

## B. Lowenstein & Bros.

### SPRING DRESS GOODS.

Our preliminary display, as lately made, excited so much interest that we have decided to place on exhibition at once all the balance of our collection of

#### FOREIGN WOOL DRESS MATERIALS.

The choicest products of France, England and Germany as well as our own country. There are in the Foreign products, exclusive Novelties and High Art Fancies as well as Fine Plain Stuffs in the choicest weaves, comprising, in the aggregate, the most magnificent stock ever shown in the South.

A considerable number of the choicest designs will not be found elsewhere, and in many cases the quantities being quite limited, ladies are enabled to secure for themselves styles almost exclusive.

In regard to Novelties we are convinced that they will be more popular than ever. Believing this, we have made unusual efforts in securing some of the very choicest, and are now in a position to place before our patrons the most perfect assortment that has ever been brought to the Southern market. Note the special bargains for this week:

100 PIECES all-wool Imported HENRIETTA CLOTH, silk finish in the newest Spring shades.

AT \$15.00—Imported DRESS PATTERNS, wide and narrow side bands, embroidered in Persian colorings, containing a Full Dress Pattern.

AT \$1.00 PER YARD—25 Pieces HIMALAYA BEIGES in the newest Spring colorings.

AT \$1.00 PER YARD—The handsomest line of French Plaids ever shown in Memphis.

AT 75c PER YARD—50 Pieces 42-inch all-wool BEATRICE CLOTH. All new shades.

#### CARPET DEPARTMENT.

Another invoice of Smyrna RUGS and MATS received. Rugs, \$2.75; Mats, to match, 75c. Comments unnecessary.

## B. Lowenstein & Bros.

### SILK DEPARTMENT.

Without enumerating the many new Silk fabrics in plain and fancy weaves now on exhibition at our Silk Department, and as it is manifestly impossible to catalogue so vast a collection, we feel confident a visit to our establishment at the present time will more than repay the Ladies of Memphis and vicinity who have a desire to inspect a colossal display, including practically all that is beautiful in Silk fabrics for the coming season.

For this week we place on sale two lots of BLACK DRESS SILK SURAH, offering an opportunity rarely equaled, and should be promptly shared by prudent buyers, as the very low prices for the exceptionally superior qualities must exhaust the supply rapidly.

AT 57 1-2c PER YARD—Extra heavy 19-inch DRESS SURAH, black only, as good as any \$1.00 offered in the city.

AT 85c PER YARD—One case 24-inch extra heavy, very superior Dress quality BLACK SURAH. Usual price of this fabric \$1.50. ALSO ONE LOT all pure Silk BLACK SATIN MERVEILLEUX at 75c a yard. This is unquestionably the best wearing Silk material made for the price.

SPECIAL NOTICE—All our figured CHINA SILKS are specially prepared in the dyeing process, making them entirely water-proof. No matter how drenching they may get, it will not affect or deface the Silk a particle. This great virtue should be a matter of the most vital importance to all intending purchasers of CHINA SILKS. When purchasing this material ask to see an experiment at our Silk Department and we will demonstrate to you that our CHINA SILKS possess all the virtues we claim for them.

#### SURAH SILKS.

Price ridiculous enough to bear special mention.

#### ALL OUR

10-inch COLORED SURAHs at 45c per yard. This fabric we know is equal in quality and texture to any that are sold by others for double the money. You can have any shade, any quantity.

## B. Lowenstein & Bros.

### SUIT AND CLOAK DEPARTMENT.

Some very choice things at very low prices:

Ladies' all over beaded PELERINES from - \$4.50 to \$15.00

Ladies' mourning beaded PELERINES from \$5.50 to \$12.00

Ladies' Spring JACKETS from - - - \$8.50 to \$7.50

Ladies' STOCKINETTE JACKETS from - - - \$6.00 to \$9.50

Ladies' Spring ULSTERS from - - - \$4.50 to \$25.00

Ladies' black CORKSCREW ULSTERS from \$15.00 to \$22.50

Ladies' Spring Dresses just received. Misses' and Children's Dresses, Boys' Imported Jersey Kilts, Ladies' Jerseys in endless variety.

Misses' and Children's Blouse Jerseys from \$1.50 to \$5.00.

