

business compares favorably with this time last year.

There is one lace factory in the Greater New-York which employs 700 hands. It does good business and thinks it would do a better if the duty on laces were raised still higher. It is in Brooklyn, with its office in this city.

NEW-YORK COTTON EXCHANGE.

This institution, which has now attained to such majestic proportions in New-York, had, like others of a similar nature, a modest beginning. It was organized in August, 1870, and its first election was held on the 15th of that month. In September of that year the new Exchange secured a few small back rooms in No. 146 Pearl-st., and in 1872, having outgrown its birthplace, removed to No. 1 and 3 Hanover Square. In April 30, 1885, the New-York Cotton Exchange moved into the splendid new building on Hanover Square and William and Beaver sts., its present home.

The Exchange began its existence with 100 chartered members who paid \$200 each admission fee. The initiation fee was increased to \$500 in July, 1873, and in 1874 was raised to \$5,000. It is now \$10,000 and the Exchange has a membership of 454.

The following figures will give an idea of the volume of business transacted. In 1891-92, 278,471 bales; 1892-93, 333,759; 1893-94, 308,628; 1894-95, 303,231, and for the year 1895-96, 301,942 bales. After New-Orleans, New-York is the greatest cotton centre in the United States.

Following are the present officers: President, Gustavus C. Hopkins, vice-president, William V. King; treasurer, Walter T. Miller; secretary, Thomas M. Robinson; managers, John L. Beardsley, Walter C. Hubbard, Theodore P. Rall, Robert P. McDougal, Edward E. Moore, J. Tempel Gwathey, William J. Hochstetter, Sigmund M. Lehman, William Ray, Isaac B. Froelich, Robert H. Rountree, John C. Latham, Louis C. Schiffer and Clayton E. Rich. Edward R. Powers is the superintendent.

KNITTED GOODS TRADE.

At the present time in this country are situated about 3,000 knitting mills. The Eastern, Middle and Western States possess about 2,500 of these, while the Southern States have the balance. New-York, with the New-England States, contains about 75 per cent of the total number, and every mill throughout the country that amounts to anything has its agency or representative in New-York City.

The great knitting goods district of the country is in Franklin, Leonard, Worth, Thomas and Church sts. and Broadway. Every year manufacturers strive to outdo their previous efforts and generally succeed, and this year there will be more novelties and more really meritorious lines shown than ever before in the higher grades, while in the cheaper goods there is a marked advance in quality as well as in beauty. Prices will rule low, cheap as goods have been, more will be given for the money than ever, and it is safe to predict that sales will be large. The senior partner of a large Broadway house said: "I presume that you are aware that very little knit goods manufacturing is done in this city. The great bulk of it is done up at Cohoes, Albany and the Mohawk Valley, but all of us make New-York our headquarters, and this is where we do all the business, and I have a very strong idea that this will be our most prosperous year—since that glorious period from 1889 to 1892. At present most of our time is given to preparing for the rush business, which, in the opinion of those best informed, promises to be great indeed. Trade will have to be very much worse than usual if the lines of samples shown this spring do not capture the fancy of the buyer, no matter how reluctant he may be, for, to judge from the fine specimens, the new line promises to be unusually attractive, and we are going to catch the fish, or know the reason why."

UPHOLSTERY GOODS.

One of the surest signs of an improvement in trade is the demand for such articles as embroidery, lambrequins, lace curtains, and such aids to the comfort and ornament of the interior of the house. Quite a number of large establishments on Broadway, Grand-st. and Greene-st. make a specialty of these articles. Speaking approximately, and in the roughest sort of way, there are from \$25,000,000 to \$30,000,000 worth of them in stock, but the great bulk is imported from Europe and pays a heavy duty. "The prospects for this season are excellent," said a Broadway dealer to a reporter, "and continue to improve. Business was very dull before the election, owing to the fear growing out of free silver, but, although trade is always more or less depressed between the election and inauguration of a President, this time, at least in our business, a pleasant exception is observable. I have not the remotest idea of the capital invested in upholstery in this city, though it must be large, nor of the number of hands the industry employs, and I do not believe any one can tell with accuracy. You can purchase a pair of imitation lace curtains for \$7, but I can show you a pair in an uptown window made by hand and imported from France that cost \$500. And so with lambrequins and portières. Yes, most of us are satisfied with the way business is progressing, and we look for further improvement. The trade compares favorably with last year at this time. One thing I can say with certainty, which is that an extra session of Congress is not good for trade."

