

1902

THE CITY OF LANSING

By G. WALTER MEADE

WITH unrivaled facilities for commercial and manufacturing enterprises; a splendid location both in regard to climate conditions and the possibilities of great development; and all the features of a modern, twentieth century community, the city of Lansing stands pre-eminent in the middle west. As the capital of the great state of Michigan it enjoys privileges and opportunities that other cities are unable to secure.

In the past decade the industrial progress of Lansing has been truly wonderful. New enterprises have sprung up on all sides, have made splendid beginnings and are now experiencing a genuine and lasting prosperity. The vim and energy which have been created by the advent of these new industries have spread in all directions and been absorbed by every industry new and old. Today Lansing is the center of a thriving, bustling, hard-working, prosperous and enterprising set of manufacturing institutions. From a business point of view the awakening of Lansing to a realization of its possibilities has been a happy one. It has brought contentment and bright hopes for the future. It has aroused attention to Lansing's sterling advantages. It has called prospective manufacturers' notice to the unexcelled business condition of this city. It has caused Lansing to become the point around which revolves almost the entire business of central Michigan, a magnificent agricultural region.

What will the next decade show? It should show one continuous period of advancement for Lansing. The possibilities now so plainly discernible should all be taken advantage of to the furthest degree. Lansing is on the high road to commercial and industrial prominence, and the next decade should be marked by many forward steps.

LOCATION OF LANSING.

The city of Lansing is situated somewhat to the south of the geographical center of the state of Michigan. It is in the northwest corner of Ingham county, at the junction of the Grand and Cedar rivers. The main portion of the city is surrounded by water on three sides, a horseshoe bend in the Grand river thus partially encircling it, and affording exceptional opportunities for water power in manufacturing institutions. It also provides splendid facilities for boating and like pleasures and furnishing the city with ice. The drainage facilities offered by the river are particularly appreciated.

The land on which the city of Lansing stands is a plateau which rises gradually from the river banks. Broad streets and avenues regularly laid out and crossing at right angles, intersect the city. They are for the most part graded and many are beautified by lines of splendid shade trees. The principal street of Lansing is Washington avenue, one of the finest thoroughfares in the United States. It is seven rods wide and two and one-half miles long, and is paved with brick from beginning to end.

Lansing, while not situated in the exact center of the state, geographically considered, is nevertheless the central point of Michigan as regards population and rail-

roads. It could not be better situated in order to possess every advantage requisite for the capital of a great state.

ORIGIN AND GROWTH OF LANSING.

In the year 1846 dense forests spread across the entire territory of central Michigan, forming a wilderness well nigh impenetrable. Michigan had been admitted to the union for almost ten years and its capital city thus far had been Detroit. It was decided to locate the capital somewhere in the center of the state, and the advantages of the splendid plateau of land at the confluence of the Grand and Cedar rivers were foreseen by the legislature. It was decided to locate the state capital at that point, and in 1847 the legislature met in a rude building located on ground from which the forest trees had been cleared away.

The location of the state capital in the middle of the wilderness attracted settlers to that point and gradually the forests began to recede from the river banks near by and the city of Lansing began to appear. In 1859 it was incorporated and at that time had 3,085 inhabitants. For the next ten years the growth was slow and the census of 1870 showed that Lansing had only 5,243 population. In 1874 a city census showed 7,445, and in 1880 the government counted 8,319. In 1890 the United States census gave the population of Lansing as 13,102. In 1894 the city had grown to one of 15,847 inhabitants, and the last census, in 1900, placed Lansing's population as 16,845. Since then the city has grown considerably and another census will be sure to show that Lansing is pretty close to the 25,000 mark.

The location of several large factories here during the past year will do a great deal towards increasing Lansing's population. These factories, which have been secured for Lansing through the efforts of the Business Men's Association, will altogether employ between 2,000 and 3,000 men. The Olds Motor Co. alone will give employment to at least 1,000 hands, and possibly 1,500. The Business Men's Association has also secured for this city the Lansing Sugar Co., one of the largest sugar beet factories in the United States; The Austin-Burrington Grocery Co., wholesale grocers; The American Cut Glass Co.; The Auto Body Co.; The Michigan Vending Machine Co.; Charles S. Keith, manufacturer of the Wilson plow point; The Prouty Motor Co., and Frank W. Phillips, electrotype foundry, each of which concerns employs a goodly quota of men.

Besides the new manufactories which have been erected nearly all the former enterprises have added to their capital stock or increased their facilities. Among the firms which have thus extended their business may be mentioned: E. Bement's Sons, agricultural implements; Clippert & Spaulding, brick manufacturers; the Lansing Wheelbarrow Works; the Hildreth Motor and Pump Company; the Lansing Brewing Company; F. Thoman & Bro., millers; Clark & Co., carriage manufacturers.

The prosperity that was lost, not only in Lansing, but in all parts of the country, during the industrial depression existing

from 1893 to 1897 has returned to this city and is nearly double what it was before. Lansing has recovered its energy and acquired much that is new. The prospects for the city could hardly be brighter and it is expected that it will soon take rank as the most wide-awake, progressive and prosperous inland city in Michigan.

The resume of the manufacturing and business interests of Lansing, contained in this issue, will go towards supporting the above prophecy. The opportunities afforded for business enterprises in this city that have already been taken, have all resulted in success to the firms which grasped them. Lansing is one of the best fields for legitimate enterprises that can be found anywhere, and its citizens will help along a new industry in every possible fashion to an extent unapproached in any other city of the great middle west.

The city is in excellent financial condition. It has an assessed valuation of nearly \$8,000,000 and its rate of taxation is lower than that of most Michigan cities. Its bonded indebtedness is not large, and the indebtedness of the city on account of the construction of its water and electric lighting plants, which its owns, is being paid from the earnings of these plants as rapidly as it falls due. At the same time the rates for water and lighting service are very low.

RAILROAD FACILITIES.

The railroad facilities of Lansing are among the strong points of the city. Railroad lines extend in every direction, with good service on each and every branch. Lansing is directly connected with the large shipping centers—Chicago, Detroit, Buffalo, Cleveland and Toledo—and in addition has splendid service to Mackinac, Petoskey, Battle Creek, Jackson, Port Huron, Bay City, Saginaw, Grand Rapids and numerous other Michigan cities. The railroads connecting here are the Chicago & Grand Trunk, Michigan Central, Lake Shore & Michigan Southern and Pere Marquette.

The Chicago & Grand Trunk's main line runs directly through Lansing and is a continuous line from Chicago to the Atlantic, via Port Huron. The main line of the old Detroit, Lansing & Northern, now a part of the Pere Marquette system, also runs into Lansing and affords direct connection with Detroit, Grand Rapids, Petoskey and northern Michigan cities. The Saginaw branch of the Michigan Central affords connections with Saginaw, Bay City, Mackinac, and all east and north Michigan cities. The Lake Shore railroad has a special Lansing division which connects with the main line at Hillsdale, and affords through connections to Toledo, Cleveland, Buffalo and New York.

It will be seen from the foregoing that Lansing has the most splendid shipping advantages. That these are appreciated can easily be seen. No city can grow without railroad facilities, and the growth of Lansing in the last few years has been greatly aided by the fact that it possesses such complete connections with the state and the big shipping points outside. Without doubt Lansing has the most advantageous shipping facilities of any city in the state, and this fact will tend to greatly enhance its

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already recognized value as a commercial center.

In addition to the facilities offered by the steam railroads Lansing will be greatly aided by the electric roads, some of which are now running and others being constructed. The electric railroads will serve to keep Lansing in close touch with the prosperous farming country which surrounds it. The finest agricultural district of Michigan looks upon Lansing as its central point and with electric as well as steam connections with the city, the outside farmers will transact the greater portion of their business here.

There is now being built an electric railroad which will run through to Detroit and will also connect with the new electric road which has just been completed from Lansing to St. Johns, running through St. Johns, Maple Rapids and other cities. Other electric roads are also being constructed. The Gordon Traction Co's road will run from Lansing to Battle Creek, passing through Charlotte, Pottsville, Bellevue and Olivet, connecting with the electric line running from Detroit to Chicago. The Hawks-Angus Co's road will run between Lansing and Jackson, through Mason and Leslie, connecting with this syndicate's road which runs from Detroit to Battle Creek. The Winter's syndicate road will pass through Lansing and extend from Howell to Ionia, connecting from there to Grand Rapids.

When these advantages are added to those already possessed by Lansing the city will have every opportunity to become the busiest city in the state.

PUBLIC BUILDINGS AND UTILITIES.

The pride of the city of Lansing is the state capitol building, a mammoth and magnificent structure that enhances the beauty of the city, and whose beauty is in turn enhanced by its pretty surroundings. The capitol is built of stone, brick and iron. It was begun in 1872 and completed in 1878, the entire cost of erection being \$1,500,000. The building occupies four blocks in the heart of the city and stands in an elevated and commanding position. It is 345 feet long, 191 feet wide, and 269 feet to the lantern surmounting the dome. It is a grand, massive structure, and the beautiful interior is in keeping with the formal grandeur of the exterior. The state library contains 100,000 volumes and is regarded as one of the model state libraries of the country.

The State Industrial School for Boys, described in full in another part of this issue, is located in the eastern portion of the city on pleasant and extensive grounds. It has a large central building, several family houses, the superintendent's residence, chapel, shops and farm buildings. Altogether it is an imposing institution and one calculated to reflect credit on any city.

The State Agricultural College, which is also described more fully in another portion of this issue, is situated three miles east of the city and is the finest educational institution of its kind in the country. It has always been and promises always to be an institution of which Lansing can justly be proud. It has a fine college building, six laboratories, a library containing 25,000 volumes, a splendid museum, four dormitories, greenhouses, workshops, horticultural gardens, workshops, etc. It possesses telephone and telegraph and railroad connections with Lansing. The Agricultural College has a congressional grant of 240,000 acres of land.

The Michigan School for the Blind, fully described on another page, is another splendid institution that ranks amongst Lansing's public possessions. It is located in the

northern part of the city and has 45 acres of grounds.

The United States postoffice is a splendid building, architecturally and otherwise. It was erected by the government at a cost of \$150,000. The handsome white stone city hall is another \$150,000 structure. It is a very useful building, as it houses the city and county offices, the police court and the circuit court.

Lansing has numerous educational facilities for the young. The high school, built in 1874-75 at a cost of \$55,000, is a fine school building and ranks as a place of learning with the leading high schools of the state. There are also 15 ward school buildings, a Catholic parochial school and a German Lutheran parochial school. In addition there is a fine public school library.

Residents of Lansing have plenty of opportunities to be religious, as 24 churches are located within the confines of the city. They represent various branches of christianity, including the Baptist, Congregational, Episcopal, Free Will Baptist, German Evangelical, German Lutheran, German Methodist, Lutheran Methodist, Methodist Episcopal, Presbyterian, Protestant Methodist, Roman Catholic, Universalist, and African Methodist.

Lansing possesses its own electric light plant and water works, both admirably conducted institutions. The water is pumped from artesian wells into a stand pipe 155 feet high, and is of the finest quality. It has splendid and efficient fire and police departments, the members of which are paid officers and firemen, and are under competent and experienced chiefs. Five Lansing streets are paved with brick and there are twelve miles of electric street railway in the city.

There are two banks in Lansing, the City National Bank and the Lansing State Savings bank, both sound financial institutions. There are also two building and loan associations in the city.

The streets and avenues within the city limits are 220 in number. The public buildings and society halls number 20, and there are 62 secret, benevolent and fraternal societies. The Masonic fraternity and the Benevolent and Protective Order of Elks are each erecting buildings to be used exclusively for their orders. Lansing also possesses a fine city hospital with a corps of trained nurses, which is one of the best in the state. There are 12 hotels in the city, a beautiful opera house, and two city parks.

The mayor of the city, James F. Hammell, of the Hammell Cigar Co., is well known and a popular man throughout the state as well as in his home city. He is the presiding officer of the common council and the chief executive of the city in all municipal matters.

The city has telephone service from two companies, and all the long distance connections. Both telegraph companies have offices here, and three express companies, the American, National and United States, have branches in the city. The city's electric street car service is of the best and affords every convenience.

The press of the city includes the Lansing Journal (democratic), daily and weekly; the State Republican, daily and weekly; the Michigan Staats Zeitung (independent); Capital City Democrat; North Lansing Record (independent); Timely Topics, weekly; Michigan School Moderator, semi-monthly; Loyal American, monthly; and the M. A. C. Record, monthly.

Among the Lansing social clubs the Grand River Boat club has for years been the most prominent and popular. It is a

prosperous organization and has a large membership. The U and I club, literary; Lansing Woman's club, the Historical club, the Matinee Musical Society and the E. M. B. club are among the more prominent organizations.

Prominent among the organizations which are devoting their time and energies towards helping the city may be mentioned the Woman's Hospital Association, the Lansing Industrial Aid Society, and the Humane Society. The Woman's Hospital Association and the Lansing Industrial Aid Society each have acquired fine homes.

PROGRESS OF LANSING.

From the above description of the city of Lansing it can readily be discerned that this city possesses all the advantages that go to make a city prosperous, progressive and squarely up to the times. Not alone does it possess these advantages. It has grasped them. The story of Lansing's development, its industrial boom and general commercial activity, is an interesting one to all. When the manufacturing statistics of the census of 1900 are compiled they will show that a steady increase in manufacturers has marked the last decade. They will not show, however, the marvelous strides that Lansing has taken on the commercial highway in the past 12 months. These must await the next census nine years hence for official compilation, but they are known to and appreciated by all who are interested in the city's welfare.

The many facilities for the manufacturer have already been detailed. The prominence which Lansing has attained already on account of these facilities is well worth a review. Lansing is now a center of a great variety of industries. The output in the year 1901 was far in excess, both in quality and value, of any year's showing in the history of the city. The year 1902 will show a large increase even over 1901. This is owing to the numerous new industries which have started here in the past year. The productive lines in nearly every imaginable branch are covered by the manufacturing of the city.

STILL ROOM FOR MORE.

There is still plenty of room for more manufacturing industries, and Lansing wants them. The facilities are by no means exhausted. They have been used in a great many branches and are now being used, but this usage has illustrated that the facilities are just what they should be, and that there is practically no limit to them. Lansing possesses an admirable location for any manufacturing institution, no matter what articles it makes. The splendid shipping facilities, moderate transportation rates, and willingness of the city and people to assist in bringing success to new enterprises, insure success to them if it can be attained anywhere. There is room for the enlargement of the lines represented here at present. There is room for special industries not yet represented here. There is room for any live, wide-awake business house that is desirous of a location in a thriving community.

All the requirements of industry are near at hand and no city is better provided than Lansing in the ways and means of industrial prosperity. Its growth as a manufacturing center has been remarkable. The signs of the times indicate as strongly as it is possible that this growth will be continued year by year, and in the augmenting of its industries Lansing sees its brilliant future as a manufacturing center. Its products will reach the remotest corners of America and will travel across the seas to the furthest confines of the earth.

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Brief Biography of the First Builders of Lansing

By J. E. WARNER

It is my purpose in sketching briefly the lives of those early pioneers who planned and labored for the future of the capital city, to write as an epitaph upon the pages of history the struggles and triumphs of the men who laid low the forests and builded the foundation of a beautiful city, now enjoyed by 18,000 people.

As we turn back the tablets of our memory over half a hundred years, we marvel not only at the progress of the nations of the earth, but especially at the rapid strides of our own little world confined within the radius of two and one-half by three miles, and wonder as we write and ponder over the future what our biographers will have to say of us half a century hence. A great majority of those of whom we write have long since migrated to that unknown land, and but few are left to tell of the events that transpired, either in business or social life, in this city prior to the date of our investigation, which we will confine to the years between January 1, 1846, and January 1, 1850. The old settlers who came shortly after the latter period and deserve much credit for the part they have taken in the building of the city, must not feel jealous because of the omission of their names, as we are pledged in the preparation of these sketches to make mention only of those who were actual settlers and qualified citizens before 1850.

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If I were to weave from the warp and filling of those four years a romance founded on partial facts intermingled with a large degree of fiction, I should consider it an easy task, but in making history founded solely on facts, with men and women still living in our midst who were active participants in the work of opening up the way, digging the trenches and laying the foundation of a great city, it behooves us to confine ourselves to facts, lest we become a subject of criticism by the old settlers who are still on the turf. In submitting these reminiscences of early days in Lansing I shall first make brief mention, possibly not more than just the name, of those who have crossed the divide and are now basking in the sunshine of a brighter and better world. With this brief preliminary, I will proceed to the work assigned me by distributing through the columns of this magazine the results of my research.

DANIEL W. BUCK.

It is interesting sometimes to review the history of the "old-timer," and especially one who came among us in an early day and still forms one of the conspicuous figures seen daily upon our streets and who still holds a prominent place in the business and social circles of our city.

The career of Daniel W. Buck has been marked through long years, with that suave and genial disposition that makes every man his friend and he a friend to every man. Mr. Buck was born in Lansing, Tompkins county, New York, and it is but natural that in seeking a new home in the west, he should light upon a town bearing the same name as that of his former home, whether the magic charm of the name had any special significance in his selection of a new home or not we are unable to say, but it is a coincidence at least that causes us to imagine there is something in it.

Mr. Buck came to Lansing on the 8th day of October, 1848, the early frosts had touched the green of a vast forest, the leaves were falling, an occasional snow flake was in the air, foreboding a long winter, such as would naturally cloud the ambitions of a young adventurer, many miles from his boyhood home. Nothing daunted, however, to use a common expression, Dan took the "bull by the horns," and went in, securing work at small wages he managed to pull through the winter and when the robin began to peep and the wild geese were northward flying in the following spring, Dan, being a mechanic, found himself installed in business as a cabinet maker in a small shop on the ground now



occupied by Robinson's (formerly Alsdorf's) drug store. This infant industry established over half a century ago has gradually forged ahead year by year until it has developed into the magnificent establishment known far and wide as Buck's furniture house.

There are other evidences of enterprise that mark the pathway of this old-time citizen, distributed all through the years of his residence among us. In politics Mr. Buck is a democrat, though never ambitious for office was always found ready to aid his party in working for any measure or candidate that he conscientiously believed to be right and for the best interests of the city in which he lives or the country at large. He was often importuned to accept nominations for office but persistently refused. A few years ago he was approached by a committee of gentlemen and urged to take the nomination for mayor. He very courteously but firmly said nay; but notwithstanding his protest the party took him up and boosted him into the executive chair by a very large majority. He served the city two terms as mayor and retired with a record perfectly satisfactory to the citizens of the capital city, irrespective of party. A banquet was given a few weeks ago in his honor largely attended by men of all creeds and prominent in social, municipal and state affairs. It was the writer's privilege to be present on this occasion. The eulogies upon his career as a business man and his general good qualities as a citizen and his deeds of charity must have been music to the ear and comfort to the soul of our old friend; but in all the good things that were said of him his executive ability as a presiding officer was overlooked. It so happened that during one of his terms as mayor I represented the fourth ward as alderman and had opportunities on several

occasions to note the promptness and positive conclusions that were always manifest when called upon to decide important matters. These decisions were frequently seasoned with a tinge of humor that would cause ripples of laughter to "ooze" out from under the brows of the sedate and business like assemblage that sat in front of him as representatives of the city and that filled that portion of the hall usually occupied by the citizen contingent. For example a Mr. Tillottson living west of the city had some sheep killed by a dog belonging to a Mr. Clark living in the north part of the city; Tillottson presented a bill to the council for twenty-five dollars for the loss of his sheep. After discussing the bill for some time the council was unable to decide as to what was the right thing to do with the claim. Finally it was agreed to leave the matter with the mayor and to abide by his decision. One of the aldermen said, Mr. Mayor what shall we do with this bill? Without hesitation, the mayor said, pay the bill, gentlemen, then go shoot the dog. His order was carried out, but at the next meeting of the council, Clark came in with a bill of five dollars for his dog, after discussing that bill pro and con, as in the other case the matter was referred to the mayor, Mr. Mayor, what shall we do with this bill? the reply came in the twinkling of an eye, pay the bill gentlemen, pay the bill, then go shoot the owner of the dog, this thing must stop somewhere.

During the same year the mayor and one alderman from each ward was selected as a committee to go to Bay City and investigate an electric light plant. Dan was emphatically opposed to allowing the city to pay the expenses of any junketing parties, so each one was to pay his own expenses, and we decided to appoint the mayor as treasurer; he was to pay the bills and when we got back was to divide the expenses pro rata. We quartered at the Campbell house in Bay City. In the morning as we were preparing to leave the mayor approached the clerk with the dignity, commensurate with his position: Young man, I want to pay the bill of this party, how much is it? The clerk, who evidently had been laying for us with the expectation that our contribution would increase the hotel treasury to that extent that would enable him to draw his back salary, laid before the astonished gaze of our mayor a bill that seemed to him very exorbitant. Dan drew that long angular form of his up in front of the clerk and with all the solemnity at his command said: Young man, you are a jewel, you must have made out this bill with your left hand or else you misunderstood me. I simply want to pay the bill of these gentlemen, I don't want to buy the hotel. The landlord happened to overhear the conversation and came to the rescue, which resulted in the saving of one dollar each to the committee.

We could write a book on the subject of this sketch, but space must be reserved for others. We conclude by saying that Mr. Buck retired from the actual management of the furniture house bearing his name and like most men of good sense spends much of his time in travel, visiting the Pacific coast and other sections of our country, but when at home can most always be found hanging around the old establishment, as he says, just to help the boys out.

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WILLIAM HINMAN.

Age sits with decent grace upon his visage,
And worthily becomes his silver locks;
He wears the marks of many years well
spent,
Of virtue, truth well tried, and wise ex-
perience.

Rowe's Jane Shore.

How well is expressed in the above quotation the type of the man of whom we write; eighty-two years old June last, we see him daily upon our streets, rushing with the full force of his natural energy into business and manual labor that characterizes the thrifty man of forty. Not that it is necessary to keep pace with the world in the mad rush for wealth and fame, for he is amply provided with this world's goods; but like "Banquo's ghost," the spirit of push prominent in youth will not down. Mr. Hinman was born in Genesee county, N. Y., June, 1819; came to Michigan in May, 1838, locating at Ypsilanti in the fall of the same year; moved to Ore Creek (now Brighton); a combination of store and postoffice was about all there was to the town at that time; he was employed there as clerk. The postoffice was the distributing point for many miles north and south and west. Six or eight men were employed as mail carriers, the mode of transportation being on horse back and a whole



week was consumed in carrying the routes. Mr. Hinman was installed as deputy postmaster, made out the returns and had general supervision of the office. The salary in those days for the postmaster was governed by the amount of business the office did. Mr. Hinman states that the receipts for the first quarter that he was in the office amounted to \$1.36, but at the end of the year the sum total footed up to \$13.06. Our readers may draw their own conclusions as to the emoluments of the office of a backwoods postmaster in the early days of Michigan civilization. At the end of two years he returned to Ypsilanti and entered the employ of the Michigan Central railroad which at that time had its terminus at that place. He was often employed as a detective and placed on the cars to count the passengers. In those days the company had no check on the captains (as the conductors were called), such as are in use at the present time. In course of time Mr. Hinman returned to Livingston county and took charge of a farm near Howell for General Van Fossen. During four years of the time in which he made his home in Livingston county he was deputy sheriff. The blood curdling tales related by him of these four years of official responsibility would cause the hair to stand erect on the head of a Comanche Indian. In May, 1847, Hinman walked into Lansing, and has been closely identified with the growth of the city from that to the present time. He entered the store of Bush & Thomas as clerk which at that time was headquarters for everything and everybody.

The postoffice was kept in this store and his former experience as an employe of Uncle Sam in this department made his services valuable, so he had no difficulty in securing a position. The reports show that there was only one mail a week received and sent out, so the duties of the chief clerk in the postoffice at Lansing at that time were not arduous. Two years later Hinman made the leap from a clerkship in a country store to a Boniface of the then leading hotel in the capital city. May 1, 1849, he leased and became the proprietor of the Benton house corner of Washington avenue and Main street, and for ten years continued the popular landlord of this famous hostelry.

The Benton remained the leading hotel for several years, and here congregated the noted men of the state, Zack Chandler, Salt Williams, Rufus Hosmer, Judge Danforth and many others of that class made this their home while in the city and it is said that during the sessions and elections of United States senators things were mighty lively and could the walls of the old hotel talk they would tell of some hilarious times beneath the shingles that sheltered them from the blasts of winter. One old-timer says they fairly "made Rome howl, and often depleted the liquid refreshments until they had to resort to aqua puri from the Grand river to quench their thirst. Salt Williams who was a regular guest at the hotel was a great joker, and while he was afflicted with an impediment in his speech the humorous side of the old fellow would often find its way to the surface. One morning at breakfast and while the tables were all occupied with boarders and transient guests, Williams sent out for Hinman; the landlord thinking there was something wrong with the servants, hastened to the diningroom. Williams picked up a small pitcher and held it aloft and in his stentorian voice cried out, Sa-sa-say B-b-bill wh-in-hy-in thunder do-do-don't you shingle your cows. After ten years as a hotel keeper Mr. Hinman went into mercantile business and in company with Harley Ingersoll built the Union block, now occupied by Mapes clothing store. He contributed several thousand dollars toward the building of the plank road and the different railroads entering the city, always liberal, always social, combining these with a shrewd business tact, finds him in his advanced years the possessor of a comfortable fortune. He is the owner of a fine farm near Webberville, a valuable sand bank and a beet farm in this city, a comfortable home on Capitol avenue, and government bonds; well, that's all guess work, for he clips his coupons and goes to Detroit to draw his interest. Long live Wm. Hinman.

FREDERICK M. COWLES.

In casting about for interesting characters of the early days in Lansing, we cornered the man whose name forms the caption to this article, and as he claims to be the first of the Anglo-Saxon race that traversed the pathway of the aborigine—through the forests where a noted city now stands, his reminiscences become of more than common interest. Mr. Cowles was born in Berlin, state of New York, February 3, 1824. The western fever seized the heads of the Cowles family and in 1837 they moved to Ohio. After six years among the Buckeyes they became enamored with the glowing prospects of the Wolverine state, and in 1843, with ox teams and covered wagons packed their belongings and wended their way following the glittering rays of the north star as their guide until they landed

in the township of Alaiedon, Ingham county, in the fall of the same year. April 10, 1847, Mr. Cowles became a permanent resident of Lansing. During the interim from 1843 to 1847, Mr. Cowles frequently followed the Indian trail through the forests in and about the country where the capital of the peninsular state is now situated; during the summers he worked at the carpenter's trade and as the ices of winter approached he would find himself installed in a log school house imparting his limited book knowledge to the younger citizens of a sparsely settled country. The limited number of children in attendance averaging from ten to fifteen made the work of the pedagog comparatively easy. Yet when taken into account that some of the scholars lived two and one-half miles from schoolhouse and the teacher had to "board around" it was not such a sinch after all. Mr. Cowles' career as a business man in this city commenced January 1, 1848, when he entered the store of H. H. Smith as clerk at North Lansing, becoming a partner in the business in the spring of 1851. The business comprised a general store and the firm were also interested financially in the building of the plank road from Lansing to Howell. During the time he was in partnership with Mr. Smith, he acquired by



purchase from different parties the entire block on Washington avenue between Saginaw and Madison streets. The wild wood in its primitive state covered this plat of ground. With an eye to the future, Mr. Cowles set about to remove the sturdy oak and to trim and cultivate the younger growth until it resulted in the beautiful forest home which he now occupies. Mr. Cowles built the house now half concealed from public gaze by a profusion of evergreens and maples in the years of 1861 and 1862, about the year 1856 he purchased the ground corner of Washington avenue and Ottawa street, and erected the stores now occupied by Walworth and Piella. Dissolving his partnership with Smith he established himself in the corner of these stores where for many years he conducted the leading dry goods store of the city. Some years ago he sold out the business to N. F. Jennison, intending to retire from business, but the active nature of the man refused to lie dormant and he became a commercial traveler. For several years he represented the Lansing wagon works, selling their goods and establishing agencies in nearly every state east of the Missouri river. Old age finally began to assert its demands and like all men entering into the "sear and yellow leaf" nature must take a rest, and today he may be seen upon our streets walking with an elastic step and enjoying the blessing of a happy home with two devoted daughters, a man in his seventy-seventh year whose feet left the first imprint of the white man upon the soil where the city of Lansing now stands.

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JOHN N. BUSH.

Judging from appearances is an old adage but sometimes appearance is deception. To see Mr. Bush on the street, form erect, step elastic, hair but slightly tinged with gray, no one would take him to be a man eighty-one years old, but such is the fact or will be on his next birthday which is soon to occur. Mr. Bush was born in Orleans county, New York, in 1821, and was among the first from the Empire state to seek a home in the then far western world. He with his father and family came to Detroit in the spring of 1826, while Michigan was yet a territory, and Detroit a village of only fifteen hundred people. In the fall of the same year they moved to Ypsilanti, remained there six years and then returned to their old home in the east. Fifteen years later the star of empire was hovering over the west and Mr. Bush, who in the meantime had learned the mason's trade, packed his grip and returned to Michigan resolved to seek fame and fortune among the young and spirited adventurers who at that time comprised the population of Michigan. Mr. Bush's father who had secured a contract for the mason work on the Seymour (now the Franklin) house, came with his son, they landed in Lansing early in September, 1847. Scarcely a month had passed when the elder Bush died, the young man as-



sumed the contract and completed the work, since which time John N. Bush has been identified with Lansing's growth more than any one man that we call to mind, he has been a contractor and builder in this city for fifty-four years. One season he built thirteen stores besides doing the mason work on a number of dwelling houses. Mr. Bush built the high school building which stands as a monument to his skill as a builder, especially in point of finish and durability, the large brick house on Buchenbrook farm and several other fine country and suburban homes are the handiwork of this old-time citizen. In the early days Mr. Bush took an active part in education; debating societies formed conspicuous features, and the country has been saved many times from going to the dogs by his eloquence. Mr. Bush was a ready debator, a great reader and always kept well posted on current events as well as being well versed in ancient history. These facts made him a valuable acquisition to the side that was fortunate enough to secure him. Ambition seldom ends with the debating school and some years later fired by the ambition that seizes nearly every one during some period of their lives he drifted into politics and while he never seemed over anxious to obtain office he was in his element when on the stump trying to land the plum for the party with which he is allied. In politics Mr. Bush was a republican and as a campaigner his services have been in demand for several years past. As a woodsman and hunter he was a success; for example, about the year 1860, two parties

were chosen from among the citizens for a day's hunt. The party scoring the greatest number of points was to be treated to an oyster supper by the loosing side. The hunters comprised about fifty to each side and as night came on the returning hunters gathered at the Seymour house to have their game counted. Bush was on one side and John Tooker on the other, both noted for their success as hunters. The count proceeded and it became evident that the game was close. Among Tooker's returns was the head of a turkey which counted sixty points. Bush in the meantime had laid upon the table before the committee a large turkey, head and all. Tooker's turkey head put his side forty points ahead. Bush protested and insisted that Tooker present the body of his turkey; the committee so ordered and the body that matched the head was brought in, but no bullet mark could be found on Tooker's turkey; it was thrown out and Bush won the day. It was evident that Tooker had bought his turkey from some farmer and undertook to ring it in as a wild bird. The supper was greatly enjoyed and paid for by the Tooker party and not until three or four weeks later, did Tooker escape the jeers of nearly every one he met, when one day a farmer drove into town and inquired for John Bush, said the story was too good to keep and if Bush had done as he agreed he wouldn't have said a thing about it. But Bush came to his house and picked out his largest and finest gobbler and agreed to pay him seventy-five cents for it. Then he took the turkey and tied his legs together and took him down in the woods and shot him. The bird did look like a wild one sure enough and Bush asked me not to say a word about it to any one, he won the supper did he—well then I guess he'll pay for the turkey all right; and he did.

