IN COUNCIL BLUFFS

The Old Year Has Treated it More Kindly Than Other Cities.

BUSINESS IS SOLID AND PROSPEROUS

But Two Small Failures, and Light Loss to Creditors.

HAPPY OUTLOOK FOR THE NEW YEAR

Opinions of Leading Business Men on Past, Present and Future.

SOME OFFICIAL FACTS AND FIGURES

Healthy Increase in the City's Population and Building Improvements.

JOBBERS ARE ALL WELL SATISFIED

Her Record for the Year Just Ended is Unapproached in the Country—Numerous Advantages Told in Business-Like English.

The year 1894 has made a highly satisfactory record for Council Bluffs. Booms have been scarce all over the country, and this city is not disposed to grumble over the scarcity of the crop. Booms are too much like bombs—they are likely to explode and blow everything in the vicinity to kingdom come. Instead of climbing so high as to render a fall and a fracture of the neck among the probabilities, Council Bluffs has gone on in the even tenor of its way, with no commercial failures of any consequence, and hardly any financial embarrassment to blacken the memory of 1894. On the contrary, there was never a time in its history when the prospects were any brighter for the future than they are now. Numerous business plans are now in the process of incubation, and if there comes the revival in business circles throughout the nation that is naturally to be expected after so long a time spent in burrowing after bedrock, Council Bluffs can be looked for among the first cities of the country to get up and dust itself.

In discussing the past year and the outlook for the future, a representative of one of the leading commercial agencies of the country said yesterday: "During the year 1894 there have been no failures of any magnitude in Council Bluffs, and only two of any size. Both of these were groceries, and their combined liabilities were less than $5,000. No dry goods, hardware, nor boot and shoe merchants have failed. In view of the general failure in crops and financial depression, that is a record which will hardly be duplicated in any city of the size in the country. Merchants tell me that notwithstanding the hard times the holiday trade this year has been better than last. Among the additions in the commercial line, the Terminal bridge, which was thrown open to the public last spring, is by all odds the greatest. The expenditure of $5,000,000 that this bridge indicates was not made for fun. It prophecys great things for the city, and the men who own the stock will, in the course of a very short time, begin to show that they had a purpose in view.

"The McCormick Harvester company has concentrated its western business in Council Bluffs by moving all its great warehouses from Lincoln, Omaha and Des Moines. The warehouse built cost $60,000, and makes a big addition to the list of business houses to be found in the implement district. The Combination Fence works has been moved here from York, Neb., on account of the excellent shipping facilities, and will be enlarged as soon as spring opens. H. A. Rice has opened an excelsior factory near the Terminal company's bridge, and has been having a good trade. He is making arrangements by which he will secure the capital necessary to branch out his business in all directions.

"The Council Bluffs & Lake Manawa Railway compnay has been organized during the past year, with acapital stock of $25,000, and is laying its plans for the building of a road between Council Bluffs and the lake. It is composed mostly of Omaha men with plenty of means, and will carry on operations in conjunction with the Omaha & Council Bluffs Bridge company. When the new road is completed the Main street line will be made in reality the main line, all Omaha trains being run down that street instead of half of them going up Broadway, as they do now. The work of building the road will commence as soon as spring opens, so I am told, by one of the leading men of the company. Extensive improvements are projected at Manawa during the coming spring in view of the proposed new road.

"Altogether, the year has been a very successful one in Council Bluffs, and the outlook from an unprejudiced standpoint, is a most flattering one."

There are now 18.56 miles of paved streets in the city. Of this 2.37 miles are of granite, 4.59 of brick, and 11.58 of cedar block. The value of the pavements all told is estimated by the city engineer at $754,433. About one mile of new sewer has been laid during the year, making a total mileage of 22.62, valued at $123,000.

The prospect for good times in the future, particularly for owners of property in the western part of the city, is bettered by the recent developments in connection with the Omaha Bridge and Terminal company. The expenditure of several millions of dollars by this company appeared a year ago to have been done without any particular purpose. Comparatively little money was taken in the way of tolls, and to the curious public it seemed very much as though the company had overreached itself. Little by little during the last twelve months the plans have been shaping themselves, and the indications now are that before many months the company will be playing an important part in developing the business interests of the northwest part of the city.

Within the past few weeks the company has secured a right-of-way along Union avenue, and having accepted the ordinance granting it, announces its acceptance. This ordinance requires it to expend $75,000 in grading, laying tracks, and other like improvements. The completion of this track will enable the company to connect with almost every railroad company centering in Council Bluffs, and a powerful competitor of the Union Pacific will thus be put into the field. Among other things the Terminal people promise a union depot as soon as the railway companies can be induced by offers of trackage and depot facilities to use it. The Missouri Pacific has already determined to cross the river as a result of the Terminal people's plans, and energetic and prayerful efforts are being made to induce other companies to unite in the scheme.