QUILTING MANUFACTURE.

There is on the West Side in the drygoods district an establishment which is the only one of its kind in the city, or, in fact, in the country. It is a quilt factory, and employs about one hundred hands. The proprietors, for it is a company, sell the product of their industry in all parts of the United States, Canada, Mexico, the Central and South American republics and even to Europe. It is difficult to obtain any information as to materials used by the company or their modus operandi. They never advertise, but nevertheless their business keeps constantly growing. The materials they use are, however, produced in this country.

FANCY BIRDS AND FISHES.

The wholesale fancy bird and fancy fish market for this whole country is centred in Greater New-York. There is one such store that has over 5,000 birds constantly on hand, principally canaries, and that receives shipments from Europe nearly every week, and in the summertime they send their own men to South America and Africa and catch young parrots. Among the fancy birds at present on the market are

and all kinds found in the streams in this country. Fish are fed with prepared food, which consists of dried water insects, water plants and vegetables.

COLLARS AND CUFFS.

Although the collars and cuffs used in this and other American countries, including Canada, are, for the most part, manufactured in Troy and Glens Falls, New-York is their distributing point. The business is immense in volume, and is annually increasing, for nowadays men, women and even children wear collars and cuffs. There are factories also in this city engaged in the business. Ladies' cuffs and collars are made chiefly on the West Side in the drygoods district, while those for men and boys are turned out further uptown. Many are also imported from England, France and Germany. A number of New-York's curried darlings send their measures to England for collars and cuffs, as well as shirts, believing, or affecting to believe, that the imported is better than the domestic article. At the Troy and other out-of-town factories have offices in this city, the industry may be considered almost local. "It is estimated," says a manager of one of the uptown factories, "that upward of 10,000 men, women and children are engaged in handling collars and cuffs one way or the other in the Greater New-York, and that the annual business connected with them is about \$25,000,000. The capital invested in them must be very large in amount. It is also a growing industry, not more than twenty or twenty-five

and other purposes. The editorial department has an English, a German and a Spanish branch, the publications being printed in separate editions for each language. There is, therefore, a polyglot editorial staff. The bookkeepers and bill clerks number 150. The business letters received daily aggregate, on the average, 500. The subscription department registers annually between 1,400,000 and 1,800,000 subscriptions. The circulation of the periodicals is 2,000,000 copies per month. Seventy large cylinder presses are always running, and the output of books and periodicals is the largest, from a single concern, in the world. Ninety per cent of all the dress and household art patterns produced by the world's trade come from this establishment. Two floors of the emporium are occupied by a total of 1,500,000 pattern forms, which, according to an elaborate system which enables any particular design to be secured at a moment's notice. Two hundred and fifty cases are shipped daily, in addition to many thousands of packages.

CLOAK AND SUIT TRADE.

The cloak or suit manufacturer who promised his wife a cloak or a suit or anything else in his reason in the event of McKinley's election is now in a position to discharge his debt of honor. Prosperity for him came in at the same time with the newest idea in the wattleau plaited jacket, immediately after election.

The woman who wears the jacket, suit or cloak, and buys it uptown, knows little of the mechanism—the combination of circumstances, the chain of events that has resulted in produc-



NEW-YORK JUVENILE ASYLUM.

ing for her an article to make her sisters envious at so very moderate a price.

To her the millions of dollars of capital invested, and the thousands of employes, now better paid than ever before, are as if they had never existed. The great wholesale cloak and suit industry of New-York is to her a closed book. But 50,000 persons are given employment by the nearly 600 wholesale houses that comprise New-York's cloak and suit trade.