JOSEPH W. BARKER

is enjoying the fruits of an honored business career in Lansing of fifty-two years. These cold frosty December mornings finds him comfortably seated in the old arm chair basking in the warmth of a cheerful fire in his comfortable home corner of Capitol avenue and Saginaw street. When Mr. Barker built this home forty-eight years ago, it was surrounded by a dense forest extending south and covering the grounds now occupied by the state capitol and reaching out for miles in all directions. Born November 7, 1825, in Genesee county, N. Y., he came with his father and family to Michigan in the fall of 1844, locating in Oneida township, Eaton county. The journey was made the whole distance overland with two two-horse teams and covered wagons, requiring more than a whole month's time in reaching their destination, something of a contrast between the mode of transportation then and the rapid transit of the present day. In June, 1849, Mr. Barker came to Lansing and has resided here continuously since that time. In the fall of the same year he began work at the mason's trade, forming a partnership with Daniel Parker. The two continued in business together for many years. From their accumulated earnings as contractors and builders they built two stores on Washington avenue, between Shiawassee and Ionia streets, and then engaged in grocery business. These two men continued in trade as partners for over twenty years. Mr. Parker died about fifteen years ago. Mr. Barker continued the business for a few years and retired from active work about ten years ago. He still owns the store now occupied by Milne & Buehler. Mr. Barker was superintendent of the mason work on the opera house and many other evidences of his handiwork may

be found in several of the substantial business blocks in this city. As an evidence of the hardships endured by the early settlers Mr. Barker relates the following: An itinerant shoe peddler came into the country and established headquarters at one of the Norths, about four miles south of the city. Mr. Barker wanted a pair of shoes. He was then living 15 miles west of Lansing; he walked from his home to the North residence, bought the shoes and returned home the next day. We would have to go a long way west now to find a community where such a state of affairs exists. Those of us who are now enjoying the advantages of civilization and homes in a beautiful and thriving city little realize the hardships and privations of the men whose brief history contributes to the columns of this book; and to them and their co-workers who have long since passed to the world beyond belong the credit of opening up the way, that has made it possible for our comfort and prosperity. Mr. Barker was seventy-two years old last June and if present indications are a sign he has yet several years left in which to enjoy the pleasures of an honored and well spent life.



EDWIN H. WHITNEY.

Since 1874 Edwin H. Whitney, of this city, has been grand secretary of the grand lodge of the Independent Order of Odd Fellows, and also holds the position of grand scribe of the grand encampment of the same order. When Mr. Whitney first assumed these positions the Odd Fellows' membership numbered 11,280, and there were 61 encampments and 187 lodges. At present there are 495 lodges, 144 encampments, and a total membership of 30,000.

Mr. Whitney was born in Ontario county, N. Y., August 5, 1827, and moved to Niagara at the age of 12. In 1845 he came west, first settling at Pontiac, where he secured a position in the county treasurer's office. Later he joined the county register's staff and in 1851 came to Lansing. He has resided in this city ever since and has come to be one of the most respected citizens of the community. On his arrival in Lansing Mr. Whitney secured a position in the state treasurer's office and later went to the state land office. From 1857 to 1860 he was in the government employ and located at Detroit, after which he gave up political office and returned to Lansing to enter the mercantile field. From 1861 to 1877 he was in the hardware business, selling out in the latter year in order to give his entire atten-

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tion to the duties of the grand secretaryship of the Odd Fellows.

Mr. Whitney is one of the pioneers of Lansing, his residence here having begun half a century ago. On his arrival in Lansing the town site was only partially cleared and was filled with the stumps of trees. The streets were in the poorest shape and the city generally bore the appearance of a backwoods village. Mr. Whitney has seen Lansing grow from this condition into the thriving, hustling city it is today. Mr. Whitney was for four years an alderman from the fourth ward and was also for four years a member of the board of education. He is a Knight Templar as well as an Odd Fellow and is a member of the Episcopal church. Mr. Whitney was married May 17, 1859, to Miss Jennie Dodge, of Ypsilanti. He has three children, Edwin D. Whitney, Mrs. W. K. Prudden and Lewis D. Whitney.

MRS. NANCY ANDREWS.

Among the earlier residents of Lansing who have left an impress on the home life of the lowly, stimulating thrift and industry among them, none will be remembered longer or more gratefully than Mrs.



Nancy Andrews. Her birthplace was Ira, Cayuga county, New York. Her ancestors moved from Connecticut with the sturdy company who cleared forests and built themselves homes while yet the wilderness of western New York was "away out west." Married in 1844 to Dr. Charles N. Andrews, the couple removed in 1849 to Rockford, Ill., where they lived many years. As the wife of a physician of large practice, in a new and thriving town, Mrs. Andrews gained a knowledge of human nature and practical affairs which admirably prepared her for the later years of her strenuous endeavor in behalf of the Lansing Industrial Aid Society.

In the summer of 1862 Mrs. Andrews came to Lansing with her two daughters and only son. It was a time when women's hearts were stirred to their depths by the events of the civil war, and their hands busy preparing comforts for the soldier boys at "the front," and the efficient services of Mrs. Andrews and many others were in frequent demand in the woman's auxiliary to the sanitary commission.

The winter of 1864 was unusually severe and the condition of Lansing's poor, most pitiable. Prices were high, money and work scarce. Beggary was common and pauperism increasing. A city aid society composed of women, sought to mitigate the woes of poverty. Mrs. Abram Allen, Mrs.

S. L. Smith, Mrs. R. C. Dart, Mrs. Andrews and many others were active in the effort.

This society, organized for an emergency, was short lived, but the forest fires of 1871 in northern Michigan called again upon these benevolent women for effort in behalf of the needy. As before, Mrs. Andrews was one of the first to lend a helping hand.

Bereaved of her only son in 1872, Mrs. Andrews and her younger daughter, Miss Eliza, lived in quiet retirement save for some active participation in church work. Many of the older members of Plymouth church well remember the heroic zeal of Mrs. Andrews during the building of that church in 1876, and later while a burdensome debt was being lifted.

In the winter of 1877 the Lansing Industrial Aid Society was organized. As an aid to intelligent and effective relief the members of the society soon perceived that some instruction in industry was indispensable. It was found impossible to secure satisfactory results while idle children in rags were begging from door to door.

It was Mrs. Andrews who showed that the way to found an industrial school was to begin. Her tireless energy and brave-hearted courage undertook the task of beginning, March 19, 1878, in a vacant room in the old state office building, corner of Washington avenue and Allegan street, the use of which was granted by the board of state auditors. The beginning was humble enough—one chair, two pupils, a few buttons, needles, thread and a little patchwork. The first lesson—teaching the untidy girls to sew buttons on their shoes and mend their torn garments. From this humble start has grown the remarkable work of the Industrial Aid Society, by means of which hundreds of girls have learned to become better home makers and caretakers. From the day of its origin until her retirement in 1898 by reason of ill health and increasing years, Mrs. Andrews was the main spring in the enterprise which has contributed so much to lessen mendicancy and pauperism in Lansing.

For 21 years the story of her life was chiefly the story of the changes and growth in the Industrial Aid Society. Its frequent movings, the purchase of the old church building from the Free Will Baptist society, its rebuilding on leased ground at an expense of several hundred dollars, and later the purchase of the present property, named by a unanimous vote of the society "The Andrews Industrial Home" in honor of her indefatigable labors in its behalf—all these things and many more belong to the history of the aid society. But they would have been impossible without the never-tiring industry and fertility of resources which characterized Mrs. Andrews, who from the first superintended the society's relief and school work.

After the death of her daughter Eliza, Mrs. N. Damon was engaged to assist Mrs. Andrews, and only the officers of the society and the few active associates knew the fidelity and zeal, the rare executive ability and generosity with which Mrs. Andrews served the cause of charity during her long years of arduous and self-sacrificing devotion.

For laziness and shams Mrs. Andrews had only supreme contempt, and many amusing anecdotes could be related of the keenness with which her shrewd insight detected and unveiled imposters. As years pass, more and more will appear the far-reaching influence of her labors in behalf of the children of the poor.

For three years past the home of Mrs. Andrews has been with her only daughter, Mrs. N. B. Jones, with whom she removed

to Ann Arbor last year. Although nearly four-score, Mrs. Andrews still impresses one as a woman of unusual vigor and ability, retaining her interest in current events and ever ready with sympathy and helpfulness for any to whom she can minister.

MRS. MARIAN MONROE TURNER.

Mrs. Marian Monroe Turner was born near Buffalo, N. Y., December, 1818. She was the daughter of Jessie Monroe, and a native of Rutland county, Vermont. In the year 1836 the father with entire family located in Clinton county, this state, and was extensively engaged in farming.

The subject of this sketch was married in 1843 to Hon. James M. Turner, who, up to the time of his death in 1869, was one of Michigan's most prominent business men. He was engaged, with others, in building the Jackson, Lansing & Saginaw and the Lansing & Ionia railways. The state plank road and other important enterprises were a part of his work.

Mrs. Turner has four sisters: Mrs. Parker Webber, Mrs. Judge Longyear, Mrs. Daniel Case and Mrs. Dr. Turner, and four brothers: Joseph, William, Horace and James, all living except Mrs. Case. Her son, the late James M. Turner, was well known to this community as one of the foremost citizens. The daughters are, Mar-



ian T. Reasoner; Eva, wife of Hon. C. P. Black, and Abby, wife of Hon. Frank L. Dodge.

Mrs. Turner's husband built the first frame house in this city. She has resided here since April, 1847, and in Ingham county since 1842; has been prominent in church work and the duties of charity. She is much beloved and highly esteemed, and at the age of 83 years is able to recall vividly and discuss entertainingly the early history of central Michigan.

She was one of the charter members of the State Pioneer Society and has been present at all of its meetings; also a member of Ingham county's Pioneer Society. Mrs. Turner thinks there is no one at the present time who was here when she first came in 1838.

IN MEMORIUM.

"Lo now my glory smeared in dust and blood!
My parks, my walks, my manors that I had,
Even now forsake me; and, of all my lands
Is nothing left me, but my body's length!
Why, what is pomp, rule, reign, but earth
and dust?
And live we how we can, yet die we must."
—Shakespeare.

JOSEPH BAILEY

was deputy state treasurer afterwards established what was known as Bailey's bank and continued in the banking business up to the time of his death.

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JOHN THOMAS

came early and established himself in a general mercantile business—locating on the east bank of the river at Main street.

CHARLES P. BUSH

was a partner of Thomas in the mercantile business, and later was lieutenant governor of Michigan.

ORIN A. JENISON

came as a clerk in the auditor general's office, later embarked in trade as a merchant—from merchant to bookkeeper for the State Republican, where he was employed for many years.

SAMUEL CORYELL

clerk in one of the state offices, afterwards merchant, finally rounding out and winding up his earthly career as a teacher in public schools.

WILLIAM H. CHAPMAN

came in 1848, and in company with J. P. Thompson, opened a law office. Mr. Chapman was elected circuit judge—after which he was familiarly known to every one as Judge Chapman. He continued the practice of law, combined with real estate for many years, finally moved to his farm about four miles east of this city, where he died several years ago.

ORANGE BUTLER, CHARLES W. BUTLER,

father and son, were conspicuous business men among those who arrived before 1850. Charles, had a land office, and continued in the real estate business for many years, during which time he built the Butler block, known as the Hotel Butler, later he became associated with James M. Turner in lands and mines in the upper peninsula, died in Chicago several years ago.

WHITNEY JONES

was one of the early postmasters of the city and left as a monument to his memory and enterprise, "The Octagon," corner of Washington avenue and Kalamazoo streets.

CHARLES HUNT,

clerk and cashier in Bailey's bank, quite debonaire, in fact an "Apollo," a general favorite and jolly good fellow, died in the army in the war of the rebellion.

HYRAM H. SMITH,

prominent merchant at North Lansing, later became interested in railroad building. Accumulated large fortune, moved to Jackson about 1870; died about four years ago, he was the first mayor of Lansing.

WILLIAM A. DRYER

came to Lansing in the fall of 1848, established the first wagon shop in 1851, went into mercantile business, corner of Franklin and Center streets. In 1855, purchased and moved to a farm west of city; was many years supervisor of Lansing township. Sold farm and moved to city in 1891. Died in 1896.

RICHARD ELLIOTT, EDWARD ELLIOTT,

brothers, hardware merchants, later engaged in general mercantile business, and finally drifting into real estate.

HENRY JIPSON

built the hotel known as the Lansing house, located south-east corner of Washington avenue and Washtenaw streets. It was the leading hotel for several years and Jipson was a very popular landlord.

HENRY GIBBS,

celebrated as a contractor and builder, a business that he followed for over forty years, and many of the resident properties and business blocks were erected under his supervision.

JOHN C. GODLEY

was proprietor of the first livery stable, was elected and served several times as constable and deputy sheriff.

ALANSON WARD,

a shoemaker by trade, supplied the understanding for many of the first comers and finally pegged his way up to the office of justice of the peace, which position he held for many years; lived to a ripe old age and died honored and respected by his fellow citizens.

REV. ELIPHALET S. TOOKER,

one of the most interesting characters brought to light by our investigation is the subject of this epitomized history. Mr. Tooker came to Lansing in April, 1848, and built a steam saw mill for Col. Quackenbush, on the east bank of the river just north of Main street. He was a Baptist minister of more than ordinary talent, and while engaged in contracting and building during the week, he always had his sermons well prepared and preached every Sunday in the senate chamber. He was chaplain of the senate up to the time of his death, which occurred June 20, 1851. He was a Royal Arch Mason an Oddfellow and a Son of Temperance. Was buried under the auspices of the Masonic lodge, participated in by the two other organizations. His was the first Masonic funeral held in Lansing. Sermon was preached by Rev. Mr. Lamb, of Dewitt, and his text was a fitting tribute to this pioneer preacher. This is the text: "Mark the perfect man. Behold the upright for the end of that man is peace."

JOHN R. PRICE,

genial and always happy, came early, engaged in the manufacture of fanning mills, which business he conducted for many years. Was prominent in the Presbyterian church and took an active part in building the old church, corner Washington avenue and Genesee street. Went to the war in 1862 as captain of a Lansing company. Died a few years ago in the home where he first settled, on Cedar street north.

VAN S. MURPHY,

prominent in politics, was postmaster for several years after Lansing became a city.

SMITH CLAPSADLE,

an odd name, and those who knew him say that he was an odd genius. He built and managed for some years a large frame hotel on Main street east of the river, called the National. This hotel and the Bush and Thomas store was believed to establish at that time the business center of what has since become a great city.

DR. CHARLES A. JEFFRIES

was here in 1849 to stay, but the best authority locates him here in 1847. He built the house now occupied by Judge Cahill. He was a physician of the homoeopathic school and was one of the successful practitioners of the state, though perfectly blind for many years, his practice never diminished, he went to Omaha some years ago and made his home with his youngest daughter. He died about three years ago.

DR. GOUCHER,

I am unable to obtain his first name, but those who remember him agree that he was a good citizen and a physician of much prominence for the times. His residence and office was in a log house on the ground now occupied by the Hotel Downey.

JOHN W. BURCHARD

was the first settler in Lansing. He came to Lansing in 1846, a year before the location of the capitol. He was a lawyer by pro-

fession, but he saw a future that bid fair to open up the way to fame and fortune in the development of the water power of Grand river. He built the dam at North Lansing in the fall of 1846; in June, 1847, a freshet came and caused a break in the dam, Burchard with an assistant, went in a boat to investigate the damage and was carried by the rapid current through this break and was drowned, his body was recovered several days later near Delta.

GEORGE W. PECK,

well-known citizen and politician in Lansing up to about the year 1865, when he went west and became the attorney for one of the great western railroads. Mr. Peck was a member of the legislature when the capitol was located here and even more, he was speaker of the house of representatives at that time, he was a lawyer of the brightest type and as an orator and campaign speaker he had few if any equals. Mr. Peck at one time represented the sixth district in congress.

JOAB PAGE, WHITNEY SMITH, ALVIN ROLF, GEORGE PEASE.

The three last named were sons-in-law of Mr. Page, and all came to Lansing in 1846. They built a large sawmill at North Lansing, and furnished the plank for the plank road between Lansing and Howell. Mr. Page built the house now occupied by S. G. Schofield.

JOSEPH BURT

came in 1847 and established a brick yard at the extreme northern limits of the city on Center street. Moved to Saginaw about 1857, where he died some years later.

DR. S. D. NEWBRO

was on the ground when the capitol was located, and in 1850, built the old frame building on Center street known as the Newbro block. He kept a drug store and practiced medicine for more than a quarter of a century. Died a few years ago in this city.

JOHN H. CLEMENTS

worked his way through the woods with his family and settled in North Lansing in the fall of 1848. In the summer of 1849, he built the store, corner Franklin and Center streets, now occupied as a feed store, he engaged in mercantile business. In the fall of 1850, Mr. Clements went to California via the Isthmus, was gone six years. After his return he purchased a farm near Gunisonville where he lived until about six years ago, when he moved to Lansing, where he died about three years ago.

JOSEPH P. COWLES

came to Lansing in 1849, a carpenter by trade, located in North Lansing. A few years later built the house north-east corner of Washington avenue and Madison street, where he lived many years, and where he died in June, 1891. Mr. Cowles was deputy sheriff in the early fifties and later was elected justice of the peace, an office which he held for several terms.

WILLIAM H. PINCKNEY

came in 1849. In the following year he built the house, corner of Grand and Ottawa streets, where he lived over fifty years. He was a lawyer when he came, and continued in practice of his profession until the time of his death which occurred June 23, 1901. Mr. Pinckney was elected probate judge about 1860, and served two terms, or eight years in all, later he was elected justice of the peace and was re-elected to the office several terms.

TWENTIETH CENTURY EDITION



THE LANSING SUGAR COMPANY

The latest enterprises of Lansing number several of great value, but none more so than the Lansing Sugar Co., which erected a splendid new beet sugar factory during the year just past. The factory was put in commission last October. It has a capacity of 500 barrels of sugar per day and gives employment to 300 people.

The company is incorporated under the laws of Michigan with a capital of \$500,000. The officers and directors are: President, Benj. Boutell; vice-president, H. H. Larned; secretary and treasurer, L. S. Boutell. Directors—Benj. Boutell, H. H. Larned, L. S. Boutell, E. F. Cooley, W. B. Penoyer, John Mitchell and Martin Mullen.

The plant was erected by the Kilby Manufacturing Co., of Cleveland, Ohio, one of the largest manufacturers of beet and cane sugar machinery in America. So complete was the work of this company that when the plant was first started the machinery from end to end of the big establishment moved as smoothly and worked as evenly as the delicate mechanism of a watch. The Kilby company has erected almost every beet sugar factory of prominence that has been built during the past few years. A few of them are: Utah Sugar Co., Lehi, Utah; Ogden Sugar Co., Ogden, Utah; Los Alamitos Sugar Co.,

Los Angeles, Cal.; Chino Valley Beet Sugar Co., Chino, Cal.; Pacific Beet Sugar Co., Oxnard, Cal.; California Beet Sugar and Refining Co., San Francisco, Cal.; Norfolk Beet Sugar Co., Norfolk, Neb.; Minnesota Sugar Co., St. Louis Park, Minn.; Bay City Sugar Co., Bay City, Mich.; Alma Sugar Co., Alma, Mich.; Saginaw Sugar Co., Saginaw, Mich.; Marine Sugar Co., Marine City, Mich.; Loveland Sugar Co., Loveland, Colorado; Binghamton Beet Sugar Co., Binghamton, N. Y. Next year they will erect factories at Mt. Clemens and Carrollton, Mich.; Wallaceburg, Ont.; Eaton, Cal., and Loveland, Cal.

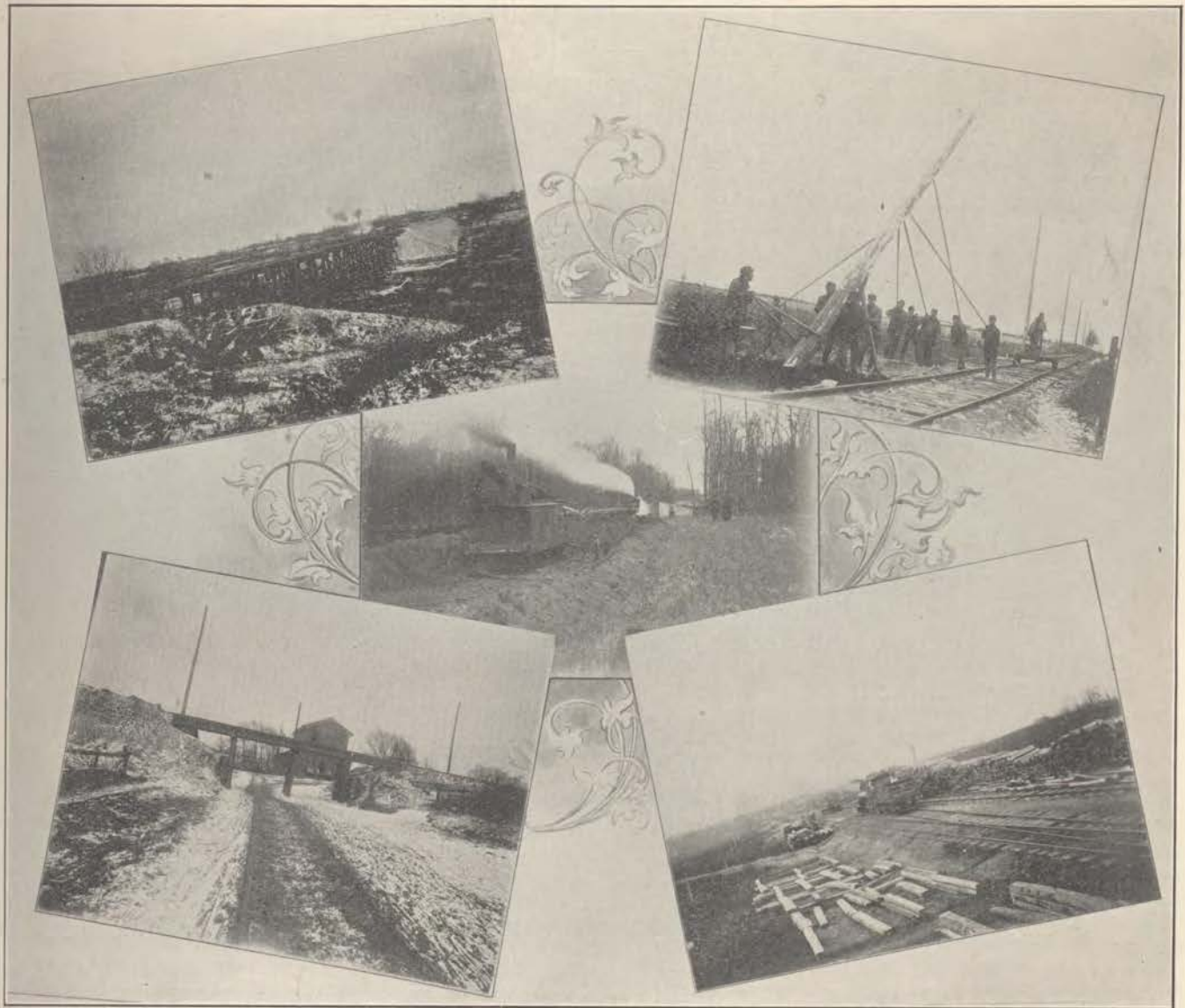
THE KILBY MANUFACTURING CO.

This company erects beet and cane sugar refineries complete in every detail. The manufacture of sugar has grown to be one of the greatest industries of the United States, and the new beet sugar department of this immense industry has reached an importance equal to that of the cane division of the sugar trade. The English-speaking people are great users of sugar, it having been estimated that 60 to 75 pounds per capita are annually consumed by them, as against 5 or 10 pounds by the Latin race. The above figures will serve to illustrate the importance of the sugar industry, which in the past few years has grown to mam-

moth proportions in America. Germany was until recently the all important factor in the beet sugar world, but the farmers of the United States have become mightily interested in the raising of sugar beets, and this industry is rapidly assuming gigantic proportions.

In equal measure with the importance of the sugar industry is the importance of erecting machinery that will simplify the processes of sugar making and render the business the great aid that ingenious mechanical contrivances have given to so many branches of trade. And in this department of machinery erecting, the all important preliminary work of the sugar industry, The Kilby Manufacturing Co., of Cleveland, stands far in front of all competitors. The Kilby company makes the machinery and places it in factories all ready to operate. This is a tremendous task, but which they invariably perform with a nicety that is beyond compare. The Kilby company has its offices and plant at Lake and Kirtland streets, Cleveland, and a branch factory at Lake and Mason streets. Both factories are equipped in the most modern fashion and turn out work of the greatest value. The officers of the company are: James W. Lee, president; Joseph F. Kilby, vice-president and manager, and E. D. Childs, secretary and treasurer.

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THE LANSING, ST. JOHNS & ST. LOUIS RAILWAY COMPANY

Of the many recent improvements made in Lansing to facilitate business and to make this city an even better center of commerce, the most prominent is the building of the Lansing, St. Johns & St. Louis Railway Co., now under construction. The company was organized and incorporated April 26, 1899, for the purpose of building and operating an electric railway to connect Lansing, St. Johns, Ithaca, St. Louis and Alma, together with the intervening towns and villages, which include Dewitt, Maple Rapids and Pompeii.

The officers of the company are Frederick Thoman, president; Isaac Hewitt, vice-president; Frank L. Dodge, secretary and attorney; Jacob Stahl, treasurer. The board of directors consists of Jacob Stahl, Lansing; Isaac Hewitt, Maple Rapids; John E. Mills, Port Huron; Edward E. Percival, Port Huron; Dr. Stiles B. Kennedy, St. Louis; Frank L. Dodge, Lansing; Frederick Thoman, Lansing. The capital stock is \$500,000.

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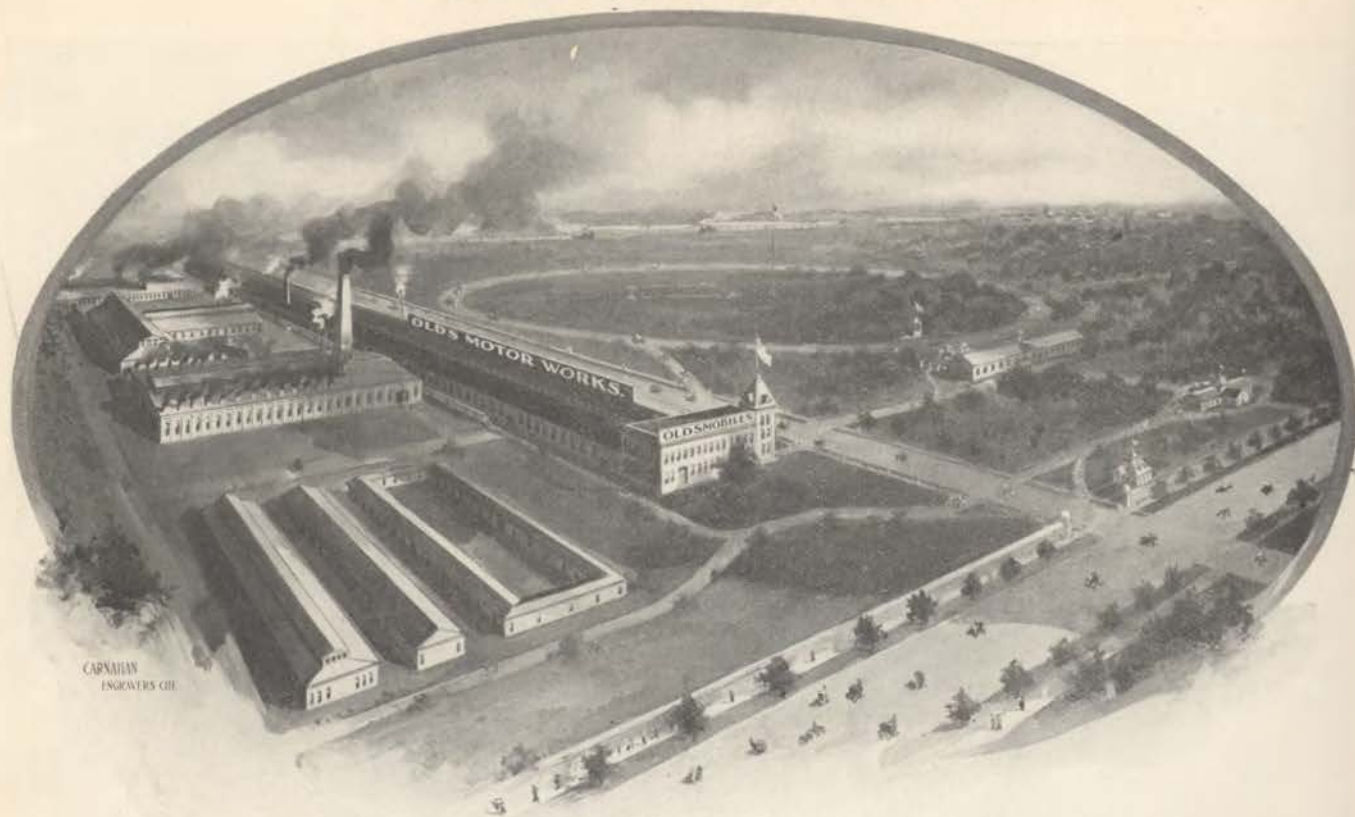
The Lansing road will not parallel any other steam or electric road and its success is assured in advance. It practically controls the business of the country through which it passes and serves as a connecting link for many railroads. The road is 60 miles long and the road bed is without doubt the finest in the United States for an electric railway. The rails are 70-lb T rails of the finest make. The company figures on a big business from Lansing, it being the capital of Michigan, and considering the population a better manufacturing town than Detroit. The interest in the road is very great, as is evidenced by the fact that people along the line subscribed over \$100,000 towards its construction.

The contract for building this road was let to John E. Mills and sublet by him to the Arnold Electric Power Station Co., of Chicago. This company, which has its main offices at 1540 Marquette Building, Chicago, is one of the best qualified companies in the country for this class of work. It

undertook the entire equipment of the road, including track, bridges, overhead electrical work, rolling stock and power house. The excellence of the work already completed attests the excellence of the Chicago firm and is a standing reminder of their thorough, skillful and modern methods of construction. The work was handled systematically and gave the greatest satisfaction to the stockholders, many of whom speak in glowing terms of the Arnold company's business like and scientific manner of carrying out their contract.