The general feeling that something was going to happen caused quite a flurry in real estate in the northwestern part of the city throughout the year, and a large amount of property changed hands—not in such quantities at any one time as to create a boom, but enough to keep the real estate men hustling. From a compilation made by J. W. Squire it was found that during the six months from April to October there were 193 transfers, of a total valuation of more than $200,000, in that part of the city lying north of Broadway and west of the Northwestern tracks.

Unfortunately, no attempt has been made this year to enforce the law requiring the taking out of building permits, so that the record is very unsatisfactory. Only sixty-four property owners have taken the trouble voluntarily to comply with the law, and the sixty-four permits cover only $74,425. Had the city authorities enforced the law strictly a much better showing would have been made. A single firm of architects, as will appear in another part of this issue, has superintended the construction of over $75,000 worth of new buildings during the past twelve months in Council Bluffs alone, which is the best indication possible of the amount of public improvements that have been made by private property owners. It is to be hoped that during 1895 a stricter watch of this portion of the city business will be kept, in order that the showing may come nearer being a correct one.

Among the larger buildings that have been put up are the $5,000 business house of R. H. Mosier on Main street, near Story; the $5,000 dwelling of J. H. Peregoy on Second avenue, near Eighth street; the $3,000 dwelling of John M. Galvin on Seventh avenue, near Eighth street; the residence of L. A. Devine, in Platner's grove, costing $2,600, and the brick building erected on Fourth street by Van Brunt & Walte, at a cost of $3,500.

The opening of the Grand hotel is one of the things for which the people of Council Bluffs, as well as the traveling public generally, have reason to feel grateful. And that it should start out once more under the management of E. F. Clark is another ground for congratulation. The hotel has always been a paying institution, and even the fact of its being closed for a number of months, owing to an unfortunate quarrel with the owners of the property, was not sufficient to destroy the "good will" it had as the best hotel in Iowa. Ever since its reopening last September it has done a business that was a surprise even to the enterprising men who bought the property, and its success is a good indication of the general prosperity of the city.

The city schools, which a year ago were hampered by a lack of funds, owing to the neglect of the board to make an appropriation, have again obtained their accustomed prosperity. There are eighteen school buildings, with a total of ninety-six rooms, in which 3,300 young ideas are daily put through the principles of shooting. These buildings have a seating capacity of 4,822. The High school has shown the same gratifying increase in attendance this year that has marked its course for several years past. There have been 341 enrolled in the High school this year, an increase of seventy over the enrollment of 1893. The business course having been added to the curriculum is no doubt largely responsible for the increased interest among the young people.

Within the past few weeks it has been decided to let the schools branch out still more by having night sessions, from 7 to 9:30 o'clock, five nights in the week, for the benefit of those who have to work during the day. More than thirty have already signified their intention of joining the classes, which will meet for the first time at the Bloomer school Monday evening, January 7, 1895.

In the matter of fires Council Bluffs has been exceptionally fortunate. While other cities in this vicinity have been enjoying their $1,000,000 blazes this city has not had one where the loss has equaled $10,000. The fire department is in good shape, the apparatus is all that is needed and the water pressure is excellent. During the year the department has responded to eighty-three alarms, in which $200,000 worth of property was involved. The total loss has been $32,907, of which amount $26,052 was received by the owners from the insurance companies. The buildings visited by fire, with their contents, were covered by insurance to the amount of $90,800. A deluge set, at a cost of $200, and a repeater, costing $800, have been added to the equipment of the department in the last few months, and it is now thought to be able to cope with any fire that may occur.

By means of this repeater the efficiency of the department is increased so that it is now equal to that of any fire department in the country. Under the old system and its imperfections a fire was likely to get such a start while the alarm was being sent from one house to another that it would be impossible to prevent great loss. Now the old machinery, which was often out of order, has been supplanted by new, the alarms are transmitted automatically by an instrument which works with all the rapidity of lightning and all the sureness of death or the tax collector, and the department is able to fight its arch enemy at the drop of the hat.

Deputy County Clerk J. M. Fenlon has proved himself a valuable assistant to Sir Cupid in making connubially inclined young people happy—or otherwise. During the year he has issued licenses by which 994 hearts have acquired the legal right to beat as 497.

The mortality record, as usual, comes to the front as one of the things of which Council Bluffs can be proud, and proves it one of the healthiest places on the continent. During the whole twelve months only 242 people have shuffled off the mortal coil—about 1 out of every 150 inhabitants. Measles has succeeded in adding 394 to the list of contagious diseases, which numbers 554. Both measles and scarlet fever have had their usual inning. Both came in a very mild form and between them caused the death of just two victims.

There is no talk at present of dispensing with the city jail. There have been 1,371 persons put behind the bars for various offenses by the police and marshal's departments. Besides these 900 men, women and children to whom other hotels were closed on account of their financial depression have been given lodging over night.

THE PULSE BEATS OF TRADE.

The Bee Puts Its Fingers on the Arteries of Commerce and Records the Beats.

