its business. The H., P. & Co. line of fluid extracts take rank with those of any other manufacturer as regards quality, and in point of size and shape of bottle and general attractiveness of label, they are superior to any other line on the market. The firm also puts up "Henry's Kentucky Stock Powder" and "Henry's Corn Cure," both of which have reached a large sale. "Weatherly's Catarrh Cure," a specific which has been before the country for several years, has come into the possession of this firm, who find it difficult to supply the rapidly increasing demands of the trade. This remedy is finding favor all over the country and is destined to give the firm a National reputation.

## A Minneapolis Opinion.

From the Northwestern Miller.  
 We often wonder if the telegraph service is as bad elsewhere as it is in the Northwest, as well as why, such being the case, press and people do not rise up and smite the Western Union Company hip and thigh.

## WHOLESALE PRICE CURRENT.

Advanced—Oil bergamot, oil sassafras, oil lemon.			
Declined—Nothing.			
<b>ACIDS.</b>			
Acetic, No. 8.	9	@	10
Acetic, C. P. (Sp. Grav. 1.040)	30	@	35
Carbonic	34	@	36
Citric	60	@	65
Muriatic 18 deg.	3	@	5
Muriatic 36 deg.	11	@	12
Oxalic	12	@	14
Sulphuric 66 deg.	3	@	4
Tartaric powdered	52	@	55
Benzoic, English	12	@	15
Benzoic, German	12	@	15
Tannic	12	@	15
<b>AMMONIA.</b>			
Carbonate	15	@	18
Muriate (Powd. 22c)	5	@	6
Aqua 16 deg or 3f	6	@	7
Aqua 18 deg or 4f	6	@	7
<b>BALSAMS.</b>			
Copaiba	40	@	45
Fir	2	@	0
Peru	2	@	0
Tolu	50	@	50
<b>BARKS.</b>			
Cassia, in mats (Powd 20c)	11	@	13
Cinchona, yellow	18	@	18
Elm, select	14	@	15
Elm, ground, pure	14	@	15
Elm, powdered, pure	10	@	10
Sassafras, of root	11	@	12
Wild cherry, select	20	@	20
Bayberry powdered	18	@	18
Hemlock powdered	30	@	30
Wahoo	12	@	12
Soap ground	12	@	12
<b>BERRIES.</b>			
Cubeb prime (Powd 95c)	6	@	90
Juniper	6	@	7
Prickly Ash	50	@	60
<b>EXTRACTS.</b>			
Licorice (10 and 25 boxes, 25c)	27	@	27
Licorice, powdered, pure	37	@	37
Logwood, 12 1/2 boxes	12	@	12
Logwood, 1s 25 boxes	9	@	9
Logwood, 1/2s do	13	@	13
Logwood, 1/4s do	13	@	13
Logwood, 1/8s do	14	@	14
Logwood, ass'd do	14	@	14
Fluid Extracts—25¢ per oz. off list.			
<b>FLOWERS.</b>			
Arnica	10	@	11
Chamomile, Roman	25	@	25
Chamomile, German	25	@	25
<b>GUMS.</b>			
Aloe, Barbadoes	600	@	75
Aloe, Cape (Powd 20c)	12	@	12
Aloe, Socotrine (Powd 60c)	280	@	30
Ammoniac	65	@	65
Arabic, powdered, select	50	@	50
Arabic, 1st picked	45	@	45
Arabic, 2d picked	45	@	45
Arabic, 3d picked	35	@	35
Arabic, sifted sort	25	@	25
Assafetida, prime (Powd 35c)	55	@	60
Benzoin	25	@	25
Camphor	13	@	13
Cathu, 1s 12 1/2 boxes	35	@	40
Euphorbium powdered	80	@	80
Galbanum strained	35	@	35
Gamboge	45	@	45
Guaicac, prime (Powd 45c)	20	@	20
Myrrh, Turkish (Powdered 47c)	40	@	40
Opium, pure (Powd \$4.00)	30	@	30
Shiaca, Campbell's	26	@	26
Shellac, English	30	@	30
Shellac, native	30	@	30
Shellac bleached	30	@	30
Tragacanth	30	@	30
<b>HERBS—IN OUNCE PACKAGES.</b>			
Hoarhound	25	@	25
Lobelia	25	@	25
Peppermint	40	@	40
Rue	24	@	24
Sage	24	@	24
Spearmint	24	@	24
Sweet Majoran	25	@	25
Tanzy	25	@	25
Thyme	25	@	25
Wormwood	25	@	25
<b>IRON.</b>			
Citrate and Quinine	4	@	40
Solution mur. for tinctures	20	@	20
Sulphate, pure crystal	7	@	7
Citrate	65	@	65
Phosphate	65	@	65
<b>LEAVES.</b>			
Buchu, short (Powd 25c)	13	@	14
Sage, Italian, bulk 1/2 & 3/4 boxes	18	@	20
Senna, Alex. natural	22	@	22
Senna, Alex. sifted and garbled	22	@	22
Senna, powdered	16	@	16
Senna tinnivell	16	@	16
Uva Ursi	16	@	16
Belledonna	35	@	35
Foxglove	30	@	30
Henbane	35	@	35
Rose, red	2	@	35
<b>LIQUORS.</b>			
W. D. & Co.'s Sour Mash Whisky	2	@	50
Druggists' Favorite	1	@	75
Whisky, other brands	1	@	10
Gin, Old Tom	1	@	15
Gin, Holland	2	@	50
Brandy	1	@	25
Catawba Wine	1	@	25
Port Wines	1	@	35
<b>MAGNESIA.</b>			
Carbonate, Pattison's, 2 oz.	22	@	22
Carbonate, Jennings', 2 oz.	25	@	25
Citrate, H. P. & Co.'s solution	2	@	25
Calcined	65	@	65
<b>OILS.</b>			
Almond, sweet	45	@	50
Amber, rectified	2	@	00
Castor	17	@	25
Bay 7/8 oz.	2	@	25
Bergamot	17	@	25
Castor	17	@	25
Cajeput	75	@	75
Cassia	1	@	00
Cedar, commercial (Pure 75c)	35	@	35
Cinnamon	1	@	00
Cloves	1	@	20
Cod Liver, N. F.	1	@	20
Cod Liver, best	1	@	20
Cod Liver, H. P. & Co.'s, 1 lb	6	@	00
Cubeb, P. & W.	9	@	00
Erigeron	1	@	00
Fireweed	2	@	00
Juniper	2	@	00
Juniper berries	2	@	00
Lavender flowers, French	1	@	00
Lavender garden do	1	@	00
Lavender spike do	1	@	00
Lemon, new crop	2	@	00
Lemon, Sanderson's	2	@	00
Lemon, French (Powd 14c)	2	@	00
Olive, Malaga	2	@	00
Olive, "Sublime Italian"	2	@	00
Organicum, red flowers, French	1	@	00
Organicum, No. 1	1	@	00
Peppermint	1	@	00
Peppermint, white	1	@	00
Rose 7/8 oz.	1	@	00
Rosemary, French (Flowers \$1 50)	65	@	65
Sassa	1	@	00
Savin	1	@	00
Sandal Wood, German	4	@	00
Sassafras wood, W. I.	4	@	00
Sassafras	4	@	00
Spearmint	4	@	00
Tansy	4	@	00
Tar (by gal 50c)	4	@	00
Wintergreen	4	@	00
Wormwood, No. 1 (Pure \$4.00)	3	@	50
Wormseed	2	@	00
<b>POTASSIUM.</b>			
Bicromate	14	@	14
Bromide, cryst. and gran. bulk	40	@	40
Chlorate, cryst (Powd 27c)	25	@	25
Iodide, cryst. and gran. bulk	3	@	00
Prussiate yellow	28	@	28
<b>ROOTS.</b>			
Alkanet	20	@	20
Aithes, cub	20	@	20
Arrow, St. Vincent's	17	@	17
Arrow, Taylor's, in 1/2s and 1/4s	17	@	17
Blood (Powd 18c)	12	@	12
Calamus, peeled	12	@	

# The Michigan Tradesman.

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WEDNESDAY, OCTOBER 14, 1885.

## BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

### FALSE REPRESENTATIONS.

Where one is induced by false and fraudulent representations to pledge money as security, parting with its possession, but not intending to part with the title thereto, a conversion of the money by a person inducing the fraud constitutes larceny, according to the decision of the New York Court of Appeals.

### CONTRACT AGAINST PUBLIC POLICY.

A contract between a telegraph company and a railroad company by which it is attempted to give an exclusive right to the former to build and operate a telegraph line over the lines and right of way of the telegraph company and by which the railroad company agrees to discriminate in the carriage and rates of freight against competing telegraph companies is absolutely null and void as being against public policy, according to the decision of the United States Circuit Court for the Eastern District of Louisiana.

### NEGOTIABLE INSTRUMENT.

A third party who places his name on the back of a negotiable promissory note at the time of its execution by the maker and before its delivery to the payee will be liable as a joint maker, and the note itself, with the indorsement thereon, is *prima facie* evidence of such liability, according to the decision of the United States Circuit Court for the Northern District of Illinois. The court said that there had long been a great diversity of opinion upon the question whether in such a case as that before it the liability was that of original promisor, indorser or guarantor. The growing current of authority, however, seemed to tend toward the view that the liability assumed by a third party who thus indorsed a note in blank was that of original promisor, though a different rule was and is yet adhered to in some of the states. The Court said that the case of Good vs. Martin (95 U. S. 95), whose rulings is adopted, settled the law on the question in the federal courts. Those rulings were: (1) That if a third person put his name in blank on the back of a note at the time it was made, and before it was endorsed by the payee, or if he participated in the consideration of the note, he must be considered as a joint maker; (2) but if his indorsement was subsequent to the making of the note, and to the delivery of the same to take effect, and he put his name there at the request of the maker pursuant to a contract of the maker with the payee for further indulgence or forbearance, he can only be held as guarantor; (3) if the note was intended for discount, and he put his name on the back of it with the understanding of all the parties that his indorsement would be inoperative until the instrument was indorsed by the payee, he would then be liable only as a second indorser, in the commercial sense.