There are 150 of these, each of which has \$25,000 capital invested, and thirty more have \$50,000 or more ventured in business. Some individual houses do a business of \$2,000,000 annually.

There have been few failures in the last year, and the mishaps that have occurred have been for trifling amounts. In days of prosperity the class of suits and cloaks that find most ready sale readily indicates that pocketbooks are plentiful. In days of financial depression or "lean times" the dealer says that the poor go without cloaks. Orders now being received by the big houses show that even the very poor are not going unprovided. The out-of-town buyers, reaching New-York earlier in the season than in usual, and the manufacturers take that to mean restored confidence among the retailers and a more healthy feeling in the trade throughout the country.

"The signs are for better business," says a large wholesaler, "and even more prosperous times. I am inclined to take a very rosy view concerning the approaching spring trade. It is my belief that sales within the next few months will rise to such a figure that many people in our branch of business will begin to talk about booms and flood tides. I look for a very handsome and appreciable increase in the volume of orders for spring goods in our line."

"Owing to the unsettled condition of the country on the political questions last spring, buyers only ordered what they felt certain of selling, and a large majority preferred to keep inside the anticipated demand. They have no stock now on hand for their women customers, particularly stylish wraps. Buyers are now prepared to give large orders for the new styles."

PATTERN PUBLISHERS AND MAKERS.

The manufacture of dress and household art patterns is conducted in New-York upon a scale so extensive that few persons outside the trade itself can have any adequate conception of it. The greatest pattern manufacturing establishment in the world, and whose branches are distributed over every civilized country—and in

HATS AND CAPS FOR MEN.

The hat and cap industry of New-York leads the country in wholesale manufacturing. There is about \$5,000,000 invested in the manufacture of hats and caps, and fully 1,500 hands are employed. The volume of trade for the last year was between \$9,500,000 and \$10,000,000. The line of industry has suffered less during the last two years from hard times than many other trades. The silk hat trade during Presidential years has generally been flourishing, while the demand for soft hats is steadily growing greater, and the stiff hat or derby hat is still held in high favor.

There are one hundred salable shapes in the soft hat line, while the silk and derby hat styles are, as a usual thing, adopted by the leading hat makers, of which there are about half a dozen, and the trade in general copy from them and manufacture in all grades.

There are quite a number of silk hat factories in New-York City, but there is only a single factory which manufactures stiff hats. Most of the other factories which supply the wholesale store in this city with ready-made hats are located in Brooklyn, and in Danbury, South Norwalk, Bethel and other Connecticut towns, where the manufacture of hats is the chief industry.

The cheap soft hats are manufactured at Newark and Orange, N. J., while the wool hat comes from factories located at Peekskill and Newburgh, in New-York State. In this city there are one hundred wholesale hat makers, and one retail concern has half a dozen stores throughout New-York City and Brooklyn. There is a store in this city which, without exception, is the largest in the world. The show-rooms have an area of 65 feet by 100 feet, and occupy five floors, all stocked with hats and caps for the wholesale trade only.

The trade is looking for a lively business during the coming month, as the inauguration of President McKinley will cause a great demand for silk hats.

CORSET MANUFACTURE.

The manufacture of corsets is distinctively an American industry, which has grown as the years rolled by into vast proportions. The European manufacturers cannot compete with us, and have long since practically abandoned the field. The women dress reformers have rallied against the wearing of corsets to no purpose. Corsets at present are in more universal use than at any other time in the history of the country. Especially is this true of New-York City, where corset manufacture has become one of the most important of the many great industries. The variety of corsets is simply without number, and they come within reach of the very poorest. The prices range from 50 cents or less to almost any figure that the woman with a large purse may desire. It is estimated that \$100,000,000 is invested in the manufacture of corsets in this country, and the prospects of the trade for the coming year are of the brightest.

HANDKERCHIEFS AND LINES.