Interviews with the leading business men of Council Bluffs, after each has rounded up his year's work and had time to think of the future and study its portents, are the best means of arriving at an accurate estimate of the real situation. The confident tone that pervades all that is said in the following columns shows how well Council Bluffs has weathered the storm that has been so disastrous to many other cities. Such a showing and such strong expressions of confidence in the future would alone be sufficient to make 1895 a more prosperous year. But with the outlook that all see the future is indeed not at all discouraging.

AS SHOWN BY SHOES.

"I have been in the shoe business for many years, and came to Council Bluffs a year ago for the reason that I thought it was a phenomenally good retail point," said B. M. Duncan, the vigorous young merchant, who has built up such a magnificent business at the big shoe store formerly owned by F. H. Evans. "My experience during the past year has been sufficiently satisfactory to demonstrate the wisdom of my choice. I wanted to make $1,000,000, but wanted to make it off of 1,000,000 people. But the year has been a remarkable one in every respect. It opened up with the country in the throes of the greatest panic in its history, and this was followed by the inevitable stagnation caused by all kinds of business getting down to bedrock foundation. This would have made close and careful financiering necessary if there had been no other cause, but when this in turn was followed by the nearest approach to a crop failure we have known in this section in forty years and a complete failure in half of the adjoining states, it provided all that was necessary to try men's souls. The merchants that were able to stand the pressure were certainly the strongest ones, and the fact that our business men were able to tide over the disastrous year is the strongest proof that Council Bluffs has enjoyed a degree of prosperity that many other cities have not known. If the shoe business can be taken as an indication, mine at least will show up with the best years we have ever had. I have done a bigger business this year than was done by my predecessor in any previous year. This, of course, is accounted for by the fact that I have made prices closer the cost mark than ever. Buying for spot cash and in big orders from the manufacturers when money was of such pressing importance to them, I have gotten all the edge from them that could be given, and this has enabled me to put prices down to just about what some wholesale houses were jobbing them for. Thus my trade has had the newest and best goods at ordinary wholesale prices, and often in some of my special sales at prices far less than cost. I have learned that the people want the best goods for the least money, and I have given them goods at prices they could not find anywhere else in this country. Confidence begets confidence, and I believe the public has confidence enough in me to feel sure that when I advertise a bargain it has no string to it. I have never advertised a thing that I didn't have, nor a bargain that I was not prepared to give every one who called for it.

"As to the future, I have every confidence in it. Council Bluffs is as solid as the ground upon which it is built. Personally, I propose to make it a record breaker. I have no old stock on hand, and in a few days I will have a buyer in the eastern markets and get the best offerings at the factories for spot cash, and if I don't sell shoes cheaper than they were ever sold, and make Council Bluffs more than ever remarkable as a retail shoe point, then I will confess that I don't know my business. Thank the public for me, and say that I have something better than ever for the future."

INDICATED BY IMPLEMENTS.

"The very best barometer in the world to indicate the state of trade, especially in this western farming country, is farm implements," said C. W. McDonald, manager of the western branch of the Sandwich Manufacturing company. "Trade in implements indicates the condition of the farmers, who are more than ever the backbone of the country in times like these. The past year has undoubtedly been the worst they have known, the worst in forty years, but the farmers of Iowa and Nebraska are prosperous today, and while they have not the surplus of farm products they have had at the same season in other years, they have received better prices for what they sold, and except the few that are overloaded with debt they are in good financial shape. Our dealings with the retail implement men brings us into close touch with them, and we feel every throb. We were never more ready to pin our faith upon their future than now. To the farmers of Nebraska, especially, we want to say that we are going to stand by them with unfaltering fidelity, and that we are going to sell them more goods and on better terms than ever. The total volume of our business, barring sheller trade, averages up well with previous years. Slight curtailment in some lines was balanced by increased demand in others. Our hay press trade was away ahead of other years. Scarcity and high prices of hay called for the best methods of preparing it for market, and the Southwick baling machines won golden opinions in thousands of new fields, and established their pre-eminence over their most ambitious competitors on all important points, speed, compactness of work and low operating power. More steam balers were put out than ever before.

"No complaints, but only universal words of praise from all parts of our great territory, which extends over all Nebraska, western Iowa, southern Dakota and corners of Minnesota, Missouri and Colorado, show that the Sandwich goods are satisfactory standards everywhere.

"The outlook for the new year is very bright. The mild winter is enabling farmers to carry their stock through with light grain feeding. Hard times, like we have been having, will drive greater numbers of men into farming, and compel better farming, and better farming means the use of more of the Sandwich implements. So we part with the old year without regrets and welcome the new with plenty of confidence."

TESTED BY BUTCHER'S SCALES.

