

was as nothing when the United States government began using him in the West as a beast of burden. His ability to withstand heat, to undergo extremely hard and continued labor, and his great strength, made him popular with the war department, and soon his presence began to be noted in the North and East, although as yet he is not common there. The war with Spain brought the mule into world-wide prominence, especially as several army wagons, drawn by government mules, of the stubborn Mississippi variety, captured a whole regiment of Spanish soldiers merely by trying to run away from

greater than the trade of any previous year. And prices reached the topnotch, creating a new record.

The present year, however, has already broken the record made during the Boer war, and local dealers are eminently satisfied with the manner in which the trade is growing. While there have been times when for several weeks at a stretch business would die out, as a whole there has never been such a prosperous year in the business, and never have prices been so high. Formerly mules of the freight grade could be purchased for \$135 or \$140. Now these same mules cannot be had except at from \$175 to \$225. It is a common saying among users of the mule that a good mule cannot be bought for less than \$200. Cotton mules, which could have been bought for \$40 several years ago, are now sold every day for \$135. Some days sales have been made of this grade at prices even higher.

Mules do not occupy all the attention of the local dealers in live stock, however. Memphis is really one of the largest markets for horses, and in this line of trade her business has been constantly growing for many years past.

During the past few years this trade has been particularly active in horses for family use. The riding and driving horse, the trotter, the pacer, the saddle horse, the buggy horse, all have been in great demand, and for a very good reason. The people of Memphis, and the residents of all this vast section of the country, have been prosperous the past few years and have reached that point where they can afford the one-time luxury of a horse.

Memphis ships large quantities of horses all over the country, and the trade is rapidly increasing. Prices are higher than heretofore, but not higher than warranted by the demand. The stock is of the best, as a rule, and the horses themselves attract trade this way. It was estimated a few days ago that the trade in mules amounts to upwards of \$3,000,000



Memphis Shoe Factory.

a battlefield. The noise and clatter of the mules scared the Spaniards, who ran into the American camp and surrendered.

This record was so firmly established by the mule that when the British finally decided to crush the Boer rebellion in South Africa they decided the trouble could not be abated without the assistance of the American mule. Thousands and thousands of these animals were purchased in Memphis by agents of the British government, and were shipped to New Orleans and Galveston for export to South Africa. The British wanted the very best grade of mules that could be found, they wanted them in large numbers and they wanted them at once. As a result, the trade of 1902 reached stupendous proportions, far

each year, while that in horses is nearly as much more.

A glance at the following figures compiled from the Post Office shows plainly that the business of Memphis has more than doubled in the last nine years:

	Receipts.	Expenses.	Ratio.
1895	\$152,030.57	\$59,255.04	.3900
1896	165,106.45	63,656.51	.3900
1897	179,052.03	63,967.56	.3570
1898	192,403.88	72,278.46	.3750
1899	207,209.92	74,674.31	.3600
1900	229,906.82	76,815.45	.3340
1901	247,292.94	84,277.16	.3480
1902	273,291.49	92,224.79	.3367
1903	319,263.24	102,502.63	.3210

There is more building going on in Memphis today than at any previous time during her history. Real estate values have now gone slightly beyond the original 100 per cent and are increasing slowly and steadily with a continued demand, and a brighter prospect for the future of the city. As a rule people living at a distance have a much better opinion of Memphis as a business center than our home people. This is evidenced by the numerous inquiries daily received from moneyed men from all over the country, nor do these inquiries come exclusively from points in the United States, but from Paris, Berlin and London as well. A great many people in Memphis have yet to know that their city is one of the best advertised and best known centers of commerce in the United States. Her steady rise in real estate values and the enterprise and progressiveness of her business men have reached out beyond the confines of our own country. Inquiries are continually being made by capitalists who are looking for investments in Memphis real estate.

The exact geographical location of Memphis is north latitude 35 degrees 3 minutes, and west longitude 90 degrees 3 minutes. The elevation above the sea, 272 feet.