The manufacturers of linen handkerchiefs and other articles of wearing apparel from linen are not so numerous in this country as most people imagine. For some reason or other, in spite of the vast sums that have been spent in the industry, the American article is not nearly as good as the imported. American manufacturers themselves admit this, and explain it by saying that there is something in the water of this country that prevents the manufacture of really fine linen. Vast quantities of handkerchiefs are made here, in the valley of the Blackstone and

throughout New-England, but they are made from cotton and not linen.

Immense sums of money are invested in these countries about the average. The American manufacturers, however, say that in the course of a few years they will be able to manufacture men's goods here equal to the best that are made elsewhere. They hope soon to see their exports to these countries fulfilled. It will be a great boon to the people of this country, who will then be able to buy good linen articles at a much smaller price than in the world. Ninety per cent of all the dress and household art patterns produced by the world's trade come from this establishment. Two floors of the emporium are occupied by a total of 1,500,000 pattern forms, which, according to an elaborate system which enables any particular design to be secured at a moment's notice. Two hundred and fifty cases are shipped daily, in addition to many thousands of packages.

NEW-YORK'S GLOVE TRADE.

The glove industry is one of the most important in the city, and is steadily on the increase in the volume of business. Last year there were imported 1,400,000 dozen pairs of gloves, and the indications are that the importation will be much larger this year. They are brought principally from France, Germany, Belgium and Austria. The manufacture of gloves in this country cuts a very small figure. There is only one factory of any consequence, and that is located at Fultonville, this State. The output there is so small that the importation does not take into consideration the small quantity of gloves used here are chiefly of two varieties—the button and the hook alone. The former has a decided call in the market, the average American not taking kindly to the article with hooks. Most of the imported gloves are brought to New-York, from where they are distributed all over the country. A large percentage of the importation remains in this city. Importers speak very encouragingly of the outlook for the coming year as soon as the new tariff schedule has been arranged. The business thus far in January has been very satisfactory.

CARPETS AND DRAPERIES.

The carpet business, that is to say, the manufacture and sale of carpets, is ruled from New-York. The amount of capital invested is, say, \$100,000,000. The sales are one-third of this amount. The importation of carpets is a large item. But it is gradually growing less. With the importation of 40,000,000 square yards of Chinese matting, the business was almost disorganized.

The second largest mill in the world is in Yonkers. Philadelphia really produces the most finished product. New-York distributes it. There are made here Axminsters, Moquettes, tapestries, Brussels, Wiltons and Ingrains. It is interesting to note the number of looms that are used in the manufacture of the different styles of carpet. Ingrain, 3,300 hand looms, 4,700 power looms; Brussels, 1,500 power looms; tapestries and velvet, 1,700 power looms; Moquette and velvets, 400 power looms.

In the matter of draperies, a kindred branch of the carpet trade, about \$10,000,000 is invested. There is little export business, most of the product being sold in the Greater New-York. About one-third of the business that is done is imported stock. This amounts to a large sum every year.

In the matter of Oriental rugs the business is almost entirely in the hands of the foreign importers. In this country there are only two mills that manufacture the same line of goods as Philadelphia is the largest producer of this style of goods, but New-York is the distributing point. New-York City receives and distributes 85 per cent of all imports of the kind. It is estimated that the business is worth \$5,000,000 per annum.

DRESS LININGS.

One of the minor industries which go to make New-York the great industrial centre is the business of making dress linings. At least \$10,000,000 is invested in the business. The capital is turned over about three times a year.

All the distribution is done by a few firms in this city. Much of the product, old as it may seem, is sent to European and South American countries. The best dress linings, with the latest colors, are manufactured here. The importations of dress linings into this country are infinitesimally small.

Previous to 1888 few linings were made in this country. It was one of the infant industries that grew up in a night. Now the American manufacturer, by a wise expenditure of money, leads the world. Faster blacks, brighter colors and more spotless whites are sold in New-York than in any other city in the world.

JAPANESE AND CHINESE GOODS.