"I owe dame fortune nothing but thanks," said J. H. Pace, the leading butcher, who has been in the business continuously in Council Bluffs for sixteen years and who is about as prominent in the provision business as a governor is in politics. "The butcher business may not be the best thing to indicate the state of general trade, for people are bound to eat. They will not go hungry even if they are not rolling in prosperity, but if it indicates anything my business shows that the people of Council Bluffs have not suffered seriously in their incomes. Trade has not been just what we might have desired, for we have become so used to increasing each year in big ratios that when we strike a year that only permits us to clean up the satisfactory business of the previous year we are apt to think that we are not doing what we should do. To hold the great trade of last year I have had to pay close attention to details and supply the very best meats obtainable. The bulk of all my purchases have come from Hammond's, whose dressed meats you know are famous all over the world. My long experience has enabled me to pick the best, and my heavy trade, which includes some big steady contracts, like the D. and D., for instance, has called for large purchases and carload rates. I will not handle any but the best and my customers can depend upon it that any grade of butchers' products they get from me is the very best of that grade.

"I am thoroughly satisfied with the outlook for the new year, and my knowledge of the affairs of my fellow merchants convinces me that they are equally prosperous, and enables me to assure the world that Council Bluffs has a greater percentage of safe, strong and financially sound merchants than any other city I know of. With this belief and this enthusiasm I enter upon the work of the new year, confident that it will end prosperously with us all."

INDICATED BY ANOTHER BIG INDUSTRY

"With our fingers on the pulse of trade, whose arteries reach from the capital of Iowa to the Pacific coast, what's the reason we cannot tell you something about the general prosperity?" queried Mr. Carlisle, general manager for the Sharples Creamery company, one of the most prosperous of the many big branch houses that distinguish Council Bluffs from all other western cities. "We come into touch with the producing classes in a territory that covers more than half of the United States. Measured by our success the year has not been one of disasters. Our business indicates some things that are of real public interest, and the most prominent is the fact that the farmers and dairymen of all this western country are using their brains as well as other natural forces in their conflict with nature, and they are reaping benefits that were not dreamed of a few years ago. Improved modern dairy machinery on the farms has made the milk and butter business as profitable as the feeding lots, and thousands of farmers who have failed in other lines are now recovering through the assistance rendered by the faithful family cow. This new education that makes possible the finest butter on farm and in dairy has created a wonderful demand for dairy machinery, and that is just what the Sharples Creamery company is supplying. It has grown into a business that has reached a wonderful magnitude, and in the production of our machinery the best brain and skill of the day has been employed. The result is that the Sharples brand is the recognized standard of excellence everywhere. Our stock includes everything used about the dairy, cream separators, vats, churns, butter tubs, milk cans, butter workers, salt, color and cloth. Each article is the best of the character than can be produced, and the dairy products that result bring the highest prices in the markets of the world. The new year opens up with bright prospects, for the hard times will compel a closer attention to smaller details, and adirymen will realize more than ever the necessity of having the very best modern appliances, and that is the term that most fully describes the Sharpless Creamery company's articles.

The company occupies one of the largest rooms on the ground floor of the Merriam block, in the heart of the city, besides a large part of the basement. It is a hive of industry, surrounded by an air of piquant push that indicates confident prosperity in all directions.

BENNISON BROS.' ASSURANCES.

"This is our second year in Council Bluffs," said Mr. Frank Bennison, the energetic junior member of the thrifty dry goods firm in the Sapp block. "The first was up to our expectations, and this has exceeded our hopes in the middle of the season when the drouth prospects looked so bad for business of all kinds. Every month in the year, with a few exceptions, our trade has doubled the figures for the corresponding period of the previous season, and since September it has shown a most gratifying increase. We have been up to the times and have let people know that we were. We have taken that happy-go-lucky Irishman in Donnybrook Fair for our example in some respects, and whenever we saw a head we hit it good and plenty. Whenever we saw that the people wanted to be hit harder with more bargains we just got up and hit, and before they had time to get over the effects of the attack we have been ready to tempt them with still greater bargains. We have given especial attention to our cloak department, and there are hundreds of ladies who have realized the benefit. We have sold more goods at lower figures during the last months of the year than I have ever known in all my experience in the dry goods business.

"Council Bluffs is all right, and so is the future, and I am confident the coming year will be a prosperous one to us all. This season we will pay a greater amount of attention to the carpet business. More people have gone out of town to buy carpets in the past than have been led astray in the hunt for dry goods. This we are going to counteract by giving them prices that they cannot get anywhere else, and an assortment to pick from that will be large enough to meet all tastes and demands.

"Compliments of the season to our friends, with the assurances that Bennison Bros. will do their share toward making 1895 a year to be remembered."

THE M'CORMICK COMPANY CONFIDENT.

"Everybody knows that the trade for the past year has been attended by peculiar difficulties, owing to short crops," remarked W. G. Sawyer, manager of the Council Bluffs branch of the McCormick Harvesting Machine company, "but the McCormick company is not depressed thereby, believing fully in the adage that the darkest time is just before day and hoping for good crops next season. The consignment of machines for '95 will soon begin to arrive, as 200 cars have already been ordered, and every preparation is being made for an increased business. The company moved to Council Bluffs expecting to find it a very desirable point for distributing, and has not been disappointed in any way, as the facilities for promptly moving goods in any direction are of the best. This was demonstrated last year by the rapidity with which we were enabled to handle large shipments for Utah, Colorado, Wyoming, Nebraska, South and North Dakota, Minnesota and Iowa, and parts of Missouri. The company is here to stay, as is evidenced by its magnificent new warehouse, which is said to be the largest and most complete of any building of its class on the Missouri river, and which has a capacity of 350 carloads."