The road is destined to be an important factor in the commercial history of Lansing, reaching as it does all those in the neighborhood of the city who otherwise had no direct communication with town. The road was first begun by Frank L. Dodge, the late Martin V. Montgomery, Jacob Stahl, Isaac Hewitt, A. B. Darrugh and Dr. Stiles Kennedy, most of whom have formed previous plans to erect interurban electric railways from Lansing.

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OLDS MOTOR WORKS

Looking back twenty years in the history of the Olds Motor Works, we find them in a small frame building 18x26, which answered their purpose until 1885, when they brought out their first gasoline engine and put it on the market. Since then the demand has so steadily increased for their stationary gasoline engines, that they have been obliged to add from one to two buildings each year until today they are one of the largest makers of gasoline engines in the world.

In 1887 Mr. Olds made his first automobile, a three-wheel machine, and weighed

1,800 pounds, using steam and gasoline. The following year it was again rebuilt, adding still more power, but later was abandoned.

In 1891 they built another automobile, which did fairly good service in '91 and '92, and was then bought by a patent medicine company of London, England.

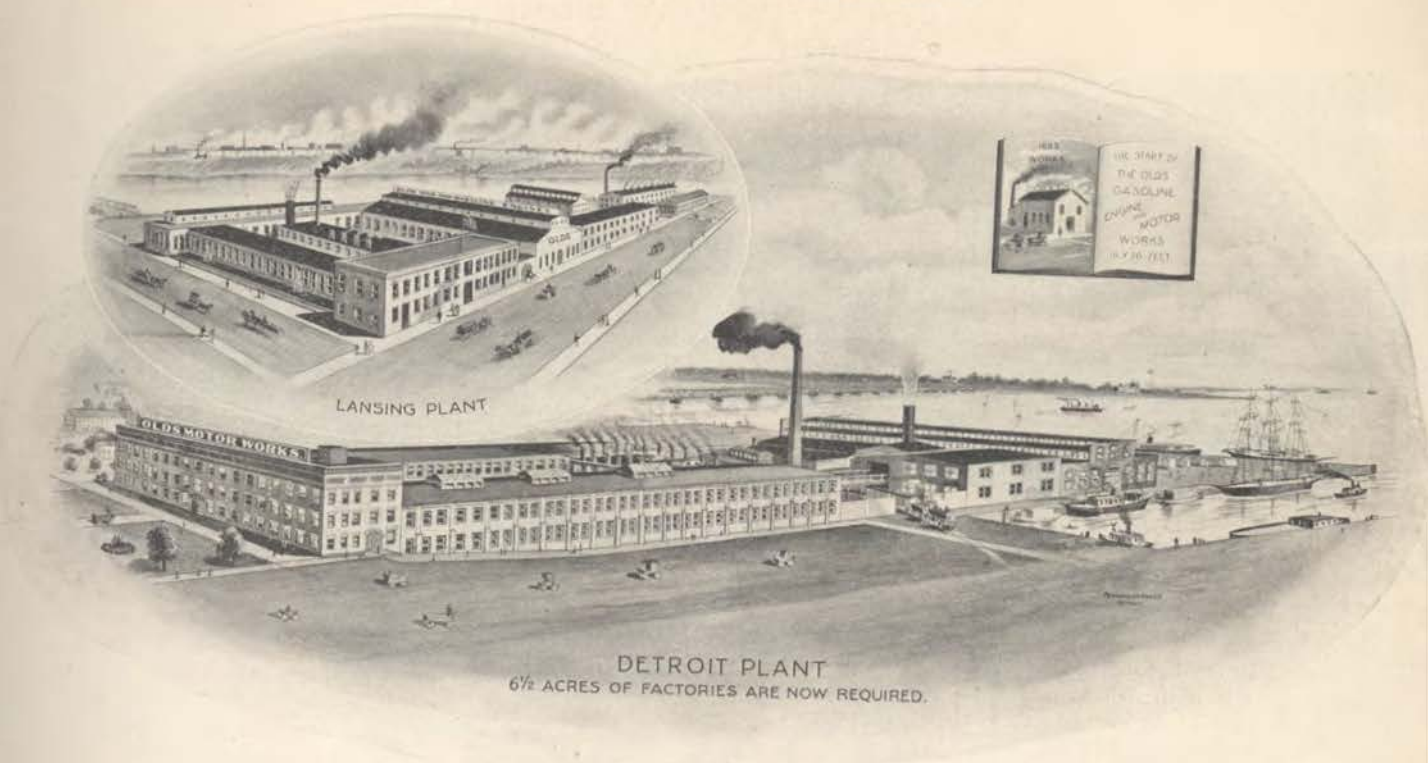
In 1895, Mr. Olds made another automobile. This machine was used constantly for three years and is today in good order, but is of course of no comparison to the Oldsmobile of today, which has for the last season attracted the attention of the

whole world. It is considered a wonder; it starts at will at a moment's notice; has gasoline capacity for 100 miles and has proven to be perfectly practical on all kinds of roads. It is now so popular that the company are now operating six large plants, three by contract and three of their own plants, the latter consists of thirty-one large factory buildings, and the total acreage of the three factory sites being sixty-two acres.

The Oldsmobile weighs but 580 pounds, yet it has carried a load of 2,000 pounds. Its light weight enables it to run smoothly



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LANSING PLANT

DETROIT PLANT

6½ ACRES OF FACTORIES ARE NOW REQUIRED.

OLDS MOTOR WORKS

over rough roads, which would be quite impassable for a heavy machine. Its weight is about one-third that of most automobiles now upon the market, thus making a much lighter load to carry, and consequently giving greater power in proportion. The expense of fuel is here to be considered, as it decreases rapidly with the weight of the machine.

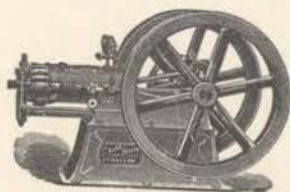
It has the regular wagon tread of 4 feet 7 inches; the wheels are 28 inches in diameter, and are fitted with 2½-inch heavy pneumatic tires. The length of the wheel base, which is about 5½ feet, gives an easy movement to the steering lever, and insures smooth riding on rough roads.

The gasoline tank holds four gallons,

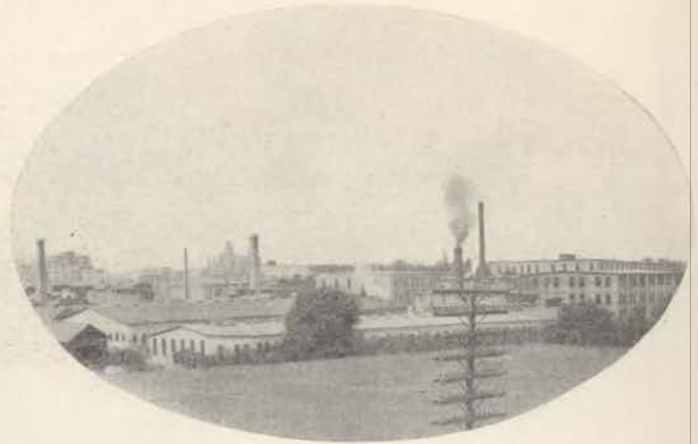
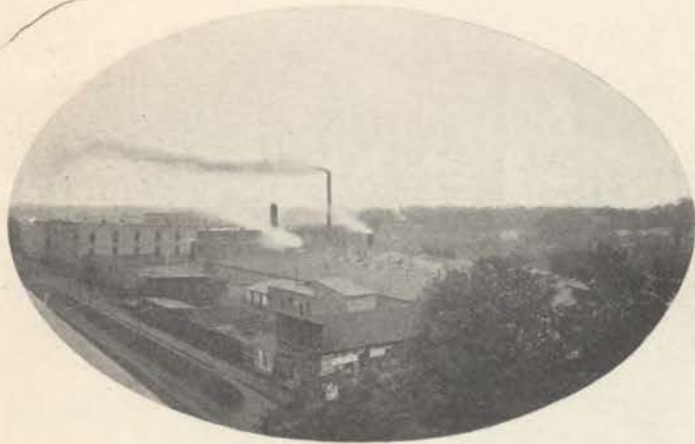
which supply is sufficient for 150 miles of travel over good roads. There is no jar to the steering lever, as it is attached to the body and not to the running gear. The base of the steering lever is connected with the front wheels through a spring. This spring absorbs all vibration caused by irregularities in the road, yet in no way does it affect the rigidity of the steering mechanism.

The motor is started, while sitting in the carriage, by means of a stationary crank at the end of the seat. The speeds are controlled by one lever, which is moved forward for the speeds ahead and backward for the reverse. The highest speed is obtained by increasing the speed of the motor; this is accomplished by means of a foot lever, which acts upon the governor, and also by varying the time at which the ignition takes place.

The gas and gasoline engines manufactured by this company have achieved a world-wide reputation. Every feature of the construction and workings of these engines are of the most improved make, and they have no equal.



TWENTIETH CENTURY EDITION



E. BEMENT'S SONS, STOVES AND RANGES

The progress which the world has seen in the manufacture of stoves and of farming implements is well nigh as marvelous as the progress in many branches of science. But because the land has always been tilled and fire has always been used by man the development of farming implements and of stoves has not received the attention from mankind that has been given to steam, electricity and other great modern utilities.

From the beginning of the world man has distinguished himself from the lower animals by building fire and by tilling the soil. The earliest dawn of civilization saw man cultivating the fields in a crude way and using fire for cooking and heating. And the people who lived at the time when history begins knew from tradition that fire had always been man's one great utility and mother earth his most dependable support.

Little by little as civilization advanced the art of stove-making became better known and the agricultural communities noted improvements in their cultivating implements. Today, when the twentieth century of the Christian era is in the first flush of its glorious beginning, the art of stove-making and the perfection of farming implements are on a par with our advanced civilization. The two industries

have advanced simultaneously with civilization. They have grown with the nations of the modern times.

The city of Lansing has just cause to be proud of the fact that within its borders is located an immense manufacturing plant, which can compare favorably with the foremost concerns of the world in the making of stoves and farming implements. This is the plant of E. Bement's Sons, a firm that is known throughout the world, and whose trade extends to the confines of the earth.

E. Bement's Sons manufacture stoves and farming implements that are recognized as being of the highest grade of excellence. They are of the most improved modern styles and fashion. They are markedly in advance of the same articles which were in use less than a single generation ago, and at that time people were wont to brag of nineteenth century progress and to look back with a semi-pity to the conditions prevailing fifty or a hundred years ago.

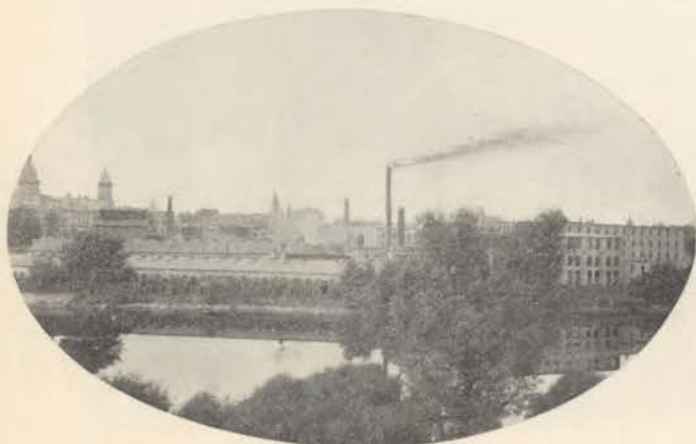
E. Bement's Sons have kept in touch with the times and have done their portion in the advancement of the articles they manufacture, thus keeping pace with the advancement and the greater achievements which go to mark the present day of progress and enlightenment.

The time was, not long since, when huge,

plain stoves that could generate immense heat were thought to be the best that man could produce. These were vast improvements on the old-time devices that simply held the fire, but they created heat that was at least one-half wasted. Today the twentieth century stove stands as a model. It wastes no heat, but dispenses all that is produced by the fuel it contains. It spreads the heat evenly and thoroughly and will hold fire for hours at a time. It is as far ahead of the stoves of fifty years ago as the railroad is ahead of the stage coach. It is a splendid token of our modern skill and our strenuous advancement.

Citizens of Michigan are proud of the fact that their state is one of the greatest stove producing centers of the world, and the citizens of Lansing are to be congratulated on the possession of one of the great factories which has played a leading part in making the state of Michigan famous. E. Bement's Sons, with a national reputation and a spreading foreign trade, is a credit to the city which contains it.

In equal measure with the advancement in stove building is the progress made in the manufacture of agricultural implements. Here again the Lansing firm of E. Bement's Sons occupies a leading position and reflects great credit upon the city. The world has seen wonderful improvements in



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E. BEMENT'S SONS, AGRICULTURAL IMPLEMENTS

the tools used by farmers, but no firm in the United States or elsewhere manufactures a higher grade of goods, or more modern products, than does the famous Lansing firm.

Mayhap the reader has never paused to consider the diversity of Lansing's vast manufacturing interests. If so, no better opportunity could be presented than the calling of attention to the fact that even in those articles which man has used from time immemorial Lansing possesses one of the leading manufactories of the world in that of E. Bement's Sons.

The magnificent plant of this concern is partly shown in the accompanying illustrations. Only a visit to the place and a long inspection of the thousand and one details of the immense establishment could give one an accurate idea of it, but the illustrations presented herewith serve in part to indicate the proportions of the E. Bement's Sons' plant. They also show the beauties of the location which this firm enjoys.

Not only is this concern an honor to the city by reason of its prestige, but it is a source of profit to the town on account of the great number of hands it employs, all of whom are residents of Lansing, and who dispense their earnings in this city. They thus increase the volume of trade and materially assist in the prosperity of the community. The accompanying half-tone is taken from a photograph of 500 employes of E. Bement's Sons. The picture was taken at the plant, but does not represent the total number of the workmen at the factories.

The firm of E. Bement's Sons has forged

to the front because of its admirable products, high-class work and superior business methods. It is in every way deserving of the much-abused adjective, "progressive." Nowadays many firms are called progressive that simply make a showing for a time and spend large amounts of money to advertise their goods. E. Bement's Sons is a progressive firm because it has kept pace with the times and has at every stage been found in the vanguard of progress.

It was in the year 1869 that the late E. Bement founded the manufacturing firm which has enabled Lansing to enjoy a leadership among American cities in the high-class stove and agricultural implement trade. After growing to be one of the largest and best houses in the middle west, the firm was incorporated in 1886. The incorporation was made according to the Michigan state laws with the following gentlemen as officers and directors: President, A. O. Bement; vice-president, C. A. Gower; secretary and treasurer, G. W. Bement; superintendent, C. E. Bement. Directors—A. O. Bement, C. A. Gower, G. W. Bement, C. E. Bement, H. S. Bartholomew, E. J. Bement, Howard Bement and F. H. Bement.

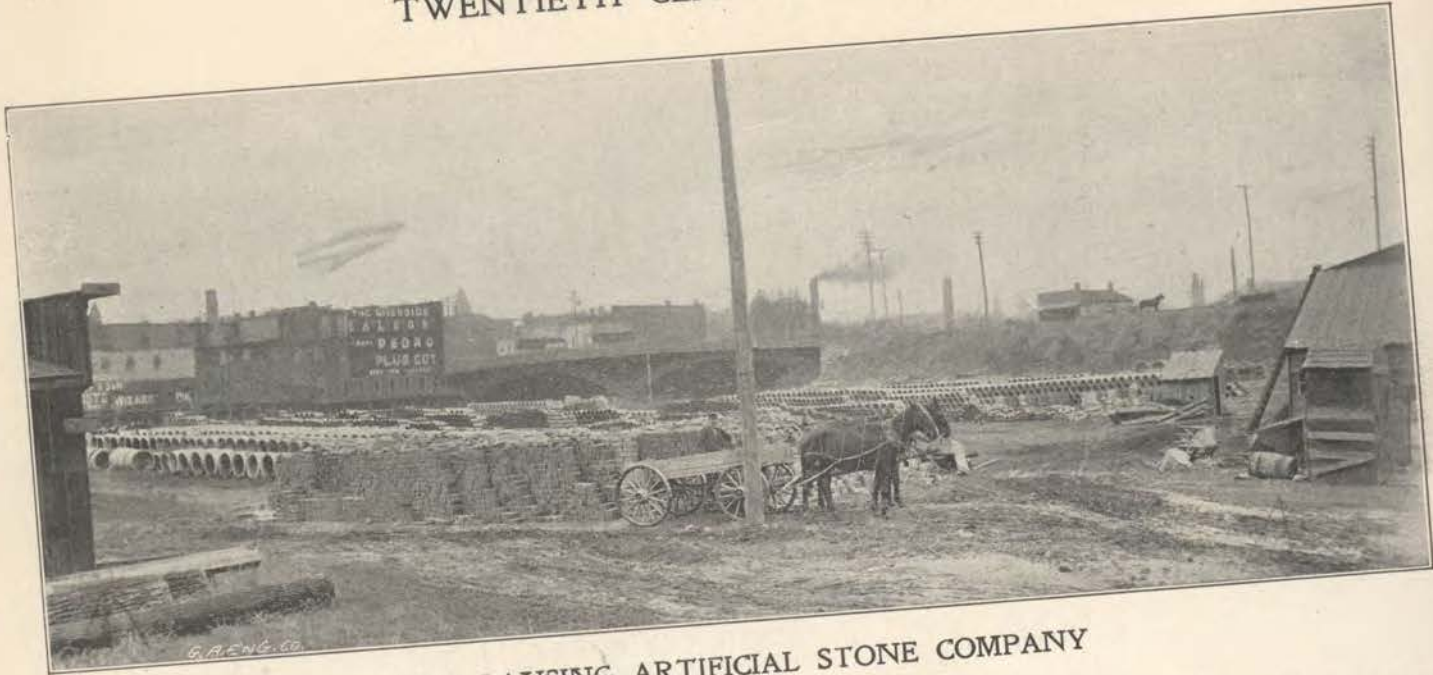
The plant operated by the company is of immense size and is constructed in systematic manner. The works occupy two full blocks, including machine and blacksmith shops, warehouses, a model foundry with a vast moulding floor, large finishing shops, cleaning rooms, pattern shops, etc. Railroad tracks connect the plant with all railroad lines entering Lansing. The equipment of modern machinery and appliances

at this establishment are perfect and thoroughly up to date. An average force of between 700 and 800 skilled hands find employment in the various departments. Here are manufactured the celebrated Palace heating and cooking stoves and all kinds of agricultural implements. The latter include plows, harrows, cultivators, corn planters, cotton planters, etc. The Palace stoves made by the firm have long been famous. They are made in excellent styles, embrace all improvements and many special advantageous features found in no other make. The castings are noted for their smoothness and strength. These are made from the best foundry pig iron. The finish and fittings are elaborate and pleasing; the ornamentation most artistic. The company's business is about equally divided between the manufacture of stoves and agricultural implements, and in both branches they excel. The reputation gained by the company on account of its many years of business enterprise, success and progression, is the best that any business house could desire. The company's trade reaches all parts of the country and a great deal goes abroad, the foreign trade having largely increased in the past few years. A force of between 30 and 40 traveling men are constantly employed by the concern. Branches of E. Bement's Sons can be found at Dallas, Tex.; Milwaukee, Wis.; Minneapolis, Minn., and Des Moines, Ia. The officers and directors of the company are men with vast practical business experience, wide acquaintance and general popularity, and their continued success in business is assured.

Bement Plows
TURN THE EARTH.

E. Bement's Sons
Lansing Michigan.

Bement Plows
TURN THE EARTH.



THE LANSING ARTIFICIAL STONE COMPANY

Within the last decade the making of artificial stone has progressed to a degree of excellence that has far surpassed previous expectations. The inventions and improvements in this line of work by the Lansing Artificial Stone Co. have been the main cause of this change, and their product is regarded everywhere as being of a superior quality as regards both beauty and durability. The company was formed a quarter of a century ago and is now owned

solely by Jacob P. Sleight. The enterprising business methods always pursued by the company have caused it to keep pace with the times from first to last; has resulted in establishing the company on a firm basis, and bringing the confidence and esteem of the public at large. Ninety per cent of all the brick buildings in Lansing are trimmed with this company's artificial stone, and so satisfactory has been the results that all architects who are familiar with their stone

always specify this make of stone when making up their specifications. The company makes building stone of all varieties, cement walks, cement cellars and floors and all kinds of concrete work. All of the stone is guaranteed. The company's policy requires that all material in any way defective shall be replaced without cost, and complete satisfaction is thus assured to the buyer. Besides the manufacture of artificial stone the company are wholesale jobbers of fire brick and sewer brick, and also handle a full line of farm implements.

Fay G. Dunning

The city of Lansing, located as it is in the very heart of a prosperous agricultural section, is naturally an important center for the handling and selling of farm implements of all kinds. The demand is great



and must be supplied, and of all those who are in this line of business throughout central Michigan, few are better qualified to meet this demand than is Fay G. Dunning, dealer in every variety of farm implements and located at the corner of Washington avenue and Ottawa street. Mr. Dunning conducts a large and lucrative business and

is very popular with the farmers, who find him always supplied with what they need. Mr. Dunning started in business four years ago, previous to that time being with W. A. Newton, the implement dealer, for many years. In the short time in which he has been engaged in business alone he has built up a large trade, which is still growing steadily. Mr. Dunning has the Lansing agency for the famous McCormick harvesting machines and the Advance threshers. In addition he carries a complete line of other agricultural implements, such as farmers' favorite drills, Tiger drills, hay rakes, all kinds of rake teeth, sections and cultivator blades, plows, harrows and small tools of every kind.

Hardy Bros.

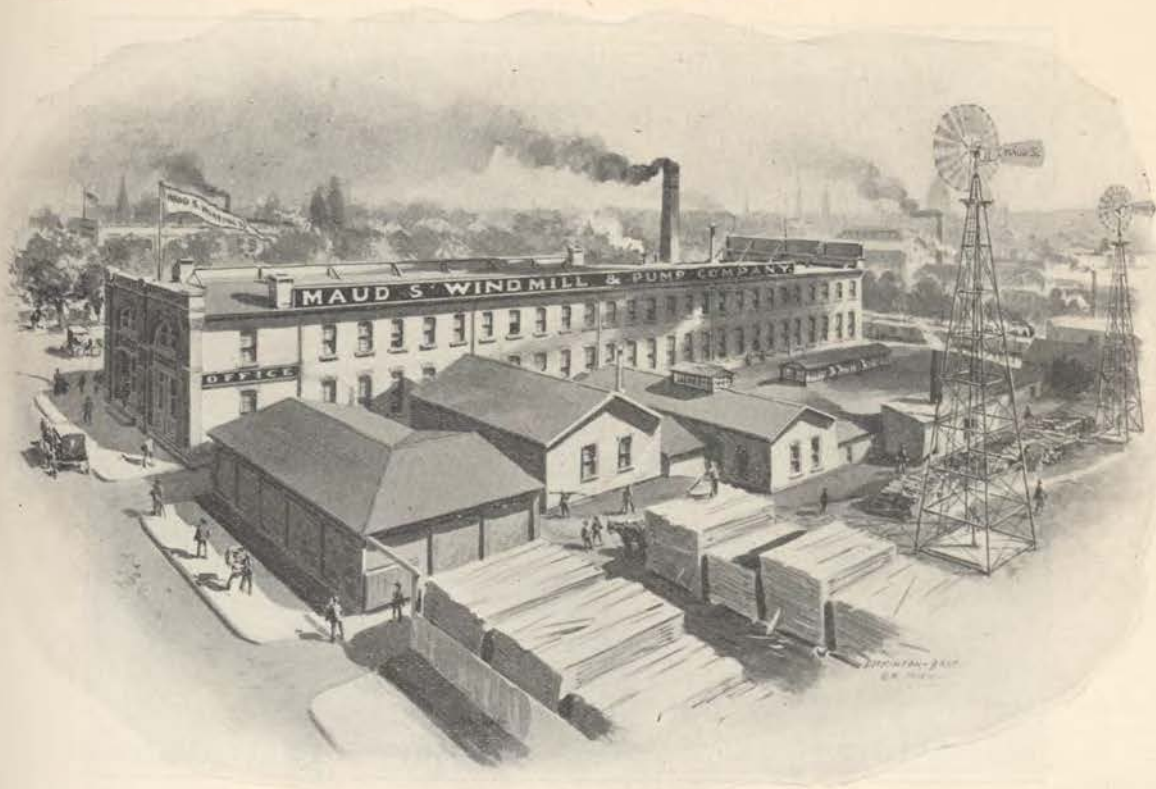
Prominently identified with the business and industrial growth of Lansing ever since this city first awoke to a realization of its opportunities as a manufacturing center, are the Hardy Bros., the well known real estate and insurance men. The firm is composed of O. D. Hardy and A. R. Hardy, and each of them enjoys the highest standing and repute in the community. Together the brothers conduct a large general business in real estate, insurance, loans, etc. They have been in their pres-

ent business for the last 12 years, and from the start they saw the possibilities of developing the city of Lansing into something more than merely "a pleasant little city."

Being progressive, thoughtful, brainy men of affairs, they early advocated the advancement of the city's interests and the attracting of industrial enterprises within the corporate limits of the town. Prosperous manufacturing plants bring plenty of business with them, give an impetus to local trade and advance realty values.

Hardy Bros. heavy real estate and insurance business is supplemented by their acting as agents for out-of-town owners of real estate in this city. The firm takes the entire care of a great deal of this property for the owners, and has charge of the leasing, renting, selling and insuring of it. The firm is one of the best and most reliable in the city. The enterprise of the firm is the one great reason for its success, and the public spirit displayed by its members continuously has resulted in equally as great benefit to the city as to the firm itself. The honest, capable, above-board business methods of the Hardy Bros. long since won the absolute confidence of their patrons, and they have maintained their reputation at its high standard unceasingly.

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THE MAUD S WIND MILL AND PUMP COMPANY

The manufacture of the Maud S pump was begun in a small way in this city in 1888. The business steadily increased, showing that the pump was favorably received by both the dealer and consumer. In 1892 E. F. Cooley became interested in the pump, and the Maud S Wind Mill & Pump Co. was organized, not only to manufacture the Maud S force pump, but the Maud S wind mill, which had been placed on the market the year before and had proven a great success.

The company has steadily increased its line of wind mills and pumps, until they are now making wind mills for both pump-

ing and power use, and a very complete line of force and lift pumps for hand and wind mill use. They also manufacture a complete line of wood and steel tanks. They have a very finely equipped shop, the machinery being especially designed for this work. The foundry is one of the finest in the city. They operate their own galvanizing plant, and every piece of steel in a wind mill is galvanized after it has been completed in the machine shop, making the mills everlasting. Seventy-five men are employed the year around.

Maud S goods are sold in almost every country on the globe, and the demand from

foreign countries has become so great that it has been necessary to open an export office in New York city. In this country the goods are handled by the leading jobbers, some of whom have sold this line exclusively since the organization of the company.

The motto of the Maud S Wind Mill & Pump Co. is: If you want the best goods at fair prices, get the Maud S. If you want cheap goods, look elsewhere; we do not make them.

The officers and directors of the company are: E. F. Cooley, president; C. S. Smith, secretary; F. E. Cooley, treasurer.



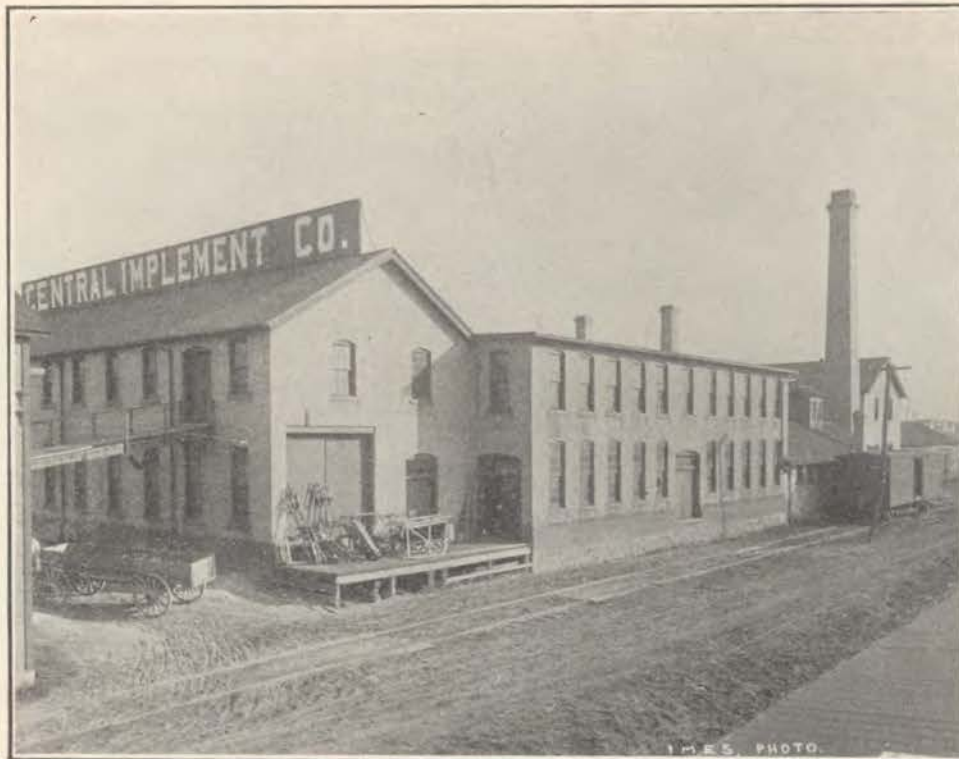
THE MICHIGAN SUPPLY COMPANY

The wholesale house conducted by the Michigan Supply Co. handles a full line of wrought iron pipe, fittings, engine trimmings, tools and supplies for tubular wells, rubber and leather beltings and mill supplies of all kinds. It is one of the most complete stocks carried by any establishment in the middle west, and takes rank as one of the Lansing concerns which materially aid in furnishing this city with the facilities to meet all the demands of dealers and consumers. The Michigan Supply Co. has gained a permanent establishment in our midst and a leading position in its line.

The concern was founded in the early 70s by Mr. E. F. Cooley, the present proprietor, and through all the intervening years has been managed with signal ability and rare business judgment. It has enjoyed a remarkably successful career and from the start has been thoroughly dependable and marked by its integrity, activity and progressiveness. The Michigan Supply Co., which is perhaps the largest concern of its kind in Michigan, occupies a massive three-story brick building at the corner of Grand and Ottawa streets. It is thoroughly equipped with all the conveniences for transacting business in a prompt and satisfactory manner. The receiving and shipping departments are

ample in size and are admirably arranged. Railroad facilities are of the best, a sidetrack giving the house direct transportation facilities.

This company has the exclusive agency in Michigan for the famous "Maud S." pump. Its trade is extensive throughout Michigan and the adjacent states. Mr. Cooley, the proprietor, is closely identified with some of Lansing's leading manufacturing and financial institutions, being one of the organizers of the Maud S. Pump & Wind Mill Co., the Lansing Sugar Co., the Lansing Wagon Works and the City National bank—four of the most solid institutions of Lansing.