Americans have not yet reached a point where they can compete with the Chinese and Japanese in the manufacture of that class of goods known as Oriental. The importation of these goods, however, has grown rapidly within the last ten years, until now it has assumed the proportions of a great business. There are nearly 200 houses in this city dealing in Chinese and Japanese articles of all kinds, and the money invested yearly reaches into the millions. A great majority of these houses handle only Oriental goods, such as rugs, carpets, lamps, lanterns, portieres and bric-a-brac of all kinds. The importation of ornaments is very large, and is steadily on the increase. The American manufacture of this class of goods is very small, and the sale is very light, as the quality does not at all compare with the imported article. Japanese silks are becoming very popular, and the importations have doubled in the last five years. They are light and durable, and can be used for a variety of purposes. A large proportion of the imported Oriental goods find a ready market in this city. Most of the merchants engaged in the business are foreigners, very few Americans having yet decided that it would be wise to go into it.

FANCY CLOTHS.

Most of the fancy cloths for dress goods are imported from England, France and Germany, but the Americans are gradually taking hold of their manufacture on a large scale. These fancy cloths are becoming quite popular, and many women who scorned them a few years ago can

MY LADY'S DAINTY FAN.

The making and selling of the dainty, luxurious and, when properly wielded, dangerous fan, a beautiful woman's most killing weapon, has become a recognized separate business in New-York. This city may be truthfully said to supply the pretty women of all the United States with these fragile but essential and indispensable trifles. A woman going to a ball nowadays without a fan of an elegance corresponding to her gown is a rare exception, and a woman using a theatre programme or a dancing programme instead of a fan is seldom seen.

The New-York woman of fashion has adopted a fan ranging in width from eight to ten inches. This size, while perhaps not so imposing as the larger fans that were popular a few years ago, is more comfortable to use, and can be more easily and gracefully handled than the large ones.

For a ball or party nothing is now more fashionable than a fan made of the ostrich plumes, with tortoise-shell or pearl handles of the sort that had been in use for the past century, and that had bid fair to be in use for a century to come.

The manufacture of fans in the United States is in its infancy, and the yearly importation of these of European make is still very large. The chief fan-making foreign manufacturing centres are Vienna, Paris and Koblenz. Vienna has made great strides in this line in the past twenty-

five years, and bids fair to soon produce more novelties than Paris.

PIANO MANUFACTURE.

The American in Europe in answer to a question as to what was made and sold on this side of the Atlantic, said: "Cotton duck." He was not far wrong. The world gives to American manufacturers the credit of making a finer article than anything they ever conceived.

In New-York City are represented some twenty mills. Most of them have a capital of \$1,000,000. Others run down as low as \$100,000. All of them pay, because American duck is in demand the world over. It is used for sails, tents, awnings, tarpaulins, covers for everything from a steam boiler to a gypsy's tent, shooting suits, sheet blouses, and a hundred other branches of industry. Not the least, odd as it may seem, it enters into the farm. The big reaper combines of the West present to every purchaser a suit of duck, with hat and gloves. Most of it is made of the same sort of material as that of which the sails of the yacht Defender were made. They were made of South Sea Island cotton, and not one of them ripped. They were a triumph of American manufacture.

Little flax duck is made here. Only steamers use it. It has been found that a spark falling on a sail or awning made of flax duck will set the cotton duck on fire and smoulder. Most of the big mills are in Delaware, Georgia, Alabama, Connecticut and Maryland.

The business is an important one and adds greatly to the wealth of New-York year by year.

WINDOW SHADE MANUFACTURE.

Every American family has a window shade, often half a dozen. So it can readily be conceived that the business has grown to some importance. In New-York City there are a dozen firms which sell everything from the diminutive tack to the finest Holland shade.

Several millions of dollars are invested in the business, and just how many times this capital is turned over it would be difficult to tell. One dealer said the business amounted to nearly \$20,000,000 in New-York City alone, of course, this included the business of the wholesalers.