SOME BOSTON STORE IDEAS.

"I hardly know whether it is the New Year or the Fourth of July we are to celebrate and talk about," said Mr. A. Whitelaw, manager of the Boston store, the big dry goods establishment that has been such an important factor in the commercial life of Council Bluffs and the Missouri valley. "December has certainly been as pleasant as May, and we imagine that it has cut into our winter trade to some extent. But whether it has or not, we are very agreeably surprised to find that our holiday business has greatly exceeded that of last year. The entire year's trade, however, has not been fully what we counted upon, but as there are several million other merchants in the land who are in just the same fix, our grief is not unbearable. But has the year been such a bad one? It could certainly have been lots worse around the Boston store, and still not have been disastrous. But out of it all come some things that are extremely gratifying. Council Bluffs people have learned more than ever that they can get bargains every day in the year at home, and we have kept less trade from going abroad to gratify its whims. More people out of town have learned the same valuable lesson, and we have drawn thousands of dollars of gilt-edged trade to Council Bluffs, which has benefited other merchants as well as ourselves. We can do business here at less expense than it can be done in any city that I am familiar with, and buying goods as we do for four of the largest stores in the United States, with a resident buyer right at the fountain head of the New York markets every day in the year, we get as great advantages as can be given by factories, jobbers and importers. Then we lay these goods down here in car lots and reduce the costs again, and when all this is added to extraordinarily light expense in doing business, you can readily account for the many great bargains that have lured the dollar from its hiding place and people from their homes miles away. We have used The Bee and other newspapers liberally to let the world know what we had for it, and if other commercial houses had done so to the same extent we would have had still greater success. This is the first year for the new firm, Fowler, Dick & Walker. We are not here to try an experiment, but are here to stay and grow with each year. We have the capital, the goods, the opportunity and the determination, and will make use of all of them for the upbuilding of Council Bluffs and its dry goods trade.

"The outlook for the new year in the dry goods trade is very flattering, and is, in my opinion, the brightest we have ever known. The woolen tariff schedules take effect tomorrow, and these will give us great advantages in carrying out our central idea of being the promoters of low prices. Give our heartiest compliments to all of our friends and patrons and tell them to just keep their eyes on the Boston store during 1895."

A PRODIGIOUS GROWTH.

"If you want to measure the prosperity of Council Bluffs during 1894 by the growth and prosperity of the United States Masonic Benevolent association and the Guaranty Fund Life association, you can just epitomize it in a few sentences that will best express success," said Mr. W. J. Jameson, secretary of both associations. "You can safely do it for we have made a prodigious growth, even compared with our best years. And when you take into consideration the general depression in business affairs, our success is still more strongly marked. During the year we have written over $6,000,000 of new business, about equally divided between the two associations, and we have increased our guaranty funds and assets accordingly.

"The growth and ability to pay are the best indications of success. In the United States Masonic we have paid $49,000 of death losses from interest and surplus, saving the policy holders just that much cold cash during the year 1894, and we have distributed $213,750.00 to the widows and orphans of deceased members.

"Our plan for the two associations is to build up strong and safe organizations of carefully selected risks; to collect funds from surviving members, in proportion to age at time of joining, to pay death claims promptly. Each association has created a reserve fund which is constantly increasing, and which affords a financial standing which cannot be questioned, and places the association in a position to meet any emergency. These funds are under the supervision of the insurance department of the state, and the interest is applied to the payment of death losses. Old and new members alike participate in the benefits of this safeguard against excessive mortality, which also obviates the necessity of advancing the rate as age increases.

"The results of our business for 1894 are highly satisfactory to both the members and the management. The favor we most desire for the new year is the careful investigation of our plans, for we know that the closer and more intelligently they are examined the better will be the result for us. The outlook for the new year is brighter than ever before in the history of our associations. With our substantial corps of agents throughout the United States, Council Bluffs can well be proud of two such associations, which are today in the front ranks of the insurance world."

BRIGHT DRUGGIST'S OPINION.

"The past year has tried us all thoroughly and made great hustlers of the most of us," said George S. Davis, one of the brightest of the successful young merchants of the city. "I'm not a sage nor a seer, but somehow I got the impression before the new year got old enough to look out for itself that it was going to be a year that would make us all scratch, and I made an extra effort to meet all the requirements of the public in a first-class drug store. The result has been that I have little cause for complaint and few regrets to express. My year's balance shows that 1894 has been the biggest year I have had since engaging in business. I have increased my stock with the increase of trade, and among other things have added glass to my paint and oil stock, under the supervision of Mr. Adams. In this department we will be able to meet all the demands of builders and contractors, and give prices that will satisfy them. What do I think of the coming year? Just say that I have not got the dyspepsia, but have all the standard remedies to cure it, and that I'm going to do a better business than ever in 1895. I wish all my many customers a Happy New Year."