The annual precipitation is 50.82, and it is distributed as follows: January, 5.45; February, 4.88; March, 5.67; April, 5.02;

May, 4.26; June, 4.55; July, 3.28; August, 3.41; September, 3.08; October, 2.65; November, 4.54; December, 4.03.

The mean annual temperature is 62 degrees, and by months: January, 41; February, 44; March, 52; April, 62; May, 71; June, 78; July, 81; August, 80; September, 73; October, 63; November, 51; December, 44.

The highest daily normal temperature, 83 degrees; lowest daily normal temperature, 38 degrees. Sub-zero temperatures are very rare.

Memphis is a healthy town, one of the most fortunate in this respect in the world. According to recent statistics she has the second lowest death rate of any city in the United States. This phase of the city life is clearly and forcibly shown in a statement prepared recently by Dr. Heber Jones, president of the board of health.

The 1902 death rate is as follows:

Whites, per thousand	13.10
Whites, per thousand, (citizens only)	9.03
Colored, per thousand	20.26
Colored, per thousand (citizens only)	16.72

Total, per thousand (citizens only). 12.75

The death rate has been steadily decreasing for the past five years. In 1898, it was 22.17 per thousand. In 1902, 16.32 per thousand. This compares favorably with any city in the world, and such a low rate cannot exist except under very favorable conditions. Favorable conditions are:

First—Pure artesian water—as pure water as that supplied to any city in the world.

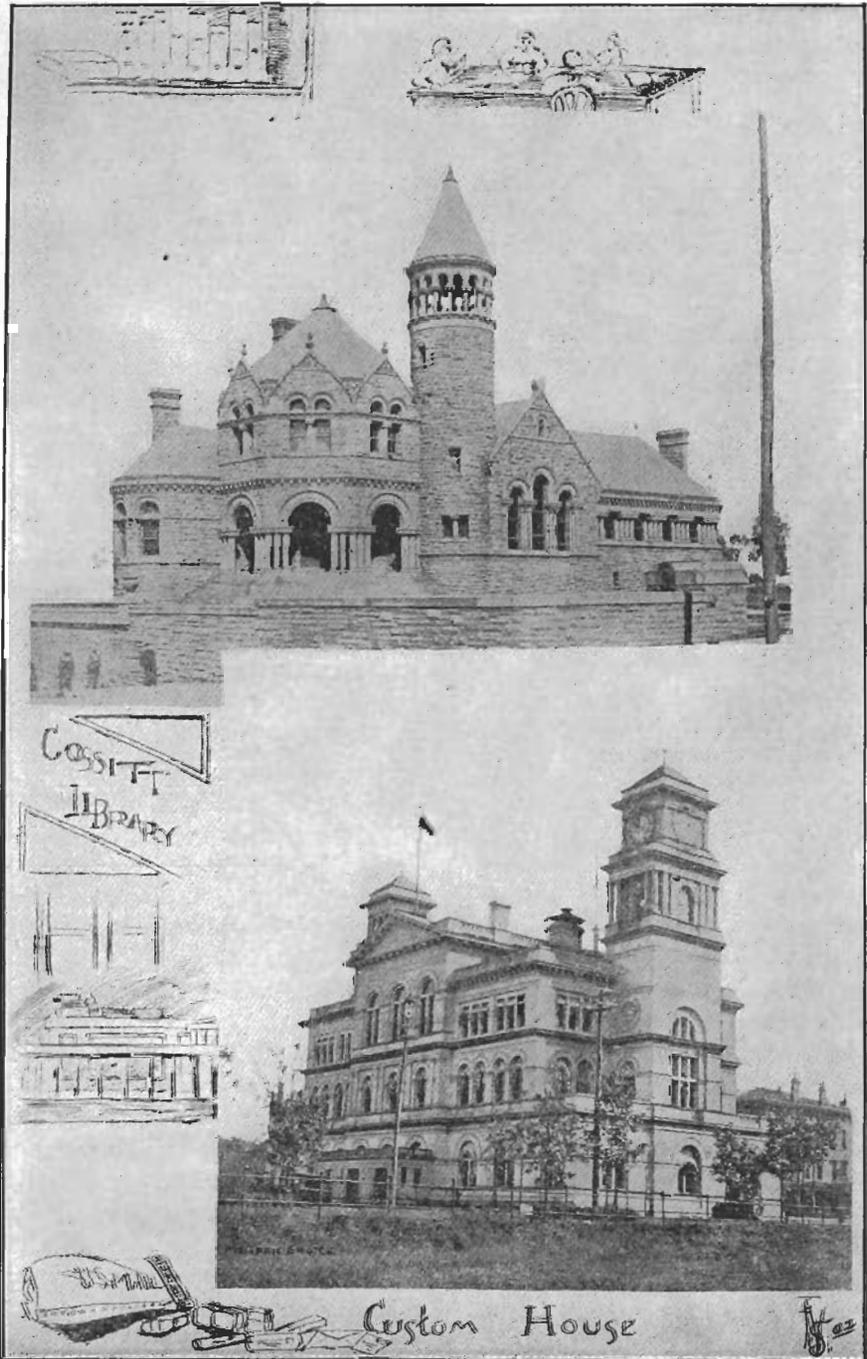
Second—The “separate” sewer system, a large portion of which has been built during the last four years, and is, unquestionably, as sanitary as can be found in the world.