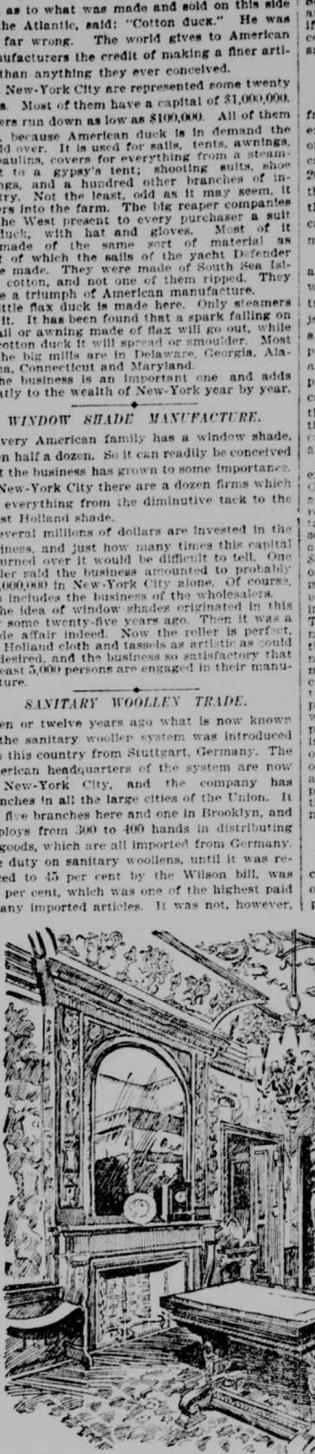
The idea of window shades originated in this city some twenty-five years ago. Then it was a crude affair indeed. Now the roller is perfect, the Holland cloth will spread or contract as could be desired, and the business so satisfactory that at least 5,000 persons are engaged in their manufacture.

SANITARY WOOLLEN TRADE.

Ten or twelve years ago what is now known as the sanitary woollen trade was introduced into this country from Stuttgart, Germany. The American headquarters of the system are now in New-York City, and the company has branches in all the large cities of the Union. It has five branches here and one in Brooklyn, and employs from 300 to 400 hands in distributing its goods, which are all imported from Germany. The duty on sanitary woollens, until it was reduced to 45 per cent by the Wilson bill, was 110 per cent, which was one of the highest paid on any imported articles. It was not, however,

prohibitive, for the reason that the woollens are demanded by the wealthy classes. The demand has been increasing year by year, hard times do not seem to affect it, and good times do not add to its prosperity. The capital invested here is relatively small—\$300,000 or so—and the hands employed are few. The company exports to Mexico and the South American republics from this point. It has forty-five mills in and around Stuttgart, and may be said to be a monopoly. Nevertheless, there are other reputable houses in New-York which deal in what they term sanitary woollen goods and do a large trade. These latter houses import the fine woollens necessary, but turn them into clothes in the city, and towns and villages adjacent. In this way they employ a large number of people. The money invested in this branch of the sanitary trade is about \$10,000,000, and the annual volume of trade twice that sum.

THE WALDORF, THE STATE APARTMENT.



THE WALDORF, THE STATE APARTMENT.

What may be styled the orthodox sanitary woollens—which are all imported—are very dear. The proprietors claim for them a peculiar power

of absorption and transmission, the properties of a non-conductor of heat, so essential to an agreeable temperature of the body. The property of promoting the elimination from the tissues of all excess of fat and water, thus making the flesh firm and hardening and toughening the muscles. They claim also that their goods not only prevent disease but absolutely cure many of those in existence. The woollens are made suitable both for summer and winter wear. In fact, they are adapted to all seasons, or in other words, "they are all wool for all the year round." All the articles are manufactured of the finest and purest camel-hair wool, with only admixture of linen or cotton or trace of noxious dyes. The factories, orthodox and non-orthodox, turn out every article of clothing that men and women wear night or day, winter or summer, with the exception of shoes and ties, and they make nearly all their goods to order.

PIANO ACTIONS.

Although the majority of the big piano manufacturers of New-York make nearly all the component parts of their instruments, piano actions are excepted by a few of them. Piano actions are the motive power that acts upon the strings and enables them to send forth those sweet sounds with which every one's ears are now more or less familiar. Action, in fine, is the lungs of the piano, the strings are the voice.

