

lith columns by cutting them to resemble superimposed blocks. A very remarkable building also is the new Chamber of Commerce structure, from Richardson's design, massive, mediæval, challenging attention, and compelling criticism to give way to genuine admiration. There are other buildings, public and private, that indicate a city of solid growth; and the activity of its strong Chamber of Commerce is a guarantee that its growth will be maintained with the enterprise common to American cities. The effort is to make manufacturing take the place in certain lines of business that, as in the item of pork-packing, has been diverted by various causes. Money and effort have been freely given to regain the Southern trade interrupted by the war, and I am forced to believe that the success in this respect would have been greater if some of the city newspapers had not thought it all-important to manufacture political capital by keeping alive old antagonisms and prejudices. Whatever people may say, sentiment does play a considerable part in business, and it is within the knowledge of the writer that prominent merchants in at least one Southern city have refused trade contracts that would have been advantageous to Cincinnati, on account of this exhibition of partisan spirit, as if the war were not over. Nothing would be more contemptible than to see a community selling its principles for trade, but it is true that men will trade, other things being equal, where they are met with friendly cordiality and toleration, and where there is a spirit of helpfulness instead of suspicion. Professional politicians, North and South, may be able to demonstrate to their satisfaction that they should have a chance to make a living, but they ask too much when this shall be at the expense of free-flowing trade, which is in itself the best solvent of any remaining alienation, and the surest disintegrator of the objectionable political solidity, and to the hindrance of that entire social and business good feeling which is of all things desirable and necessary in a restored and compacted Union. And it is as bad political as it is bad economic policy. As a matter of fact, the politicians of Kentucky are grateful to one or two Republican journals for aid in keeping their State "solid." It is a pity that the situation has its serious as well as its ridiculous aspect.

Cincinnati in many respects is more an Eastern than a Western town; it is developing its own life, and so far as I could see, without much infusion of young fortune-hunting blood from the East. It has attained its population of about 275,000 by a slower growth than some other Western cities, and I notice in its statistical reports a pause rather than excitement since 1878-79-80. The valuation of real and personal property has kept about the same for nearly ten years (1886, real estate about \$129,000,000, personal about \$42,000,000), with a falling off in the personality, and a noticeable decrease in the revenue from taxation. At the same time manufacturing has increased considerably. In 1880 there was a capital of \$60,523,350, employing 74,798 laborers, with a product of \$148,957,280. In 1886 the capital was \$76,248,200, laborers 93,103, product \$190,722,153. The business at the Post-office was a little less in 1886 than in 1883. In the seven years ending with 1886 there was a considerable increase in banking capital, which reached in the city proper over ten millions, and there was an increase in clearings from 1881 to 1886.

It would teach us nothing to follow in detail the fluctuations of the various businesses in Cincinnati, either in appreciation or decline, but it may be noted that it has more than held its own in one of the great staples—leaf tobacco—and still maintains a leading position. Yet I must refer to one of the industries for the sake of an important experiment made in connection with it. This is the experiment of profit-sharing at Ivorydale, the establishment of Messrs. Proctor and Gamble, now, I believe, the largest soap factory in the world. The soap and candle industry has always been a large one in Cincinnati, and it has increased about seventy-five per cent. within the past two years. The proprietors at Ivorydale disclaim any intention of philanthropy in their new scheme—that is, the philanthropy that means giving something for nothing, as a charity: it is strictly a business operation. It is an experiment that I need not say will be watched with a good deal of interest as a means of lessening the friction between the interests of capital and labor. The plan is this: Three trustees are named who are to declare the net profits of the concern every six months; for this purpose they are to have free access to the books and papers at all times,