### Self-Protection for Smokers.

"I have seen a physician stop a surgical operation and light a cigar," said a careful observer, "and I have seen the same cigar used in lighting other cigars. A brass finisher on his way home from work borrows your cigar. He returns it to you with a small quantity of brass dust adhering to it. This dust works its way into your mouth, which is a trifle sore already. The consequence is that your mouth is poisoned, and it may take months to repair the evil. A friend of mine cut his finger the other day. Before the wound was healed some sort of poison was deposited in it. The hand became stiff and swollen, and finally began to puff up as though it was inflated with air. He came to me and after I had prescribed for him, we left my office together. I had just lighted a fresh cigar. In the street my friend asked me for a light. I handed him my cigar. When he returned it I threw it away, and drawing a fresh cigar from my pocket, lighted it with a match. My friend looked at me in astonishment and said he was sorry I considered it necessary to throw my cigar away. I told him I did it to show him that he had no more right to handle my cigar with his injured hand than a leper has to kiss a healthy baby. Of course he saw what it meant right off, and was always very careful after that. If I had acted as a great many men and women would consider right to act, he would have gone around handling cigars promiscuously, and perhaps have caused a great deal of trouble."

Cotton can be easily grown in the San Joaquin Valley of California, but there has been no market near enough for practical purposes. A big mill is now ready to weave the product.

An Alabama merchant, with many debtors among the planters, white and black, proclaims that he keeps an agent riding through the State to discover idlers, whom he will promptly discredit. "Only by industry can you and I thrive together," he explains.

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

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

## A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

## FOX, MUSSELMAN & LOVERIDGE,

### Wholesale Grocers,

AGENTS FOR

## KNIGHT OF LABOR PLUG,

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

## WM. SEARS & CO.

### Cracker Manufacturers,

Agents for

## AMBOY CHEESE.

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

**PUTNAM & BROOKS**  
Wholesale Manufacturers of

# PURE CANDY!

AND DEALERS IN

ORANGES, LEMONS,  
BANANAS, FIGS, DATES,  
Nuts, Etc.

## ENTIRELY NEW!

3 DOZEN LARGE ONE-HALF POUND CANS OF

# Silver Spoon Baking Powder,



1 1/2 DOZEN WITH AND 1 1/2 DOZEN 7 INCH COMPORTS.

For Only \$7.50,

Giving to every purchaser a Glass Pitcher or Comport with each can, at 30 cents.

**WE GUARANTEE**

The SILVER SPOON Powder to give entire satisfaction.

## Arctic Manufacturing Co.,

GRAND RAPIDS, MICH.

# ANDREW WIERENGO

## WHOLESALE GROCER,

FULL LINE OF SHOW CASES KEPT IN STOCK.

WIERENGO BLOCK, PINE STREET,

MUSKEGON, MICH.

# SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

# DRY GOODS,

## CARPETS,

## MATTINGS,

## OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, -- Michigan.

THE LEADING BRANDS OF

# TOBACCO.

Offered in this Market are as follows:

## PLUG TOBACCO.

RED FOX	48
BIG DRIVE	50
PATROL	46
JACK RABBIT	38
SILVER COIN	46
PANIC	46
BLACK PRINCE, DARK	35
BIG STUMP	38
APPLE JACK	46

2c less in orders for 100 pounds of any one brand.

## FINE CUT.

THE MEIGS FINE CUT, DARK, Plug flavor	64
STUNNER, DARK	38
RED BIRD, BRIGHT	50
OPERA QUEEN, BRIGHT	40
FRUIT	32
O SO SWEET	30

2c less in 6 pail lots.

## SMOKING.

ARTHUR'S CHOICE, LONG CUT, BRIGHT	22
RED FOX, LONG CUT, FOIL	26
GIPSEY QUEEN, GRANULATED	26
OLD COMFORT, IN CLOTH	27
SEAL OF GRAND RAPIDS, IN CLOTH	24
DIME SMOKER, IN CLOTH	24

2c less in 100 pound lots.

These brands are sold only by

## Arthur Meigs & Co.

### Wholesale Grocers,

Who warrant the same to be unequalled. We guarantee every pound to be perfect and all right in every particular. We cordially invite you, when in the city, to visit our place of business, 55 and 57 Canal st. IT MAY SAVE YOU MONEY.