HERE'S "VIOLETS FOR THOUGHT."

"I have been too busy to hear much of hard times," said J. F. Wilcox, the vigorous young man who has built up a florist, fruit and vegetable business beyond the comprehension of the general public. "It has been more than a busy year with me—it has been a highly prosperous one. I have had from sixty to 125 men employed constantly all the year, and in the busiest seasons as high as 150. I have grown, too, and have added to my floricultural establishment four new houses, three of them 20x100 and one 20x150, and a new packing shed 150 feet long and wide enough to drive a team through, giving me room to haul in potting earth and greatly expediting packing and shipping. I have about 300,000 square feet of glass, which I can say without boasting is more than any other establishment in the west possesses, not even Chicago. I have altogether five places and about 200 acres of land under cultivation. It requires ten steam boilers to furnish the necessary heat in the hot houses. I certainly have every confidence in the future, and expect to go right along increasing the investment and the output." Mr. Wilcox is too modest to speak fully of the wonderful business he has created, and which has reached a magnitude that places it by the side of the largest commercial interests of the city. The capital required is sufficient to run a national bank. The enterprise and the brainy young man who has created it are of more than ordinary interest to the public, as furnishing the most striking example of the possibilities that are buried in the hills around Council Bluffs. He supplies the bulk of the flowers at home and in neighboring cities, and the winter vegetables that form the exotics of your New Year's dinner today were grown in the tropical climate of his hothouses. He came to Council Bluffs not many years ago, an unknown and almost penniless boy, but he stepped quickly and lightly over obstacles and turned nature's frowns into approving smiles. He is bending his aggressive and practical energy to the fruit culture business and is making the same characteristic success of it that has followed all his other efforts.

SOME HIGHLY POLISHED OPINIONS.

"If the laundry business is to be taken as an indication of what the year has been generally, Council Bluffs has suffered no curtailment of her usual prosperity," were almost the identical words uttered by both F. J. Duerr and S. F. Henry, managers of the Eagle and the Evans, that have brought an immense territory into tribute to Council Bluffs. Mr. Henry, continuing in reference to his own big plant, said: "I am more than pleased with the total results of the year's business. With the close of last year, when the prospects looked so dark for all kinds of business, I felt that my most sanguine expectations would be realized if we were able to hold our own during '94, but when I find that my business has increased far beyond the proportions attained during the previous year, and learn from Mr. Duerr that his has sustained the same remarkable growth, I am forced to the conclusion that the people are a great deal more cleanly than they used to be or that they are more prosperous and have more money to spend. The facts are the laundry business has grown to the proportions of other large manufacturing industries, to a point where it requires brains and capital to handle." "Yes," said Mr. Duerr of the Eagle, "we have a great deal more than held our own during the year, and have grown in the most satisfactory manner. To meet the requirements Mr. Henry has had to make extensive additions to his plant and we have had to increase ours to nearly double its capacity of a year ago. The Eagle was the youngest, and, of course, had the most room to grow. The whole result is that at the present time Council Bluffs has the most modern laundry plants to be found in any of the big cities, and of a capacity to meet all demands of the trade in a very extensive territory. As an indication of this fact, one day last week we received by express a consignment of 200 shirts from Sioux City. They went through with the regular day's work and created no ripple. Then the good Lord vouchsafed us a special blessing during the year in the shape of an inexhaustible spring that we struck a few feet beneath the surface in our washroom, and which we have piped down to a distance of seventy-five feet, and which gives us an unlimited supply of the clearest pure water, just like the Mynster springs water. With the new year we put on extra wagons to handle our local trade and make the quick deliveries so necessary for the good nature of our patrons.

"The outlook for the new year," said Mr. Henry, "seems to me to be very bright, and I am confident that the laundries of Council Bluffs will be no small factor in its general prosperity during 1895. People generally do not have a full and correct idea of the magnitude of our laundries, that give employment to nearly 100 people at good wages every working day in the year, and to enable them to comprehend it more fully I have issued a general public invitation to visitors and set apart Wednesday and Thursday afternoons as reception days, when visitors will be shown through all departments, and the almost humanly intelligent machinery be explained to them. They will see what a modern laundry is, and that it is the means of preserving and not destroying all kinds of wash goods. Our express package business has grown wonderfully and we now cover all of western Iowa and eastern Nebraska. People living 100 miles away can have their work done just as promtly and just as cheaply as if they lived within sight of the marvelous machinery that does it. We have added two new wagons to our local delivery force to make sure the quickest possible delivery. In a laundry water is the great desideratum, and, in addition to an elaborate filtering process that renders the city water as limpid as a mountain spring, I have a piped well in the basement that gives an unlimited supply of pure artesian water, which is used when the river supply is unusually unruly in the spring floods.

"Give our compliments to the public and assure the people that Council Bluffs will have more than ever reason to be proud of her big laundries during the coming year."