In the one matter of sporting Memphis unquestionably takes the lead over all other cities of the South, with the possible exception of New Orleans. Even the exception of this one great city is a question

of doubtful proportions, notwithstanding the fact that the Crescent City gives support to racing during a hundred and ten days' meeting.

Memphis lays claim to the greatest, fastest and prettiest trotting race track in all

the country; and to this one mile of soil is credited more world's records for horses of the trotting and pacing classes than any one other track in America, Europe or the rest of the world. This track, owned by the Memphis Trotting Association, is the



pride of the local race followers. And right well may it be, too, for it has all that one may want to attract except many years of age.

Memphis also boasts of a track for thoroughbreds. This track, situated at Montgomery Park, is one of the best in the country for racing at the time of the spring when dates may be obtained by any association in this part of the West. It also has qualities which make it ideal for the passing of winters and the beginning of the spring season of training. In this respect it outclasses all tracks in the West, East or on the Pacific coast, and is being more and more recognized as the proper place for wintering by horsemen of prudence and sharpened judgment.

Thus supporting two fine race tracks, one race meet for thoroughbreds and another for trotters and pacers, Memphis has much to think of in the sporting line. Yet the interest of Memphians is not altogether centered in racing of horses. The residents give much of their time to baseball, boating, golf, shooting and other sporting attractions. Among the gun enthusiasts of the city are some of the most prominent shooters in the entire South and the shoots pulled off here are interesting in the extreme, being patronized by the best marksmen of the United States.

The track of the Memphis Trotting Association was built through the efforts of C. K. G. Billings, one of the most enthusiastic followers of the trotters and pacers in this country and a millionaire with considerable holdings in Memphis. The track was built by Seth Griffin, the most expert trotting track builder in all the world.

When the stranger asks a Memphian what kind of water is used here for the general city supply, he is told artesian. This much every citizen of Memphis is aware and nearly every stranger that comes within the gates of the city, but the full meaning of the word is rarely appreciated by any. In other words, there are few save those who have looked the matter up that know it to be a fact that Mem-

phis has one of the finest waterworks systems in the United States, that the purity of the supply is beyond question and the life of the same is practically limitless.