## WHOLESALE PRICE CURRENT.

WIDE BROWN COTTONS.	
Androscoogin, 9-4-23	Pepperell, 10-4-25
Androscoogin, 8-4-21	Pepperell, 11-4-27 1/2
Pepperell, 7-4-16 1/2	Pequot, 7-4-18
Pepperell, 8-4-20	Pequot, 8-4-21
Pepperell, 9-4-22 1/2	Pequot, 9-4-24
CHECKS.	
Caledonia, XX, oz. 11	Park Mills, No. 90, 14
Caledonia, X, oz. 10	Park Mills, No. 100, 15
Economy, oz. 10	Proddy, oz. 11
Park Mills, No. 50, 10	OTIS APPROX. 10 1/2
Park Mills, No. 60, 11	Otis Furniture, 10 1/2
Park Mills, No. 70, 12	York, 1 oz. 10
Park Mills, No. 80, 13	York, AA, extra oz. 14
OSABERS.	
Alabama brown, 7	Alabama plaid, 7
Jewell brown, 9 1/2	Augusta plaid, 7
Kentucky brown, 10 1/2	Toledo plaid, 7
Lewiston brown, 9 1/2	Manchester plaid, 7
Lane brown, 9 1/2	New Tenn. plaid, 11
Louisiana plaid, 7	Utah plaid, 6 1/2
BLEACHED COTTONS.	
Avondale, 36, 8 1/2	Greene, G, 4-4, 5 1/2
Art cambrics, 36, 11 1/2	Hill, 4-4, 7 1/2
Androscoogin, 4-4, 8 1/2	Hill, 7-8, 6 1/2
Androscoogin, 5-4, 12 1/2	Hope, 4-4, 6 1/2
Balloo, 4-4, 6 1/2	King Philip cambric, 6 1/2
Balloo, 5-4, 6 1/2	King, 4-4, 11 1/2
Boott, O, 4-4, 8 1/2	Linwood, 4-4, 7 1/2
Boott, E, 5-4, 7 1/2	Lonsdale, 4-4, 7 1/2
Boott, AGC, 4-4, 7 1/2	Lonsdale cambric, 10 1/2
Boott, R, 3-4, 5 1/2	Langdon, GB, 4-4, 9 1/2
Blackstone, AA, 4-4, 7 1/2	Langdon, 45, 14
Chapman, X, 4-4, 6 1/2	Masonville, 4-4, 8
Conway, 4-4, 7 1/2	Maxwell, 4-4, 9 1/2
Cabot, 4-4, 6 1/2	New York Mill, 10 1/2
Cabot, 7-8, 6 1/2	New Jersey, 4-4, 8
Canoe, 3-4, 4 1/2	Pocasset, P. M. C., 7 1/2
Domestic, 36, 7 1/2	Pride of the West, 11
Dwight Anchor, 4-4, 9 1/2	Pocahontas, 4-4, 7 1/2
Dwight, 4-4, 9 1/2	Slaterville, 4-4, 6 1/2
Fruit of Loom, 4-4, 8 1/2	Victoria, AA, 9 1/2
Fruit of the Loom, 7 1/2	Woodbury, 4-4, 5 1/2
Leicester, 4-4, 11 1/2	Whitinsville, 4-4, 6 1/2
Gold Medal, 4-4, 6 1/2	Wamsutta, 4-4, 10 1/2
Gold Medal, 7-8, 6 1/2	Williamsville, 36, 10 1/2
Gilded Age, 8 1/2	
SHEETS.	
Crown, 10, 17	Masonville TS, 8
No. 10, 12 1/2	Masonville S., 10 1/2
Coin, 10	Lonsdale, 9 1/2
Anchor, 15	Lonsdale A., 16
Centennial, 15	Niagara, 16
Blackburn, 8	Victory J., 8
Davol, 14	Victory D., 8
London, 12 1/2	Victory K., 2 1/2
Pocahontas, 12	Phenix, 19 1/2
Red Cross, 10	Phenix B., 10 1/2
Social Imperial, 16	Phenix XX, 5
PRINTS.	
Albion, solid, 5 1/2	Gloucester, 6
Albion, grey, 6	Gloucestermourning, 6
Allen's checks, 5 1/2	Hamilton fancy, 6
Allen's fancy, 5 1/2	Hartel fancy, 6
Allen's pink, 6 1/2	Merrimac D., 6
Allen's purple, 6 1/2	Manchester, 6
American, fancy, 5 1/2	Oriental fancy, 6
Arnold fancy, 6	Oriental robes, 6 1/2
Berlin solid, 5 1/2	Pacific robes, 8
Cocheo fancy, 6	Richmond, 6
Cocheo robes, 6 1/2	Steel River, 5 1/2
Conestoga fancy, 6	Simpson's, 6
Eldystone, 6	Washington, 6 1/2
Eagle fancy, 5	Washington blues, 7 1/2
Garner pink, 6 1/2	
FINE BROWN COTTONS.	
Appleton A, 4-4, 7 1/2	Indian Orchard, 40, 8
Boott M, 4-4, 6 1/2	Indian Orchard, 36, 7 1/2
Boston F, 4-4, 7 1/2	Laconia B, 7-4, 16 1/2
Continental C, 4-3, 6 1/2	Lyman B, 40-in, 10 1/2
Continental D, 40-in, 8 1/2	Mass. BB, 4-4, 5 1/2
Conestoga W, 4-4, 6 1/2	Nashua E, 40-in, 8 1/2
Conestoga D, 7-8, 5 1/2	Nashua R, 4-4, 7 1/2
Conestoga G, 30-in, 6	Nashua O, 7-8, 6 1/2
Dwight X, 3-4, 5 1/2	Newmarket N, 6 1/2
Dwight Y, 7-8, 5 1/2	Pepperell E, 30-in, 7
Dwight Z, 4-4, 6 1/2	Pepperell R, 4-4, 7 1/2
Dwight Star, 4-4, 7 1/2	Pepperell O, 7-8, 6 1/2
Ewight Star, 40-in, 9	Pepperell N, 3-4, 6 1/2
Enterprise EE, 36, 5	Pocasset C, 4-4, 6 1/2
Great Falls E, 4-4, 7 1/2	Saranac E, 4-4, 7 1/2
Farmers' A, 4-4, 6 1/2	Saranac E, 9
Indian Orchard 1-4, 7 1/2	
DOMESTIC GINGHAMS.	
Amoskeag, 7 1/2	Rentrew, dress styl, 7 1/2
Amoskeag, Persian	Johnson Manfg Co,
styles, 10 1/2	Bookfold, 12 1/2
Bates, 7 1/2	Johnson Manfg Co,
Berkshire, 6 1/2	dress styles, 12 1/2
Glasgow checks, 7 1/2	Slaterville, dress
Glasgow checks, 7 1/2	styles, 7 1/2
Glasgow checks, 7 1/2	White Mfg Co, stap
royal styles, 8	royal, 7 1/2
Gloucester, new	White Mfg Co,
standard, 7 1/2	Earlston, 8
plunket, 7 1/2	Gordon, 7 1/2
Lancaster, 7 1/2	White Mfg Co, 7 1/2
Langdale, 7 1/2	styles, 12 1/2
WIDE BLEACHED COTTONS.	
Androscoogin, 7-4, 21	Pepperell, 10-4, 27 1/2
Androscoogin, 8-4, 23	Pepperell, 11-4, 27 1/2
Pepperell, 7-4, 20	Pequot, 7-4, 21
Pepperell, 8-4, 22 1/2	Pequot, 8-4, 24
Pepperell, 9-4, 25	Pequot, 9-4, 27 1/2
HEAVY BROWN COTTONS.	
Atlantic A, 4-4, 7 1/2	Lawrence XX, 4-4, 7 1/2
Atlantic H, 4-4, 7 1/2	Lawrence Y, 30, 7 1/2
Atlantic D, 4-4, 6 1/2	Lawrence LL, 4-4, 5 1/2
Atlantic P, 4-4, 5 1/2	Newmarket N, 6 1/2
Atlantic LL, 4-4, 5 1/2	Mystic River, 4-4, 5 1/2
Adriatic, 36, 7 1/2	Pequot A, 4-4, 7 1/2
Augusta, 4-4, 6 1/2	Piedmont, 36, 9 1/2
Boott M, 4-4, 6 1/2	Stark AA, 4-4, 7 1/2
Boott FF, 4-4, 7 1/2	Tremont CC, 4-4, 5 1/2
Graniteville, 4-4, 5 1/2	Utica, 4-4, 9
Indian Head, 4-4, 7 1/2	Wachusett, 4-4, 7 1/2
Indiana Head 45-in, 12 1/2	Wachusett, 30-in, 6 1/2
TICKINGS.	
Amoskeag, ACA, 14	Falls, XXXX, 18 1/2
Amoskeag, A, 4-4, 19	Falls, XXX, 15 1/2
Amoskeag, B, 12	Falls, BB, 19 1/2
Amoskeag, C, 11	Falls, BBC, 19 1/2
Amoskeag, D, 10 1/2	Falls, awning, 19
Amoskeag, E, 10	Hamilton, BT, 32, 12
Amoskeag, F, 9 1/2	Hamilton, H, 9 1/2
Premium A, 4-4, 17	Hamilton fancy, 10
Premium B, 16	Methuen AA, 13 1/2
Extra 4-4, 16	Methuen A, 18
Extra 5-4, 14	Omega A, 7-8, 11
Gold Medal 4-4, 15	Omega A, 4-4, 13
CCA 7-8, 12 1/2	Omega ACA, 7-8, 14
CF 4-4, 14	Omega ACA, 4-4, 16
RC 7-8, 14	Omega SE, 7-8, 24
BF 7-8, 16	Omega SE, 4-4, 27
AF 4-4, 19	Omega M, 7-8, 22
Cordis AAA, 32, 14	Omega M, 4-4, 25
Cordis ACA, 32, 15	Shetucket S, 11 1/2
Cordis No. 1, 32, 15	Shetucket, S & SW, 12
Cordis No. 2, 14	Shetucket, SFS, 12
Cordis No. 3, 13	Stockbridge A, 7
Cordis No. 4, 11 1/2	Stockbridge frmy, 8
GLAZED CAMBRICS.	
Garner, 5	Empire, 4 1/2
Hookset, 5	Washington, 4 1/2
Red Cross, 5	Edwards, 5
Forest Grove, 5	S. S. & Sons, 5
GRAIN BAGS.	
American A, 18	Old Ironsides, 15
Stark A, 22 1/2	Wheatland, 21
DENIMS.	
Boston, 6 1/2	Otis CC, 10 1/2
Everett blue, 13 1/2	Warren AXA, 12 1/2
Everett brown, 13 1/2	Warren BB, 11 1/2
Otis AXA, 12 1/2	Warren CC, 10 1/2
Otis BB, 11 1/2	York fancy, 13 1/2
PAPER CAMBRICS.	
Manville, 6	S. S. & Sons, 6
Magnville, 6	Garner, 6
WIGANS.	
Red Cross, 7 1/2	Thistle Mills, 8
Berlin, 7 1/2	Rose, 8
Garner, 7 1/2	
SPOOL COTTON.	
Brooks, 6 1/2	Eagle and Phenix
Clark's O. N. F., 55	Mills ball sewing, 30
J. & P. Coats, 55	Grech & Daniels, 25
Williamatic 6 cord, 55	Merricks, 40
Williamatic 3 cord, 40	Stafford, 25
Charleston ball sew	Hall & Mather, 25
ing thread, 30	Holyoke, 25
CORSET JEANS.	
Armory, 8 1/2	Kearsage, 8 1/2
Androscoogin sat., 8 1/2	Naumkeag satteen, 8 1/2
Canoe River, 8 1/2	Pepperell bleach, 8 1/2
Clarendon, 6 1/2	Pepperell sat., 9 1/2
Hallowell Imp., 6 1/2	Rockport, 7
Ind. Oreh. Imp., 7 1/2	Lawrence sat., 8 1/2
Laconia, 7 1/2	Conesogat, 7
COAL AND BUILDING MATERIALS.	
A. B. Knowlson quotes as follows:	
Ohio White Lime, per bbl.	1 00
Ohio White Lime, car lots.	85
Louisville Cement, per bbl.	1 30
Akron Cement, per bbl.	1 30
BeTalo Cement, per bbl.	1 30
Car lots "	1 05 @ 10
Plastering hair, per bu.	25 @ 30
Stucco, per bbl.	1 75
Land plaster, per ton.	3 50
land plaster, car lots.	2 50
Fire brick, per M.	85 @ 25
Fire clay, per bbl.	3 00
COAL.	
Anthracite, egg and grate, car lots.	\$5 75 @ 60
anthracite, stove and nut, car lots.	6 00 @ 25
Cannel, car lots.	6 00 @ 60
Ohio Lump, car lots.	3 10 @ 25
Blossburg or Cumberland, car lots.	4 50 @ 25 00
Portland Cement.	3 50 @ 24 00

# The Michigan Tradesman.

## English Views of American Trade.

The English journals of late date show unquestioned evidence of the growth of a belief abroad that the late improvement in trade on this side of the Atlantic forms the beginning of something more than a mere spurt in business. While there is a fair recognition of the fact that all the elements necessary to a complete trade revival are not present, the impression appears to be held that they are soon to appear. As a fair sample of the more roseate of these views, the following editorial paragraph from the London Guardian may be given: "With cheap money, with a large cotton crop, and with markets which probably have become free from the depressing influences of heavy stocks \* \* \* the United States certainly ought to be in a better commercial condition, and there seems to be no reason to doubt that this is the case. \* \* \* There can be no real prosperity in the United States, and, by consequence, in Western American railroads, until western American farmers can obtain better prices for their wheat, and these better prices appear to have once more come within the bounds of possibility, and we may even say, within the bounds of early possibility. There is thus on all hands a general impression—an impression which rapidly obtains a footing among a sanguine people like the Americans—that better times are in store for the commerce of the world. The very fact that such an impression prevails is probably not without importance as a hopeful confidence in itself no mean factor in the commercial situation." The importance of this view to the Englishman may be found in the concluding sentences quoted. It is the natural reflex action of an improvement in business on this side of the Atlantic that he is counting on, and it is to be hoped that he will soon find it.

### He Had His Note.

"Out in the country," said a traveling man, "a note is a big thing. Country merchants take notes from farmers for supplies of groceries, and implement dealers acquire big boxes full of I O U's. In some sections of the West everything is done by note, to be paid 'after harvest.' Out in Western Iowa the other day I came across a country storekeeper, a German. I sold him a small bill of goods and took his note for the amount. That note is as good as wheat. It will be paid on the very day it falls due. While I was there a man came in and says: 'Jake, did you sell your bay horse to that chap who pretended to be a lightning-rod dealer?'"

"'Yah,' replied the storekeeper.

"'Did you get cash for him?'"

"'Not von cent.'"

"'Just as I thought. That lightning-rod peddler is a swindler. He has sold your bay horse for \$80 cash and skipped the country. You'll lose every cent of it.'"

"'But Jake didn't seem to be alarmed. He laughed and chuckled, saying,

"'Dot vas a goot choke. He sell dat horse for eighty tollar, ven he pay me a hunter and vorty. It vas in great schape I tooked him in already.'"

"'But you have been cheated out of your horse. The man is a swindler.'"

"'Sheatod? Svindled? I guess not. Ain'd I got his note for hunter and vorty tollars?'"

### A Fraudulent Insolvent Debtor.

The grocery trade will hear with interest the statement that J. Winslow Jones, once the monopolist of the green corn canning industry, has been denied a discharge from his debts by the Insolvency Court of Portland, Me. As stated by a Portland dispatch the Judge finds that Jones swore falsely about the books of J. Winslow Jones & Co., saying that he did not know where they were when he had them in his own possession; that he also swore falsely in saying he had no private business after the failure of J. Winslow Jones & Co., when in fact he was a trader in canned goods; that he also swore falsely in saying he had kept no copies of letters written by him in 1882-83 and part of 1884; that he also swore falsely in other minor particulars; that he concealed books and papers relating to the estate and business; that, being a trader from Jan. 1883, to the date of the filing of the petition he did not keep during that time a cash book or other proper books of account.