GOOD INSURANCE YEAR.

"Premiums received about $70,000, losses paid a little less than $30,000—there is a concise and condensed statement of what the year has done for us," said J. Q. Anderson, secretary of the Council Bluffs Insurance company, the strong old company that has spread its protecting wings over the homes of so many citizens of Council Bluffs and Iowa during the many years it has stood between them and the fire fiend. "During the last four months of the year our losses were almost nothing. The result is much better than we could have anticipated, with the heavy disasters of June, July and August, which time the unpaid losses were $14,000, while today the losses unpaid are less than $1,400, which includes all contested claims. Isn't that a record to be proud of. With the business of the year closed up the fact is brought out with very pleasing prominence that the Council Bluffs was never in a better condition than at this time. The company has been phenominally fortunate in escaping losses for the past four months. When we have every reason to expect losses aggregating not less than $6,000 for the four months we find that they do not exceed $600. Thus the company will start upon its fifteenth year with more vigor than ever. Another thing that is particularly gratifying to us is the fact that western people are evincing a stronger determination than ever to patronize home institutions. They realize that, with other things being equal, it is better to keep their money at home, and while getting the best protection for their property, on the most advantageous terms, help themselves by strengthening their home company. It has been a provident and profitable year for us, and our confidence in the future is unalterable."

SOME DYE WORKS FACTS.

"The Council Bluffs Steam Dye works has been a busy place night and day since the first of last January, and I have nothing to say about hard times," said C. A. Machan, the energetic founder and owner of the widely known steam dye works at 1013 Broadway. "I have increased my force constantly, and have had all that I could do. I have drawn work for many miles around, country merchants, with faded and shopeworn goods, ladies with dresses that would have been discarded as spoiled a few years ago, have sent their goods to me and had them returned as bright new fabrics. Our ability to do the highest grade work is the secret of our success. The new year will be busier than ever, and will find me better able to meet all demands of patrons."

SAFE REAL ESTATE MAN.

First and foremost in the real estate business is E. H. Odell, manager of Odell's Real Estate exchange. For eighteen years he has been actively engaged in handling real estate in Council Bluffs and Omaha, and no one is better posted as to values of realty than Mr. Odell. Business entrusted to his care receives prompt and courteous attention. Address No. 7, Baldwin block.

MANHATTAN BEACH WILL BE IN IT.

"Manhattan beach will be in it in great shape this year," said E. H. Odell of the Beach Improvement company. "People will not know the place when they see it again next summer. They will find a new $7,000 pavilion, a forty-acre park, with the beach extending all along its water front, and every new thing in the way of novelties to please the patrons of a first-class watering place and summer resort. We will make some large investments, and make them intelligently, and make Lake Manawa what it should be, the popular pleasure resort in this part of the country."

WHAT THE SEED BUSINESS SHOWS.

"Every year brings its important changes in the vicissitudes of life," said C. G. Ouren of the Shugart & Ouren Seed company. "In no instance is this change more noticeable than in the seed trade. Although our trade is not so much affected by hard times, caused by monetary fluctuations and other causes, as other kinds of business, yet we feel the depressions the same as others. However, the year has been all right with us. It has been the best year we have had. This activity in the seed business indicates a thrifty condition of the gardeners and farmers, and their determination to get the best results from cultivating the soil by using the highest grade of seeds. The drouth affected the results greatly this year, but we have found invariably that where our seeds were used the best results followed. We do a wholesale and retail business in field, flower and garden seeds. We have taken especial pains for

(Continued on Seventh Page.)

NEWS FROM COUNCIL BLUFFS

Supervisors Decide to Pay Shea & Galvin's Claims and Avoid Further Trouble.

CLAIMS TO BE PAID IN INSTALLMENTS

End of a Series of Suits Based on an Error of the Board in Levying a Tax in Excess of the Rate Allowed by Law.

The board of supervisors held a special adjourned session yesterday, at which the proposition of Shea & Galvin for a settlement of the claims held by them against the county was accepted. These claims arose out of an error of the county board in the years 1888, 1889 and 1890, in levying a county tax of 2 mills in excess of the amount allowed by law. Shea & Galvin discovered the error last year and bought up the claims of property owners, aggregating about $21,000. They made overtures to the county board for a settlement, but failing in this, brought suits in the district and superior courts. They received judgments in all five of their suits. They then presented a proposition for a settlement, in which they agreed to take the $21,000 in warrants, payable one-half in one year and the other half in two, bearing interest at 6 per cent. This proposition was discussed at the meeting yesterday, and it was decided that rather than spend any more money in litigation, as the county clearly had no defense, the terms should be agreed to. One of the stipulations contained in the agreement is that Shea & Galvin shall bring no more suits of this nature against the county.

The question of granting a right of way to the Council Bluffs & Lake Manawa Electric Railway company was laid over until the regular meeting on the first Monday in January.

A Happy New Year.

Boston store will be closed all day.

Domestic soap breaks hard water.