#### COLORED WASH FABRICS.

In addition to the many very handsome designs shown last week in FRENCH SATENS, and SCOTCH GINGHAMS and FRENCH SHIRTING PERCALES, we have received direct from the manufacturers some special new things in the above lines—all exclusive patterns—that must be seen to be appreciated.

#### WHITE WASH FABRICS.

Our Spring importations of White Goods is now open for inspection. We show a handsome line of Novelties in British White Goods, among which are large PLAIDS with RIBBON STRIPES, resembling white satin alternating with plain organdie chain-like strands of embroidery between.

Figured lace stripes, alternating with plain stripes.

Figured Swiss in large and small designs, dots and figures, which stand out boldly on the material and give a good artistic effect. These are only a few of the many new things we have on display.

WE OFFER two lots colored BOUDOIR and DRESSER SCARFS, 2 yards long, at 85c and \$1, worth \$1.25 and \$1.50 each.

200 Dozen TURKISH BATH TOWELS, sizes 18x36 and 22x45, at \$1.25 and \$2.00 per dozen.

EMBROIDERIES—Our Spring importation of Swiss, Nainsook and Cambric Embroideries is now complete. A very choice collection in which there is much to admire. Embroidered Shirtings, Hem-stitched and Tucked Borders, very popular. Flouncings for ladies' and misses' Dresses. Narrow Edgings, Nainsook and Cambric Embroideries, in all widths, styles and prices.

## DO MANUFACTURES PAY?

A LEADING QUESTION EVERYONE CAN EARLY ANSWER.

Practical Examples Furnished by Two Southern States—The Great Opportunity Memphis Has of Putting the Master to a Promising Test.

Do manufactures pay? Are they of any practical benefit to the community in which they are located, and are they worthy of encouragement?

The combined wisdom of the General Assemblies of two of the leading manufacturing States of the South has recently answered all these questions positively in the affirmative.

A few days after the Legislature of Alabama appropriated \$10,000 to encourage immigration and manufactures, Arkansas taxed her Treasury \$8,000 to establish an Industrial Bureau and to advertise the resources of the State abroad.

It is a fact that not less than \$50,000,000 of Northern and Eastern capital has sought Southern investment since the 1st of January. Fifteen millions in one single company has commenced operations in the neighborhood of Chattanooga. Another corporation, with over \$12,000,000 capital, headed by Mr. John Lamm, of New York, has, within the past thirty days, begun to develop mineral and timber lands, and to build railroads, factories and furnaces in Eastern Kentucky. Two immense saw-mill factories from Philadelphia have crossed the Ohio River and found a location in Northern Alabama. A British syndicate has purchased ten thousand acres of long leaf yellow pine lands in Mississippi, ten thousand acres of farming land in Louisiana and twenty thousand acres of hardwood and agricultural lands in the fertile and prolific delta. Two new experiments in the manufacture of steel are about to be made in Birmingham involving expenditures of several hundred thousand and promising the leadership in the making of basic and Bessemer steel to the Southern States. Foundries, rolling-mills and machine shops are springing up throughout Georgia, Tennessee, Alabama and Kentucky; lumber manufactures and the allied wood working interest is increasing daily in magnitude and there is no section of the South but what is growing more rapidly than ever before in industrial ascendancy. While all these things are going on, while money is pouring into this section at the rate of more than twenty millions a month, and while the energy and the intelligence of the world behind it are seeking profitable employment, what is Memphis doing to deserve her share of this universal prosperity?

What is she doing to attract the attention of capital by placing her resources and inducements properly and accurately before the industrial and financial interests? What efforts is she making to secure immigrants and manufacturers to increase her material wealth and her wealth producing population? She is doing absolutely nothing and is making no effort whatever to encourage the things which are the very bone and sinew, the flesh, blood and soul of progress and of civilization. It would be impossible to build up the manufacturing interests in Memphis without at the same time building up its trade and its banking institutions and enhancing its personal and real wealth in its entirety. No factory, however small or large, can locate on any spot in Memphis without appreciating the actual selling value of other property.