### Grabbing the Forelock.

New Policeman—I guess I'd better arrest you.

"What for?"

"You're a trusted employe, ain't ye?"

"Yes, sir."

"Confidential clerk?"

"Yes, I have the full confidence of my employer."

"I thought so. Come along."

"But why? I haven't stolen anything."

"I'raps not, but you're probably just going to."

"So you admit having stolen the box of blacking," said a justice to a little colored boy, who was up for stealing a box of blacking from a grocery. "Yes, sah; I tuck de blackin'." "You ought to be ashamed of yourself." "Jes what I tole him, Judge," spoke up the father of the boy. "I done broke up a barril stave on him for bein' so stupid. Dar was a pair ob high-price boots on de same shelf, an' de fool boy tuck a cheap box ob blackin'. Sock it to him, Judge, I hain't got no sympathy for dot kind of a offspring. I see afeared he am gwinter grow up an' disgreed de hull family."

**HESTER & FOX,**  
MANUFACTURERS AGENTS FOR  
**SAW AND CRIST MILL MACHINERY,**

Send for Catalogue and Prices.

**ATLAS ENGINE WORKS**  
INDIANAPOLIS, IND., U. S. A.  
MANUFACTURERS OF  
**STEAM ENGINES & BOILERS.**  
Carry Engines and Boilers in Stock for immediate delivery.

Planers, Matchers, Moulders and all kinds of Wood-Working Machinery, Saws, Belting and Oils.

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample pulley and become convinced of their superiority.

Write for Prices. 130 OAKS STREET, GRAND RAPIDS, MICH.

**OYSTERS!**

When in want of a good brand of OYSTERS, don't fail to get the famous PATAPSCO, which is guaranteed both as to quality and price. Sold only by W. F. GIBSON & CO., Grand Rapids, Mich., GENERAL COMMISSION MERCHANTS, and dealers in all kinds of PRODUCE, JELLY, MINCE MEAT and PAPER OYSTER PAILS.

Jelly, Mince Meat Etc.

"I. M. C.," Best 10c Cigar in Michigan.

"Common Sense," Best 5c Cigar in Michigan.

**CLARK, JEWELL & CO.,**  
SOLE AGENTS.

**F**

The Well-Known  
**J. S. Farren & Co.**

**OYSTERS**

ARE THE BEST IN MARKET.

**PUTNAM & BROOKS**  
WHOLESALE AGENTS.

**F**

**COMING to GRAND RAPIDS**

IN  
**CAR LOADS!**

**D. W. Archer's Trophy Corn,**  
**D. W. Archer's Morning Glory Corn,**  
**D. W. Archer's Early Golden Drop Corn**

EVERY CAN BEARING SIGNATURE OF

**The Archer, Packing Co.**  
CHILlicothe, ILL.

**F. J. LAMB & CO.,**  
WHOLESALE AGENTS FOR THE  
**D. D. Mallory & Co.**

**Diamond Brand Fresh Oysters**

In Cans or Bulk. Write for Quotations.  
8 and 10 South Ionia Street, Grand Rapids, Mich.

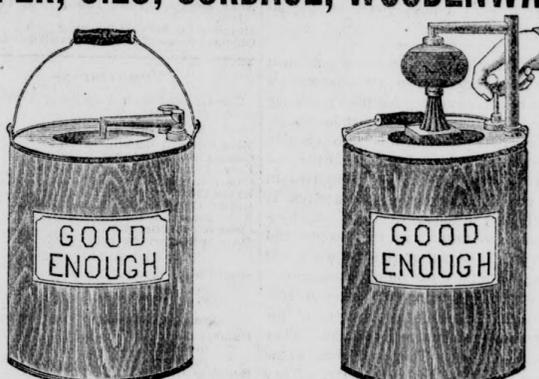
**STEELE & CO.,**  
Wholesale Agents at Ionia for  
**DETROIT SOAP CO.'S**  
Celebrated Brands of Soaps.  
**QUEEN ANNE,**  
The most popular 3-4 pound cake in the market.  
**MICHIGAN,**

The finest of 1 pound bars. An elegant and correct map of the State with every box.

Price-List of all their standard Soaps furnished on application. Lots of 5 boxes and upwards delivered free to all railroad points. Orders respectfully solicited.

**STEELE & CO., IONIA, MICH.**

**CURTISS, DUNTON & CO.**  
WHOLESALE  
**PAPER, OILS, CORDAGE, WOODENWARE**



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.**  
51 AND 53 LYON STREET, GRAND RAPIDS, MICH.

**F. F. ADAMS & CO.'S**  
**DARK AROMATIC**

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

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

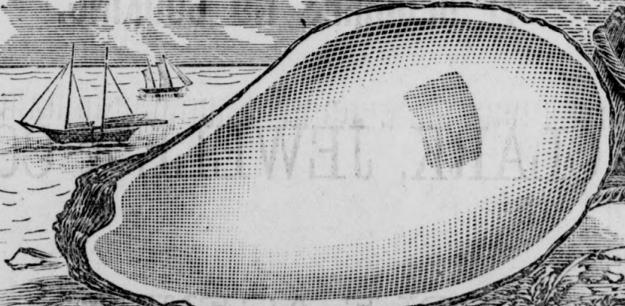
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MANUFACTURERS AND WHOLESALE DEALERS IN  
**BOOTS AND SHOES.**  
AGENTS FOR THE  
**BOSTON RUBBER SHOE CO.**

We have a splendid line of goods for Fall trade and guarantee our prices on Rubbers. The demand for our own make of Women's, Misses' and Childs shoes is increasing. Send in your orders and they will be promptly attended to.

14 and 16 Pearl Street, Grand Rapids, Mich.

**VOIGT, HERPOLSHEIMER & CO.,**  
Importers and Jobbers of  
**STAPLE AND FANCY Dry Goods!**

**VOIGT MILLING CO.,**  
Proprietors of  
**CRESCENT FLOURING MILLS,**  
Manufacturers of the Following Popular Brands of Flour:  
"CRESCENT,"  
"WHITE ROSE,"  
"MORNING GLORY,"  
"ROYAL PATENT," and  
"ALL WHEAT," Flour.

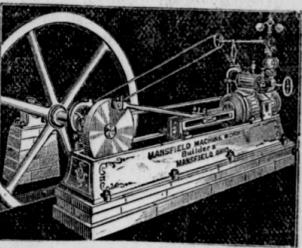


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**F. J. DETTENTHALER, Jobber of Oysters.**

PORTABLE AND STATIONARY  
**ENGINES**

From 2 to 150 Horse-Power. Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



**W. C. Denison,**  
88, 90 and 92 South Division Street,  
GRAND RAPIDS, MICHIGAN.

**TIME TABLES.**  
Michigan Central.

DEPART.

\*Detroit Express..... 6:50 a m  
\*Day Express..... 12:45 p m  
\*Atlantic Express..... 9:30 p m  
Way Freight..... 6:50 a m

ARRIVE.

\*Pacific Express..... 8:00 a m  
\*Mail..... 3:50 p m  
\*Grand Rapids Express..... 10:50 p m  
Way Freight..... 5:15 a m

\*Daily except Sunday. \*Daily.  
Sleeping cars run on Atlantic and Pacific Express.

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

The Detroit Express leaving at 6:00 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:45 p. m. next day.

A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:50 p. m.

J. T. SCHULZ, Gen'l Agent.

Chicago & West Michigan.

Leaves. Arrives.

\*Mail..... 9:15 a m 4:25 p m  
\*Day Express..... 12:35 p m 10:45 p m  
\*Night Express..... 8:35 p m 4:45 a m  
\*Daily. \*Daily except Sunday.

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

NEWARK DIVISION.

Leaves. Arrives.

Express..... 4:15 p m 4:05 p m  
Express..... 8:05 a m 11:15 a m

All trains arrive and depart from Union Depot.

The Northern terminus of this Division is at Baldwin, where close connection is made with C. & 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.)

Express..... Arrive. Leave.  
Express..... 7:15 p m 7:30 a m  
Mail..... 9:50 a m 4:00 p m

All trains daily except Sunday.

The train leaving at 4 p. m. connects at White Pigeon with Atlantic Express on Main Line, which has Palace Drawing Room Sleeping Coaches from Chicago to New York and Boston without change.

The train leaving at 7:30 a. m. connects at White Pigeon (giving one hour for dinner) with special New York Express on Main Line.

Through tickets and berths in sleeping coaches can be secured at Union Ticket office, 67 Monroe street and depot.

J. W. MCKENNEY, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

Arrives. Leaves.

\*Steamboat Express..... 6:17 a m 6:25 a m  
\*Through Mail..... 10:10 a m 10:20 a m  
\*Evening Express..... 3:20 p m 3:35 p m  
\*Limited Express..... 8:30 p m 10:45 p m  
\*Mixed, with coach..... 10:30 a m 10:30 a m

GOING WEST.

\*Morning Express..... 1:05 p m 1:10 p m  
\*Through Mail..... 5:10 p m 5:15 p m  
\*Steamboat Express..... 10:40 p m 10:45 p m  
\*Mixed..... 7:10 a m 7:10 a m  
\*Night Express..... 5:10 a m 5:20 a m

\*Daily, Sundays excepted. \*Daily.

Passengers taking the 6:25 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m. the following morning.

Train leaving at 10:45 p. m. will make connection with Milwaukee steamers daily except Sunday.

The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.

D. POTTER, City Pass. Agent.  
GEO. B. REEVE, Traffic Manager, Chicago.

Grand Rapids & Indiana.

GOING NORTH.

Arrives. Leaves.