THE CENTRAL IMPLEMENT COMPANY

In an account of the industrial development and splendid commercial growth of the city of Lansing, a prominent place must be given the Central Implement Co., one of the most progressive and prosperous concerns of its kind in the entire United States. The capitalization of this company has recently been increased to \$100,000 owing to the splendid value of its holdings, properties and business, and it is one of the most substantial houses in Michigan. Lansing is well able to be proud of a wholesale company which has done so much to make the city known throughout the middle west and east and which annually transacts a volume of business that is envied by other prosperous mercantile concerns.

The Central Implement Co. has been doing business for seven years, having

started in the fall of 1894. At the time it was organized the company was a co-partnership with A. B. Armstrong and R. U. Tenney, the members of the firm. In 1898 it was reorganized as a corporation and I. T. Hurd and W. F. Webb joined as stockholders. The company then had a paid in capital of \$30,000 and elected officers as follows: R. U. Tenney, president; I. T. Hurd, vice-president; W. F. Webb, secretary; A. B. Armstrong, treasurer and general manager. The splendid success met with has enabled the company after years of corporate existence to more than treble its capital and place it at the \$100,000 mark.

The Central Implement Co. carries a full line of implements and specialties and makes special efforts along the line of machine parts and repairs. Its business extends throughout Michigan, Wisconsin, northern Indiana, and western New York. The large warehouses of the Central

Implement Co. are heavily stocked with the valuable articles which they handle and which pass to their trade in constant succession. The company handles many of the leading lines of implements manufactured in the country and has four traveling men constantly on the road looking after their big trade.

It is a pleasure to record the steady growth and the splendid business success of such a representative company, conducted by able, experienced business men of this city. The members of the company are filled with the progressive, forceful spirit of the times, have push, energy and hustling abilities, and combine this with their business tact and judgment. As a natural result of their efforts and their work, the Central Implement Co. has attained a high degree of business success and is one of the largest houses of its kind in the middle west.

The Lansing Veneered Door Co.

A healthy, progressive and flourishing business is that enjoyed by the Lansing Veneered Door Co., a manufacturing concern which has met with unusual success ever since it was started in 1895. The company manufactures veneered doors exclusively and ships the products of its factory to all parts of the United States. The bulk of the company's business, however, is in the east. Its product is without doubt one of the finest on the market today. The factory of the Veneered Door Co. is a modern one in every respect and is equipped with all the latest improved machinery needed in its business. About 50 employes are constantly at work in the factory. The officers of the company are, M. C. Broas, president; J. J. Broas, vice-president, and Charles Broas, secretary and treasurer. The latter is at the head of the active management of the company, and to his business ability and enterprise the success of the company is largely due. Mr. Charles Broas was for years one of Lansing's most successful retail merchants before the organization of his present firm.

The Pearl Mills

One of the enterprising industries that has aided in the gradual development of Lansing is the milling business of Christian Breisch & Co., which has been in constant operation for 15 years. The Pearl mills are finely equipped and possess both steam and water power. Ninety horse power is the capacity of the latter, and the firm makes constant use of it. The Pearl mills is one of the busiest institutions in the city. It turns out 200 barrels every day and the product is consumed in Michigan, the New England and other states.

The special brand of the Pearl mills is "Morning Glory," a uniform product that is fully equal to patent, having all the low grade removed. Christian Breisch, who is at the head of the Pearl mills, has long been regarded as one of Lansing's prominent citizens. He is a progressive, twentieth century business man and his unflagging interest in business has brought its reward in success. Mr. Breisch is a native of Ann Arbor and has resided in Lansing since 1886.

Charles S. Keith

One of Lansing's new industries, secured through the efforts of the Business Men's Association, is the one owned by Mr. Charles S. Keith. It consists of the manufacture of Wilson's self-sharpening plow points and started in business on May 14 last. Mr. Keith has erected a one-story brick factory, 40x70 feet, on the Improvement Co's addition, which has a capacity of 500 plow points per day. In addition to the factory, Mr. Keith has erected new store rooms and iron sheds. The plant is run by electric motive power. The Wilson plow point, which bears a government patent, is recognized as one of the best in the market. It is sold all over the United States. The factory has done a big business during its first season in Lansing and the indications are for a big increase in business.

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THE MICHIGAN DISTRIBUTING COMPANY

The above company was organized July 1, 1901, the parties interested being F. M. Seibly, A. E. Mirfield, A. L. Harlow and N. L. Spencer, all representative business men of Lansing. Mr. Seibly being the treasurer and general manager of the Lansing Boiler & Engine Works; A. E. Mirfield was for years, chief assistant of E. Bement's Sons; A. L. Harlow was for years sales agent of E. Bement's Sons; and N. L. Spencer was for several years a member of the office force of E. Bement's Sons.

The Michigan Distributing Co. started in business in a one-story frame warehouse south-east of the Pere Marquette and Michigan Central railroad tracks, but owing to the rapid growth of their business soon found it necessary to look for larger quarters. Fortunately they were able to secure a lease of the property just vacated by Hugh Lyons & Co., a large four-story brick building on Michigan avenue east.

This structure has four floors 44x100 feet in dimension, is finely arranged, with splendid offices, is located on a leading thoroughfare and within two minutes' walk of the Pere Marquette, Michigan Central and Lake Shore depots.

The organizers of the Michigan Distributing Co. realized that much could be accomplished were the dealer and the manufacturer of farm implements brought into close relations, and that the farmer would be benefited. With this end in view, and with the assistance of some of the best manufacturers of farm implements in the country, they engaged in their present undertaking. The result has been that they are meeting with a splendid success and have demonstrated to the people of the state that their business policy is correct and sound. In forming their connections with manufacturing houses they practically become a part of them and act as general

sales agents. In addition they take orders for the factories and keep the factories in close touch with the dealers. Thus they furnish the means for the manufacturer and dealer to get together, and to deal directly on a lower cash basis than would otherwise be possible. The Michigan Distributing Co. control the agencies for some of the largest manufacturing concerns in the United States and by their business methods enable the dealer to concentrate his trade in farm implements, wagons, carriages, etc.

The success thus far attained by the Michigan Distributing Co. is such as to render it certain that they belong among the leading business institutions of Lansing. The company employs four traveling men to cover the state constantly, and in addition, transacts a great deal of business directly by means of correspondence and catalogues.

Morris W. Montgomery

Among the leading and successful business men of the younger generation in Lansing is Morris W. Montgomery. Mr. Montgomery is a manufacturer of overalls, shirts, coats, pants and other articles of common wear, his factory and offices being located at 223 Washington avenue north.

His concern is one of the new industrial enterprises of Lansing, having been established last winter and starting in business on March 25, 1901. From the beginning Mr. Montgomery has produced one of the best and most complete lines on the market, and his success has already been fully assured. Producing a splendid variety of articles, whose qualities and worth could be depended upon, all that was necessary to bring the new establishment a healthy trade was the "hustling" and the business sagacity so indispensable in American business life.

The products of the Montgomery factory are shipped to numerous points in Michigan and the business has begun to extend beyond the state borders. Mr. Montgomery has a finely equipped modern factory, containing 46 machines used in the manufacture of overalls, shirts, coats, pants, etc., and has a force of 50 employees.

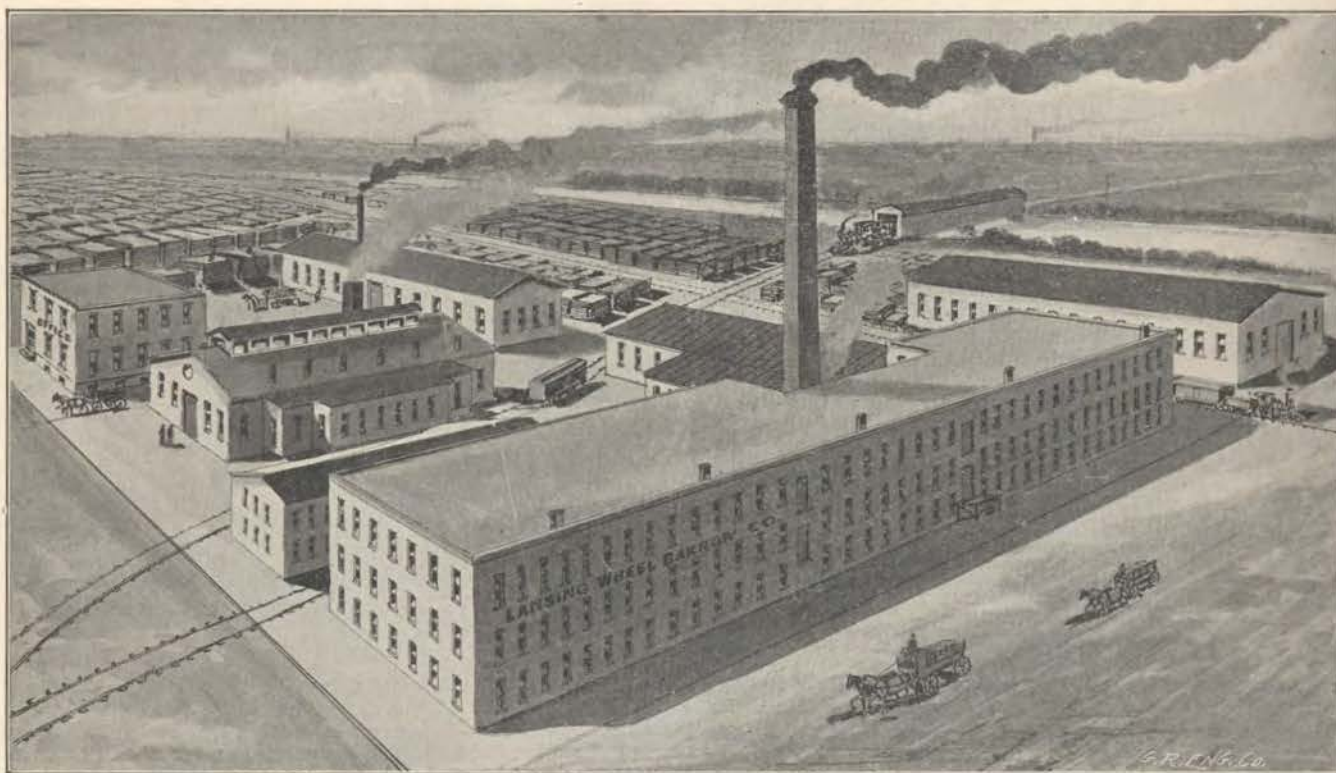
Lansing Abstract & Title Co.

The present satisfactory abstract and title business arrangements in Lansing and Ingham county are due to the enterprise and progressiveness of Mr. D. B. Taylor, proprietor of the Lansing Abstract & Title Co., and the Ingham County Abstract Co. The present-day methods of transacting real estate deals makes the abstract and title of property practically a public necessity. Without these the confusion would be interminable and disastrous to public welfare. Furthermore, the abstract business, like all others that are essential to the public, must be most thorough. Mr. Taylor has made the abstract business in Ingham county as thorough as it can be made. Previous to his advent in the abstract line there was one company in the city and one at the county seat, both of which lacked thoroughness. Mr. Taylor purchased the Ingham County Abstract Co. in April, 1899, and then secured the Lansing Abstract & Title Co. in June, 1901. By combining the two he now possesses the only complete set of abstracts in the city and county. Lansing people now have the benefits of a thorough system. D. B. Taylor has charge of the Lansing office and his son, F. C. Taylor, manages the Ingham County Abstract office, which is located in Mason.

The Austin-Burrington Grocery Co.

Of the many new enterprises that have been organized in Lansing during the year 1901 the Austin-Burrington Grocery Co. is one of the most important. A first-class wholesale grocery house was one of Lansing's great needs, and this firm has supplied it.

The Austin-Burrington company is located in finely appointed stores at 109-111-113 Ottawa street east. The officers of the company are C. J. Austin, George M. Burrington and Charles Austin. Each is a man who possesses in a full degree energy, push and ability, the component elements of the up-to-date business man's character. Fully understanding the wants of its trade, the Austin-Burrington company carries a selected stock that contains everything to satisfy the most exacting customer, and can take rank as one of the best grocery stocks in the state of Michigan. The business of the Austin-Burrington company is firmly established and is growing rapidly. They possess an exceptionally fine territory in the country contributory to Lansing and have the finest of shipping facilities. Their success is assured and it is only a matter of a short time when they will rank with the largest wholesale grocery houses in the middle west.



THE LANSING WHEELBARROW COMPANY

A better illustration of the progress made along manufacturing lines is not often found than is afforded by a visit to the plant of the Lansing Wheelbarrow Co. of this city. Scarcely more than twenty years ago when a man wanted a wheelbarrow he had to go to a blacksmith and have one made by hand, which method was not only laborious but expensive. At about this time there was started in Hudson, Michigan, by the Eaton Bros., (one of whom, Mr. S. A. Eaton, is now president of the Boies State Savings Bank, Hudson) a factory for the manufacture of wheelbarrows. A few years later, seeing the possibilities in this line, four of the far-sighted business men of Lansing induced Mr. S. A. Eaton, who was then sole owner, to remove his plant to Lansing and organize a stock company, which he did in 1881. The plant was started with only \$25,000 capital. Mr. B. F. Davis was made secretary, which office he held until 1886, when

he resigned and was succeeded by Mr. A. C. Stebbins, the present secretary and manager. The factory was located on the banks of the Grand River, which was utilized for floating the logs. Experience soon taught that the elm logs became so heavy from lying in the water that a large number of them escaped their destiny by floating under the boom and down the river towards Grand Rapids, where they were doubtless taken out and made into furniture. The public taste also became more educated, finding that even a wheelbarrow—a satisfactory one—could not be made one day from the log and used the next day, still wet and green, and it therefore became necessary to establish lumber yards in which to season the lumber, in order that wheelbarrows might be made from dry stock, and the bayou on which the plant is situated was partly filled in to make land. It became evident shortly, that a factory making wheelbarrows alone, though they were turned out by the thousands, could not be run to advantage and

the company have, from time to time, thought best to add other goods to their line, enlarging their plant, until now they cover over twelve acres of ground, every inch of which is utilized, and besides making annually hundreds of thousands of wheelbarrows of every description, they manufacture warehouse trucks of all kinds, express wagons, hand carts, sleigh runners, horse pokes, coal chutes, coal cars, rubber tired wheels, etc., etc. The capital stock of the company has been increased several times, over \$300,000 being now used in the business and more than 400 people employed.

Branches have been located in Detroit, Chicago, Minneapolis, Philadelphia, St. Louis and New Orleans. Besides being the largest manufacturers of wheelbarrows in this country, they have a large and growing foreign trade.

The present officers of the company are E. W. Sparrow, president; F. Thoman, vice-president; B. F. Davis, treasurer; A. C. Stebbins, secretary.

Capitol Electric Engineering Co.

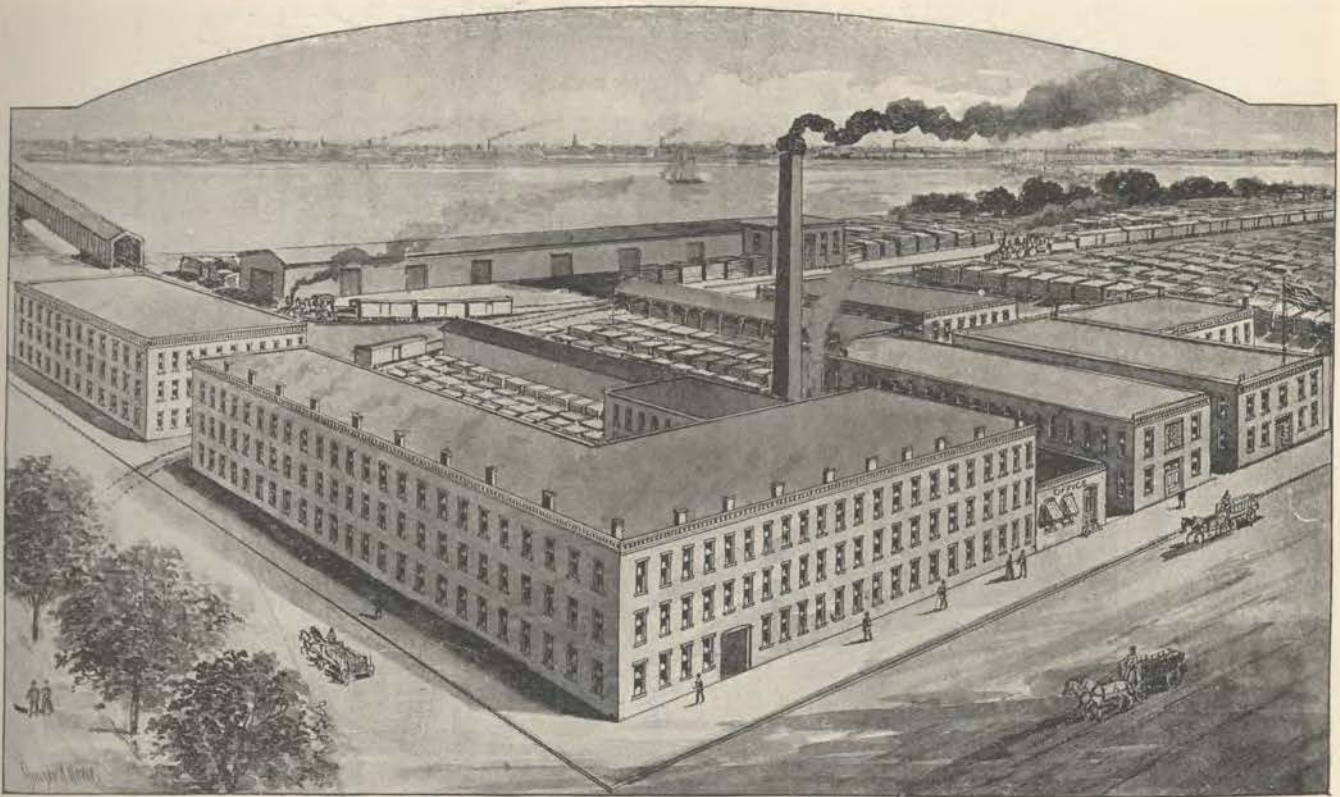
Electricity has in the past few years sprung to an eminence hitherto unattained by any motive power ever known to man. It is a wonderful labor saving commodity and the controlling of it is a great scientific achievement. The Capitol Electric Engineering Co., of Lansing, is one of the business concerns which is thoroughly fitted to handle and control electricity. It has been established for six years, is conducted by competent, experienced men, who understand in the fullest degree the scientific nature of their work, and who, besides, are thoroughly able to attain practical results

with their knowledge. Since its incorporation the Capitol company has built up a splendid business which extends throughout the entire state. Its prestige has been gained by the results it has shown its customers when work was done for them. Consequently its reputation is based on sound business efficiency, and is the kind of reputation that endures.

The salesroom and shop of the Capitol Electric Engineering Co. are located at 321 Washington avenue south. Their business conducted at this establishment consists of electrical contracting, wholesaling and retailing electrical supplies and electrical repairing. The company also handles bicycles and bicycle sundries, having one of the most complete departments in Mich-

igan, and carrying a full line of high-grade wheels in all styles and prices. In the electrical department the company makes a specialty of contract work for electric lighting plants, telephone construction, electric light wiring, bell hanging and electric repairing. It also carries a complete stock of electrical supplies, including incandescent lamps, chandeliers, glassware, fan motors for stores and residences, etc. All told, its store is equal, if not superior, to any electrical house in the state. The business is managed by E. P. Kinney, who has had a wide range of experience in electrical work, is a practical electrical engineer, and thoroughly conversant with every branch of the trade. The company is incorporated at a capital of \$5,000.

THE LANSING JOURNAL



THE LANSING WAGON WORKS

One of the industrial enterprises of which Lansing has just cause to be proud is the Lansing Wagon Works. Founded in 1881, this firm is just 20 years old. In its two decades of commercial existence the concern has met with unqualified business success and has achieved a reputation second to none.

The officers of the company are, Frederick Thoman, president; T. B. Cooley, vice-president; E. F. Cooley, secretary and treasurer, and J. A. Meyers, manager. All of these gentlemen have long been recognized as hustling, wide-awake business men, and the strides they have made along the commercial highway have brought them within the portals of success. Their company not only has a big business in Michigan, but has spread out year after year and now has branches in Rochester, N. Y.;

Minneapolis; Kansas City; Council Bluffs, Ia.; Sioux Falls, S. D., and Dallas, Tex.

The factory site of the Lansing Wagon Works covers several acres.

The wagon plant consists of two three-story brick structures, 150x50 feet and 175x50 feet; three two-story brick buildings, one 175x45 feet, one 65x34 feet and one 90x50 feet. The engine and dry kilns are separate buildings.

Besides these there are a number of sheds for the storage of dry wagon stock, and a one and one-half story warehouse, 88x68 feet.

The company carries on an average of 1,000,000 feet of the best quality of lumber for wagon material.

About 140 men are employed by the company, and in addition there is a large force

of traveling men. During 1901 the company's output exceeded the value of \$250,000, and this total will in all likelihood be increased at least \$50,000 in 1902.

The Lansing Wagon Works builds farm and team wagons of all descriptions, also buggies, carriages and spring vehicles. Every wagon and carriage is "built on honor," that method of business being proverbial with the company, and in consequence the "Lansing wagon" now enjoys a reputation second to none.

The company claims that it makes the best vehicles on the market today, and its claim goes undisputed. In the past two years the firm's business has increased to such an extent that the capacity of the plant was overtaxed and it has been found imperative to make extensive additions to the factories.

J. C. Schneider

One of the manufacturing industries of Lansing which has gained high recognition for able business management, first-class production, and liberal treatment of patrons is that of Mr. J. C. Schneider. He is a manufacturer of carriages, wagons, drays and all kinds of vehicles, and also handles all varieties of jobbing work, including first-class painting, trimming and repairing. Mr. Schneider's factory, located at 106-108 Shiawassee street east, employs 12 men and at all times is a hive of industry.

Mr. Schneider is the successor of A. T. MacDonald in his present enterprises which he has conducted since August, 1896. He is a practical, thoroughly experienced workman himself, and personally conducts the business which has proven so successful for him and so satisfactory to all with whom he has had business dealings. Mr. Schneider's practical experience in carriages and wagons began many years ago. For the 15 years preceding his purchase of A. T. MacDonald's business he was with the Lansing

Wagon Works in responsible positions, first as foreman and later as superintendent of their entire factory. He has fitted out his factory admirably and his facilities for executing first-class work are all that could be desired. He makes a long and varied list of wagons and carriages, and his repairing department is unexcelled. His success in business life he owes entirely to himself. His complete mastery of all the details of his work and the untiring energy and care he has manifested at all times are the qualities that has made his success.

Norton & Depue

A progressive and enterprising firm is that of Norton & Depue, cigar box manufacturers, who are located at 226 Main street east. Prior to their establishing a factory in Lansing, Norton & Depue were located at Coldwater, Mich., but considering Lansing a more desirable location they moved their plant here in February, 1896. L. J. Norton and Wm. A. Depue, who comprise the firm, are both thoroughly ex-

perienced men in the manufacture of cigar boxes, and their ability to get business and hold it has resulted in their becoming cramped for room. Recently they secured a splendid new factory site, where they can have more opportunities to handle their fast increasing business.

Besides cigar boxes the firm manufactures light wood packing cases, letter files, etc., and in its printing department does all kinds of fine label work, as well as job and stationery printing in all branches. The Norton & Depue factory is a finely equipped institution, and all work is handled with the greatest of care and good judgment. The firm employs a force of 15 skilled workmen in its factory, which at present has a capacity of 5,000 cigar boxes per week. The business enjoyed by Norton & Depue is constantly increasing and they are prosperous and progressive at all times. Their trade extends throughout Michigan, Indiana and Ohio, and all orders from any part of the country receive prompt and careful attention. All goods put forth by Norton & Depue are fully warranted by the firm.



THE HAMMELL CIGAR COMPANY

The largest cigar factory in Michigan outside of Detroit is that of the Hammell Cigar Company, of Lansing, a highly successful business house. The firm was founded in Ionia in 1889 by James F. Hammell and two years later, P. J. Hammell joined him in the enterprise. In 1893 the company removed from Ionia to Lansing, this city being deemed an exceptionally fine location for an enterprising cigar factory. The success which has attended the company since it located here is an evidence of the sagacity of its owners in choosing a city where industrial and commercial opportunities were so unexcelled.

The Hammell Cigar Company has a fine

three-story brick factory in the eastern part of the city and employs one hundred hands. Twelve brands of cigars are manufactured by the firm, all made by hand. The company annually makes and distributes three million cigars. Its specialty is the handling of high grade goods and making of popular cigars such as the "Jim Hammell Regalia," "Jim Hammell," "Hammell's Little Drummer," "Bob Burdette," "Mr. Dooley," etc.

The Hammell Cigar Company keeps five traveling men on the road to look after its sales. A wide territory is covered and as the house is well-known and its goods always looked upon as reliable, its business is prosperous and continually being augmented. James F. Hammell, founder of the

company, has been in the tobacco and cigar business for many years, as a traveling salesman and manufacturer. He knows the business from A to Z and is known to hundreds of tobacco men all over the United States. His genial, prepossessing manner and bearing have made him many warm friends and he has been elected to a number of positions, among them president of the Michigan Knights of the Grip, alderman from the fifth ward in Lansing's city council, and now he is serving his first term as mayor of the city. P. J. Hammell is a thoroughly experienced business man, with many years of training. He was for 18 years cashier of a bank in Howell, Mich., before engaging in the cigar manufacturing business.

The Lansing Tent & Awning Co.

Few new enterprises can boast the success that has attended the Lansing Tent & Awning Co. It is one of the new industrial establishments of Lansing and has proven to be a splendid addition to the city's rapidly growing business circles. The Lansing Tent & Awning Co. started in business with the twentieth century, opening January 1, 1901. As befitting a twentieth century enterprise, the firm was a most progressive one, and by its able methods of going after business, securing it and handling it in twentieth century style, the Lansing Tent & Awning Co. won out in a surprisingly short time and assumed a prominent place in the business world.

William Gilkey, manager of the Lansing Tent & Awning Co., is a man of affairs who has long been held in the highest esteem in Lansing.

The Tent & Awning Co. manufactures canvas work of every description, including tents, awnings, flags, floor coverings, horse covers and numerous other articles. The factory is a modern one, embracing all the details which go to perfect the present-day



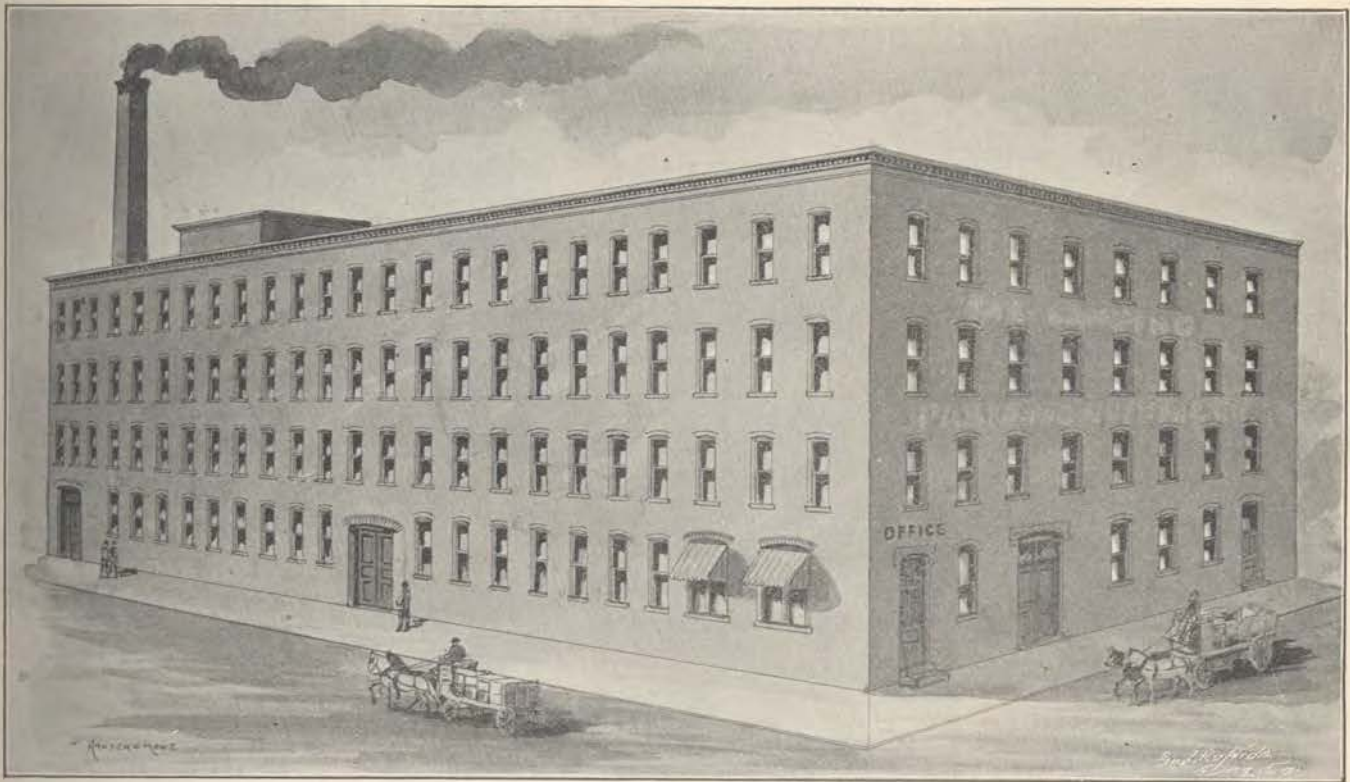
WILLIAM GILKEY.

manufactory. It is located on the old Presbyterian church site at 429 Washington avenue north.

The territory covered by the company during its first season was a large one, embracing the entire state of Michigan, and extending into all the adjoining states. This territory will be enlarged greatly this year, as the enterprising management intends to reach out and cover a field of practically unlimited extent. In this design they are satisfied that they will meet with complete success. The past year, with its heavy business, its prosperous condition throughout and its thoroughly successful ending, has convinced the company that it can attain far greater success and a larger business reputation by a strong, vigorous policy of expansion.

The progressiveness of the company is such that there is no doubt it will wage a virile business campaign and will meet with further success, both at home and abroad. The establishment of such an extensive business, necessitating as it will the employment of many men and women, is something to be ardently desired by all Lansing citizens who are interested in the industrial welfare of their city.

THE LANSING JOURNAL



THE MICHIGAN KNITTING COMPANY

An important business house is that of the Michigan Knitting Co., a concern which annually sends forth from its big manufacturing plant, 25,000 dozen pairs of gloves. Besides this they manufacture a complete line of knit goods, such as underwear, toques and sweaters. Their goods are all standard brands and are recognized as the best line of knit goods on the market. Its business is large and the territory it covers is the entire United States. During the past two years the company's business has increased to a marked extent, and its goods are in demand to such an extent that the factory is often overcrowded with orders.