NEW-YORK'S CENTRE OF THE INDUSTRY.

Boston comes next. Chicago, though she makes pianos, has to import actions. There are in this city ten action factories, employing about 1,000 men, who receive big wages. There is only one importing house, and although the duty is only 25 per cent, not much business is done in that line. It is not easy to give even a rough estimate of the volume of trade or the capital invested, but there are many millions. The firm which imports it (manufactures as well) is satisfied with present conditions as regards tariff rates. "Two or three years ago," said one of its

representatives, "this branch of the piano trade employed 2,000 men where it now only employs half that number. The falling off I ascribe to the general depression of business throughout the country. We do a little exporting as well as importing, but not much. It is limited to the South and the Central American republics. I am afraid the business will not pick up very soon, if indeed it does at all, though of late there has come somewhat of a change for the better, very small, however."

PIANO CASES.

In 1895 more than 55,000 pianos were manufactured in New-York and sold in this city or exported to various parts of the country. A few of them were sent to South and Central America, but they were very few. Last year only 20,000 were manufactured, and as cases run in the same groove as pianos, for the reason that there cannot be a piano without a case, the causes for the decline furnished by an expert may be of interest. He said:

"It may appear strange, but it is nevertheless a fact, that the bicycle has a good deal to do with the decadence of the piano. Since the introduction of the wheel the young folks reject mental culture for physical development and bracing exercises. And, again, Chicago is pushing this city of New-York hard. New-York a few years ago stood first in the piano and piano-case trade. Boston second and Chicago third. Now Chicago is a close second. A third cause is, of course, the general stagnation in trade. Folks who find difficulty in procuring bread can hardly dispense with music and aesthetic things generally.

Piano cases are all of domestic manufacture, excepting a few imported from France for New-Orleans. Most of them are made in this city and cost from \$30 to \$50 each, though some reach as high as \$100. There are only five establishments in New-York which dedicate themselves exclusively to the manufacture of cases, and the value of the total product is about \$4,000,000 annually. The factories employ 400 or 500 hands, but, then, the majority of piano-makers, the larger ones exclusively, manufacture their own cases. Quite a number are made in Leominster, Mass., for New-York houses. The duty on piano-cases, for New-York houses, may be said to be prohibitive, as apart from the tariff German makers cannot with profit furnish the wood which, in such a delicate instrument as the piano, can stand the severe and changeable climate of this country. There are changeable climate factories in Harlem, which employ 150 men each, all, or nearly all, Germans, who learned the trade in the fatherland. They employ a case, cost \$3 or \$4. Of course, not reckoning New-Orleans or other towns, and cases of the French region in and around Louisiana, a few very wealthy people import high-priced pianos direct from France and Germany, but as the duty is on the whole instrument, cases do not figure in it.

MUSICAL INSTRUMENTS.

If Boston can justly lay claim to musical culture, certainly New-York is without doubt the question the market of America for the importation, sale, and to a great extent manufact-

ure of musical instruments. In New-York City proper there are at least 250 reputable houses which transact a yearly business ranging in amount from \$300,000 to \$4,000,000 in musical instruments, exclusive of pianos. This number includes importers and domestic dealers and agents, and all agree that the present outlook is excellent for the future.

The last few seasons have convincingly demonstrated that there has been an enormous increase in the musical instrument enterprise business, not only among importers and manufacturers, but with the jobber and retailer. Notwithstanding the fact that thousands of all classes were to a greater or less extent idle in the year just gone by, sales were better than anticipated. It is furthermore gratifying to note that in this branch of trade there are just now more purchasing agents of musical instruments in communication with New-York dealers than at any period since 1892.

So far as the tariff schedule is concerned, an authority declares that it is for the present not so much a question of duty on musical instruments as it is what goods shall be legitimately listed. America is also exporting drums and banjos, while the improvement in key and string instruments has been satisfactory beyond conjecture.

The sudden and complete return of the mandolin into popular favor has been due to two factors, first, the recognition of its power and sweetness as a solo instrument, and secondly, the marked improvement in mandolins of American make.

