

Lancaster Intelligencer.

TUESDAY EVENING, MAY 24, 1881.

Introductory.

There is a vital force giving impulse and direction to progress in the world of business which may be known as the force of concentration. Its working are seen in commerce, in manufactures, and even in agriculture; but are especially noticeable in the consolidation of railroads, which has formed such a remarkable feature in the history of the past quarter of a century, and which is still going on even more rapidly than heretofore.

The advantages and economies of concentration, so strikingly illustrated by the example of the railroads, are still more obvious and more important in what has been known as the "new" mode of transacting business, in which small dealers are consolidated into one great business. The gain is not only seen in the conduct of the traffic, as in the case of the railroads, but it is also seen in the buying and manufacturing of goods.

To bring the concentrating principle into practical effect in business three primary requisites must be secured: First, an appreciative spirit in the community; second, ample capital; third, and most indispensable of all, an organizing intelligence, with genius for instituting order, system and discipline, backed by unflinching courage and perseverance.

Philadelphia, the city of homes, with a population accounted conservative, but quick to understand and adopt better conditions for the household, has furnished the first requisite of an appreciative people. Mr. John Wanamaker has supplied the second and third terms of the equation, the material resources, and the mental and moral forces to make the same available.

The phenomenal growth of the Grand Depot marks an era in the history of trade plainly pointing the way which the business of the future is destined to pursue. The establishment occupies the square between Thirtieth and Juniper streets, extending through to Kelly street, with an Arcade reaching to Chestnut street.

The grand Depot. The establishment occupies the square between Thirtieth and Juniper streets, extending through to Kelly street, with an Arcade reaching to Chestnut street. The ground floor of the depot measures two and a half acres, the largest single floor area devoted to business purposes in the world.

As is very commonly remarked, a view of the main floor from the antique gallery, west of the Chestnut street entrance, strikingly recalls the Centennial exhibition. There is the same wealth of display, extending about as far as the eye can reach, the riches of the world brought together from all lands and representing all departments of art and industry.

Such a general view will show that most of these departments, forty-six in number, are arranged in circles about the common center. The center is the heart of the establishment, the seat of activity for the circulating medium, a vital tide which flows to and from the extremities at the sales counters in a steady double current during business hours.

This property was bought by Mr. Wanamaker in 1875, and after effecting necessary alterations the business was opened in 1876 with a stock of clothing. From this time on the development of the Grand Depot has been unintermitted and unprecedentedly rapid, the traffic extending in new directions every day and increasing at the rate of millions of dollars annually, until now it ranks as the largest retailing establishment in the country.

John Wanamaker began business at a time when people generally were falling, giving up and retiring from trade more extensively than ever before. It was during the dark days that preceded the outbreak of the war, when business men were embarrassed, distressed and disheartened all over the land; but in that season of tribulation he had the presence to see an opportunity and the courage to seize upon it.

This success has been attained as simple enough, as the methods of all great enterprises necessarily are. The watchwords of the business are, veracity, courtesy and accommodation, and these are made effective throughout the establishment by a system of organization, order and discipline. Veracity gives accurate information as to the quantity, quality and character of every article dealt in, not leaving it to the keen bargainer to get the better of the unsophisticated, but putting each on the same foundation of knowing exactly what they are getting.

Courtesy treats all alike with kindness and patient attention, old and young, rich and poor, friends and strangers, the buyer of a paper of pins or of a ten thousand dollar trousseau, or of nothing at all. And this is another matter not left to chance, but in every department, ladies, and gentlemen are in waiting, whose office it is to welcome visitors and to extend to them any aid, assistance or information within their power to bestow.

Accommodation offers to the buyer the very thing wanted at the lowest possible price, and in waiting, whose office it is to welcome visitors and to extend to them any aid, assistance or information within their power to bestow.

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How often persons have been annoyed by hairs clinging to their dress or clothing, and how seldom have they, when cleaning them, given it a thought that Burdock Root is the most valuable blood purifier and purifier known and sold by every druggist under the name of Burdock Root Bitters. Price five cents a bottle. For sale at H. E. Cochran's Drug Store, 137 North Queen street.

It is a remarkable fact that Thomas' Elixer is so good for internal as external use. For diseases of the lungs and throat, and for rheumatism, neuralgia, crick in the back, worms and it is the best known remedy, and much trouble is saved by having it ready at hand. For sale at H. E. Cochran's Drug Store, 137 North Queen street.

A large amount of manufacturing is done on the premises, the upper floors being devoted to these purposes. On the sixth floor, for example, is the shirt factory, taken by itself, would be considered a very large establishment, turning out, as it does, the finest quality of shirts, and giving work to seven hundred hands.

On the third floor is the stock room for gentlemen's dress goods, the best patterns and designs, and other stocks of similar goods in Philadelphia together. This floor also accommodates the immense lines of variety overcoats and the wide variety of suits that come under the denomination of flannels.