The Michigan Knitting Co. was organized in 1889 and was incorporated in 1891 with a paid in capital of \$25,000. Year by year its business has increased, and its force of employes correspondingly became greater, until now the factory workers number 250. The steady growth of the firm also demonstrated that the enlarging business necessitated commodious quarters, and the company moved from its first factory to the large three-story brick factory which had formerly been occupied by the Lansing Pant & Overalls Co. One hundred knitting machines were installed in the big factory building and are always

in use. The firm make a specialty of the well-known Lamb stitch "rick rack" knit gloves, which have proven extremely popular and are regarded as the best in the market. The company also makes ladies', misses' and children's mittens.

The president of the company is Fred Thoman, the vice-president L. R. Taft, and the secretary-treasurer-manager is J. Himmelberger. The latter has been with the firm almost since its beginning, is a practical, experienced and thoroughly competent man, and has made a splendid business record by his work in building up of the large trade his concern enjoys.

W. K. Prudden & Co.

One of the new industries of Lansing is that of W. K. Prudden & Co., manufacturers of rubber-tired light vehicles, and wheels, tires and axles for all kinds of automobiles and light riding vehicles. The advancement of the present age in all matters of locomotion and the greatly increased demand for light riding vehicles, automobiles and other methods of easy, comfortable transportation, has given rise to new branches of industry that require both skill and delicacy of workmanship. It is a new era, an advanced condition of civilization, and an indication of the progression into the twentieth century. Foremost among the industrial concerns which have arisen in the middle west to supply this latter-day demand is the firm of W. K. Prudden & Co., of Lansing.

This firm has a splendid location for a business of its kind and an admirably equipped factory, supplied with all the mechanism and finished detail of a twentieth century factory intended to put forth twentieth century goods. W. K. Prudden

& Co. started in business on the first day of September, 1901. They have made a splendid business beginning and are now supplying the Olds Motor Co. with the parts of automobiles, the wheels, both wire and hickory, etc., which they manufacture. The Olds Motor Co. is the largest concern of its kind in the west and has recently moved from Detroit to Lansing, as detailed in another column of this issue.

W. K. Prudden & Co. are also agents for the Olds company in central Michigan. There is a bright future in store for this firm and success seems fully assured to it.

The Michigan Millers' Mutual Fire Insurance Co.

The Michigan Millers' Mutual Fire Insurance Co. has for 21 years had its home office in this city and occupies a substantial brick office built some 10 years ago for its own use, located directly in front of the city hall.

The company's boast is that every good flouring mill in Michigan is insured with it, and it has merited the confidence and es-

teem of the owners of Michigan's flour millers by having paid to that industry about \$700,000 in fire losses, and at the same time given them insurance at one-half the cost in other companies.

It is operated for and by the millers of Michigan, and its officers are among the best known of the milling fraternity.

C. G. A. Voigt, president, Voigt Milling Co., Grand Rapids.

N. J. Kyer, vice president, Michigan Milling Co., Ann Arbor.

S. J. Titus, treasurer, Titus & Hicks, Battle Creek.

A. D. Baker, secretary, Lansing, Mich. Its board of directors is composed of the above officers, together with—

H. F. Colby, Colby Milling Co., Do-wagiac.

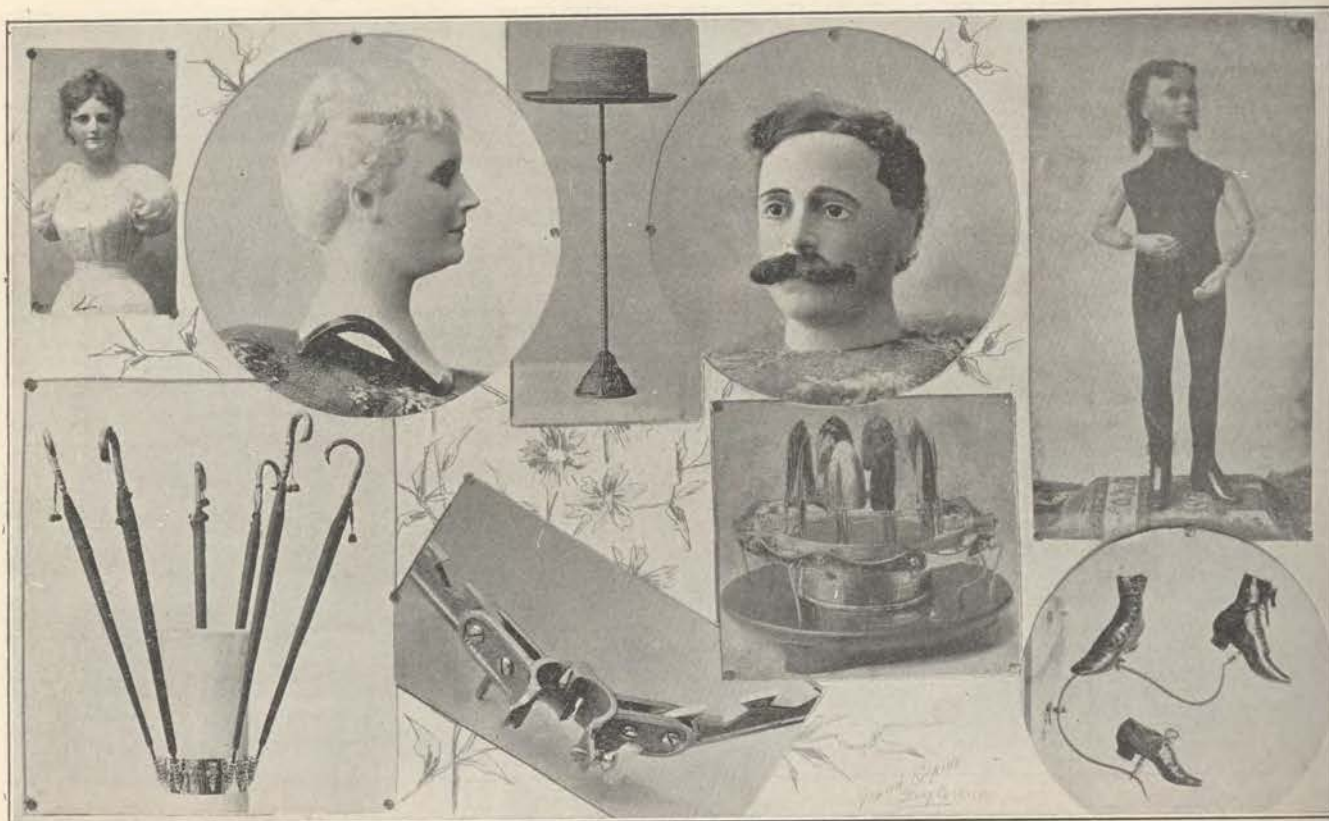
C. J. DeRoo, Walsh-DeRoo Milling Co., Holland.

Robert Henkel, Commercial Milling Co., Detroit.

Wm. N. Rowe, Valley City Milling Co., Grand Rapids.

J. E. Newman, Portland Milling Co., Portland.

TWENTIETH CENTURY EDITION



HUGH LYONS & COMPANY

The variety of interests represented in the Lansing industrial field is well exemplified by the manufacturing concern of Hugh Lyons & Co., which is one of the most flourishing business houses in Lansing. This company manufactures display fixtures, wax figures, papier mache forms, show cases, triplicate mirrors, store stools, etc. They handle everything that is necessary to equip the modern retail or wholesale store. The officers of the company

are: Hugh Lyons, president; C. G. Luce, vice-president; H. D. Luce, secretary; Elgin Mifflin, treasurer.

Hugh Lyons & Co. is probably the largest manufacturing house of its kind in the United States. It was started in 1889 by Mr. Lyons, who at that time had two employes and occupied a couple of small rooms 8x10 feet in size. Today the company employs 150 men and owns an immense plant covering six acres of ground. This is a new plant and is located at the crossing of the Grand Trunk and Michigan Central railroads. It was purchased in June, 1901,

when the business had become so large that the old quarters could no longer suffice. The new plant includes several two-story brick buildings and has a floor space of 100,000 square feet.

The company manufactures everything connected with its line from the raw material to the finished product, including the silvering and beveling of their own glass. The goods go to all parts of the United States, Canada and Europe. The company has a New York retail store located at 679 Broadway, and a Chicago store at 238 Madison avenue.

The Huber Manufacturing Co.

The Michigan branch of the Huber Manufacturing Co., located at 112 Grand street north, is in charge of E. F. Peer, and is the sole branch for the state of Michigan. The Huber Manufacturing Co., which is located in Marion, Ohio, manufactures engines threshers and all varieties of farm machinery. It has long been recognized as a leader in this important business and has branch agencies all over the United States, located in the more important commercial centers. The Lansing branch transacts all the business for Michigan, the state being thoroughly covered by traveling men under the direction of Mr. Peer. The latter has handled the Huber Manufacturing Co's. productions for over a dozen years and knows them all from end to end. He is the distributor for Michigan, receiving every piece of machinery ordered from Marion, and directing its delivery to those who ordered it. His business is heavy and the Lansing agency has added on a complete repair shop for all the Huber machines. This important adjunct to the establishment saves the farmer from much loss of time when accidents occur. Under Mr. Peer's management of the Huber



E. F. PEER

Manufacturing Company's line in Michigan the business has rapidly increased and today there is hardly a locality in the state that is not entirely familiar with the product of this well-known concern.

F. B. Holder & Company.

Everything to furnish a house can be found at the store of F. B. Holder & Co., 106 Washington avenue south. The firm carries a large and varied assortment of household goods and also deals in fine china, English tableware, domestic crockery, imported and domestic glassware, woodenware, carpets, wall paper, window shades, etc. Holder & Co. also have a large manufacturing and plating plant on Michigan avenue east, near the Lake Shore depot. They manufacture all sorts of household specialties and are job platers of silver, nickel, copper and brass. The stock carried by Holder & Co. is one of the most complete of any house in Michigan and their large and prosperous business demands a constant filling in of their immense stock from the articles manufactured in their factory.

THE LANSING JOURNAL



WYNKOOP HALLENBECK CRAWFORD COMPANY

Among the many new enterprises located in Lansing within the past two years, none has more quickly gained the confidence of the business community than Wynkoop Hallenbeck Crawford Co., the present state printers. This company was incorporated under the laws of Michigan on June 15, 1900, with H. C. Hallenbeck, as president, C. G. Crawford, vice-president, and E. H. Graves, secretary and treasurer. Mr. Hallenbeck and Mr. Crawford are president and vice-president respectively of the New York corporation of the same name. They reside in the east. This well known metropolitan concern are large government and railroad printers and their establishment is classed among the most extensive in the United States. The business was originally conducted under the firm name of Wynkoop & Hallenbeck, the present Mr. Hallenbeck's father, now deceased, being the junior member of the concern, and for upward of fifty years the imprint of the New York house has been considered a guarantee of first-class workmanship and faultless taste. Mr. Wynkoop died several years ago, but his name had become so familiar to Eastern business men that it is still regarded as a synonym for commercial integrity too valuable to be discarded by those who are continuing the successes of the old concern. Their New York plant is situated on Pearl street, corner of William, in an eight story building 100x100 feet square, erected especially to meet the requirements of the printing business, but they have so far outgrown the limitations of even these large quarters, that Mr. Hallenbeck has commenced the erection of a much larger building in the center

of the printing-house section of the city, which edifice will probably be ready for occupancy at an early date. Mr. Graves, the secretary, treasurer and manager of the Lansing concern, entered the employ of the old firm of Wynkoop & Hallenbeck about twenty years ago, and after several years' service in other capacities was made foreman of the composing room of the New York office. He became a resident of Lansing in June, 1900. Mr. Graves is assisted in the management of the Lansing plant by Oscar L. McKinley, a native of this city who has a wide circle of acquaintances. The composing room foreman is W. J. Goodspeed, also well known in Lansing, and the press room foreman is Charles F. Hoffman, an old resident of the city. The bindery forewoman is Miss Lottie Eichler. All of the employes of the establishment are familiar with the requirements of the state printing contract, and their work has been universally well done, the Legislature of 1901 having passed a resolution declaring that, since the present contractors commenced work, "they had not been hampered or delayed in any manner by the public printer as in several years past." This resolution was suitably engrossed, was signed by the proper officers, and now graces the walls of the company's office on Ottawa street east. Their business, however, is not confined to state work, as many thousands of dollars worth of printing has been done for customers outside the city of Lansing, in addition to the very liberal patronage of local concerns, thus disbursing among Lansing merchants, through their employes, a considerable amount of money which otherwise would have gone

to other cities. The Lansing plant is probably as well equipped as any printing house in Michigan for the production of everything in the line of artistic typography and presswork, all the material being new and up-to-date. The basement of their building affords ample facilities for the storage of book paper, of which many thousand dollars' worth is carried in stock. The ground floor is used as the cylinder pressroom. The engine and boiler rooms are located in a rear extension opening out of the pressroom. On the second floor are the bindery, platen pressroom, and stationery stock room. The third floor is given up to the composing room. It is well lighted from all sides and is a model of neatness and good order. In the rear of this room are located the linotype machines, operated by steam power during the day and by electricity at night, a double shift of compositors being required to handle the immense amount of work which passes through this department. E. A. Gregg is the linotype machinist. In one corner of the third floor is the proof room, a very important department in every well regulated printing plant. Here Mrs. Lesley O'Keeffe and C. H. Fish, assisted by Miss Anna Ferle and Miss Anna Fisher, are kept busy correcting the proof sheets of the hundreds of galleys of type matter which are daily placed in their hands. From top to bottom, this establishment is one of the busiest spots in Lansing, and is a valuable factor in the commercial life of our city. Lansing business men are glad to have secured so important an addition to its industries.

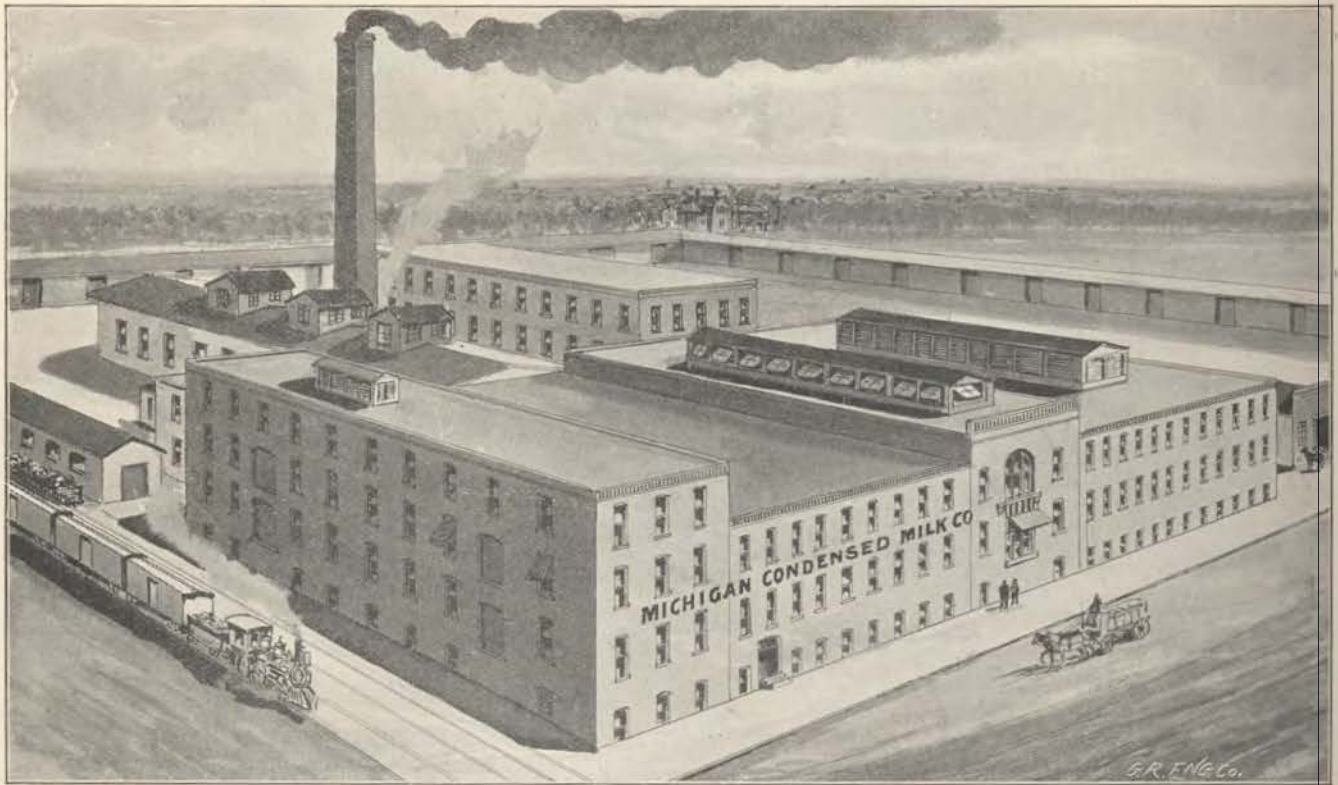
The Jarvis Engine & Machine Works

An old established and highly regarded enterprise in Lansing is that of the Jarvis Engine & Machine Works, whose shops at 201 Grand street south are among the most modern and perfectly equipped in the state. The shops are conducted personally by the owners, Messrs. S. E. Jarvis and E. C. Jarvis. The former is one of the oldest residents of Lansing, and his son is a native

of this city. Both are skilled machinists and possess a complete practical knowledge of their trade, acquired by years of experience in the working branch of machine making.

The Jarvis Engine & Machine Works are located in a large brick building, which contains a fine equipment of the latest and most perfect machinery and the needed appliances. It is operated by steam power and gives employment to 20 skilled machinists and molders. The business was started in 1893 by the present owners and

the products of their shops include engines, boilers, condensers, heaters, elevator gates, shafting, hangers, pulleys and pumps. All kinds of repair work is also done and the firm handles a good deal of experimental work. High-class productions are invariable with the Jarvis Engine & Machine Works, and their facilities for producing the best quality of articles are not excelled by any one. The Messrs. Jarvis are held in high esteem for their honorable business methods and their sterling integrity.



THE MICHIGAN CONDENSED MILK COMPANY

The business of this representative and progressive corporation was established fifteen years ago and the present company was organized in the spring of 1892. The Michigan Condensed Milk Co. is one of the largest and best equipped concerns of its kind in the United States. The general office is located in the Union Trust Building, Detroit, and the factories are at Lansing and Howell. The company has a New York office at 15-17 Hudson street. The officers of the company are: R. A. Alger, Detroit, president; B. F. Parsons, New York, vice-president; J. C. McCaul, Detroit, treasurer; F. M. Alger, Detroit, secretary; E. E. Gregory, Lansing, superintendent.

The company's plant occupies fully an acre of ground on Shiawassee street, and the main building, a massive three-story brick structure, is 100 by 150 feet in dimensions. The equipment embraces machinery and appliances of the latest improved varieties and employment is given to 100 persons in the various departments. The visitor to the Condensed Milk Co.'s plant is invariably impressed by the absolutely all-embracing cleanliness of the establishment. Every department in the immense works is as clean and tidy looking as a Holland house wife's kitchen. The very purest materials are used in the preparation of condensed milk. The materials include the

best granulated sugar and the purest milk. Strict supervision is given to every detail of the manufacture, hence the product of this company is highly esteemed both in this country and in all other parts of the civilized world.

What we have stated concerning the Lansing plant applies equally well to the company's branch factory at Howell, the two establishments having an equal capacity and employing about the same number of hands. The company has a national reputation which it has won and now holds solely because of its merit, its splendid and reliable output, and its equity and integrity in the transaction of business.

The Queen Bee Cigar Co.

Two of the best known cigar dealers in the city of Lansing are John F. Betz and Edward W. Reitz, who comprise the Queen Bee Cigar Co., located at 223 Washington avenue north. They are both comparatively young men and have been doing business in Lansing for more than 10 years. Nothing



succeeds like success, especially when success can be traced to hustling propensities and straight-forward business dealings, and Messrs. Betz and Reitz are good examples of the genuine "success" brand. They have established a large outside business in central Michigan as well as in Lansing and

other cities in the immediate vicinity. The goods manufactured by this company are of the very highest grade, and among their leading brands are "Queen Bee," "Enchanter," "Purity" and "City Hall," and other well known cigars. In their various departments they employ more than a dozen men.

The Capitol Artificial Stone Company

Among the many Lansing institutions whose business is based strictly upon merit and who enter into trade competition with the knowledge that they will get business if honest, reliable methods and thoroughly first-class workmanship can bring it, none is more prominent than the Capital Artificial Stone Co. This concern is located at 213 Grand street south and is owned by Andrew Harton. The company manufactures artificial stone sidewalks, door sills, window sills, cellar bottoms and does concrete work of every description. Mr. Harton, the proprietor, is a man whom 12 years' experience has served to make a master at his trade. He knows it from top to bottom, including every little detail, and is competent in every way to handle contracts,

both large and small. He not only possesses this ability, but has made frequent use of it and demonstrated his superior abilities as a maker of artificial stone in the handling of some of the largest jobs in his line in this part of the state.

Not alone has Mr. Harton demonstrated his personal qualifications in this work. He has also left as a standing reminder of the excellence of his artificial stone, the work that he has accomplished. In itself this shows the splendid qualities of durability, reliability and thorough excellence of the Capital company's artificial stone. It is honest work and remains an honest advertisement for the manufacturer. No better testimonial than work done can be asked nowadays, when the great standard of business success is results. If a firm produces desired results, success attends it. The Capital Artificial Stone Co. has done this ever since it started business, and in consequence, a well merited success and a high standing in the business world attend it. The trade of the Capital Artificial Stone Co. extends throughout Lansing, Ingham county and central Michigan. It has grown gradually to a large volume of work every year, thus making busy days all season around for the company.

THE LANSING JOURNAL

LANSING AUTOMOBILE WORKS

Another of Lansing's twentieth century manufacturing institutions, which bids fair to become one of the representative industries in its field, is the Lansing Automobile Works. This firm is composed of J. W. Post and George J. Bohnet. The latter is the designer of the automobile manufactured by the concern, and Mr. Post handles the business end of the company. Their plant is located at 219 Washington avenue north, and the business, although still in its infancy, gives every indication of rapid growth. It is altogether probable that in another year, larger quarters will be required by the firm.

The automobile manufactured by this company is propelled by steam, that being the most reliable motive power known. The auto complete, is a machine combining great power, ease of operation, and economy. It is compact, durable, odorless, noiseless and without vibration. The material used is of the highest grade, and the work



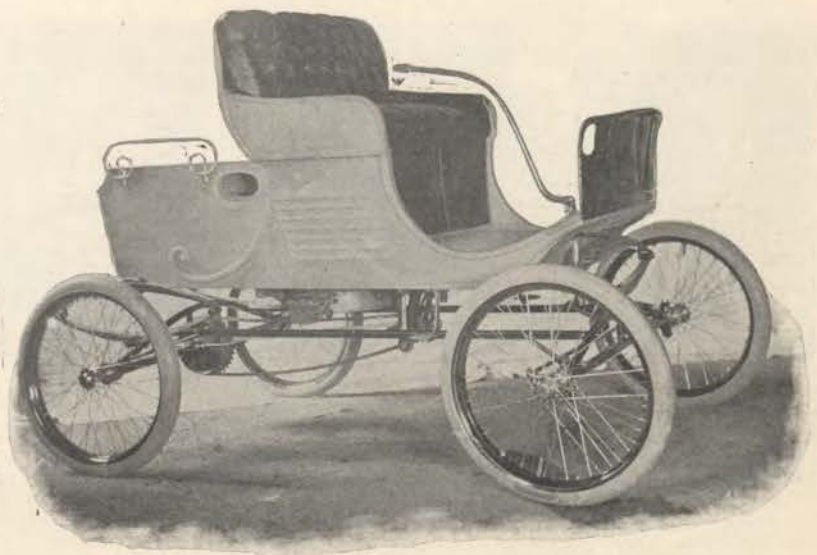
The water tank, in the back of the vehicle, will hold from 28 to 32 gallons of water, so arranged that it cannot splash about. Strainers make it impossible for any dirt to reach the boiler. The engine-exhaust heats the coils of copper tubing through which the water passes on its way to the boiler, and thus enables a great saving of fuel. The exhaust passes through a condenser, an invention of Mr. Bohnet's, and is consumed entirely, also preventing any noise.

The running gear is made of the best 'Shelby steel tubing, seamless, and is covered with five coats of enamel. The hubs are turned from bar steel, the wheels are 28 and 30 inches, with three-inch tires. A clever steering device, which is directly in front of the operator, is a feature of the automobile. It is adjustable to any height or angle and has a ten-inch ball bearing head. It will not jar or vibrate. The reverse lever is on the outside of the carriage, by the side of the operator. The machines are equipped with tops of the best quality and special design. The aim of the Lansing Automobile Works is to please its customers, and a full guarantee accompanies every machine sold.



is done by skilled mechanics. The body of the auto contains the engine, boiler and tanks. No changing gear is used, connections being made directly from the engine to the compensating gear on the rear axle. Change of speed is had by means of the throttle, just as in a locomotive. The engine is a double-acting, link motion, with or without ball bearings. The frame is of phospho-bronze, with gray iron cylinders, larger than any other in use, and the other parts are of drop forged steel. The boilers are seamless steel sheets, one-quarter inch thick. Asbestos coverings and steel jackets enclose them and they are perfectly safe, there being no chance for an explosion. An automatic steam pump supplies the water to the boiler.

The burner is of late design and the base contains hundreds of little holes for the gas to come through. It will burn a powerful blue flame, generating 150 pounds of steam in three minutes. An eight-gallon seamless tank holds the gasoline, which is used for fuel. This is placed under the footboard, away from all danger. The tanks are carefully tested and supplied with check valves.



TWENTIETH CENTURY EDITION



THE LANSING BREWING COMPANY

The Lansing Brewing Company is one of the successful enterprises that has been attendant upon the growth of this city. Previous to its incorporation the large outside breweries supplied Lansing and the surrounding towns in Ingham county and central Michigan. Since the Lansing brewery started in business, however, it has supplied the demand in this section with such complete satisfaction to all that it has practically secured the entire trade. This is a flattering recognition of the Lansing company's product. No better malt liquors are brewed in the state and very few breweries put forth a product as uniform in its excellence as that of the Lansing Brewing Company. Its beers are equal to the best produced anywhere, and this excellence is achieved by the employment of skilled

labor and the exercise of the greatest care. The material used in the manufacture of the Lansing beer is selected with especial caution, in order to get the very best. It is brewed according to the latest improved processes, and the finest of machinery is in use. From start to finish the product is handled by men of experience, who are completely qualified to obtain the best results. The closest of supervision prevails in the brewery at all times, and this great care is rewarded by the production of beers for which there is a constant demand.

The Lansing Brewing Company was incorporated for \$25,000 and started business in October, 1898. It has a capacity of 15,000 barrels per year and its capacity is taxed to the limit in order to supply the demand from Lansing and neighboring

towns. The brewery uses two modern twelve-ton ice machines and affords employment for twenty men. The principal brands of bottled beer made by the Lansing brewery are "Amber Cream" and "Export." Its keg beers are "Bohemian," "Lager," and "Hofbrau."

The officers of the company are: President and general manager, Lawrence Price; vice-president, Frank Hayes; secretary, Jacob Gansley; treasurer Louis L. Sattler. Mr. Price, the president and general manager, is numbered among Lansing's best known business men. In addition to his brewery he is interested in a number of retail ventures in the city and is a stockholder in several manufacturing institutions. He is also a member of the common council.

BUSH & COLE



C. A. BUSH.



WILLIAM COLE.



G. C. WESTERN.

C. A. Bush and William Cole, the hustling, progressive business firm that owns "The Metropole," started in business two years ago, and have already established a solid business. Messrs. Bush & Cole, who are located at 107 Michigan avenue east, represent the Goebel Brewing Co., of Detroit, in Lansing and central Michigan. They handle large quantities of the cele-

brated beers, porter, and malt extract, manufactured by the Detroit concern, and have demonstrated that they possess superior ability that attracts and holds the business and confidence of the general public. With Bush & Cole is G. C. Western, the urbane, popular and ever sociable secretary of the bartenders' union which was recently organized in this city.

Charles G. McQuillan

Several months ago the state agent of the Pabst Brewing Co. deemed the demand for Pabst's product sufficiently large in Lansing to send a representative here and open a branch establishment. This move was regarded as an experiment, even though the famous Pabst brews had always sold well in Ingham county. Mr. Charles G. McQuillan was chosen to represent the company here, and he soon proved that the establishment of a Lansing branch was not an ill-advised experiment. Mr. McQuillan was completely successful in establishing the Pabst products in Lansing. The beers that made Milwaukee famous had their merits extolled by Mr. McQuillan in such a convincing way that the dealers readily accepted his invitation to handle them, and the public was nothing loath to buy. Mr. McQuillan represents his company in the neighboring counties as well as in Lansing and has built up a fine business. The Pabst beers which he handles are as pure as scientific brewing can make them, which is a guarantee of their absolute purity. They are agreeable even to the most fastidious drinker and are recognized as standard products. Among the Pabst beers are Pabst Dofpbrau, Select, Export, Bohemian, Bavarian, and Blue Ribbon.

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Hotel Wentworth

The Hotel Wentworth, of which Frank Wentworth is proprietor, is located at the corner of Michigan avenue and Grand street. This popular hostelry, which threw open its doors to the public on the fourteenth day of December, 1897, has met with a well merited success in the four years of its existence.

Liberal management, enterprising conduct, up-to-date tables and rooms, together with a careful insuring of the comfort of the guest, is the secret of Boniface Wentworth's success in the city of Lansing. His hotel possesses thirty nicely furnished rooms, is new in every respect, and has an air of comfort throughout that can nowhere be surpassed.

Unexcelled service is provided at the Hotel Wentworth, and the guest is yet to be found who has anything but words of commendation to offer in that regard. The splendid cuisine of the establishment is always a deserving card with the traveling public, and the first class accommodations which are offered by this hotel are known to all who regularly visit Lansing.

Mr. Wentworth, proprietor of the Hotel Wentworth, is one of the best known and most popular hotel men in the city, and in this section of the state as well. His one great aim is to make his guests feel comfortable, and with that end in view, he has always been a most liberal purveyor and a caterer to the wants of the traveler.



Sullivan & Co.

Soft drinks claim the business attention of Sullivan & Co., proprietors of the Capital Bottling Works at 403 Washington avenue north. These are bottled and distributed by this enterprising firm, not only in Lansing, but throughout all the counties of central Michigan. Hustling abilities and strict attention to business has brought well merited success to the proprietors of the Capital Bottling Works. They started in business in a modest way in 1885, the firm consisting of Warren F. Sullivan and Edward G. Hamblen. At the present time they are by far the largest bottlers of soft drinks in central Michigan, and also handle a full line of mineral waters, fruit syrups and Manilla straws. The firm makes a specialty of charging soda fountains, and in the warmer seasons are kept busy filling orders in this department. Among the soft drinks bottled by this company are ginger ale, pear cider, birch beer, pop, phosphated sherbets, etc.

Messrs. Sullivan and Hamblen are excellent business men, and are both greatly interested in the welfare of Lansing. They have been identified with every movement that tended to make this city a leading commercial center in Michigan.