Cincinnati & Gd Rapids Ex 9:20 p m  
Cincinnati & Mackinac Ex. 9:30 a m 11:30 a m  
Ft. Wayne & Mackinac Ex. 4:10 p m 5:30 p m  
G'd Rapids & Cadillac Ac. 7:00 a m 7:00 a m

GOING SOUTH.

G. Rapids & Cincinnati Ex. 7:15 a m 5:30 p m  
Mackinac & Cincinnati Ex. 5:00 p m 5:30 p m  
Mackinac & Ft. Way. Ex. 10:30 a m 11:45 p m  
Cadillac & G'd Rapids Ac. 11:30 p m 11:45 p m

All trains daily except Sunday.

SLEEPING CAR ARRANGEMENTS.

North—Train leaving at 5:00 o'clock p. m. has Sleeping and Chair Cars for Traverse City and Mackinac. Train leaving at 11:30 a. m. has combined Sleeping and Chair Car for Mackinac City.

South—Train leaving at 5:30 p. m. has Wood-ruff Sleeping Car for Cincinnati.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Detroit, Mackinac & Marquette.

Trains connect with G. R. & I. trains for St. Ignace, Marquette and Lake Superior Points, leaving Grand Rapids at 5:30 p. m., arriving at Marquette at 1:35 p. m. and 6:10 p. m. Returning leave Marquette at 6:30 a. m. and 2:00 p. m., arriving at Grand Rapids at 9:30 a. m. Connection made at Marquette with the Marquette, Houghton and Ontonagon Railroad for the Iron, Gold and Silver and Copper Districts.

F. MILLIGAN, Gen'l Frt. & Pass. Agt., Marquette, Mich.



Grocers' Association of the City of Muskegon.

OFFICERS. President—H. B. Fargo. First Vice-President—Wm. B. Keiff. Second Vice-President—A. L. Towl. Recording Secretary—Wm. Peet. Financial Secretary—John DeHaas. Board of Directors—O. Lambert, W. I. McKenzie, H. B. Smith, Wm. B. Kelly, A. Towl and E. Johnson. Finance Committee—Wm. B. Kelly, A. Towl and E. Johnson. Committee on Rooms and Library—O. Lambert, H. B. Smith and W. I. McKenzie. Arbitration Committee—B. Borgman, Garrit Wagner and John DeHaas. Complaint Committee—Wm. B. Keiff, D. A. Boelkins, J. O. Jeannot, R. S. Miner and L. Vincent. Law Committee—H. B. Fargo, Wm. B. Keiff and A. Towl. Transportation Committee—Wm. B. Keiff, Andrew Wierengo and Wm. Peet. Regular meetings—First and third Wednesday evenings of each month. Next meeting—Wednesday evening, Oct. 21.

Meeting of the Association. MUSKEGON, Oct. 11, 1885. Editor MICHIGAN TRADESMAN:

DEAR SIR—According to promise, I send you herewith the proceedings of the last meeting of the Grocers' Association, held on Wednesday evening, Oct. 7. I also enclose copy of our newly printed constitution and by-laws.

The meeting was called to order by President Fargo. The roll call of officers showed all present but three directors, O. Lambert, H. B. Smith and Wm. B. Kelly. The minutes of the last meeting were read and approved. The committee on procuring hall were granted more time, to report at the next regular meeting. The treasurer reported that he had had 200 copies of the constitution and by-laws printed, according to instructions at the last meeting, also receipt books for the use of the Financial Secretary and treasurer. A bill for same amounting to \$10, was ordered paid. The Secretary read an ordinance regulating the licensing of peddlers, which was at present a dead letter, and on motion of Mr. Borgman, and duly recorded. The Secretary was instructed to write a communication to the mayor of the city asking him to instruct the marshal to enforce the ordinance "Regulating the Licensing of Peddlers and Street Vendors" as approved July 10, 1875.

The President appointed the following standing committees, subject to the approval of the Directors:

Finance Committee—Wm. B. Kelly, A. Towl and E. Johnson. Committee on Rooms and Library—O. Lambert, H. B. Smith and W. I. McKenzie. Arbitration Committee—B. Borgman, Garrit Wagner and John DeHaas. Complaint Committee—Wm. B. Keiff, D. A. Boelkins, J. O. Jeannot, R. S. Miner and L. Vincent. Law Committee—H. B. Fargo, Wm. B. Keiff and A. Towl.

Wm. B. Keiff made some remarks in regard to appointing a Transportation Committee and the duties devolving upon it; and he made a motion for the President to appoint as such committee three members of the Association, which on motion was seconded and carried. The President appointed as such committee, Wm. B. Keiff, A. Wierengo and Wm. Peet.

On motion the meeting adjourned until the next regular meeting, the third Wednesday of this month, Oct. 21, at the same place.

WM. PEET, Secretary.

Muskegon Matters. J. Stolt and Son have opened a hardware store and tin shop on Third street. Geo. H. Cook has bought out L. O. Beerman's interest in the harness shop on Pine street.

Linde & Danelson have just completed their new meat market on Houston avenue. F. S. Dorenbecker has returned from a three months' trip through the Western States in the interest of the Muskegon Valley Furniture Co.

OUT AROUND.

News and Gossip Furnished by Our Own Correspondents.

Otter Lake. John W. Webb, of this place, whose stock of drugs was burned the night of Aug. 28, is preparing to return to Toronto, Canada, where he intends to make his future home.

L. Bathrick, having disposed of his stock of general merchandise, will retire from business. C. C. Sherman will occupy the building vacated by Mr. Bathrick, with his stock of drugs and groceries.

H. C. Hascall, of this place, and Mr. McCarty, of Lapeer, are buying potatoes. The competition induces many of our farmers to part with their surplus potato crop.

Fostoria.

John W. Webb, of Otter Lake, has sold his stock of drugs to Mrs. Mary E. Lloyd, wife of S. Lloyd, who has had charge of the stock for Mr. Webb previous to this time.

The prices paid for grain at Dawson's elevator is drawing the grain from the surrounding country to this place, to the detriment of some of the larger towns, and business is booming.

Ottisville.

Parker & Dunston, dealers in hardware and agricultural implements, will move into their new double brick store. They have recovered from the effects of the fire which burned them out about one year ago and their new building is an ornament to the town.

Luther.

Hunters from all parts of the State are coming to Luther after deer.

Will Slade, clerk at the Pacific, left last week. Wm. Everets takes his place.

Mrs. Maxim is building a photograph gallery just north of the Sabin House block.

W. B. Pool, hardware merchant, has returned from his business trip to Jackson.

Big Rapids.

Summer Stickney & Co. succeed Stickney & Gould, druggists on East Maple street. Arrangements have been made by which Freiberg Bros., the merchant tailors, will continue business as usual, although one of the brothers retires from the firm.

D. L. Garling, formerly of the firm of Shankwiler & Garling, millers at Big Rapids, but now proprietor and owner of the Murphy mill at Remus, is doing a fine business.

Crocker & Hudnutt assert that the statement that they will lose \$5,000 on the court house contract is untrue.

The firm which was reported in last week's issue as Chub & Trebar is Trebar & Garling.

Big Rapids is having a lively time over a project to change the present water works system from steam power and river water to

water power and pure water from wells, and instead of locating the works at or near the lower dam as they now are, and pumping the water all up hill, to locate them at the upper dam and force the water down hill. The question is to be submitted to the people on the 14th.

The firm of Lindbloom Bros., dealers in groceries and feed at Upper Big Rapids, consists of Fred and Jake Lindbloom.

The Big Rapids Freight Co. shipped a carload of wagons last Friday to Gage county, Nebraska. They have had a wagon on exhibition at twenty of the county fairs in this State and at the State fairs in Vermont, New York, Pennsylvania, Ohio, Indiana, Minnesota and Michigan.

Christen Preysz, dealer in drugs dry goods and notions at Upper Big Rapids, has purchased the building he is doing business in of Wm. Hungerford, and will enlarge the same.

VISITING BUYERS.

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

- J. C. Benbow, Cannonsburg. A. L. Foster, Kent City. E. H. Foster, Fife Lake. O. F. Conklin, O. F. & W. P. Conklin, Ravenna. T. H. Peacock, Reed City. R. H. Perkins, Boyne City. J. M. Carr, Chippewa Lake. Dr. A. Hanlon, Middleville. Thos. Heffernan, Eastmanville. Aaron B. Gates, Rockford. W. L. Hazlett, Wayland. E. G. Ripley, Montague. L. B. Wright, Woodville. F. S. Wolf, Travers City. Elmer Chaple, Cole & Chaple, Ada. J. E. Thurkow, Morley. R. D. McNaughton, Coopersville. Gus Hegman, Bauer. J. D. Chapman, Mecosta. Jay Marlett, Berlin. S. H. Ballard, Sparta. E. F. Belden, Sparta. F. H. Spencer, Larnac. R. A. Hastings, Sparta. J. D. F. Pierson, Pierson. W. W. Peire, Moline. H. B. McCalloch, Berlin. J. H. Foster, Fife Lake. C. C. Bailey, Fife Lake. Neal McMillan, Rockford. H. G. Hale, Nashville. E. J. M. O'Leary, Hudsonville. Louis Kolkema, Holland. J. J. Quick, Allendale. Geo. F. Stark, Cascade. J. H. Smith, Cozy & Roush, Freeport. John Kamps, Zutphen. A. Purchase, South Blendon. Mrs. Jacob Dehri, Hyron Center. C. Burrow, Hinham. M. B. Nash, Sparta. C. G. Jones, Olive Center. Faine & Field, Englishville. Joshua Cozy, Cozy & Co., Rockford. H. B. Irish, Lisbon. John C. Scott, Lowell. Thos. Sourby, Rockford. J. J. Smolter, Larnac. Wm. McMullen, Wood Lake. Geo. T. Cook, Grove. Geo. Carrington, Trent. J. H. TenHoor, Forest Grove. W. H. Struik, Forest Grove. A. J. White, Bass River. S. H. Ballard, Sparta. E. J. Hoyt, Tallmadge. A. M. Church, Berlin. John W. Mead, Berlin. M. J. Howard, Englishville. C. O. Bostwick and C. L. Bostwick, C. O. Bostwick & Son, Cannonsburg. B. M. Denison, East Paris. Frank O. Lord, Howard City. J. Barnes, Austerlitz. J. H. Moore, Moorstown. J. H. Moore, Lansing. Cook & Sweet, Bauer. G. H. Walbrink, Allendale. Wm. Karsten, Beaver Dam. T. B. Haines, Cedar Springs. G. B. Chambers, Wayland. S. A. Watt, Watt & Calhoun, Saranac. E. J. Campau, Alaska. E. J. Hoyt, Boys Bros., Cedar Springs. Aaron Zunder, Zunder Bros. & Co., Bangor. G. N. Reynolds, Belmont. Howard Morley, Morley Bros., Cedar Springs.