The Chestnut Street Store. Chestnut street is famous for its handsome stores, and the store of John Wanamaker & Co., located next below the Continental hotel, is one of the handsomest on the street.

Another advantage offered in the same direction is the saving of time and trouble in supplying all wants under one roof. There is none of the weariness of posting about from street to street, and running down town, and across town, and back again, to get what is wanted.

The premises originally consisted of the Pennsylvania freight depot, long deserted. It was a substantial structure, but dilapidated in appearance, having a double pitched roof, descending from a height of about thirty feet at the ridge to about ten feet at the eaves.

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Such a general view will show that most of these departments, forty-six in number, are arranged in circles about the common center. The center is the heart of the establishment, the seat of activity for the circulating medium, a vital tide which flows to and from the extremities at the sales counters in a steady double current during business hours.

These ailments follow from liver and costive bowels; the skin, bowels and kidneys falling in their proper work, an acid poison is formed in the blood, which is the occasion of these acute diseases. Kidney-Wort produces healthy action of all secretory organs, and throws off the rheumatic poison. Specially efficient in Liquid or Dry form. Price 25 cents.

They care and success in the Stomach, Bowels, Blood, Liver, Nerves, Kidneys, Urinary Organs, and also will be paid for a cure they will confer a favor on the sufferer. Price 25 cents. For sale at H. E. Cochran's Drug Store, 137 North Queen street.

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TRAVELERS GUIDE. PENNSYLVANIA RAILROAD. NEW SCHEDULE. On and after MONDAY, MAY 22, 1881, trains on the Pennsylvania Railroad will arrive and leave the Lancaster and Philadelphia depots as follows:

Table with columns: Train Name, Leave Lancaster, Arrive Philadelphia. Includes Cincinnati Express, York Accommodation, Harrisburg Express, etc.

Table with columns: Train Name, Leave Lancaster, Arrive Philadelphia. Includes Way Passenger, Mail Train No. 2 via Col'da, Niagara and Chicago Express, etc.

GREAT BARGAINS IN CARPETS. I claim to have the Largest and Finest Stock of CARPETS.

Chain and Rag Carpets, AS LOW AS 35c. PER YARD. Also MAKE CARPETS TO ORDER at short notice. Satisfaction guaranteed.

NEW CARPETS, 40,000 YARDS. New Designs, Beautifully Colored. Ingrains, Brussels, Tapestry, Wilton and Moquette, Linoleum, Lignum.

PHILIP SCHUM, SON & CO., MANUFACTURERS. No. 15 SOUTH WATER STREET, LANCASTER, PA.

COAL. COAL. The best of the best quality put up expressly for family use, and at the lowest market rates.

JOHN WANAMAKER, PHILADELPHIA. DRY GOODS, UNDERWEAR, & C.

COHO & WILEY, Wholesale and Retail Dealers in LUMBER AND COAL. Connection With the Telephone Exchange.

REILLY & KELLER, GOOD, CLEAN FAMILY COAL. Farmers and others in want of Superior Manure will find it to their advantage to call.

BUSINESS SUITS. BUSINESS SUITS. BUSINESS SUITS.

We have somewhere in the region of one hundred styles of business suits now ready to put on. A list of them would be the dust of reading; and yet we want you to know substantially what they are like.

WANAMAKER & BROWN. OAK HALL, MARKET AND SIXTH, PHILADELPHIA.

THE LARGEST CLOTHING HOUSE IN AMERICA. ONE PRICE CLOTHING HOUSE. ONE PRICE CLOTHING HOUSE.

CHILDREN'S SUITS. LARGE NEW LOT JUST GOT IN. 1,000 Different Lots to Select From.

Ladies, you are invited to examine our mammoth selection of Boys' and Children's Suits, whether you intend to buy or not. It is our business and pleasure to SHOW goods; as that is the only way we can convince you that we are Headquarters for Clothing, and the only house in the city.

AL. ROSENSTEIN'S ONE PRICE Clothing & Merchant Tailoring Establishment. NO. 37 NORTH QUEEN STREET, NEXT DOOR TO SHULTZ AND BROS. HAT STORE.

REVEE L. KNIGHT, No. 1222 Chestnut Street, PHILADELPHIA. PHILIP SCHUM, SON & CO., MANUFACTURERS.

FLINN & WILLSON'S LAWN MOWERS. Which will cut off masts. Every Machine Guaranteed.

M. A. HOUGHTON'S CHEAP STORE, No. 25 NORTH QUEEN STREET. NOW OPEN-SPEECHER HOUSE-ON European plan. Dining Rooms for Ladies and Gentlemen.

CHINA HALL. Decorated Chamber Ware. High & Martin, 15 East King Street.