Sheridan Coal.

This new coal from Wyoming for sale only by H. A. Cox, 37 Main street. Telephone 48. Ask for circulars.

Too Late to Talk with Him.

The father of A. A. Truesdale, who suicided, arrived in the city yesterday morning from Fremont and made arrangements to take the remains of the young man home with him on the evening train. He stated that he believed his son had been more or less insane for a year or more, and was of unsound mind when the tragedy occurred. Mrs. Truesdale, who separated from her husband about a year ago, was in the city Sunday afternoon, as stated in yesterday's Bee, and talked with her husband for some time. When going home she said she would not come back to live with him until he could find the means to support her. She returned to her home in Omaha, but apparently thought better of what she had said. In a short time after reaching Omaha she made up her mind that she would come back and see him again and talk the matter over more fully. When she arrived at the house of Mr. Collins she walked in without knocking. The light in the front parlor, where the body of her dead husband lay, had gone out, and the members of the family were sitting in the back parlor. She walked through the front parlor without knowing that her husband had committed suicide, or that the remains lay there. When she was told of the horrible thing that had occurred she was taken with violent hysteria, and for a time was completely prostrated.

A Happy New Year.

Boston store will be closed all day.

Davis sells drugs, paints and glass cheap.

Washerwomen use Domestic soap.

Try Eagle laundry, 724 Broadway, for good work. Our medium gloss finish can't be beat, but we do strictly hand work, domestic finish, when preferred. Telephone 157.

Marriage Licenses.

The following marriage licenses were issued by the county clerk yesterday:

Name and address.	Age.
Albert A. Adams, Pottawattamie county	23
Mary A. Barlow, Pottawattamie county	22
G. W. Partridge, Pottawattamie county	26
Annie Walter, Pottawattamie county	26
Allen H. Sutherland, Quick, Ia	35
Jennie Crumbaugh, Quick, Ia	35
Harry O. Smith, Council Bluffs	27
Ada Smith, Council Bluffs	26

A Happy New Year.

Boston store will be closed all day.

The laundries use Domestic soap.

Personal Paragraphs.

B. G. Baird is to be the new deputy county clerk.

Theodore Rohlfs of Avoca was in the city yesterday.

Ben A. Frye, representing W. A. Maurer in Colorado, is in the city.

William and Frank Stageman are visiting their parents in Garner township.

Sheriff Job Card of Atlantic was in the city yesterday on official business.

O. P. McKesson, who has been very ill for the past month, is reported improving.

Dr. Thomas Jeffries is reported lying at the point of death at his home on Fletcher avenue.

Misses Belle and Bessie Harkness left last evening for a visit with friends in Minneapolis, Minn.

C. E. Taylor and wife returned home, after spending Christmas with Mr. E. L. Davis and wife of Ossawattamie, Kan.

B. G. Auld, the new member of the Board of County Supervisors, was in the city, attending his first meeting of the board.

A. F. Randall, who was visiting with his sister, Mrs. H. I. Forsyth, returned yesterday to Chicago to resume his studies in dentistry.

Mrs. Mary B. Maynard, who spent the last two years in Colorado, returned yesterday, and is the guest of her son, C. M. Maynard, 27 North First street.

Gas cooking stoves for rent and for sale at Gas Co.'s office.

20 per cent discount on all trimmed hats at Mrs. Ragsdale's.

Domestic soap outlasts cheap soap.

Bouricius' music house has few expenses; high grade pianos are sold reasonably. 116 Stutsman street.

Minor Mention.

Grand hotel, Council Bluffs, reopened Oct. 1.

Mayne Real Estate agency, 539 Broadway.

Ground oil cake $1.30 hhd. at Morgan & Co.'s drug store, 134 Broadway.

A series of meetings will be held in the East Presbyterian church, commencing January 15.

The Daughters of Rebecca held a watch meeting and social last evening in the Odd Fellows hall.

Gray Davis, aged 1 year and 6 months, is reported sick with the diphtheria at 1420 Third avenue.

Mr. and Mrs. E. Thornton celebrated the fifty-second anniversary of their marriage Saturday night at their home, 400 First street.

The fire department was called out yesterday afternoon by an alarm of fire from Oakland avenue near Avenue E. It was caused by a brush fire started by some small boys. No damage.

The Anglo-American Mortgage and Trust company has commenced a suit for $18,576 against the firm of Burnham & Tulleys. The claim is based on transactions in a deal of several years ago.

Ed Archer, a Union Pacific employe living at 1726 Second avenue, who had been confined to his bed for many months past, was taken to Omaha yesterday to have an operation performed on the injured arm which has caused him so much trouble.

A meeting of the Pottawattamie County Bar association is called for Wednesday morning at 9:30 o'clock at the district court room, for the purpose of making arrangements to attend the funeral of Mrs. Amelia Bloomer. D. C. Bloomer, the husband of the deceased, is president of the association.

Judge Macy sent Judge Smith instructions yesterday to overrule the motion of the Omaha & Council B