Good Words Unsolicited.

Parker & Simmonds, butchers, Traverse City: "May her good qualities and circulation never grow less."

W. H. Benedict, grocer, Vermontville: "Of the four or five trade journals which we receive, we prize THE TRADESMAN the most."

How the Make Careless Engineers.

From the Mechanical Engineer. The best way to make careless engineers is for employers to discourage all their attempts to economize or improve. We are frequently in receipt of confidences from engineers, wherein they speak of the indifference of their employers to saving. One in particular, now before us, says: "It is difficult to make the change I desire when my suggestions to my employers are met with the answer: 'It has run as it is for six or seven years, and we can't see the necessity of changing it now.'" Another engineer, when reproached for using gate bars that dropped half the coal into the ash pit, said: "The bosses don't care; if I saved two tons of coal a week they wouldn't even thank me for it, much less pay me any more money."

So far as good engineering is concerned this is certainly discouraging; more than this, it is apt to extend to the man himself, so he becomes indifferent to his own individual advancement. This is the gravest feature of the indifference of employers, for a man will not always be in the same place, and if he allows himself to grow careless, all things are possible.

Economy in managing steam engines and boilers should be practiced for its own sake, and because that is the way to become proficient. If it is not recognized in one place it will be in another. The foreman will see it if no one else does, and if a man leaves, every one will have a good word for him and help him along. This, provided he is the right kind of a man.

"We used to have plenty of coal before you came," was the remark we overheard once, in answer to a request for more; and we also heard a foreman ask an engineer why it was he didn't want more coal. "Before you came we used to be wheeling coal all the while; now we are going to send one of these trimmers away. One man can wheel all you want."

This is not idle gossip, but it is live testimony to the value of care and attention to one's business. We should not think our efforts are useless because our employers do not recognize it in so many words. Economy is valuable to us individually, and should be practiced regardless of recognition.

The penalty for selling a cigarette to a boy or girl under sixteen years of age in New Hampshire has been made \$20 for each offense.

Hardware.

Locating Line Shafting and Pulleys.

From the Scientific Press.

When a line of shafting is to be driven from another line in a room above or below, the placing of the shafts and pulleys is a matter of no small annoyance to some, and a few words to the point may be acceptable. One of the most important factors to be looked to in locating a pulley is the direction in which the pulley will deliver the belt. When a pulley once gets a fair hold, it will "pull" for all it is worth, but in order to get a fair hold, the belt must be delivered in a proper manner from the other pulley. Bearing this in mind, then, the main thing to look to in placing shafting for a "quarter-turn" belt is the manner in which each pulley delivers the belt to its mate. The shafting must be perfectly level, and the pulleys, as near as can be of the same size. Then if the center of the delivering faces of each of the two pulleys is brought to touch the same plumb line, the belt will "track" in good shape. The position of the pulleys may be slightly changed from the above to suit certain conditions, such as a short distance between the centers of the two lines, or a great difference in diameter of pulleys; but if the shafting is placed with reference to the plumb-line, a very little adjustment will suit most any case. The best results, however, will be obtained when the pulleys are of the same size, and are not greater in diameter than twice the width of belt, the distance (vertical) between centers of shafts being not less than three feet for every inch in width of belt. When the distance between centers comes within 18 inches for each inch of belt width, it does not pay to use such a belt. It will not be out of place to remark that the two lines of shafting may be at any angle (horizontal) when the plumb-line principle is made use of, though with an acute angle the direction of revolution may be reversed.

Good Advice. From the American Machinist.

Now, young man, first of all, let well enough alone. Never disturb an engine unless occasion demands it, and if so, do it systematically. Have the floor swept clean, and spread some old sacking which is clean. When you take a part off, clean it with clean waste, being careful to keep your waste from all grit. Run your hand over the part to see if the waste has left anything on it, as the hand will readily detect the smallest particle of grit. After you have cleaned a part, lay it back out of the way just as it came off, and all the small stuff with it, just as it belongs. When you take off the head or steam chest, take the bolts and lay them in a circle or hollow square, with the small ends in, so that you can put them back as they came out. You will be surprised to see how much faster the work will progress. When you come to a thing that sticks, find out what causes it, and remedy it. The builders of steam engines do not always do their work well. But whatever you do, don't use a hammer; use wood or lead tools to pound with. If you use blocks, cut them about five inches long and eight inches in diameter, of hard wood, keeping them on hand all the time, replacing them as fast as one gives way, never waiting until one is needed. When you put a wrench on a nut, see that it fits it before you begin to pull, or you will soon spoil both wrench and nut. If a nut goes too hard, take it off and clean the thread.

When you want to bore through a casting, and are obliged to block it out from the face plate to prevent damage to the latter, you are often troubled by slipping of the pieces of planed iron which you put in. Some machinists wrap them in paper, but that is too much bother. Just rub them with chalk, and they will hold first-rate.

A floor of paper has been made in a new rink in Indianapolis. Straw boards are pasted and pressed together by a hydraulic press, and when seasoned they are sawed up into flooring, the edge of the paper forming the floor, which is without joints. When sandpapered it becomes smooth as ice and is noiseless.

When you want to mark a piece of iron in order to drill a hole, and you must mark through a deep hole in a rough casting, just rub chalk where you want the hole to be drilled, place the casting over it, and rattle down some of the dirt and sand with an awl or old file; then, with a center punch, you can mark the hole to drill.

Common glue with the addition of about 5 per cent of glycerine is employed for binding together on two or three sides packs of evenly cut paper, in the form of letter-pads, etc. India-rubber dissolved in carbon disulphide and colored is sometimes used the purpose.

Judging from recent English patents, compressed air engines for tramways are receiving considerable attention there. One of these patents relates to the use of a gas engine and pumps for helping up the air pressure.

Snow banks fully 100 feet high, that have lain there for many years, are to be found in the upper Sierras.

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 Livingston street, 50x125, with alley in the rear. Price \$550 cash or \$800 on long time. Enquire at "The Tradesman" office.

Steel from Scrap Iron.

The most recent discovery that steel can be made from scrap iron appears to have been made by Thomas Tipsey, foreman of the foundry of the Scioto Valley car shops at Portsmouth, Ohio. After long and patient experiments, he can take scraps of the most worthless iron, such as old bolts, bits of wrought and cast iron, oyster cans and rusty scraps, commanding only half a cent a pound, and make a steel of a finer grain than the Bessemer steel, not only with the strength of wrought iron, but with more than fifty times its strength. Mr. Lipsey holds a secret that will undoubtedly revolutionize the mechanical world.

Oil costs too much to be used in drilling rough holes in wrought iron. Use soap suds or soda water, and apply it with a little squirt gun. A Belgian manufacturer named Rey, who employs 3,000 people, retains 3 per cent. of their wages, and agrees to provide a physician when they are taken sick. While unable to work from illness, the employee gets half pay, and meat and wine, if necessary. If a workman dies his widow gets a pension of one-third of his wages if he had been in the works for ten years, and one-half the wages if over ten years. A pension for life is given to all invalids who have been fifteen years in his employ.

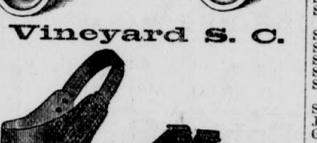
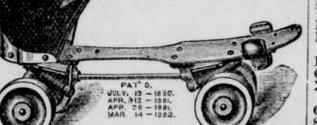
Vineyard Skates.

FOSTER, STEVENS & CO.,

Headquarters for Western Michigan!



Vineyard S.C.



Skate Bags & Boxes

A FINE ASSORTMENT. WRITE FOR PRICES.



FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.

WHOLESALE PRICE CURRENT.

Prevailing rates at Chicago are as follows:

AUGERS AND BITS. Ives' old style... 60. N. C. Co... 60. Douglas... 60. Pieces... 60. Snell's... 60. Jennings' genuine... 60. Jennings' imitation... 60.

BALANCES. Spring... 25. BARROWS. Railroad... 13 00. Garden... 35 00.

BELLS. Hand... 60x10. Cow... 15. Call... 40. Gong... 20. Door, Sargent... 55.

BOLTS. Stove... 40. Carriage new list... 75. Plover... 30x17. Sleigh Shoe... 75. Cast Barrel Bolts... 50. Cast Barrel, brass knob... 55. Cast Square Spring... 50. Cast Chain... 60. Wrought Barrel, brass knob... 55x10. Wrought Square... 55x10. Wrought Sunk Flush... 60. Wrought Bolt and Plated Knob... 50x10x10. Ives' Door... 50x10.

BRACES. Barber... 40. Backus... 40. Spofford... 50. Am. Ball... net.

BUCKETS. Well, plain... 4 00. Well, swivel... 4 50.

BUTTONS, CAST. Cast Loose Pin, figured... 60x10. Cast Loose Pin, Berlin bronzed... 60x10. Cast Loose Joint, genuine bronzed... 60x10. Wrought Narrow, bright fast joint... 60x10. Wrought Loose Pin, acorn tip... 60. Wrought Loose Pin, japanned... 60x5. Wrought Loose Pin, japanned, silver tipped... 60x5.

Wrought Table... 60x5. Wrought Inside Blind... 60. Wrought Brass... 65x10. Blind, Clark's... 70x10. Blind, Parker's... 70x10. Blind, Shepard's... 70.

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

CATRIGES. R. m Fire, U. M. C. & Winchester new list... 60. Rim Fire, Eastern... 60. Centra Fire... 40.