No factory, however small or large, can be operated in Memphis without furnishing additional consumers, taxpayers and property-holders. One million dollars in a cotton mill will support over 2,000 people, who must eat, drink and amuse themselves. One million invested in many other ways may increase the wealth of the capitalist but not necessarily that of the community. As a rule manufacturers pay a profit of from 5 to 25 per cent. This is applicable to the three great industrial interests which utilize cotton, timber and iron in all their separate branches and ramifications. The profits of the investor are more safe, more sure, and more steady than they are in speculative enterprises and the total value of the plant and its product in assimilated wealth remains at home. This is a clear and a practical demonstration of the claim we make that more can be done with less money to build up a town by placing it in manufactures than can be accomplished through any or all other agencies. Instead of manufactures naturally following trade and traffic it is the law of nature that the latter should essentially come after a thriving and prosperous industrial interest. The demand must come before the supply. The first invariably creates the latter, while the latter has no power to create the first. The operation of the commercial and financial machines depend solely upon industrial development, upon the agricultural, the miner, or the manufacturer, or in brief, entirely upon the producer. For the gigantic scope of our present mercantile interests, we have Tennessee, Mississippi, Arkansas, and the adjoining States as much almost as we owe ourselves, and it is to their thrift and enterprise that we are indebted for its immense value and importance. It cannot be expected that our "natural resources" will bring manufactures here unless we let people know what natural resources we have and what confidence will there be placed in our claims to superiority over other points unless we make some substantial proof of them according to the plan proposed in this paper by "Real Estate" some time ago? This leads us to suggest that the only sensible, politic and expedient method of encouraging manufactures is through some such medium as an association of capitalists, manufacturers, merchants and citizens generally, formed for that purpose. Will those whose interests would be best served by manufactures and all the concomitants of increased wealth and population which follow them, take an interest in this matter and exert their energy, their influence and their intelligence in a progressive direction? Will the property-holders of Memphis join with the other citizens in an effort to increase their own wealth while increasing that of the population of the whose community? Those who would be the greatest beneficiaries of improvement and development in Memphis know that nothing can be done without their co-operation, and that no association can effect any good thing unless its plans have their sanction and support. These gentlemen have nothing to lose, nothing to risk and everything to gain. They are requested to consider the matter and decide within the next few days whether or not they will endorse the plan proposed by "Real Estate" and give the association their assistance. As the writer understands it the proposed association is to be composed of all classes of citizens, including property owners, manufacturers, merchants, bankers, capitalists, mechanics, clerks and everybody else who desires to co-operate. The membership will be expected to represent at least \$20,000,000 of real property. Those included in this aggregation of capital will decide as to whether or not they would be willing to assess themselves 10 per cent.

of the assessed valuation of their realty for investment in manufacturing enterprises. No investments are expected, however, to be made unless the investors are convinced beforehand both of the security and expediency of the investment. The association will advertise to the world that Memphis has \$2,000,000 to invest with any one bringing part of the capital and the experience and skill in manufacturing enterprises. This offer will be accompanied with actual facts concerning the resources of the section and the inducements which Memphis offers for the establishment of manufactures.

A GROUND FLOOR CHANGE. Home-Seekers Making the Real Estate Market Active. What is the outlook for real estate, and how is Memphis going to balance up her books at the end of the season?

For any other city than Memphis, these questions would indeed be perplexing; for Memphis there never existed more auspicious signs for a marked and legitimate business in that line.

"Spring has come, gentle Annie," remarked an APPEAL reporter to Mr. Aaron D. Allen, of Allen & Finley, real estate agents and brokers, yesterday, "and what have you to say of the signs in the real estate heavens?"

"Every day's approach to spring in earnest swells the list of inquiries for realty investments."

"Anything special in the way of transactions to report during the present week?"

"No, nothing that calls for special mention this week, but in transfers you may note a cheerful increase."

"Do you observe a disposition to speculate on the part of those buying now?"

"On the contrary, my judgment is that ninety-nine out of every hundred are moving for homes."

"What class of people are most active in that respect?"

"The home seekers are confined to no particular class, but cottages from \$2,500 to \$5,000 are mostly in demand."

"In what direction of the city does there seem to be a turn of particular attention?"

"The tide of settlement is rapidly drifting east and southeast, and it is generally accepted idea that in these directions will be found the coming residence portion of the city and suburbs."

"Then the building season, you think, will be an active one?"

"Yes, the prospects are that the activity in building will greatly exceed that of any previous year."

"How are prices of real estate as compared with previous years?"

"Prices of last spring are ruling at present, except in special localities, with an upward tendency. I believe real estate is cheaper in Memphis now than it will ever be again."