The Dunham Hardware and Implement Co.

Among the principal and representative business firms of North Lansing, none stand higher than The Dunham Hardware and Implement Company. This house is located at the corner of Clinton and Turner streets, and it has a thriving business which extends throughout Ingham county and central Michigan. Its trade has been built up on square business methods, the confidence of its patrons being won by its honorable and reliable dealings. Mr. Paul E. Dunham, general manager of the firm, is an enterprising, progressive and thoroughly experienced business man. The concern deals extensively in all kinds of farm implements, embracing plows, harrows, cultivators, wagons, harnesses, robes, etc., and also in general hardware, bicycles, carriages, turf good, stoves, ranges and builders' supplies. A large and comprehensive stock is carried at their warerooms and repositories, and some of the leading factories are represented by this responsible and reliable house.



TWENTIETH CENTURY EDITION

Lansing Business University

A practical business education that will fit the young man or woman with commercial inclinations, for an active part in the world's affairs, has become almost indispensable in this age of progress and fast competition. The Lansing Business University, one of the best of its kind in the United States, is one of the practical institutions that is supplying the demand of the young people for a strictly business education. The University, owned and managed by Prof. H. J. Beck, who has chosen the motto, "Dollars and Sense," for his institution. The University is centrally located, in the Hudson block, at the corner of Washington avenue and Washtenaw street, and is one of the best equipped educational institutions in the entire middle west. The recitation and study rooms are admirably arranged, the sanitary precautions are thorough, and the heat, light and ventilation are the very best. The most complete instruction is given in the courses of bookkeeping, shorthand, typewriting, penmanship, English, commercial law, correspondence, spelling, business methods and practice. Considered in any way, the Lansing Business University, will compare favorably with any commercial college in the country.

Students may be enrolled at any time of the year, as the classes are so arranged that the admission of new pupils will not interfere with those who are advanced in their studies. The student is given the option of a week's free trial in any department. Prof. Beck is eminently fitted for his position and is well liked by all with whom he has come in contact. He has the good wishes of all who have ever been his pupils. Prof. Beck has been a public instructor for the last seven years. He graduated from the Waukegan, Ill., high school in 1891, and came to Lansing last spring from Middletown, Ohio, where he had successfully conducted a business college.



The Kneeland Crystal Creamery Co.

One of the prosperous and growing industries of Lansing is the Kneeland Crystal Creamery Co., both in volume of business and excellence of products. The Kneeland Crystal Creamery Co. are manufacturers of the Kneeland Omega Cream Separator, Crystal Creamer, Cream Ripener, Butter Packages, etc.

Mr. C. L. Kneeland, President and General Manager of the company, has been engaged in this line of business for nearly a quarter of a century, studying the needs of the dairymen or home butter makers, and the articles now manufactured by this company, are the results of his hard work and never ending desire to produce the best inventions along this line.

The Omega Cream Separator is the latest and crowning result of his efforts, a centrifugal cream separator, which, with the Kneeland Crystal Creamery, an apparatus for separating the cream by gravity, are the two leading articles manufactured by this company, and from the latter (the Crystal Creamery), the firm takes its name. This company was organized about five years ago by C. L. Kneeland, who had formerly been in the same business in New York.

The company's plant and work-shops are located on Michigan avenue east, near the M. C. R. R., and in this manufactory the most skilled mechanics are required. This company's goods reach every state and territory in the Union.

The officers of the company are, President and general manager, C. L. Kneeland; vice-president, E. J. Kneeland, secretary, J. A. May.



The Lansing Spoke Co.

One of the most solid and progressive manufacturing concerns of the city is the Lansing Spoke Company, which is now just ten years old. Messrs. E. S. Porter and L. J. Driggs constitute the members of the firm. They started out to build up a paying business and in the first five years had the satisfaction of seeing their business grow to be the largest of its kind in Michigan.

The company's works were once destroyed by fire, but the partners were nothing daunted and immediately erected a larger and much better equipped factory. Their enterprise and their confidence in Lansing as a business location has been rewarded, for today they stand not only at the head of their business in Michigan, but in the front rank of spoke manufacturing companies in America.

The Lansing Spoke Company manufactures wagon spokes, hounds and bent rims, also making a special feature of their work in hardwood lumber. The company is strictly modern in its mechanical appliances, and employs a force of 75 men. It annually handles between four and five million feet of lumber.

Mr. E. S. Porter acts as general manager of the Lansing Spoke Company and Mr. L. J. Driggs is purchasing agent of the concern.

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G. H. Ziegler

One of the largest concerns in central Michigan, as well as one of the most prosperous in Lansing, is the wholesale house of G. H. Ziegler, dealer in leather, hides, pelts and tallow, at 127-129 Saginaw street east. The business was started in 1859 by Christian Ziegler, father of the present proprietor, G. H. Ziegler. The latter has conducted it since 1875. Mr. Ziegler's trade is not confined to this city or section of the state, but reaches to the farthest corners of Michigan. Four traveling men are kept on the road continually by Mr. Ziegler, inspecting and purchasing cattle, whose hides and pelts furnish the leather prepared by the concern for its trade. The many years of business life and activity enjoyed by Mr. Ziegler's business house, have resulted in the firm establishment of his business on a solid basis. The concern is known from end to end of the state, is highly respected by all and regarded as a business house that is above reproach in business methods and good treatment of customers. The thorough business principles adopted by Mr. Ziegler many years ago won him an enviable reputation throughout Michigan, and those who honored and respected him over 25 years ago, have never had any reason to change their views. On the contrary, they are now more than ever convinced of the splendid qualities of the Ziegler house.

Mr. G. H. Ziegler is among the foremost German-American residents of Lansing. He was one of the founders of the Liederkranz society, the leading German organization of Lansing, and holds a place of high esteem in the opinion of all fellow German-Americans. Mr. Ziegler is also prominent among the city's business men, and can always be relied upon to advance any scheme that will advance the interests of Lansing. Mr. Ziegler was a member of the Lansing common council in 1899-1900, and has been a leading citizen for almost as many years as he has been in business.



The Auto Body Company

One of Lansing's prominent and promising new enterprises is The Auto Body Company, of which Lawrence Price is president; H. E. Thomas, vice-president; E. S. Porter, treasurer, and H. E. Bradner, secretary and manager.

The company was incorporated under the laws of Michigan last September. The Auto Body Company manufactures fine automobile and carriage bodies, and the business is confined strictly to the higher grades of work. Although it is one of the latest additions to the Lansing manufacturing enterprises, the company has already secured a good business, which gives every indication of rapidly increasing.

The company does not intend to confine its field and market to Michigan, but will cover the entire United States. Before starting in business, the company purchased a large three-story factory on Franklin street, North Lansing, which was formerly occupied by the Stone Lumber Company, and by making extensive additions and alterations, prepared the plant for occupancy. The factory was equipped with the best modern machinery needed in the manufacture of automobile and carriage bodies.

The company at the present time employs 75 people and will increase the number as rapidly as the needs of their business demands.

The ultimate success of the thriving new industry is undoubted. All the officers and stockholders of the company are prominent and successful business men and manufacturers of Lansing, and their names are an indication of solid business standing.

Crotty Bros.

John F. Crotty and Wm. E. Crotty, who compose the firm of Crotty Bros., book sellers and stationers, are two of the best known citizens of Lansing. Their ability as men of business has been well proven to the community through the medium of their splendid establishment at 206 Washington avenue north, where for the past quarter of a century they have conducted a large and thriving business. Their store is a leader in its line, carrying all the latest books, periodicals, stationery and office supplies. Their stock is complete in every detail and their place of business a model one in every arrangement.

Mr. John F. Crotty is one of the foremost citizens of Lansing, having served two years as mayor of the city, in 1888-1889, and now representing the second ward in the city council. He is a conservative business man and one of those who has aided strongly in the upbuilding of Lansing.





The Lansing Gas Light Company

Not the least among the important advantages and facilities possessed by the city of Lansing, is an abundant supply of artificial gas, both for fuel and illuminating purposes. Gas is one of the things that is frequently overlooked when a person expatiates on the advantages of any particular city, yet it is a commodity which is made use of by two-thirds of the population, and is absolutely indispensable. The Lansing Gas Light Company, which succeeded the old company, founded in 1872, supplies the city with splendid gas service at moderate rates. The management of the gas company is liberal and progressive and has at all times kept pace with the advancement of the city. Under this management many improvements have been made at the gas company's plant, and in consequence, the company is able to furnish all the gas needed in the city at a minimum rate. In this connection it is worthy of note that Lansing citizens are receiving their supplies of gas at as cheap, if not cheaper, a rate, than are the residents of any other city in the state.

The officers of the Lansing Gas Light Company are B. G. Dawes, president and treasurer; and L. E. Walker, secretary and superintendent. Mr. Dawes, president of the company, lives in Newark, Ohio, where he is engaged in the same line of business. Mr. Dawes has been very successful in the gas business and is identified with this industry in numerous parts of the country.

The Lansing Gas Light Company has always kept uppermost the interests of its patrons, and by so doing, has retained the popularity which it has so thoroughly received for years. It has erected new mains wherever and whenever necessary, and now has twelve miles of mains in the city. The works of the company have a capacity at present of 175,000 cubic feet of gas per day, and this will be increased at any time such action is needed, and the good of the service demands it.

The company has a finely equipped office at 110 Michigan avenue east, in which it is enabled to display to advantage its full line of gas ranges, appliances and fixtures. The gas manufactured by this company has long been generally used for illuminating purposes, but latterly housekeepers and others have been patronizing the fuel gas department. In this branch the Lansing company is far ahead of its competitors, being able to supply an indefinite amount of gas at the lowest rates obtainable anywhere. This fact, coupled with the many advantages of gas for cooking and heating, has led to the firm establishment of fuel gas in Lansing, and the constantly growing business it enjoys. A few advantages of gas ranges and cooking gas can be enumerated here readily. There is no coal, wood, ashes, smoke or dust from a gas stove. The operation of the stove requires no labor. The gas stove is odorless and requires only a match for kindling. A range is always ready for cooking purposes and is cleanly, neat and safe. The taking of ordinary care is all that is necessary to always insure safety. Gas is the most economical fuel known to man, if it is judiciously used, and the gas provided by the Lansing company is fully as able to satisfy the most exacting user, as is that of any other city in the country.



C. J. Rouser

The Capital drug store, of which Mr. C. J. Rouser is proprietor, has been for nine years in its present location and is one of the most firmly established drug stores of the city. Mr. Rouser, who is a native of Lansing, and an enterprising merchant, enjoys the confidence and well wishes of his fellow townsmen to a marked degree. He was educated in the Lansing Business College, and shortly after leaving there entered the drug business. He has now been engaged in that line for 21 years, and no one is more familiar with it than he. His store is admirably located in the heart of the city and carries one of the finest and most complete stocks in Lansing.



The New Grand Hotel

One of the genuinely comfortable establishments of Lansing, where the traveler can find rest and a good table, is the New Grand Hotel, located at Washington avenue south, and presided over by a capable and thoughtful host, Charles Dow.

This hotel is modern in all its furniture and fittings, having recently been refurnished from top to bottom, and possessing the advantages of steam heat and electric lighting. In all its appointments it is strictly in the first class and its great inducement to the guests is its solid comfort.

Proprietor Dow announces that special attention is accorded at his hotel to the commercial trade, and the commercial visitor to Lansing who stops at the New Grand will invariably find this attention shown him.

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CLIPPERT, SPAULDING & CO.

The diversity of products manufactured in Lansing, and the excellence of the city as a distributing point for the many articles made here, is a matter of pride to the residents, more so on account of the fact that the city's advantages are equal, if not superior, to those of other cities of the state. Lansing's advantages and manifold facilities for industry, enable it to meet equally well the demands of manufacturer and consumer. One of the industries of the city which has firmly established itself here and has assumed a leading position in its

line, is that conducted by Clippert, Spaulding & Co., manufacturers of re-pressed, red and white, hand stock, common, beaded and ornamental brick and tile. The firm's plant, which is located on Michigan avenue east, is one of the best equipped in the state, and possesses all the latest improved machinery and appliances necessary to carry on a business of this character. All who are interested in the welfare of the city will be pleased to know that the products of this firm are equal to the best productions abroad, and are held in high esteem by leading builders, architects and property owners.

Clippert, Spaulding & Co., was incorpor-

ated in December, 1901, with a capital of \$30,000. They succeeded the firm of Clippert & Spaulding, which had been in existence for 35 years. The officers are: President, O. E. Spaulding; vice-president and manager, secretary and treasurer, A. C. Bird.

The company at present does a larger business than any other in central Michigan. To bring the outfit up to the desired figure, about 8,000,000 brick a year, it is the intention of the new company to modernize the plant, bringing the equipment up to date. When this is done there will be no company in Michigan equal to the Clippert, Spaulding & Co.

The Citizens' Telephone Co.

Lansing is justly proud of her great industries, and the amazing growth of many of them is mentioned with special satisfaction by all her people; indeed, her industrial institutions are the chief pride of the capital city.

Whatever enterprise contributes to the prosperity of the city, and especially any which brings within reach of all, conveniences and comforts which once were considered the luxuries of the few, is worthy of the special consideration and generous support of every loyal citizen.

The Citizens' Telephone Co. of Lansing, takes its place today as one of the great industries of Michigan's capital. Although a part of the Citizens' system, which has its home offices at Grand Rapids, it is the result of the efforts of a number of Lansing's best business men, who conceived the idea of securing improved telephone service at greatly reduced cost from what they were then paying the Bell company; this in 1895 was \$36 for residence telephones and \$48 for business service. When it is remembered that these rates were paid for the privilege of talking from and to about 270 telephones, it is really a wonder that any telephones were used. Compare these prices and conditions with the present service of the Citizens' company, which, at less than one-half of the former rate, gives service to over 1,200 telephones in Lansing's exchange, and it will be seen that

more than four and one-half times the service is given at less than 50 per cent of the rates, which makes the present service less than one-ninth the cost that was paid for "any old" service in 1895.

The Citizens' company, making preparation for the large and increasing demand for service, last year reconstructed its system in this city and put in a thoroughly up-to-date plant; this includes a new switchboard with electric light transfer signals, automatic self-restoring drops, electric motor generator, storage batteries, carbon lightning arresters, and the most approved cross-connecting board. These were installed in new quarters taken by the company on a long-term lease at the corner of Washington avenue and Ottawa street, where new offices were elaborately fitted up with a large operating room, manager's office, superintendent's office, and reception room and other conveniences and comforts for the lady operators, etc., etc. The entire third floor of the building is occupied, and is heated by a hot-water system put in by the company.

All wires enter the building through cables from the company's new conduit system. The Citizen's company is the only company which has complied with the ordinance of the common council in requiring wires in the central district of the city to be put underground. To do this the company expended \$35,000, putting in six miles of underground conduit and cables, removing all wires and poles from the business portion of Washington, Michigan and Franklin avenues.

In the operation of this plant 21 young women as operators, and 14 men are employed regularly. Mr. F. C. Hughes, who

is an expert electrician and switchboard man, is superintendent of construction and operation; Hon. F. B. Johnson, who has been with the company almost since its beginning, is business manager, J. B. Lockwood has charge of the bookkeeping department. The regular pay-roll of the employes of this company aggregates nearly \$1,000 per month.

The Citizens' Exchange is connected with all parts of the lower peninsula of Michigan by toll lines, with other exchanges of its own system, or of other independent companies. The Citizens' company has about 200 toll stations and exchanges in its own system; some 800 miles of pole lines, and over 2,000 miles of circuits, and about 8,000 telephones. There are more than 25,000 independent telephones now in Michigan.

The business conduct of the Citizens' company, the carrying out of the policy of its board of directors, is in care of E. B. Fisher, secretary, and C. E. Tarte, manager, of Grand Rapids. It will be generally agreed by the thousands of patrons of the company and by its more than 600 stockholders, of whom a goodly number live in this city, that its business is prosperous and is in a highly satisfactory condition. The stockholders are receiving quarterly dividends of 2 per cent on their investment; the patrons are getting a better service than they ever enjoyed before the Citizens' company was established; and the business of the company elsewhere, as well as in Lansing, is growing rapidly and with increasing stability. This great growth is cared for without bonds or mortgages, and comes to the company without solicitation. Verily, its success and growth has far exceeded the most sanguine expectations of the public-spirited citizens who projected the enterprise.

TWENTIETH CENTURY EDITION

The City National Bank

Some wise man has said that a community is known by its banks. If that statement be true, then Lansing is fortunate in having within its confines, two financial institutions of this description. One of these, widely known for its strength and prudent management is the City National Bank, the oldest national financial institution in the city.

The City National Bank is one of the great hearts of the commercial, manufacturing and agricultural bodies of this city and central Michigan. What a history of success is connected with the institution, which has been fostered with conservatism and built up by the acumen and ability of management that makes it rank with the leading financial element of Michigan.

It was back during 1886 that the bank was organized under the national banking law, and is today one of the heaviest and leading banks in Michigan. Glance at its statement, made December 10, 1901. It speaks for the solidity of the institution:

RESOURCES.	
Loans and discounts.....	\$579,640 28
Overdrafts	495 42
U. S. bonds.....	100,000 00
Stocks, bonds and mortgages....	137,182 89
Banking house and fixtures....	35,000 00
Redemption fund.....	5,000 00
Cash and due from banks.....	237,561 15
	\$1,095,789 74
LIABILITIES.	
Capital	\$100,000 00
Surplus	25,000 00
Undivided profits.....	36,956 95
Circulation	95,120 00
Deposits	838,712 79
	\$1,095,789 74

Glance at the names of the officers and directors, and here you find names quoted among the highest in their various spheres, in Lansing. Officers—President, E. W. Sparrow; vice-president, E. F. Cooley; cashier, B. F. Davis; assistant cashier, F. J. Hopkins. Directors—E. W. Sparrow, E. F. Cooley, B. F. Davis, F. A. Hooker, A. A. Nichols, Jacob Stahl, Fred Shubel.

The bank has always, since inception, been allied with the progress and prosperity of the community, and its policy has always been to promote, as far as consistent with its own and its patrons' safety, the general and well-being and rapid advancement of the various industries of Lansing.

A general banking business is transacted, such as receiving deposits, making loans upon gilt-edged securities, buying and selling foreign and domestic exchange, issuing letters of credit, attending to collections, and in fact, everything usually connected with a general legitimate banking business.

The original quarters occupied by this institution, in the course of time, became inadequate to their needs, and they purchased a site and building at the northwest corner of Washington and Michigan avenues, a few years ago, and remodelled the building into a permanent and up-to-date banking office.

The Lansing State Savings Bank

It is impossible to make a thorough disclosure of the resources of our city without making a careful resume of its institutions, through the indispensable aid of which the prosperity has been promoted and made stable and secure. Lansing, rich in its varied resources, has ample facilities for banking through the medium of the Lansing State Savings Banks, which is one of the solid and leading savings banks in this section. The history of the bank since its incorporation, has been a part of the history of Lansing, which it has done its share to develop. Although the youngest bank in point of years of establishment, it has extended its sphere of usefulness and influence until a proud and substantial foundation has been reached. The bank was organized under the general state banking law of Michigan in 1892.

Observe carefully the statement made by the bank, December 10, 1901. It tells the tale of success:

RESOURCES.	
Loans and discounts.....	\$370,347 92
Bonds, mortgages and securities	154,513 78
Premiums on bonds.....	850 00
Overdrafts	1,011 94
Banking house.....	44,900 00
Furniture and fixtures.....	4,287 85
Other real estate.....	24,363 99
U. S. bonds.....	5,000 00
Cash and due from banks.....	146,805 37
	\$752,080 85
LIABILITIES.	
Capital	\$150,000 00
Surplus	7,500 00
Undivided profits.....	9,583 48
Deposits	584,997 37
	\$752,080 85

A critical investigation of the financial standing of the officers and directorate will show it to be one of the most responsible in the state. The officers and directors are as follows: President, H. H. Larned; vice-president, Fred Thoman; cashier, J. Edward Roe. Directors—H. H. Larned, Fred Thoman, J. Edward Roe, Louis Beck, C. F. Hammond.

A general banking business is transacted, such as characterize general banking operations. Not only has the Lansing State Savings Bank a large number of commercial depositors, but it is likewise a heavy depository for savings accounts. These facts speak vastly in favor of the policy of the bank.

The bank occupies spacious quarters in its own building, a substantial brick building, at the southeast corner of Washington and Michigan avenues.

The influence of a bank of this kind upon a community cannot be overestimated. Push and enterprise have always characterized their movements and operations, and they are always on the alert to encourage any enterprise calculated to benefit Lansing. Its management is an exemplification of the great principle, that success lies in care and judgment, and it commands the confidence and esteem of the business community. With a large list of depositors, the Lansing State Savings Bank is one of the safest and best financial institutions in Michigan.

The Hammond Beef & Provision Co.

Under the efficient management of Mr. H. E. Johnson, the Hammond Beef & Provision Co. has become one of the largest and most successful branches of the G. H. Hammond Co., the immense Chicago meat and provision house. The Lansing house represents the Chicago firm throughout central Michigan, and was started in November, 1892. From the beginning a splendid business was transacted, but this has been largely increased through Mr. Johnson's efforts. The Hammond Beef & Pro-



vision Co. is located at the corner of Washington avenue south and the C. & G. T. railroad. It handles all the meats and provisions carried by the Chicago concern, which is the greatest meat house in the world.

Manager Johnson is a native of Lansing and one of the city's leading business men. He is a large property holder, and also interested in several of the city's leading financial institutions. He is a capable and thoroughly successful business man and enjoys the full confidence of his business associates.

The Lansing Pure Food Company

A new industry, which will add to the value of Lansing as a commercial center, has recently been incorporated under the name of the Lansing Pure Food Company. There is little room for doubt as to the value of this concern, and it is sure to become one of the most valuable of Lansing's manufactories. The company will manufacture a new and very palatable article of food, called "Malt-Ola," and is considering a proposition to have its entire output handled by one jobbing house. The company's building, now in process of construction, is located on Hosmer street south, on land of the Lansing Improvement Company. The main building is 50x120 feet and two stories in height. The power house, 22x30 feet, and ovens, 24x36 feet, are in the rear of the main factory. The company has started business with a capital of \$150,000. C. J. Austin, of the Austin-Burrington Grocery Company, is president; J. Edward Roe, cashier of the Lansing State Savings Bank, is treasurer; A. M. Starmont, secretary, Fred G. Stone, general manager, and C. L. Hamilton, for many years connected with some of the large food companies of Battle Creek, is superintendent.

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PIATT BROTHERS

Of all the public utilities which the people of the twentieth century cities know to be indispensable to their happiness, comfort and well being, electricity is the greatest and most wonderful of all. The immensity of electrical appliance and the startling achievements already performed in electrical science are well known to the people of Lansing, as they are to all who compose the great American public. It is not our purpose at this time to dilate upon these, but to call attention to the magnificent electric power stations of Piatt Bros., from which are supplied heat, light and motive energy to the city's manufacturing institutions, public buildings and stores.

Piatt Bros., who started in business in this city in 1897 with investments of \$100,000, have two immense power houses, one located on the banks of the Grand river about one and one-half miles from the center of the city, and the other situated at 113 Washtenaw street west.

The Grand river plant is run by water power, and in it is generated vast quantities of electricity to be used for motive power in the city and for lighting arc and

incandescent lamps. This power station furnishes the motive energy of more than 70 manufacturing plants and industrial institutions in the city. In addition to the tremendous amount of power absorbed by these concerns, this plant of Piatt Bros. also generates the electricity which stocks the great storage batteries of the Lansing City Electric Railway Co. The electric lights of the city's business houses, the state capitol, the Industrial School and the Agricultural College are also fed from this plant.

Piatt Bros' Washtenaw street power station generates electricity which is largely used for power. The American District Steam Heating Co.'s process is operated by this plant, which also furnishes the heat and light of the Hotel Downey and the heat of the state capitol. This branch of Piatt Bros' electrical industry and central steam heating is greatly appreciated by all who have been made cognizant of its advantages, and it is rapidly becoming more and more popular among business men and private housekeepers. This branch of the business of Piatt Bros. is gradually spreading throughout the city, and the many superior advantages of steam heat are now pretty well understood.

Piatt Bros' plants are both models of equipment. The Washtenaw street station contains a splendid outfit of machinery, every piece of which is the latest improved style. It includes three Wickes vertical water-tube boilers that have a capacity of 800 horse power; a Corliss engine of 300 horse power, and a Ball engine of 150 horse power.

The enterprise and progressiveness demonstrated by Piatt Bros. when they located their big power houses at Lansing have been rewarded by the splendid business success of their undertaking. More than this, they have aided materially in the industrial advancement of the city, and have made outside interests appreciate the fact that Lansing is fully up to the standard of metropolitan communities in the excellence of its electrical supplies of heat, light and energy.

In addition to their electrical business the Messrs. Piatt are interested in several of the new and hustling manufacturing enterprises which have lately been started in Lansing. Both gentlemen have long been recognized as able, progressive business men, and they occupy a high position in the industrial life of the city and in the esteem of their fellow citizens.

The Lansing City Electric Railway

Among the great public utilities of the twentieth century city, large or small, the electric street car is always to be reckoned among the first. The trolley poles and electric wires have come to the city streets to replace the horses that once drew the cars slowly through the streets. The electric cars have revolutionized city travel in the same manner that steam roads usurped the place of the old stage coaches.

The city of Lansing is provided with a complete electric street railway system that furnishes excellent service and possesses one of the best set of road beds and rolling stock in the country. It enables Lansing citizens to journey through the city in the shortest possible time, and enables the busy man to save a great deal of delay in getting around town.

The city's street railways are owned and operated by the Lansing City Electric Railway Co., which is conducted by President J. D. Hawks, Vice-President S. F. Angus, and Secretary James McNamara. The company has 12 miles of tracks in the city and in its car department is one of the best equipped street railways in the state. The cars are modern in every respect and the service is exceptionally good. The company's lines connect Lansing and North

Lansing, reach all the railroad depots and give splendid service to the Agricultural College.

Next year when the four new suburban electric lines are completed that will connect the city with outside towns and villages, Lansing will be one of the best connected cities, from a street car point of view, in the United States. The suburban lines will use the city railway's tracks, thus enabling them to give better service, and also supplying the residents of this city with a local service additional to that now possessed. James D. Hawks and S. F. Angus, the principal owners of the company, reside in Detroit, and are heavily interested in street railways in various cities. They take an active personal interest in the Lansing company, however, and are always ready and willing to improve it in any way possible.

Northrop, Robertson & Carrier

The manufacturers and wholesalers of grocers' and druggists' specialties, Northrop, Robertson & Carrier, are known throughout the entire middle west, and are one of the best known business houses located in Lansing. The firm is located in a large three-story brick building at 314-316 Washington avenue north, and have

five traveling salesmen, who report direct to the Lansing headquarters. A branch establishment of Northrop, Robertson & Carrier, is located at 108 Third street, Louisville, Ky., and three more salesmen travel out of this house.

The line of goods made by this firm includes a number of pure food products, among which are Northrop's flavoring extracts, French mustard, spices, Queen Flake baking powder, etc. Mr. B. D. Northrop, who is an expert chemist, devotes his entire time to the making of these products, and it is to his ability that their excellence is mainly attributable. The firm has met with marked success in its enterprises, and the superior quality of its goods is the cause of this business welfare. Its products are unexcelled in quality and in appearance. They sell easily and do not require to be pushed upon the public notice in order to sell. They are everywhere looked upon as standard and reliable goods and merchants all over the country are willing and anxious to handle them on this account.

Dr. E. L. Robertson, the second member of the firm, is a quiet partner. He is financially interested in the company, but is kept too busy with his medical business to devote any time to the firm's work. The business management is in the hands of the junior partner, M. R. Carrier, an energetic and hustling man of business.

TWENTIETH CENTURY EDITION

The Bates & Edmonds Motor Co.

The manufacture of gas and gasoline engines has been brought to a high degree of excellence in Lansing by the Bates & Edmonds Motor Co. This company, which is located at 325-335 Michigan avenue east, is a successor to Bates & Edmonds, and was incorporated December 19, 1899, with the following officers: R. W. Morse, president; M. F. Bates, vice-president; James P. Edmonds, secretary and manager; and J. Edward Roe, treasurer.

The company manufactures gas and gasoline engines of from one to four-horse power, all their machines being of a superior grade. Between thirty and forty people are constantly employed in their factory making and shipping engines. The products of the factory reach every state and territory in the United States and also have a large sale in Canada. The business of the Bates & Edmonds Motor Co. has been one of the most rapidly growing that was ever known in Lansing. In 1901 it was more than double that of 1900. This success has been merited and is entirely due to the high grade of goods put out by this firm. The men in charge of the factory have had long years of experience in the making of gas and gasoline engines, and have an admirably equipped factory in which to work. The engine produced by the company is excelled by none on the market, as it embraces every detail necessary to make it as near perfection as it is possible to arrive. The engines are manufactured on correct principles and no effort spared at any time to bring the engines still nearer to the acme of excellence. The Bates & Edmonds Motor Co. is particularly proud of the fact that it has never yet put out an engine that would not produce more power than was claimed for it, thus enabling the engine to stand for an overload if such a thing became a necessity.

The engines are easily transported from place to place and can be used for innumerable purposes, including the pumping of water, grinding feed, running churns, etc. The engine is built compactly and is designed in good proportions. By building the balance wheels low down, a steady, even motion is secured at all times. An overflow pipe provides against the danger of the gasoline or gas used for motive power overflowing the reservoir. The company furnishes a complete outfit with every engine sold, so that it can be set up and run with practically no trouble to the purchaser.

A splendid success has attended the Bates & Edmonds Motor Co. thus far and their future is bright. They not only conduct a large business from their Lansing establishment, but have agencies in all the leading commercial centers in the United States.

The American Cut Glass Company

One of the best things which the citizens of Lansing did last year was to attract The American Cut Glass Company, of Chicago, to locate a branch in this city.

The American Cut Glass Company manufactures a complete line of the richest cut glass made, and their product is equal to that of any other concern in this country. The company was incorporated in Illinois, in March, 1896. Their main office and factory is located at 300 Jackson Boulevard, Chicago, Illinois, where employment is given to a large force of people. So successful has its business been from the start, that it was necessary to increase its capacity considerably in 1901. Through the efforts

of the Business Men's Association, the company was induced to locate their branch at Lansing.

They have erected a fine two-story brick building 30x125 feet, on the Lansing Improvement Company's addition. The building at present accommodates from 75 to 85 employes, which the company has in this city. The capacity is already taxed to the limit, and probably before the present year is through the plant of the Lansing branch of the company will be materially increased, both in size and number of employes.

Mr. William C. Anderson, of Chicago, is president and general manager of the company, and P. H. Healey is superintendent of the local factory.

Molitor, North & Moyers

The well known firm of Molitor, North & Moyers, manufacturers of high-grade harrows and cultivators, is one of the industrial enterprises which has met with great success in Lansing, and which in turn has become one of the concerns of which the city is particularly proud. The company started in business in 1896 in a magnificent plant at the corner of Jones and Center streets. The shops and grounds occupied by the company cover several acres of ground, and they employ over 50 people.