CHISELS. Socket Firmer... 75. Socket Framing... 75. Socket Corner... 75. Socket Slicks... 75. Butcher's Tanged Firmer... 40. Barton's Socket Firmer... 20. Cold... net.

COMBS. Curry, Lawrence's... 40. Hotchkiss... 25.

COCKS. Brass, Racking's... 50. Bibb's... 40x10. Beer... 60. Fens... 60.

COPPER. Planished, 14 oz cut to size... 30. 14x52, 14x56, 14x60... 36.

DRILLS. Morse's Bit Stock... 35. Taper and Straight Shank... 35. Morse's Taper Sock... 30.

ELBOWS. Com. 4 piece, 6 in... doz net \$5.50. Corrugated... 2 1/2. Adjustable... 1/2 & 10.

EXPANSIVE BITS. Clar's, small, \$18 00; large, \$25 00... 20. Ives', 1 \$18 00; 2, \$24 00; 3, \$30 00... 25.

FILES. American File Association List... 60. Boston's... 60. New American... 60. Nicholson's... 60. Heller's... 30. Heller's Horse Rasps... 30x34.

GALVANIZED IRON. No. 16 to 20... 22 and 24, 25 and 26, 27... 28. List... 13 14 15 18. Discount, Juniata 45x10, Charcoal 50x10.

HAMMERS. Stanley Rule and Level Co.'s... 50. Maydole & Co.'s... 20. Kip's... 25. Verkes & Plumb's... 40. Mason's Solid Cast Steel... 30 c list. Blacksmith's Solid Cast Steel, Hand... 30 c 40x10.

HANGERS. Barn Door Kidder Mfg. Co.'s Wood track dis... 50. Champion, anti-friction... 40. Kidder, wood track... 40.

HINGES. Gate, Clark's, 1, 2, 3... 60. State... 60. Screw Hook and Strap, to 12 in. 4 1/2 14 and longer... 3 1/2. Screw Hook and Eye, 1/2... 10 1/2. Screw Hook and Eye, 3/4... 8 1/2. Screw Hook and Eye, 1... 7 1/2. Strap and T... 60x10.

HOLLOW WARE. Stamped Tin Ware... 60x10. Japanned Tin Ware... 20x10. Granite Iron Ware... 25.

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

KNOBBS. Door, mineral, jap. trimmings... \$2 70, dis 60x4. Door, porcelain, jap. trimmings... 3 50, dis 60x4. Door, porcelain, plated trimmings... list, 10 15, dis 60x4. Door, porcelain, trimmings... list, 11 55, dis 70. Drawer and Shutter, porcelain... dis 70. Picture, H. L. Judd & Co.'s... d. Hemacite... dis 50.

ROOFING PLATES.

IC, 14x20, choice Charcoal Terne... 5 50. IX, 14x20, choice Charcoal Terne... 11 00. IC, 20x28, choice Charcoal Terne... 11 00. IX, 20x28, choice Charcoal Terne... 14 00.

ROPPERS. Sisal, 1/2 in. and larger... 9. Manila... 15.

SQUARES. Steel and Iron... dis 60x10. Try and Bevels... dis 60x10. Mitre... dis 20.

SHEET IRON. Nos. 10 to 14... Com. Smooth... \$4 20. Nos. 15 to 17... \$3 00. Nos. 18 to 21... 4 20. Nos. 22 to 24... 4 20. Nos. 25 to 29... 4 40. All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SHEET ZINC. In casks of 600 lbs... 6 50. In smaller quantities... 6 75.

TINNER'S SOLDER. No. 1, Refined... 13 00. Market Half-and-half... 15 00. Strictly Half-and-half... 16.

TIN PLATES. Cards for Charcoals, \$9 75. IC, 10x14, Charcoal... 6 00. IX, 10x14, Charcoal... 7 50. IC, 12x18, Charcoal... 6 50. IX, 12x18, Charcoal... 8 50. IC, 14x20, Charcoal... 7 50. IX, 14x20, Charcoal... 9 00. IC, 16x24, Charcoal... 11 00. IX, 16x24, Charcoal... 12 50. IC, 20x28, Charcoal... 16 00. DX, 100 Plate Charcoal... 6 50. DXX, 100 Plate Charcoal... 8 50. DXXX, 100 Plate Charcoal... 12 50. Reddipped Charcoal Tin Plate add 1 50 to 6 75 rates.

TRAPS. Steel, Game... Onida Community, Newhouse's... dis 35. Onida Community, Hawley & Norton's... 60x10. Hotchkiss... dis 60x10. S. P. & W. Mfg. Co... 20 50. Mouse, choker... 20c 9 doz. Mouse, delusion... \$1 50 9 doz.

WIRE. Bright Market... dis 60x10. Annealed Market... dis 70. Coppered Market... dis 55x10. Extra Baling... dis 55. Tinned Market... dis 40. Tinned Broom... 9 50. Tinned Mattress... dis 37 1/2. Coppered Spring Steel... dis 40x24x10. Tinned Spring Steel... dis 37 1/2. Plain Fence... 2 30. Barbed Fence... new list net. Copper... new list net. Brass... new list net.

WIRE GOODS. Bright... dis 70x10. Screw Eyes... dis 70x10. Hook's... dis 70x10. Gate Hooks and Eyes... dis 70x10.

WRENCHES. Baxter's Adjustable, nickelled... dis 50x10. Coe's Genuine... dis 50x10. Coe's Patent Agricultural... dis 65. Coe's Patent, malleable... dis 70.

MISCELLANEOUS. Custers, Cistern... dis 70. Screws, new list... dis 50x10. Casters, Bed and Plate... dis 50x10. Dampers, American... 83 1/2.

LUMBER, LATH AND SHINGLES. The Newberry Manufacturing Co. quote f. o. b. cars as follows:

Uppers, 1 inch... per M \$44 00. Uppers, 1 1/2 and 2 inch... 45 00. Selects, 1 inch... 35 00. Selects, 1 1/2 and 2 inch... 38 00. Sheet, 1 inch... 30 00. Sheet, 1 1/2 and 2 inch... 32 00. Fine, Common, 1 1/2 and 2 inch... 15 00. No. 1 Stocks, 12 in., 12, 14 and 16 feet... 16 00. No. 1 Stocks, 12 in., 18 feet... 17 00. No. 1 Stocks, 10 in., 12, 14 and 16 feet... 15 00. No. 1 Stocks, 10 in., 18 feet... 16 00. No. 1 Stocks, 8 in., 12, 14 and 16 feet... 14 00. No. 1 Stocks, 8 in., 18 feet... 15 00. No. 1 Stocks, 8 in., 20 feet... 17 00. No. 2 Stocks, 12 in., 12, 14 and 16 feet... 12 00. No. 2 Stocks, 12 in., 20 feet... 13 00. No. 2 Stocks, 10 in., 12, 14 and 16 feet... 12 00. No. 2 Stocks, 10 in., 18 feet... 13 00. No. 2 Stocks, 10 in., 20 feet... 14 00. No. 2 Stocks, 8 in., 12, 14 and 16 feet... 11 00. No. 2 Stocks, 8 in., 18 feet... 12 00. No. 2 Stocks, 8 in., 20 feet... 13 00.

Coarse Common or shipping culls, 8 00x9 00. A and B Strips, 4 or 6 in... 35 00. C Strips, 4 or 6 in... 27 00. No. 1 Fencing, all lengths... 15 00. No. 2 Fencing, 12, 14 and 18 feet... 15 00. No. 1 Fencing, 16 feet... 12 00. No. 1 Fencing, 4 in... 15 00. No. 2 Fencing, 4 in... 12 00. Norway C and better... 10 00. Bevel Siding, 6 in. A and B... 18 00. Bevel Siding, 6 in. C... 14 50. Bevel siding, 6 in. C, No. 1 Common... 9 00. Bevel Siding, 6 in. Clear... 29 00. Piece Stuff, 2x4 to 2x12, 12 to 16 ft... 10 00. \$1 additional for each 2 feet above 16 ft.

Dressed Flooring, 6 in. A, B... 35 00. Dressed Flooring, 6 in. C... 29 00. Dressed Flooring, 6 in. No. 1 Common... 17 00. Dressed Flooring, 6 in. No. 2 Common... 14 00. Beaded Ceiling, 6 in. \$1 00 additional. Dressed Flooring, 4 in. A, B and Clear... 35 00. Dressed Flooring, 4 in. C... 29 00. Dressed Flooring, 4 or 5 in. No. 1 com'n... 16 00. Dressed Flooring, 4 or 5 in. No. 2 com'n... 14 00. Beaded Ceiling, 4 in. \$1 00 additional. XXX 1

# The Michigan Tradesman.

## PIETY THAT PAID.

Why a Shoemaker and a Clothier Went Into the Church.

"How does it happen that you joined the Methodist church?" asked a man of a dealer in ready-made clothing.

"Well, because mine brudder choined der Bresbyterians. I was not vant der let heem git der advantage mit me."

"How get der advantage?"

"Mine brudder noticed dot he vas ein shoemaker unt dot der Bresbyterians shood oop ven dey bray. He see dot dey vare der shoes oud in dot vay unt he choins dot schurch to hold dot trade, unt prospers; so I choined der Methodists."

"What did you gain by that?"

"Vy, der Methodists kneel down unt vare der pritches at der knees out ven dey bray, unt dey bray long unt vare pig holes in dem pritches. Vell, I sells clothing to dem Methodists unt makes monish."

"But don't you have to donate considerable to the support of the church?"

"Yah; I puts much money in dot schurch basket, but efery time I donates to dot schurch I marks pritches oop den per cent. unt gits more as efem."

## Low Prices and Fair Prices.

From the Banker's Magazine.