"What is about the average per front foot?"

"Inside residence lots in good localities vary from \$15 to \$50 per foot. What we term fancy lots, located in most eligible vicinities, range from \$60 to \$100 per foot."

"And the demand anticipated?"

"There is no question that the demand this spring and summer will be lively, and of that healthy character that does the citizen's heart good. What is done will be well and positively done—the inflation era for Memphis is past and gone forever."

A. W. Robinson, formerly private secretary of General Manager Edwards, of the Louisville, New Orleans & Texas Railroad, but now superintendent of the West Feliciana Railroad, of Louisiana, is in the city, the guest of Major Edwards.

## ONE MILLION IN A LUMP.

THAT IS WHAT MR. HOLMES AND ASSOCIATES WILL PLANK DOWN.

Extracts From Letters From the Head of the Syndicate Purchasing a Controlling Interest in the Memphis Street Railroads.

One million dollars, with interest, in one cash payment, is not to be sneezed at. This is the certain climax in the recent street railroad deal, and soon to be reached, but the purchasers, men of fine business sense, feel that they have made far better investments.

Owing to the failure of Mr. C. B. Holmes and his associates to throw down everything else and rush to Memphis to consummate and take possession of the street railroad systems here at once, there have been doubts expressed of the genuineness of the trade. Knowing full well with whom they were dealing, and having the satisfying assurance that Messrs. Holmes et al. felt an abiding confidence in the stability of their newly organized property and its temporary management, the directors have been content to meet these expressed doubts with a good-natured smile and the simple statement: "Oh, that's all right. We are all business men of sound mind, and darkness is not shrouding the transaction."

Almost ever since the vast interests changed hands, to all intents and purposes, Mr. Holmes and Mr. Hinckley, managers for the great syndicate, have been engrossed in other equally important affairs. The syndicate owns other street railroads besides those of Memphis. Of late their time and attention have been given to matters out West. There has been an intelligent correspondence in progress all the time, at short intervals, however, and Messrs. Holmes et al. are thoroughly informed of all the details essential to their leasing interests. An APPEAL reporter, assigned to the duty of learning the status of this important deal, called on Col. R. Dudley Frayer yesterday. The Colonel is not a gentleman hard to get at when approached in the proper way, especially if he has what one is after, and felt easy about it becoming known. Fortified with the fact that correspondence had recently taken place between him and Mr. Holmes, the reporter boldly declared his convictions and requested whatever there was in late letters that could be confided to the public. Without a look or murmur of distrust, Col. Frayer pulled from his file a letter from C. B. Holmes, which bore the following concluding sentence:

"As you are aware, it is a pretty large transaction, and has come at a time when Mr. Hinckley and myself have been almost overwhelmed with matters which were upon us before these negotiations were completed, as at first intended, with all these matters, though, and have as much confidence as ever in your city and its prospects, and especially in the street railroad interests involved."

The Colonel had another letter, setting forth that instead of making the payments in installments, as at first intended, the purchase money would be paid over in a lump, an arrangement which, as Mr. Holmes divined, would be preferable to the sellers.

"I only wish that some of my other transactions were as certain to carry as this one," said Col. Frayer, remarking upon the doubt which was over and anon expressed. "The property they are buying

is worth every cent of the money they are paying for it, and I sometimes wish I had never sold out. I have designated to Mr. Holmes a number of improvements which can profitably be made, such as the building of new lines and extension of old ones. There will also be new cars, and, and various other things done to bring the service up to a perfect standard."

"The fact that interest is accruing continually will serve to bring the purchasers to Memphis at the earliest possible moment."

#### BUILDING RESIDENCES.

The Bone and Sinew of a Great City Coming to the Front.

The building outlook for Memphis is truly encouraging, for the reason that it signifies an advancing condition and increasing number of her mechanics, the bone and sinew which go to make her great.

"At present," says a well known and prominent architect, "the actual building is somewhat quiet; the building demand is mostly for small buildings, and these are chiefly in the suburbs, and at a cost of from \$1,500 to \$3,500, and for residence purposes. There is a great demand for small dwelling-houses for mechanics and other working people who cannot afford to rent in the city, where the most ordinary old rookeries of half a dozen rooms are in demand at from \$25 to \$40 per month."

A real estate agent informed the APPEAL reporter that he could rent one hundred cottages in a week at \$25 a month each, but such are not to be had, either in the city or the suburbs.