Great strides have also been made by American manufacturers of the zither, that most perfect vehicle for poetic impulse, appealing, as it does, to the highest artistic temperaments, and whose harmonic splendor, more than any other, possesses the power to move the sweetest sympathies and purest fountains of human nature. Harps, auto-harps, flutes, and even musical boxes, and also that wonderful solo instrument the cornet, are in increased demand. Who does not remember the lines?

"That old cornet of mine—alas!
I had to leave that revered brass,
But lost my vaunting trust in the same,
Shall thou that old cornet of mine!"

Good authorities attribute the continued demand for musical instruments to the fact that it has, notwithstanding the hard times, always been possible to purchase and pay for, on the instalment plan, from pianos down, where reputable parties were concerned.

Certainly, in this industry, the feeling is healthful and hopeful.

KOSMOCRETE.

Ever since improved paving for streets and sidewalks became a necessity of metropolitan life, men have been engaged in efforts to improve upon the clumsy methods imposed by handling unyielding stone. One of the most important discoveries of modern times was that of asphaltum for street use, and almost beside its introduction came the cement walks which lend themselves so admirably to the landscape effects sought for by experts in the laying out of parkways. In this regard Greater New-York holds a distinct advantage, having been the scene of almost everything in the way of cement or concrete, and consequently among the first of cities to reach an average of efficiency in the material utilized. All the methods and the inventions have been tried. An important variant of all the measures of improvement is manufactured in Greater New-York, being what is rather fancifully known as Kosmocrete, which is classified as a hard, best Portland cement, that is combined with properties that are a secret of the manufacture. It is used largely for the regular purposes, but in addition can be mixed up into a concrete for use in the construction of fireproof warehouses, and for stable flooring, and from it are made chimney flues and tops, hot air flues for furnaces, sewer pipes, ornamental copings for buildings, for steps and for safe linings.



NEW-YORK HARVARD CLUB HOUSE.

the small African finches of different colors except green; Australian paroquets of all colors; European nightingales, black caps, thrushes and robin redbreasts. The canaries mostly come from Germany, but there is also the English canary, which is of a very dark orange color and is larger than the German bird. There is also the Belgian canary, which seldom sings, but is prized on account of its shape. Parrots in all colors come from South America, but the most valuable and the best talker is the African gray. The canaries are fed almost entirely on canary and rape-seed, as are also the finches and European birds. The mockingbird diets on soft food made of carrots grated with other ingredients. Young parrots exist on crackers soaked in water, or buckwheat grit, and when they get older they live on sunflower seed. Birds are subject to as many ailments as a human being.

There are many varieties of fancy fish. The shining little goldfish, however, are the favorites and most in demand, and they are imported from Europe and Japan. The Japanese fancy fish is a queer-shaped fish, for it has a very short body and a very long double tail. The Japanese telescope fish, which look like the instrument to its eyes, which look like the instrument from which it derives its name. Then there is the Paradise fish from China, and the celestial fish, that is always looking skyward,

NEW-YORK HARVARD CLUB HOUSE.

some cases almost beyond the confines of civilization—centres in New-York. The three great branches of this trade are designing, manufacturing and publishing. Dress patterns of all kinds, and patterns relating to every conceivable department of household art, are produced. The patterns are published through the medium of an endless variety of periodicals and books, while the actual pattern forms are kept in stock and shipped upon selection to purchasers. The annual trade of this establishment reaches a value of \$6,000,000, and 3,000 persons find employment in connection with its operations. The New-York house is the pulse and directing force of the whole immense scheme. The building in which this central office is located is divided and subdivided into a series of departments, conducted according to a system of the most remarkable precision. The departments include the designing-rooms, a bureau of engraving—employing more engravers than any other single concern in existence—editorial rooms, printing offices and press-rooms. There is also a large factory where the pattern forms are made. One hundred and fifty reams of paper are consumed per hour during each working day in the year in the production of the periodicals and books. Beyond this, a vast quantity is used for patterns

COLUMBIA COLLEGE, SCHERMERHORN HALL.