The firm is composed of A. F. Molitor, F. J. North and Dayton H. Moyers, three young, progressive and hustling business men, whose success has been due solely to their combined energy and hard work. They manufacture spring-tooth harrows, foundry machinery and a full line of agricultural implements, the products of their factory going to every state and territory in the United States.

The harrow manufactured by Molitor, North & Moyers is patented, and is acknowledged to be the best on the market. It is built with especial reference to obviating the weaknesses found in other harrows. One of the worst features of the ordinary harrow is that sand enters the boxes and grinds out the wheel and cross-bar. This is prevented in the "Michigan" harrow by chilling the inside of the wheel as hard as a plow mould-board and protecting the cross-bar by the use of a removable cast-iron sleeve, keyed to the cross-bar on which the wheel revolves. The front wheel of the "Michigan" harrow, made by Molitor, North & Moyers, is larger and has a broader tire than have those on other harrows. This carries the harrow up better and is far less liable to clog in wet or loose soil. This wheel is also chilled on the inside and runs on a cast-iron skein.

These are but a few of the features which distinguish the harrows of the Lansing company and which have served to make them the most popular in existence. A high grade of harrow teeth are also used in the manufacture of these machines, the teeth bearing the company's trade mark and a guarantee. The cultivators and other tools and machinery manufactured by Molitor, North & Moyers are on a par with their harrows as far as excellence is concerned, and have won a splendid reputation for durability and service. Every article manufactured by the company is made by skilled workmen, of the finest materials, and according to the high standard set and kept by the company.

Since the establishment of the firm of Molitor, North & Moyers their business has experienced a steady and a healthy growth. Year by year it has increased in volume, and today they occupy a position at the head of their industry.

The Lansing Cartage Co.

The largest trucking company in Lansing and one of the finest equipped establishments of its kind in this section, is the Lansing Cartage Co., which started business November, 1900. The company is located at 222 Michigan avenue east, and is engaged in general cartage and trucking work.



It regularly runs eight trucks and moving vans, but its thriving business frequently requires the use of several extra vehicles. The Lansing Cartage Co. enjoys the patronage of all the largest manufacturing and business houses in the city. Charles W. Clark, proprietor of the company, is a hustler from the word go and possesses the esteem of the public as well as of those who regularly employ his services.

The Collver Custom Shirt Factory

Among the enterprising factories of which Lansing is proud, is the custom shirt factory, owned and conducted by F. T. Collver. The business was established in 1895, when Mr. Collver came to Lansing from Detroit. He had had several years' experience before starting his Lansing factory. Mr. Collver's present big business is the fruit of a small beginning and hard, industrious application to business. On opening his establishment six years ago, Mr. Collver had one foot power machine



Frank T. Collver.

and a capital of \$30. He now has twelve machines and sixteen employes and two traveling men and does a yearly business of more than \$15,000. His business has developed in a healthy fashion and its steady increase shows no signs of diminution. His trade is not confined to Lansing, but extends throughout the entire state. The Collver Custom Shirt Factory manufactures shirts, shirt waists, collars, cuffs and underwear of the very highest quality.

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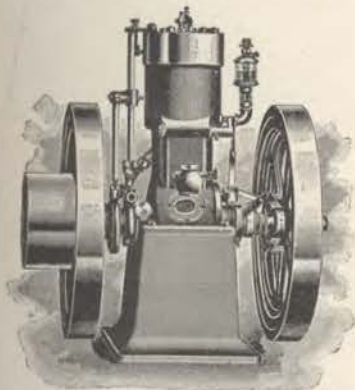
The Hildreth Motor & Pump Co.

Few manufacturing concerns in any part of the United States have met with a progress and prosperity as rapid and complete as have some of Lansing's big industries. The advantage of location and shipping facilities which this city possesses is only partly accountable for this, the main reason being the business sagacity and unflinching enterprise demonstrated in every detail by the men behind the city's successful manufactories.

One of these concerns which has forged to the front and attained an enviable success, is the Hildreth Motor and Pump Co., which was but recently incorporated, and which became the successor to Hildreth & Co.

The Hildreth Motor and Pump Company manufactures iron pumps, stationary gas and gasoline engines, and marine gas and gasoline engines. They are also jobbers of well, factory and mill supplies. The officers of the Hildreth Motor and Pump Co., embrace the following business men: Lawrence Price, president; W. M. Hildreth, vice-president; A. S. Bennett, secretary; L. L. Sattler, treasurer; Ned E. Hildreth, general manager; and W. E. Cody, superintendent.

The articles handled and manufactured by the Hildreth Motor and Pump Co., have come to be recognized as leaders in their line. This reputation was not achieved by



means of crowding others from the field or decrying the merits of any rival concern and its output, but was won on merit alone. In the present day struggle for business, and the keen competition that exists in all manufacturing and mercantile

fields, it requires more than mere eulogy,



vast advertising, and hustling salesmen to build up a solid and enduring business. "Yankee push," the famous quality that brought Americans from the ranks and placed them in advance of all the modern peoples, is a great factor in modern business life, but in this twentieth century country, it is a quality possessed by many Americans, and used to advantage by hundreds of firms. More than this is required to establish the reputation of any manufactured article, or of any business house, and the needed requirements can all be summed up in the one word, "merit."

Merit always wins. Business enterprise, hustling Yankee ways, and up-to-date methods of handling trade are required to get business, but it is the merit of the goods themselves, that hold that business, once it is attracted. The pumps and engines of the Hildreth Motor and Pump company possess

the merit that wins, and that is the reason for their splendid success and the reason for their rapid advancement as a manufacturing concern, during the past few years.

Their merit has been attained by honest construction of all the articles manufactured by them. Carefulness exercised at all times and in every branch and detail of the factory work; experienced workmen to handle every bolt, bar and casting; thoroughness demonstrated in every single piece of work; and the usage of modern and improved methods of construction, are the means by which the Hildreth Motor and Pump Company have secured the production of pumps and engines that have won out in the business world on their merits.

One great point of advantage possessed by the gas and gasoline engines of the

Hildreth Motor and Pump Company, is the simplicity of their construction and operation. The cumbersome and involved methods of the past have been superseded to such an extent, and the Hildreth engine rendered so simple, that anyone can understand it. The company has discarded the trinkets and complicating contrivances that are used on so many engines, and by the attainment of a simplified mechanism have won the greatest possible advantage over all rivals. Simplicity of operation is what everyone desires who needs an engine of any kind, whether it be stationary or marine. An inspection of the Hildreth company's engine is all that is needed to satisfy the prospective buyer on this point, and to assure him that it is the most modern contrivance of its kind that is manufactured anywhere in this day and age.

Simplicity, however, is not the only good point to be found in the Hildreth Motor and Pump Company's engines. There are numerous others, too many in fact, to be mentioned here. They include the improvements which the company has been able to secure and use in the construction of its engines, and they can best be appreciated by seeing the engines in actual operation. Under such circumstances one can readily note the many points of superiority which they possess. The marine and stationary engines manufactured by the Hildreth company range from those of one horse-power to twelve horse-power.

The pumps made by the Hildreth company are the equal of any make in the land, and are superior to the majority. They possess several points of excellence, notably the three way attachment, and the patent valve seat, which are well worthy of the title of "world beaters." A splendid catalogue, showing all the pumps manufactured by the Hildreth Motor and Pump Company, has been prepared very recently and is now ready for distribution by the firm. The catalogue shows in detail the numerous excellent qualities of the Hildreth pump.

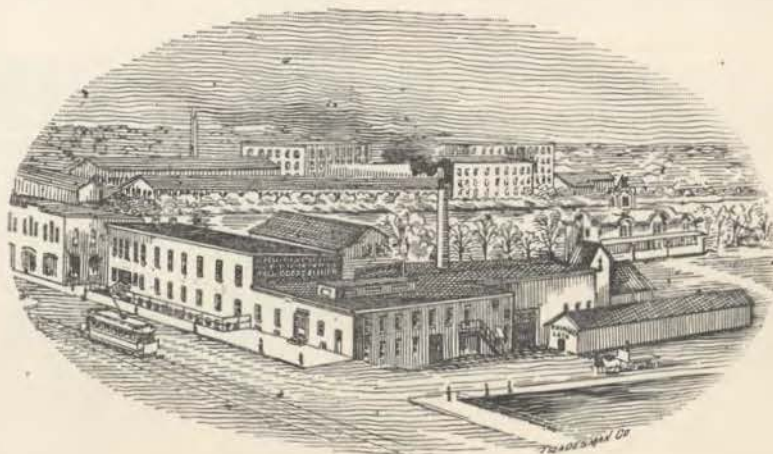
The jobbing department of the Hildreth company, in which is carried a complete line of well, factory and mill supplies, is perfect in detail and consists of high class articles from beginning to end.

The Hildreth Motor and Pump Company's factory is a finely appointed building for work of the description handled by the firm, and is equipped with all the latest improved machinery and devices needed in the operation of its work of engine and pump building.

The Brown Lumber Company

A prominent lumber enterprise of Lansing is that of the Brown Lumber Company, which began business in May, 1889, taking the plant and yards of several acres on Michigan avenue east, formerly occupied by the Lansing Lumber Company. The members of the firm are W. C. Brown, A. J. Brown and Anson Longstreet. They handle a general line of rough and dressed lumber, and manufacture a complete and up-to-date line of sash, doors, office fixtures and all kinds of interior work. They are prepared to supply the demands of manufacturers, dealers and the public, in a prompt and satisfactory manner.

The Brown Lumber Company has a very large local business in Lansing and central Michigan, and make extensive shipments throughout Michigan. Their plant is equipped with all the modern machinery necessary to their business. A large stock of lumber is always kept on hand in their yard, and they give employment to a force of 50 people.



TWENTIETH CENTURY EDITION

The Michigan Agricultural College

Three miles east of the city of Lansing is located the college buildings, work shops, and six hundred acre farm of the Michigan State Agricultural College. This institution was established in 1857 and ranks as the oldest college of its kind in the United States. Furthermore it is better equipped in all departments and has met with greater success than any similar institution in the United States.

For twenty-eight years the state agricultural college was devoted entirely to practical and scientific agricultural, but in 1885 it was enlarged and extended by the addition of a splendid mechanical department. In the latter department the state agricultural college has also been highly successful. The student is instructed in mechanical and steam engineering and takes a regular course of shop practice, one year in the woodworking department and three years in iron working. The practical side of this education is uppermost, and the knowledge acquired in the class rooms finds its practical and scientific application in the work shops.

In the agricultural department the same practical ideas predominate. The student receives a thorough education in the sciences of chemistry, entomology, zoology, botany and veterinary medicine, in addition to his agricultural and horticultural studies. All of the knowledge thus gained receives its practical application on the college's immense farm and among the herds of live stock cared for by the institution.

Each department is provided with large laboratories in which the scientific experiments are made, every laboratory being a model one in equipment and maintenance. The faculty is skillful and embraces many noted scientists. The college farm is always kept in cultivation during the season and is arranged so as to provide a portion for every department. The garden consists of more than forty acres, the horticultural, vegetable and fruit raising branches having their practical exemplification here.

The college buildings are situated in the midst of beautifully kept grounds, the latter ranking as one of the splendid parks of Michigan. Wild plants and verdure form a feature of the park.

An experimental station connected with the college has resulted in practical benefit not only to the students, but to farmers of the state as well. Bulletins are frequently issued telling the results of experiments, and these are sent free to Michigan agriculturists. There is no tuition fee charged by the college to residents of Michigan, thus affording an enviable opportunity to the sons of farmers, mechanics and others who desire a practical education.

The officers and board of trustees of the Michigan Agricultural College are: President, T. F. Marston, Bay City; secretary, Arthur C. Bird, agricultural college, Lansing; treasurer, B. F. Davis, Lansing; president of the college, J. L. Snyder, agricultural college, Lansing. Board of trustees, Governor A. T. Bliss, Lansing, ex-officio; E. P. Allen, Ypsilanti; T. F. Marston, Bay City; H. F. Marsh, Allegan; L. W. Watkins, Manchester; Franklin Wells, Constantine; C. J. Moore, South Haven.

A. M. Starmont

A. M. Starmont, justice of the peace, is one of the best known and most popular of Lansing city officials. Politically, Justice Starmont is a democrat, but his friends are to be found in the ranks of all parties. The genial justice was born in Chicago, November 17, 1858, and came to Lansing 20 years ago. Being actively interested in political questions and public



affairs, he soon rose to prominence in the ranks of the party he espoused. For three years he was constable of the fifth and sixth wards and in 1899 was elected to his present judicial position. Justice Starmont is also chairman of the democratic city committee and in this position has succeeded in carrying his party to victory in the local elections. He is also secretary of the Lansing Pure Food Co., recently organized in this city to manufacture the well known Malt-Ola breakfast food.

Otto Ziegler

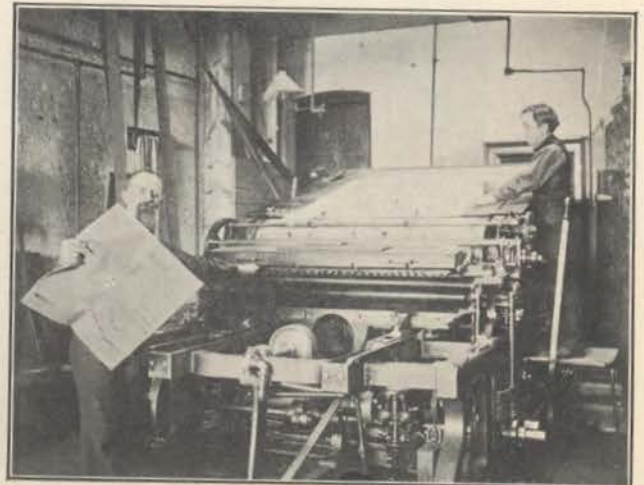
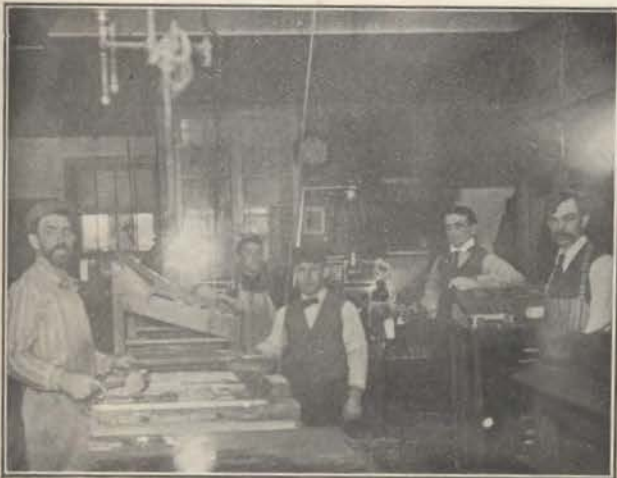
One of the best known and most enterprising of Lansing cigar dealers is Otto Ziegler. He does a wholesale trade in Lansing, Ingham county and central Michigan, and is the proprietor of a swell, first-class retail cigar establishment in the city. Mr.



Ziegler carries high-grade goods and his line is most complete. He has several traveling salesmen continually on the road and they are kept constantly hustling to attend to the business that comes to his house. Mr. Ziegler was born in Lansing just 30 years ago and has been in the cigar business for more than a dozen years. His trade has been continually on the increase and has now reached the heavy proportions that are attendant upon complete success.



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TWENTIETH CENTURY EDITION

Michigan Industrial School for Boys

This institution is another of the practical schools conducted by the state of Michigan and situated in the capital city. It is pleasantly located on Pennsylvania avenue near the Michigan Central railroad tracks, has a frontage of 1,800 feet, eight acres of lawns and drives, and 260 acres of farming land tilled by the pupils.

The Industrial School takes care of boys who were unruly at other schools or who have manifested a disposition to get into trouble or follow criminal lives. They are sent to the school from all over the state, generally under a sentence to remain until 17 years of age, unless sooner released. The latter clause of the sentence provides for the release of those boys who are reformed and are willing to go back to their homes and live better lives than they formerly did.

The school has accommodations for 500 inmates, but is generally taxed beyond its capacity. There are 45 employes at the school and these, assisted by about 100 boys, do all the work at the school.

Trades are taught to most of the inmates in order that they may follow useful avocations after leaving. Among the trades are those of carpentering, tailoring, shoemaking, printing, baking, engineering and farming. Many others are employed caning chairs. The boys put in four hours and a half every day in school and on alternate days spend four hours and a half working. They are allowed five hours a day for eating and recreation.

The average length of time spent by a boy at the Industrial School is twenty months. He is generally released on parole, and probably 1,000 paroled boys are scattered through the state at the present time. As long as he behaves well the boy's parole remains good. The management does its best to give the boys good moral characters as well as teach them trades.

The Industrial School is governed by a board of four trustees, consisting of the following: Governor A. T. Bliss, Lansing, ex-officio member; Jacob Stahl, Lansing, treasurer; F. B. Sayre, Flushing, president; Wm. McPherson, Jr., Howell, secretary.

The superintendent, J. E. St. John, has been at the head of the school for ten years, and is recognized as one of the leading officials of institutions of this kind in the United States.

F. W. Curran

One of the largest news stands in Lansing is that of F. W. Curran, located at 117 Washington avenue south. Mr. Curran has been proprietor of the concern for four years, having succeeded F. F. Russell in 1897. The store handles all the magazines, and has the direct agency for the Chicago and Cincinnati morning papers.

The principal needs of every city, large or small, is a complete, thorough news com- periodicals and newspapers of the times pany which will always keep pace with the times. Probably no other business re- quires what are commonly termed "up-to- date" qualities more than does a news de-



partment. Strictly speaking, news is the most perishable commodity on the market. It may possess any value until it is secured, published and sent forth, but in an hour its value ends. Thus the man who deals in news must necessarily be up to date. F. W. Curran, the news dealer of this city, is always up to date. He knows the public demands in news and literature, watches the shifting tastes and ideas, and supplies the demand the moment it originates. He has one of the most complete and largest stocked news departments in Michigan, and to supplement this, also carries a complete stock of stationery and office supplies. He also handles all sorts and varieties of photographic supplies, and in this department is also in the front ranks of Michigan dealers.

The Van Gorder Palace Laundry

A finely equipped laundry plant is possessed by the popular Van Gorder Palace, located at the corner of Washington avenue and Washtenaw street. It has the enviable reputation of being second to none in the quality of its output, and being conducted in the ablest manner possible. The equip- ment of the plant includes all the modern machinery and appliances used in the best laundries of today. Centrifugal wringers, improved washers, starchers, dampeners, shirt, collar and cuff ironers, drying room,



etc., are among the appliances and me- chanical utensils of the Van Gorder es- tablishment, making it as near perfection as a laundry plant has need to be. The work done by this laundry always com- mends itself. The greatest attention is given to every detail of the business, and in consequence, the results achieved are first class. S. P. Lantz, proprietor of the laundry, is an able and experienced laundry- man. He knows his business thoroughly down to the last detail, and employs none but first-class and experienced assistants. Satisfaction is not only assured to his patrons, but is invariably their portion.



THE INDUSTRIAL SCHOOL FOR BOYS

THE LANSING JOURNAL



THE RIKERD LUMBER COMPANY

One of the foremost business enterprises in Lansing is that of the Rikerd Lumber Co., a firm which enjoys the reputation of being the equal of any similar institution in the great lumber state of Michigan. It is in every respect, qualified to enter into competition with any lumber company in the country, being finely equipped in the most modern manner, and possessing splendid facilities and resources. The firm deals in all kinds of lumber, and manufactures sashes, doors, show cases, office fixtures, interior woodwork, etc. It carries a complete stock at all times, and is prepared to handle orders of any magnitude. It is one of the industrial enterprises of which Lansing has reason to be proud, standing as it does, in the first rank of like institutions. The firm is wide awake and progressive, and is thoroughly enterprising and up-to-date.

The Rikerd Lumber Co. is the successor of the Capital Lumber Co., established in North Lansing, a dozen years ago. The plant was afterwards moved to its present location, south of Michigan avenue, and between the Lake Shore railroad and the Grand River. The location possesses every ad-

vantage for manufacturing and shipping facilities. It is central and convenient to the customer, as well as to the railroads and the river.

The Rikerd company's plant covers five acres of ground. Its factory is a two-story brick building, 60x120 feet, to which has been added two wings, one 30x40 feet and the other 30x60 feet in dimensions. Dry kilns, sheds, and the immense yards, stocked with the choicest lumber, complete the Rikerd establishment. The work in the factory is done in the most modern fashion, the firm keeping in pace with the times at all stages of progress. The machinery and mechanical appliances are of the latest improved patterns. The firm employs a force of 50 skilled lumbermen.

The officers of the Rikerd Lumber Co. are W. C. Winchester, president; H. W. Rikerd, vice-president and manager; George West, secretary, and E. S. Porter, treasurer.

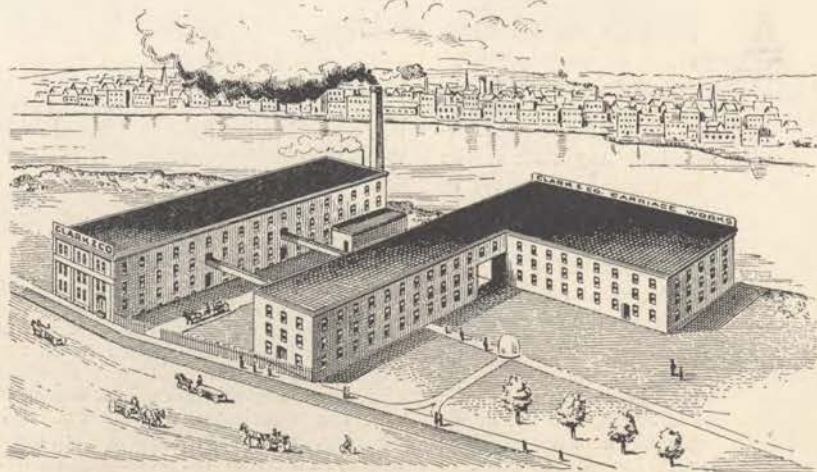
The above engraving is the Michigan agricultural exhibit at the Pan-American exposition. The booth was manufactured by the Rikerd Lumber Company.

Clark & Co.

A business which has been steadily built up, and has during the past 36 years, gradually grown to large proportions and prosperous extent, is that enjoyed by the carriage manufacturing firm of Clark & Co. This concern, which is located at Washenaw and Grand streets, was established in 1865, as a horse shoers' shop. It has developed into one of the finest carriage factories in the United States, and manufactures high grade pleasure vehicles exclusively. The fine, big plant of Clark & Co., consists of the main building, a three-story brick structure, 250x66 feet, another three-story brick building, 160x60 feet, and a two-story brick building, 150x40 feet. Altogether there is 100,000 square feet of floor space in the establishment, 14,000 of which was added last year. Five traveling men are on the road for Clark & Co., and 125 employes are kept at work in the plant. The output of the concern is 5,000 carriages

per year. The company was incorporated in 1897. Last year's business was greater in volume by 100 per cent than any previous year. The goods of the company are

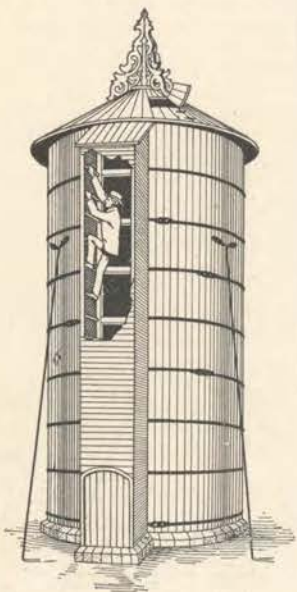
sold all over the United States. The officers are: President, A. Clark; vice-president, F. G. Clark; secretary-treasurer, A. A. Nichols.



TWENTIETH CENTURY EDITION

The Severance Tank Works

Messrs. W. L. and R. D. Hoag have for the past two years been the proprietors of the Severance Tank Works, a business started in 1888 by H. B. Severance & Co.



It is one of the best known concerns in the city of Lansing and its factory is complete in every detail. The firm manufac-

tures tanks and silos of all descriptions, the material generally used being pine and red cypress and steel. Special attention is always given to the tanks and silos of large size, thus insuring their thorough reliability.

The tubular silo manufactured by the Severance Tank Works is without doubt the best that has ever been produced. This silo is suitable to place inside of a building, or if desired can with perfect safety be placed outside and alone. It is generally placed adjoining the feeding stall in a barn, the fodder then easily being conveyed to the stall. The tubular silo has scored a marked success and has invariably given the purchaser the most complete satisfaction.

The Severance Tank Works is a reliable, upright and business-like concern, always giving thorough attention and strict care to every tank and silo turned out of its shops. The material is invariably of the finest quality. The cypress timber, which the firm uses considerably, is probably the finest wood on earth for tanks, tubs, vats, silos, or any kindred purpose, as it never decays, will stand all kinds of weather, and will not warp, shrink or swell.

The Severance Tank Works does a large and thriving business and is one of the best known of Lansing industries. Its business is not confined to a limited territory, but extends to both the east and the west. The business is so far spread that the firm desires local agents in all parts of the United States.

Dr. Eugene L. Robertson

Dr. Eugene L. Robertson is a well known Lansing physician and business man whose residence of 36 years in this city has brought him a wide acquaintance and hosts of friends. He is a specialist in all kinds of chronic diseases and has built up a splendid practice in this field. Mr. Robertson came here from Ohio in 1874, and together with B. D. Northrop established a



drug business. The latter sold his interest in the store in 1890 to Mr. Gardner, and the drug establishment has since borne the firm name of Gardner & Robertson. Dr. Robertson also owns an equal interest in the wholesale drug and grocery supply house of Northrop, Robertson & Carrier, one of the largest concerns of its kind in central Michigan.



The Michigan School for the Blind

One of the grandest and noblest institutions ever maintained by any state is the Michigan School for the Blind, located in Lansing. The school is controlled and operated by the state and furnishes an opportunity for the education of those unfortunate enough to be blind or possessed of such poor sight that they cannot be educated in the public schools. The cost of a private education to the blind child of any citizen is so great that none but the very wealthy could afford it, and the munificence of the people of the state at large has provided a means for all the blind to

receive an education. Sentimentality has no place in the school, and a practical, working education is afforded. Board and tuition are free to all pupils whose parents or guardians are citizens of the state.

The course of instruction includes music and voice training, and many of the blind students have developed into accomplished musicians. Among the instruments they are taught to play are the piano, organ, violin, harp, flute and brass pieces. The trade of piano tuning is taught and many graduates have been enabled to earn a living by it. Broom making is also taught, and other manual trades, including carpet and rug weaving and hammock and net weaving, are now enabled by generous appropriations of the state legislature.

Plain and family hand sewing, machine sewing, knitting, crocheting and other similar arts are taught to the girl pupils. The one great object of the school is to give to each pupil a practical education that will enable him to earn a living during his later years. The American Braille system of writing and printing is used at the school for the blind. It consists of a series of raised dots and dashes and is far more inexpensive and much simpler than the old style of raised letters.

The board of control of the school consists of the following members: Frank H. Rankin, Jr., Flint; G. Willis Bement, Lansing; Theodore W. Crissey, Midland. W. C. Hull, of Lansing, is superintendent of the school.

THE LANSING JOURNAL



The Dyer-Jenison-Barry Co., Ltd.

The Dyer-Jenison-Barry Co., Ltd., general insurance agents and brokers, who occupy the entire first floor of south half of the Hollister Building, have been in business for nearly four years. The corporation was the outgrowth of a business established years ago by the present chairman of the company, Mr. Dyer. The company formerly occupied quarters on Michigan avenue west, but the steady increase in their business and the purchase of the "Osgood" Agency something over a year ago, made it necessary to seek larger quarters, and it is stated on general authority that their present offices are as commodious as any in the state.

Mr. George A. Dyer is an insurance man of long standing, having devoted the greater part of his life to the business. Mr. O.

A. Jenison, the secretary of the company, is well known in Lansing, having been born here, and resided since continuously. The firm has made a specialty of the insurance branch of their business and have nearly all of the giant fire companies of the world in their agency. All the latest methods and devices are employed for the convenience and safety of their patrons, and as four resident state and special agents office with them, practically all fire losses are adjusted from their office. This is a winning card as it saves delay and assures the public speedy and equitable settlements. They handle every kind of insurance, including fire, life, accident, steam boiler, elevator, employers' liability, plate glass, etc.

In addition to their fire business they have a real estate and loan department, besides being agents for a large number of non-residents, whose property they handle.

The above cut represents an interior view of their office.

popular "Moss Rose," "Calla Lily," and "Snowball." Each of these flours is manufactured from the choicest selected wheat, and is high grade in the strict interpretation of that term. An extensive local business is transacted by Thoman & Bro., and they also export large shipments to the eastern and southern states and the United Kingdom. The members of this firm are counted among Lansing's most substantial and honorable business men. Frederick Thoman, the senior partner, is a director or a stockholder in a majority of the manufacturing and financial institutions of the city.



Fred Shubel

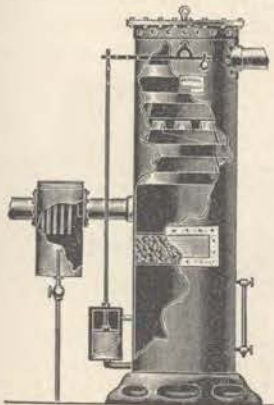
At 210 Washington avenue north is located the well known and popular boot and shoe store of Fred Shubel. The latter is the leading shoe man of Lansing, a reputation which he has earned by years of application to business and a studious effort to please his customers at all times.

Mr. Shubel started in business at his present location in 1873, opening a modest little shop. His goods soon began to attract attention from Lansing citizens, and the ever enterprising and agreeable Mr. Shubel found his business growing in volume year by year. His customers became so thoroughly satisfied with the fine quality of goods he always handled and the careful attention that was given to their individual needs, that they remained steadfast in their loyalty to the Shubel shoe store year after year. In consequence, Mr. Shubel came to be the leader in his line, and now after his years of business life, is also one of the pioneer merchants of Lansing.

Associated with Mr. Shubel in the carrying on of his business, are his two sons, Charles G. Shubel and Fred Shubel, Jr. Fred Shubel, Sr., in addition to his shoe business, has interests in several of the city's leading financial institutions, and is everywhere regarded as one of the solid citizens of Lansing.

Monitor Water Purifier Co.

This concern are the manufacturers of the Monitor Water Purifier, a machine which has no equal for the removing of all minerals, and all vegetable and animal decomposition from water used for domestic or boiler purposes. Its efficiency and great economy as a fuel saver has been testified to by some of the best manufacturing concerns in the country which are using



the machine. Another of its features is its simplicity of construction over any other article of similar manufacture. The company's plant is located at the corner of Shiawassee and Cedar streets.