Since 1887, when Memphis switched from the Wolf river supply to that of the pure product of artesian wells, the health of the city has been improved in a way that is hardly credible. With the advent of an abundance of pure water came more sewers and the old sewers were made twice as effective. By degrees the old wells and cisterns that were formerly used by the Memphis resident in preference to the doubtful and muddy product of the Wolf river plant of 1870, were done away with till there are few of them in the city today. Every one has come to realize the value and purity of artesian water and the fact that it is a boon. At present the city is supplied from sixty 8 and 10-inch steel tube deep wells, averaging 350 feet in depth and the pumping plant consists of three high duty compound condensing Worthington pumping engines, one of which is kept constantly in reserve. The capacity of these pumps is 10,000,000 gallons daily. Besides this there is an auxiliary plant located in the extreme southern end of the city that was installed last year at a cost of \$20,000, and in Ft. Pickering there is a water tower that acts as a safety valve for the mains and balances the water pressure.

Madge—Why does she at last own up that they are in love?

Majorie—She had to. They sat on the sand yesterday, and never noticed the tide coming in until they were drenched.

Stella—There goes Totty Footlights in the automobile Charlie gave her. She acts as if she had been used to one all her life.

Belle—I guess it's heredity. Her father used to run a steam roller.

"Wonder why she lifts her skirts so high while passing over the crossing?" "Oh, it's no wonder! I can see two good reasons."

SILK CULTURE IN TEXAS.

There appears to be no end to the resourcefulness of Texas, and this fact is becoming accentuated by the results of the policy of diversification of crops and to a general experimenting, proceeding from that policy. The Agricultural Department at Washington has for many years been endeavoring to encourage silk culture in this country. Though enormous quantities of silk are consumed in America, not a strand of it is raised here, and hence the money expended for it goes to France, Italy, China and Japan. From the fact that silk has been known to Europe since the days when the Caesars ruled, having been brought there from China and India, and from a knowledge of its value, it would be supposed that its culture was impossible in this country, or it would long ago have been engaged in. But it has been shown that it can be produced in certain parts of the United States as cheaply and with as little labor as in any part of the world. More than this, expert examination into the industry shows that silk can be produced in some of the Southern States, and notably in Texas, with less embarrassments, perhaps, than in almost any part of the world. The food of the worm is the white mulberry tree, and the cultivation of this tree is a prerequisite to the culture. In a more northern climate than that of Texas, the leaves of the tree come forth later and die earlier than in Texas. Hence the season of the worm is longer in this State than in latitudes farther north, and it is supposed that a silk colony can produce more silk here on account of the length of the working season. But whether or not this is true, the advantage this State and a few other Southern States possess in this industry, is the presence of the bois d'arc, or osage orange tree. The worms thrive on its foliage. The tree puts forth its leaves early in the spring, it is hardy and is never affected by climatic changes as are the less hardy mulberry trees. The failure of the American people

to engage in this industry is due to the fact that it has been found to be profitable only when it is conducted on a small scale. In those European countries where the business is actively engaged in, the girls and housewives depend on it almost wholly for their small money. In some districts there are silk reeling establishments to which the families carry their cocoons, which they raise in their homes. Here and there large areas are devoted to the mulberry tree and silk culture, but as a rule it is engaged in by only the females of the family. Being what may be termed a small business, it has never obtained footing in this country, for the American desires to do all sorts of business on a large scale or not do it at all. As has been stated, the Agricultural Department has been endeavoring for a long time to excite an interest in this industry. It has issued pamphlets containing instructions as to hatching and care of the worms and as to everything pertaining to the production of silk. It has sent free of cost the eggs of the worms to all persons who desire them, and lately has offered to market all the cocoons or raw silk produced by those who have entered into the industry through pleasure or for profit. And the result is that it is receiving several hundred pounds of cocoons every month, which it sells without charge for the person producing it. The reports of this department show that from twenty to thirty pounds of cocoons can be easily produced by a small colony of worms in two months, which will yield from \$25 to \$30, an amount which would come pleasantly to any farmer's wife or daughter. The care is not so great, and the labor small. With the bois d'arc tree in nearly every nook and corner of the State, this industry ought to grow till in time Texas should take her place as a great silk-producing State. It is presumed that the suggestion will be ridiculed. The suggestion of a policy of a diversity of crops was ridiculed.