So far the architects have received no orders for plans for blocks of buildings or costly residences. Several have been approached as to such buildings, but all negotiations as to preparations for construction were deferred to July and August, when contracts for work will probably be made.

"It is too early in the season to speculate as to what amount of building will be done this year," said one architect. "This time last season I had \$100,000 worth of work on hand, and so far this season I have had only about \$30,000. Those who have capital are investing it in other branches of business which pay a better interest than building improvements; at least this is what they say. Money this season seems to be going into other channels, so far as improving city property is concerned, but by July and August a better feeling may be exhibited; but it is too early to speculate as to what may be done this year. It may all come at once with a rush, and in July and August everybody will be wanting their buildings finished within thirty or sixty days."

Another well known architect and engineer said it was too early to speculate as to what building season we are going to have, but he thought the prospects good because Memphis was growing, and residences buildings, particularly, are very scarce. He, therefore, anticipated a good building year, not only for Memphis itself, but also to a great extent for the suburbs, East and West. It is understood that the Equitable & Idlewild Land Company will do a great deal of building during the season, now that their lots have been sold, and other land companies are likewise doing.

There are a few large blocks of buildings and fine residences being talked of, but so far no contracts for their erection have been made. There never was a greater demand for small residence houses than at present, answered R. F. Patterson, president of C. J. Farnsworth, vice-president; John J. McDonald, secretary; Board of Directors—E. R. Ward, Dennis Smith, G. S. McLauren, Fred B. Jones, William Bowles, Jr., W. B. Gates, J. M. Richardson, I. McD. Massey and Charles E. Morrow.

The general object of the association is for mutual protection and to consider and act upon all matters connected with the purchase and shipment of cotton, etc.

The statement of earnings of the Louisville, New Orleans & Texas Railroad for the first week in March, shows an increase of \$14,300.39 over the corresponding week of 1888. The total for the week is \$56,093.16.

## JUST WHAT WE NEED.

ORGANIZATION OF THE SOUTHERN TRUST COMPANY.

Money to Be Loaned on Memphis Real Estate—An Institution Which Will Be Welcomed as Contributing to the Prosperity of Memphis.

Mr. John I. Dunn has come to Memphis from Kansas City, and has organized the Southern Trust Company, composed of local gentlemen in connection with Mr. Dunn. The company has been formed to do a mortgage brokerage business, and will offer its services to the people of Memphis, Mississippi and Arkansas in procuring loans upon real property. Mr. Dunn will be the manager of the Southern Trust Company. He is a gentleman of large experience in the business, and was formerly with the Lombard Investment Company of Kansas City.

The organization of this company marks an era in the development of Memphis. A more important acquisition to the financial institutions of the city could not have been had. It is what the people have prayed for. It makes real estate negotiable and enables the land owner and the house owner to regard his property as a quickly available asset. Every citizen of Memphis who owns a foot of property will realize the significance of this. A man may now take his deed and, through the Southern Trust Company, borrow money on it. Great activity in the real estate market will be a natural sequence and men may now build with confidence in being able to utilize their property. The banks of the city have been unable to deal in real estate securities, and the want of a loaning agency has been a serious impediment to the development of the city. This embarrassment is now happily removed and the good effect will be immediately seen.

A CROOK KNOCKED CROOKED. William Dalton, a Jockey, Property Handled by a Cotton Classifier. Leuhman's saloon was the scene, about 1 o'clock this morning, of an interesting and business-like encounter.

James Sutherland, a cotton classifier, was seated at a table with a party of friends, when William Dalton, a jockey, came in, accompanied by two chums, and occupied a table opposite. Dalton had not been there long before he began using obscene language. Sutherland made a mild request of Dalton to cease his vulgarity, whereupon he was grossly insulted. He resented the insult by knocking Dalton down. The latter was upon his feet again in an instant and started to clean out the house, when Sutherland picked up a chair and again knocked the jockey down. Patrolman Cary interfered at this juncture and took the fighters to the police station. Dalton's head and face was covered with blood. Dalton was ruled off the course at West Side Park last summer for crooked riding.

The statement of earnings of the Louisville, New Orleans & Texas Railroad for the first week in March, shows an increase of \$14,300.39 over the corresponding week of 1888. The total for the week is \$56,093.16.