(6)

F. Thoman & Brother

One of Lansing's oldest industries and one that has possessed for many years the confidence and esteem of the community, is that of Frederick Thoman & Brother, millers. The firm was established in 1868, and has been in business ever since. Years ago it won recognition from the public on account of its honorable business methods and the carefulness of its proprietors. This reputation has been sustained year after year, until now Thoman & Brother is a firm name that seems as much to belong to Lansing as any landmark in the city. Thoman & Brother's mill has a central location at the corner of Grand and Ottawa streets. It is a substantial brick structure, thoroughly equipped with the latest improved roller process machinery. It possesses a capacity of 200 barrels of flour per day. It contains every facility and convenience for transacting business promptly and satisfactorily, among these being a railroad sidetrack, which insures the firm direct transportation over all roads entering the city.

Thoman & Co. are also proprietors of the North Lansing Milling Co's mill, and run it in connection with their other mill. Among the leading brands of flour made by Thoman & Bro. are the well-known and



The Hotel Downey

This well-known house has for years enjoyed a reputation second to none in Michigan, or in fact the entire middle west. Lansing frequently has fastidious visitors, but the most particular of these are always satisfied with their treatment at the Downey.

The hotel is as familiar to political visitors as is the statehouse. Conventions recognize the Hotel Downey as the place to establish headquarters when in Lansing. The hotel parlors are sumptuously appointed and are arranged in such fashion that they are exceptionally well qualified for committee rooms during political conventions and legislative assemblages. When the Michigan state legislature is in session the Hotel Downey always presents the busy, hustling, appearance of a metropolitan hotel, with its corridors and lobby packed with eager, animated guests and visitors.

George J. Kohler

Among those successfully identified with contracting and building work in the city is Mr. George J. Kohler. He was born in Monroe county, Mich., in 1861, and came to Lansing in 1886 and established himself in his present business, since which time he has been continuously and successfully identified with a large amount of important work in the contracting and building line. Mr. Kohler is a thorough expert in all that



pertains to the building line, and personally supervises all contracts undertaken by him, sparing no effort that can contribute to the satisfaction of those for whom he undertakes building work. He is prepared to submit contracts on building work of all kinds and to promptly execute every contract in exact accordance with plans and specifications. Besides being prominent as a contractor, he is also interested in real estate and builds and sells houses.

Thirteen years ago H. J. Downey, accompanied by his two sons, Charles P. and Oscar C. Downey, came to the city and purchased the old Lansing House. They immediately invested \$20,000 in refitting the house, and during the next five years spent \$75,000 more in placing it firmly on the first-class basis. At the time of his death seven years ago H. J. Downey had established himself as one of the solid business men of the city, and was everywhere regarded as a man who merited the success he had achieved.

Mr. Downey's two sons continued to conduct the hotel after their father's death, and the thorough education they had received in the hotel business enabled them to increase the Downey's popularity year by year.

The appointments and service of the hotel are the very best, and in every respect the Hotel Downey is qualified to rank among the most select hotels in Michigan.

The Alexander Furnace and Manufacturing Company

This company manufactures the well-known Alexander hot air and combination hot air and hot water furnaces; acetylene and gas light machines. Also oil stoves and hardware specialties.

They have published twenty-four good and plausible reasons why their furnaces are the best in the world, and the numerous endorsements they have and their rapidly growing trade is a strong proof that they are.

Their oil stove is something entirely new, differing from anything yet put upon the market. It is a base heater, throwing a current of hot air to the floor, and at the same time forcing a strong current up through the stove. This stove is bound to revolutionize the system of heating by oil.

The company was incorporated May 4, 1894, and since its organization has had a very successful career. Their business has shown a steady growth and today they are one of the leading furnace manufacturers in the state. Their trade extends over a wide field. C. H. Alexander is secretary and treasurer of the company.

Lansing Granite Co.

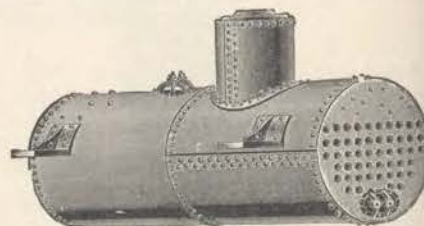
A progressive and prosperous firm which has built up a business that extends from Lansing throughout the state of Michigan, is the Lansing Granite Co., of which G. N. DeMerell is proprietor. This concern handles a beautiful line of marble, and represents the splendid quarries at Barre, Vt., and Quincy, Mass. It also manufactures monuments of all kinds and handles cemetery work, vault building, etc. The show rooms and office of the Lansing Granite Co. are located at 402 Michigan avenue east,



and at them may be seen a splendid stock of finished work to select from. The company keeps five traveling men on the road all the time. Mr. DeMerell, the proprietor, is a hustling young man and a representative Lansing citizen. He has the good of the city at heart and is thoroughly interested in every movement which will promote its welfare. He is one of the city councilmen, being the representative of the fifth ward.

The Lansing Boiler and Engine Works

This company manufactures all kinds of stationary and portable engines and boilers, etc. They also manufacture castings and foundry work of every description. The



plant of the company is located at the corner of Shiawassee and Cedar streets.

J. R. & W. S. Esselstyn

One of the oldest and leading jobbing houses of Lansing is that of J. R. & W. S. Esselstyn, wholesale confectioners, located at 404 Michigan avenue east.

THE LANSING JOURNAL



German Lutheran Trinity Church

One of the prosperous churches of our city is the German Lutheran Trinity Church. In 1871 twelve men, mostly men of families, organized this congregation under the leadership of Rev. H. Ramelow. Although these men were by no means wealthy, having scarcely the necessaries for themselves and families, yet in true Christian spirit, they did not shrink from the undertaking. The two lots on the corner of Saginaw and Chestnut streets were pur-

chased, and the building of a house of worship begun. Energy, time, and labor were not spared; some felling the trees and shaping the heavy timbers for the building; each doing according to his ability. The church was soon completed, and the small congregation had a house of worship, modest in appearance, but a veritable temple it seemed to the founders. Soon the need of a parsonage was felt, and seeing and feeling the need was incentive enough to build one, which is used as such even to this day. Only a very short time the original few families worshiped together alone; soon others joined them, so that the

church which once seemed so large, was totally inadequate for the ever increasing number of members. Therefore, in 1886 the present church was built, the former church building from then on being used for the parochial school. About the same time the opposite corner with dwelling was purchased for a teachers' residence. The society is now very nearly free from debt. When, in 1896, the twenty-fifth anniversary was celebrated, the newly purchased, fine pipe-organ was dedicated.

The first pastor, Rev. H. Ramelow, remained in charge of the church only a short time, being followed by Rev. J. M. Moll (1873-1877), Rev. J. Bundenthal (1877-1884), Rev. F. Haeuser (1884-1892), and Rev. H. Schmidt, the present pastor.

The work of the society has been chiefly among the Germans, many of whom, once immigrants from Germany, are today numbered among the well known German-Americans of our city. The total membership at present comprises upwards of 700 persons. One of the chief objects from beginning on has been the education of the children in the parochial school, not only in religion but in both German and English and in all the branches of a good elementary education. During a number of years the pastors were the teachers, but since 1888 several teachers have had charge of this special work.

Among the societies of the congregation there is a Ladies' Society of 90 members.

Of late services have also been held in the English language. This is the only Lutheran church in the city in which the English language is used in some of the services.

City Hospital

By Amanda F. Barnes, President.

Now that the first year of the new century has passed into history, and the citizens of Lansing are congratulating each other upon its unprecedented prosperity and forming plans for still greater things in the future, it is well among other beneficent objects to remember our city hospital.

This institution has existed in our midst nearly six years, and within that time has made for itself a place which for real usefulness is unsurpassed by any enterprize in the city.

Its existence is due to the efforts of an association of ladies, whose tireless energy and unflinching courage under the most trying disadvantages, have proven that human kindness and sympathy are still the ruling passion of woman.

The city council have lately increased their allowance for the care of city patients to \$30 a week, and find it a good investment. Many are brought to us who have no claim on the city's charity, nor any visible means for payment. Such are never refused, but receive equal care with those who have wealth.

The charges to patients are made as low as possible and are often below the actual cost. What we receive from this source, together with the weekly allowance of \$30 from the city, and the annual dues of \$3 from active members of the association, constitute our only revenue, and even the membership dues often fail to come in.

Especially is the hospital useful in the large number of emergency cases which from unforeseen accidents are brought to its doors without a moment's warning. These, together with the large number of

surgical cases, which could not safely be operated upon elsewhere, even in the best of homes, constitute a large part of the work of the hospital and make it necessary to have always on hand the most skillful nurses as well as an operating room where everything can be thoroughly disinfected and perfect light afforded to surgeons in attendance.

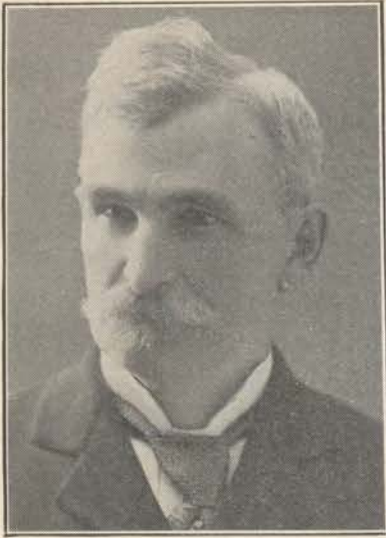
Such being the actual state of affairs, it is not strange that the expenses should exceed the income and that to carry it on successfully for the benefit of humanity the management are constrained to renew their appeal to the generosity of the people.

It is a universally attested fact, that no hospital is self-supporting. They all require constant aid either from an endowment fund or from systematic contributions. Thus far we have made up for the lack of these by giving entertainments, fairs, balls, etc. Some of these methods are a severe tax upon the time as well as the private purses of the board. Those who are familiar with its history hitherto can only wonder that with the scanty means at their disposal so much has been accomplished and when we take into account the fact that ever since we contracted for the purchase of the present hospital building and grounds we have paid regularly, with but two exceptions, \$65 a month towards the purchase price, the wonder is still greater. This state of affairs should not continue. The cause is worthy of a liberal patronage, and some systematic plan for its ample support should at once be devised. None but those who are familiar with the details of maintaining a hospital can have any just idea of its requirements. These increase with the number and variety of cases brought to its ministrations. Yet, notwithstanding the large expense of maintaining it, a good hospital is a veritable savings bank to any community where it is located. To attempt a statement of the various ways

in which it is a saving, both directly and indirectly, would require more space than is allotted to this article, but a little reflection will demonstrate it to be true. Could the business men and capitalists of Lansing be persuaded to unite and lift from the ladies the burden of paying for the building, and, in addition to that, aid us in adding to the present structure some suitable rooms to be used as wards where patients could be cared for at a more moderate charge than at present, then indeed we might become incorporated and maintain a hospital and training school for nurses, of which the capital city might justly be proud. This is what we need and should have in justice to the city's needs, as well as to the energy and perseverance of the worthy ladies who have had it in charge hitherto and are ready to give to it a still higher degree of devotion.

But this is not all. We need a revival of enthusiasm among the ladies who at the outset joined the association, but from some mistaken notion seem to think that their initiation fee of \$5 was all that was required of them. Our membership has dwindled to less than one-fourth of the original number; could these be induced to return at the reduced sum of \$3 a year, and the newcomers be persuaded to give us their names at the same rate, it would materially aid our cause and enable us to make necessary repairs and improvements.

We also need donations of such articles as are useful or would add to the attractiveness and comfort of the sick room, such as napkins, trays, dishes, towels, chairs, rugs and bed linen, books and pictures, and for the household groceries and provisions of all kinds, fresh or canned fruit, table cloths and delicacies to tempt the appetite of the convalescent. Let there be a general rallying of forces that shall make the Lansing City Hospital the best and most useful of its kind.



S. L. KILBOURNE



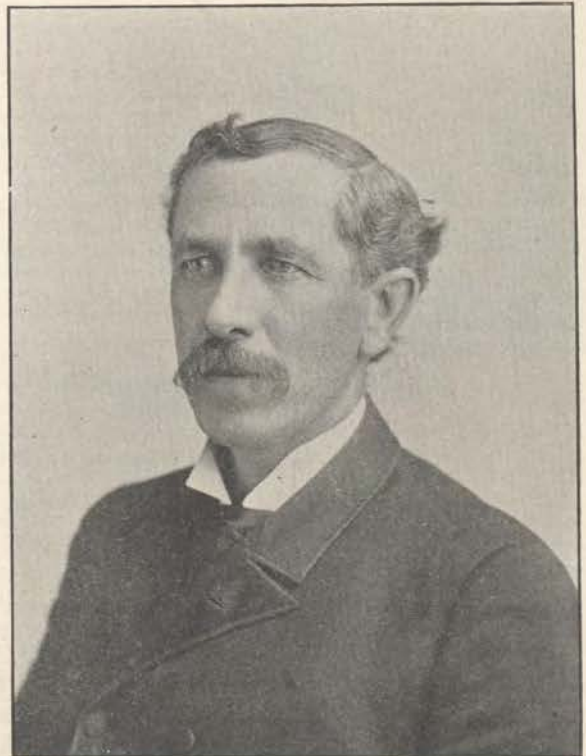
R. A. MONTGOMERY



IRA SCOTT



JUDGE HOWARD WIEST



JUDGE ROLLIN H. PERSON



JOHN J. ZIMMER



ARTHUR J. TUTTLE



JASON E. NICHOLS

TWENTIETH CENTURY EDITION



DR. R. J. SHANK



DR. E. D. NORTH



DR. D. M. NOTTINGHAM



DR. JOSEPH FOSTER



DR. H. A. HAZE



DR. F. M. THOMS



DR. T. M. WINTERS



DR. C. G. JENKINS



THE LANSING JOURNAL

James A. Hamilton

One of the best known men in Lansing in the contracting and building line is Mr. James A. Hamilton, who in his long years



of business experience has built up a reputation and a trade that is second to none. Mr. Hamilton has been in the building business for a period of 32 years and is a past master in every detail of it. He is a native of Ingham county, having been born in Meridian township, December 6, 1848. At the age of 15 he enlisted in Company G, Twelfth Michigan Infantry, and served three years, most of the time in the hard campaigns that were experienced in the closing years of the civil war.

Mr. Hamilton is a member of Lansing Lodge No. 33, F. & A. M., and has for 34 years been a member of the Oddfellows. Two years ago he was elected by the democratic party to represent the fourth ward in the city council.

The Oviatt Wagon Company

The business of this company was originally established thirteen years ago. Since April, 1898, the Oviatt Wagon Co. has been established in their present handsome and commodious quarters in the old Army building, on Capitol avenue south.

The Oviatt perfected wagon is one of the most modern types of farm wagons, embracing many advantageous features found in no other make, and is guaranteed to give entire satisfaction.

The company manufactures the well-known patent Oviatt wagon, carriage runners, truck and rural mail wagons. The company's facilities for transacting business on a large scale are excellent, their building being 65x150 feet in dimension. They have recently completed a fine addition to this already large space. This new addition has been supplied with the latest machinery to manufacture the rapidly growing business.



Lansing Industrial Aid Society

The Lansing Industrial Aid Society was organized in November, 1877, and is a legally incorporated city institution, non-sectarian and non-political; an organization for all who wish to aid in the problem of helping the poor. Its aim is to be what its name implies, an aid to industry.

It consists of a board of seven trustees as an executive committee, from which the president, vice-president and secretary are chosen; also a committee of four ladies in each ward of the city, appointed by the president, to visit, investigate and aid worthy poor.

The object of the society, as formulated, was to found an industrial home, where shall be dispensed both public and private charity, and as far as possible to secure employment for those it aids.

The first officers of the organization were: President, O. M. Barnes; vice-president, J. S. Tooker; secretary, Mrs. G. M. Hasty; treasurer, Dr. S. W. Wright. The first three, together with R. C. Dart, C. M. C. Cook, Mrs. J. E. Bacon and Mrs. Nancy Andrews, constituted the first executive board. At the first annual meeting Mrs. N. B. Jones was elected president and Mrs. E. L. Westcott, secretary. Both were annually elected for 20 years. It is to the courageous efforts of these two women, aided by the self-denying labors of the matron and ladies connected with the school, and various ward committees, that the aid society owes its present success. When the organization becomes as well equipped with energetic business men as it now has enthusiastic women, there will no longer be any doubt as to the hopeful outlook for the unfortunates of our city.

The aims of the society are broad, broader than the present membership and funds can compass. Its object is not merely temporary, physical relief. Many poor need more than *all else a friend*, one who will counsel and reprove in a manner that will not wound but tend to uplift the fallen victim. In sickness and emergency it gladly extends aid, and at all times, in every possible manner, it aims to encourage self-help.

It has found employment for many; has furnished nurses for the sick, and buried the dead. It clothes children of very poor families, thus enabling them to attend school; but to do this *easily* requires the co-operation of many not personally identified with the society.

Its doors are open for all who are willing to assist in the noble work. Committees to canvass for membership in the different wards of the city have recently been appointed. The society desires to interest all, or as many as possible, to become members. The conditions of membership are sympathy with organized effort in charitable work, and the payment of a small membership fee, followed by annual dues.

The officers and trustees are: President, Mrs. Lona G. Woodworth; vice-president, Mrs. L. S. Hudson; recording secretary, Wesley Emery; treasurer, H. A. Woodworth. Trustees—Mrs. Ed. White, F. W. Moore, Mrs. H. A. Woodworth, Mrs. Geo. H. Greene, Mr. W. Emery, Mrs. L. S. Hudson, Mrs. Reasoner. Matron, Mrs. Nancy Damon; superintendent of school, Mrs. D. N. Shull.

METHOD OF WORK.

Seven trustees supervise the financial affairs of the organization, appoint committees, superintendent of sewing school, and matron.

Six visiting committees of well known ladies visit, investigate and if necessary, relieve the cases reported to them or to the officers.

Regular monthly business meetings are held the second Tuesday of each month, to receive reports from the visiting committees, audit bills and plan work. The sewing school is in session each Saturday from October to May. Here all receive instruction in practical housekeeping, plain sewing, and such lessons of domestic economy as may be taught orally. The more advanced pupils are taught plain cooking and simple dishes for the sick. Parents wishing their children to become members of the school, should send them at once, and thus have the benefits of the winter's work. Visitors are always welcome.

TWENTIETH CENTURY EDITION

Pilgrim Church—The People's Home

situated on the northeast corner of Pennsylvania avenue and Eureka street, is the outgrowth of a Sunday school started in a store on Michigan avenue, in the year 1887. This school, under the supervision of Plymouth Congregational Church flourished, and in 1889 the old fifth ward school house was purchased and fitted up for chapel services.

On March 12, 1893, the church was organized with Rev. B. F. Aldrich as pastor, and a membership of 48. Mr. Aldrich remained two years.

Rev. E. B. Allen came in 1895 and remained until September, 1901.

During these years the growth of the church was steady and rapid, and the capacity of the "Little Church 'Round the Corner," as their humble home had come to be called, was soon taxed to the utmost, and after much sacrifice and labor a new church was built on the site now occupied, the corner-stone being laid on June 16, 1898.

The farewell services in the old church were held on January 8, 1899, and all looked forward to the certain fruition of their labor,—but alas—on January 9, fire swept all away.

But Pilgrim people, like the Pilgrims of old, are not easily discouraged, and on



May 2, 1899 the second corner-stone was laid, and in less than a year from the date of the fire they were worshipping in their present commodious and beautiful edifice, valued at more than \$16,000. Dedication services were held January 28, 1900. The

motto on the walls is "Here let no man be stranger," and it is well exemplified by the cordial and hearty welcome all receive.

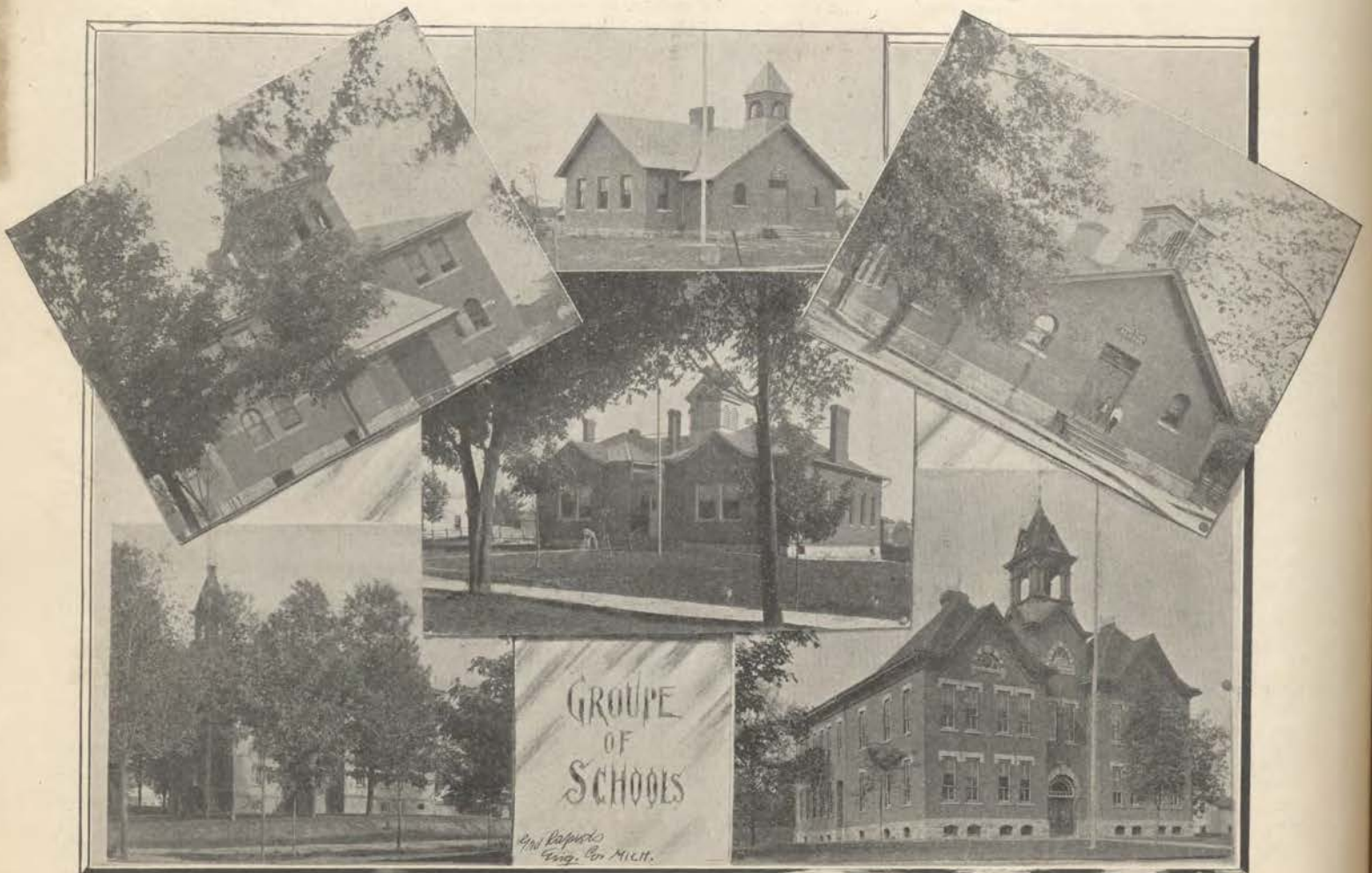
The aim of the church has always been, and still is, to stand for that which is best. They are indebted much to the people both of the community and of the whole city for sympathy and help, and they endeavor to pay that debt by consecrated earnestness and faithful service.

The Sabbath school, under the efficient superintendency of Mr. C. C. Wood, enrolls more than three hundred. It makes a specialty of home study of the Bible. No lesson helps are used, and the Bible is the only text book.

There is also a strong Endeavor society, with both a senior and junior department. The Ladies' Society is doing a good work and a Pilgrim Brotherhood is being organized for the men of the community. A large field of usefulness opens up before the Pilgrims, as they have the only church on the east side.

The present pastor, Rev. E. Sinclair Smith, has only been with them since the first of November, but he brings with him the same spirit of loyalty to Christ and zeal in His service which has characterized the work heretofore, and the outlook was never brighter nor more hopeful than at the present time.

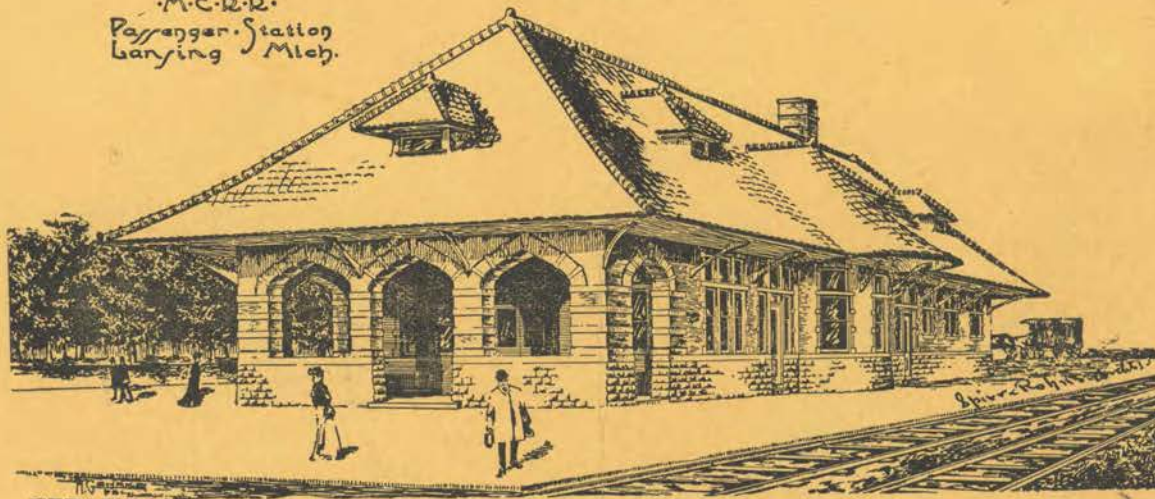
The three mottoes of the church—"The People's Home," "Here let no man be stranger," and "Remember Jesus Christ," indicates the policy of the church in the past, and are a pledge of its success in the future.





VIEWS OF LANSING

M.C.R.R.
 Passenger Station
 Lansing Mich.



NEW MICHIGAN CENTRAL DEPOT
 Occupied by the Michigan Central and Pere Marquette Railroads

The Pere Marquette Railway

Of the progress and improvement in every line of industry which the people of the United States have made in the past half century, in no particular branch has so great an advance been noted as in the matter of transportation, both of passengers and freight.

PERE MARQUETTE'S RISE.

From a number of scattered branch lines, the main business of which, at the beginning, was the carrying of logs and lumber, the Pere Marquette system has developed into a splendid modern railway, equipped with the latest improvements in motive power and rolling stock, and operating a fleet of steamships on Lake Michigan for the carrying of freight and passengers. In this fleet are four modern passenger

steamers with all the latest improved appliances for comfort and safety in marine travel.

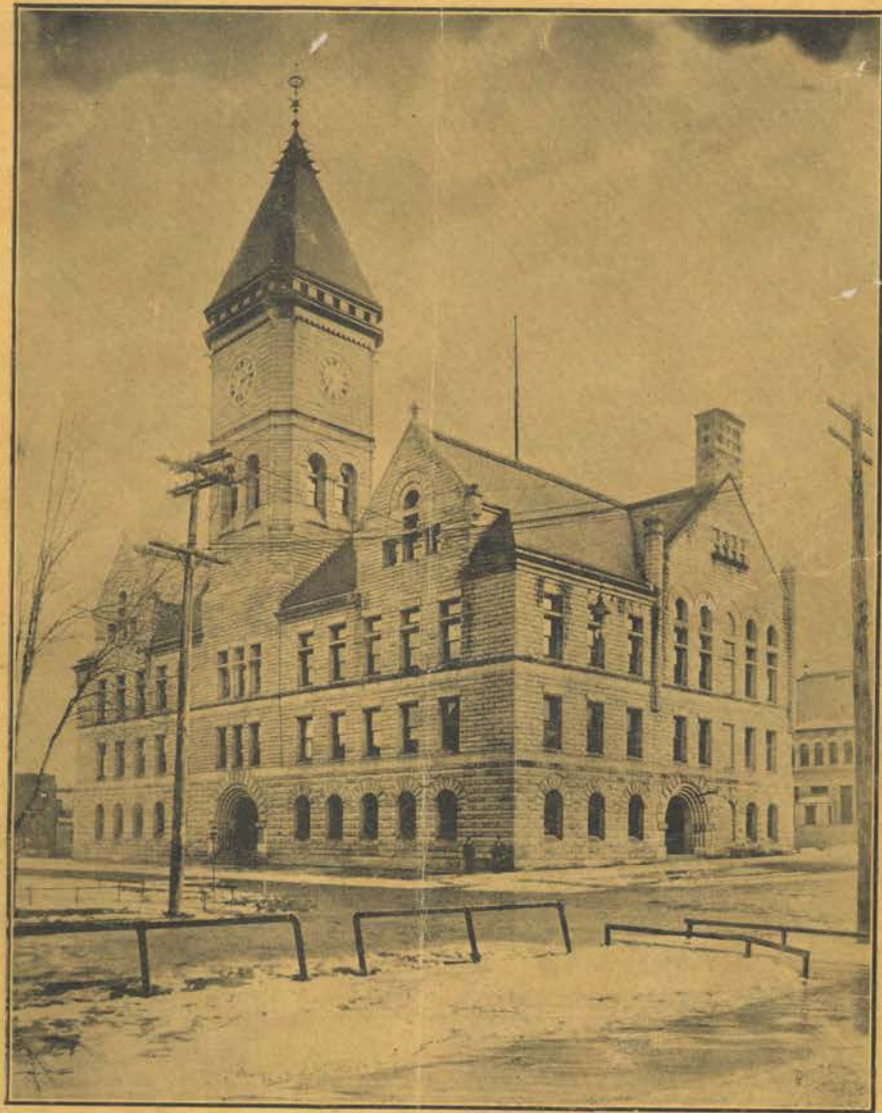
PALACES FOR PASSENGERS.

But while the freight business has increased at a wonderful rate, the passenger traffic has not fallen behind in the rate of increase, nor has this branch of the service been neglected, so far as new equipment and improvements are concerned. The company has recently put into service five new passenger cars of a type which the best roads in the country are copying. Two of these are handsome observation parlor cars, plainly but richly furnished in mahogany. Two others are modern coaches. The fifth is a parlor car, with a cafe in one end. The popularity of the Pere Marquette and its newly installed cafe car service needs but a trip to Grand Rapids or Saginaw to attest.

ROUTE TO SYLVAN REST.

Michigan is a great state, and in no other one thing is she greater than in the number of her summer homes, which the people of the cities have erected on the shores of her great lakes and streams. From St. Joseph to Harbor Springs the shore of Lake Michigan is dotted and all but covered with a succession of summer cottages and hotels. Tens of thousands of people from all sections of the United States go annually to some one or the other of these sylvan rest spots, and the Pere Marquette is the direct route to all of them.

Such is the evolution of the Pere Marquette. From the log and lumber roads of 25 years back, has risen the network of lines which make the map of Michigan look like a spider's web, and on which run trains as well equipped and modern as those of any great road in the country.



CITY HALL

Low