By many it is maintained that low prices are the goal toward which we should always run. They believe that under such a condition our country would reap unparalleled prosperity. This is one reason why they are opposed to the present industrial policy, because the tendency of it is to maintain higher prices, and they would abolish it in order to bring in that much desired era. We are unable to assent to this doctrine that prosperity and low prices are synonymous. If they were, why are they not prospering at the present time? Certainly prices are low enough to satisfy the worst bear, and yet all know that we are not living in prosperous times. Complainers abound everywhere. Nor are these confined simply to one class of people. But it so happens that every person living on this planet is a buyer or seller. He has two faces or sides to him like the moon or a cheese; but these low-price people unfortunately never see but one. They contemplate the human race solely as buyers, and forget that they are also sellers. We cannot buy unless we sell, and if we demand a low price in purchasing we must also expect a low price in selling. Now, this is only another way in stating that prosperity is synonymous, not with low prices, but with fair ones. We are all anxious to buy at the lowest prices and sell at the highest, but this cannot be done. We cannot take advantage of one another universally in that way. If we attempt this we shall miserably fail. Perhaps as striking an effect of low prices at present as could be mentioned are the freight charges on our principal railways. Some of these lines which had for years paid dividends with the utmost regularity are on the brink of bankruptcy. Who are gainers by such a change? Certainly not that large class who depended on such roads for regular dividends. Certainly not that large class who find their wages reduced in consequence. Nor are shippers, for they frankly say that they do not complain so much of the low rates as of the unequal ones, which have been prevailing of late. When a man sells a thing for less than it costs him, that loss is either taken from his capital or, what is true in many cases, from that of the persons from whom he originally purchased; hence the enormous bankruptcies of which we hear from day to day. It is a long and doleful list. These bankruptcies mean that people have been selling without a profit and using up the capital of others besides their own. The consumer may rejoice over his cheap purchases perhaps, but he does not think that some one else was paying a portion of the purchase for him. Perhaps he did not care, but such was the case. We do not believe that in a healthy state of society such a state of things will exist. When times are truly prosperous people will get fair prices all around and this is the test of truly solid civilization. If they become too low, then losses and bankruptcy arise, from which society in the end is generally the loser.

It may be mentioned in this connection that low prices are not always a good thing or can be considered as low when they are the result of enormous combination of capital and great manufactories and very small rewards of labor.

It is a deplorable state of things when a few make all the money, and the great majority of people suffer. When we turn to our census and read the enormous accumulation of wealth and the comparatively small number of persons who enjoy that wealth, we are inevitably led to exclaim: There is something wrong in our civilization! Great wealth and great poverty do not harmonize. And it requires but little study to find out precisely what change has occurred in society, what has happened, whereby a few, either legally or illegally, or in some cases by accident, have become enormously rich. In the case of the great factorie, sprockets are often sold low, and we are asked: Is this not a gain to society? But right here we must interpose. Supposing the products are sold low, the aggregate sales enormous and the owners become immensely rich out of the enterprise, then it is certain beyond all question that they have not divided fairly with their employees. Low as the product may be to the consumer the

division of the profits has not been the best for society. The recent great fortunes testify to the unequal distribution of the wealth of the community. This thing, or that thing, or the other may seem to be low, but when its price is considered with relation to that obtained for other things, it is not so low, it may be, in fact, very high. One of the reasons why these hard times continue is the misadjustment of prices. It is true, looking at the subject in a general way, prices are more equal than they used to be. This is due to our postal facilities and telegraph. Some of the exchanges are trying to prove that this equality is due to their lightened operations; but we are very certain that their position is erroneous. In the olden times great fortunes were made from uncertainties that do not now exist. All the businesses of the country are now more equally divided on the same plan than formerly. The ocean telegraph did much to equalize prices and destroy the advantage which men formerly possessed. When we firmly get hold of the idea that we are both producers and consumers, and we should seek to get and maintain fair prices instead of very low or very high ones, we shall be far on the way of preparing a remedy that will end the existing business depression.

## Paying Old Debts.

"It's a terrible thing to owe money," said Smith. "To be compelled to dodge around this corner and that to avoid meeting a creditor on the street, it takes the manhood out of one, and he soon loses all self-respect. I am glad to say that I no longer owe a dollar."

"Then those old debts that have bothered you so long are all squared up, are they?"

"Yes, thank heaven! The last one became outlawed yesterday."

## Attachment of Salaries of Postal Employees.

The Postmaster-General has rendered a decision to the effect that salaries of postal employees cannot be attached for debt, and he will send out instructions to postmasters to disregard attachments issued by state courts, but appear individually in court and state that they are possessed of no property belonging to the debtor. The salaries are to be regarded as United States funds until they pass from the hands of the postmaster into those of his employees.

## The Chicago Way.

Little girl from Chicago—"Our family is a more aristocratic family than yours."

Little girl from Boston—"No, it isn't. My mother can boast of her forefathers for the past two centuries."

Little girl from Chicago—"Oh, that is nothing. My mother can boast of four husbands in the last two years."

## At a Matrimonial Agency.

Agent: "I have one lady twenty years of age who has \$30,000 in her own name."

Customer: "Is she good looking?"

Agent: "No, but she has got the consumption."

Customer: "Just the kind of a wife to make me happy. Trot her out."

Since California began to import ostriches, the Government of the Cape of Good Hope has imposed an export duty of \$500 a head on ostriches in order to keep the birds and the ostrich feather business at home.

Cincinnati is, by a kind of tradition that has outlived its day, called the hog-packing city of the West. It used to be familiarly known as "Porkopolis." But it is now at the bottom of a list of eight great packing cities. Chicago packs two-thirds of the hogs treated in this way, and Cincinnati less than 3 per cent. of the whole number.

An important industry for Michigan may develop from Mrs. J. B. Gaylord's efforts at silk culture. This lady has at her home in Charlotte 30,000 silk worms in all stages of existence, and a thriving condition. The cold spring retarded the growth of the mulberry and osage orange leaves, on which the worms feed, and delayed in consequence the hatching season.

Somebody remembers that Morse once predicted that talking through a hundred miles of wire would become common, and that ocean steamers on a voyage would keep up communication electrically with the shore. The first prediction having come true, the second is hopefully regarded, though regarded as wild when made.

Paris is cleared of rats by her municipal council offering a premium for their skins. Two years ago the premium was \$3 per 1,000 in order to get the city rid of the pests. The rats are of the Norway kind, and breed four times a year. The skins when collected are sold to glove makers for four cents each, and 20,000 skins are said to have been made into "genuine kid" gloves last year.

The merchant tailors of Cincinnati have just organized a protective association, which includes all the leading firms, and is designed to weed out fashionable "dead beats." A solicitor is to be employed to make a register of non-paying customers, copies of which are to be furnished to members who are bound to supply information in regard to them under penalty of suspension or expulsion.

The largest cheese ever manufactured in this country was made recently at East Aurora, Erie county N. Y. It was ordered by a prominent grocer of Buffalo, who, during the process of its manufacture, threw ten \$5 gold pieces into the milk. Its weight will be 3,300 pounds. The milk was taken from 2,600 cows, which it took 300 hands to milk. An excursion of between 400 and 500 prominent citizens left Buffalo to witness the construction of so huge a mass of cheese.

## Chinese Veracity.

From the Alta California.

If we did not know, on the authority of Bret Harte, that the Chinaman is childlike as well as bland, we should be compelled to believe that some of the Chinese who testify in the United States Court in this city are chaffing justice and trying to reduce the proceedings to a farce. The testimony of some of them has been grotesque enough. Several have recently sworn that scars and other permanent physical marks, which, as holders of descriptive certificates, they ought to be wearing, were removed in China by surgery or witchcraft. One who, according to his statements, wore an ineffaceable India-ink mark on his arm during two years in this country, informed the court that it had washed off in China, and when asked why it did not wash off in this country, stated, without change of countenance, that he had never washed his arm in the United States. But the most humorous, if not the boldest, perjurer was the one who explained the loss of his quene by saying that the rolling motion of the ship in which he came over caused it to fall off. For examples of perjury which are amusing by reason of their hardihood these cases would be difficult to beat anywhere.

## No Time to Spare.

Gentleman—Uncle Rastus, I've got a job of whitewashing for you.

Uncle Rastus—Well, I kaint' do hit terday, sah.

Gentleman—What's the matter? I thought you were anxious for work.

Uncle Rastus—So I is, sah. But yo' see, boss, de Colored Workin'men's Amulgumated 'Sociashun fo' de pertecshun ob de laborin' man from der enroachments an' inroads ob cap'talists meets terday, and Ise been 'lected Cha'rman ob de oecashun. So, yo' sees, boss, I hain't got no time to spa'r.

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.

The prominent sheep raisers in Tennessee have resolved to abandon the business, owing to the want of a dog law, asserting that 300,000 sheep cannot be maintained against 500,000 dogs.

FUSE, CAPS, AUGURS



BLASTING APPARATUS.

## HERCULES!

The Great Stump and Rock

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Strongest and Safest Explosive Known to the Arts.

Farmers, practice economy and clear your land of stumps and boulders. Main Office, Hercules Powder Company, No. 40 Prospect Street, Cleveland, Ohio.

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**Rubber BOOTS**  
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Ordinary Rubber Boots always wear out first on the ball. The CANDEE Boots are double thick on the ball and give **DOUBLE WEAR.** Most economical rubber Boot in the market. Lasts longer than any other boot, and the **PRICE NO HIGHER.** Call and examine the goods.  
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## "WARREN'S CRIP."

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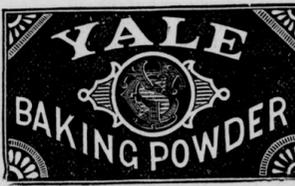
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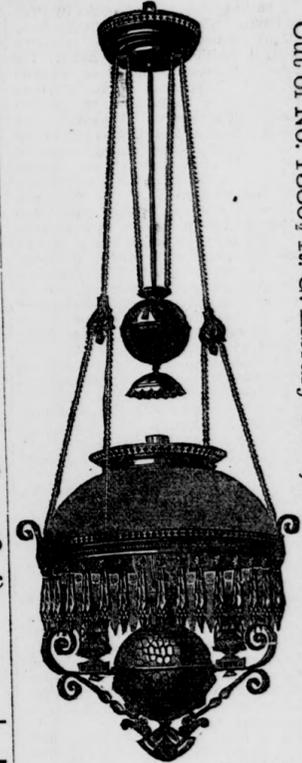
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