Now

## The Influence of Street Lighting on Property Value

The Story of
Three Installations in St. Louis, Brooklyn \& South Bend

Anything that tends to increase the trafie on a business eftreet and brings the peochants, with a resultant influence on propthience can be organized and maintained by
the merchants themselves has opened up great possibilities for the development of retail business. It is no longer necessary
for the merrhant off the main thoroughfare ind bide his time until the population in-
ind and bide his time until the population in
creases or his chance comes to move. The new system of ornamental street lighting has provided a means for developing his
business from his own door and of making
his own street more popular by simply in his own strect more popular. by simply in-
stalling a practical worka-day loadstone stalling a practical worka-day loadstone
which will attract and foens the public eye Light has ever proved itself the master We choose the bright and cheerful street, and where we walk we spend our money. In St. Louis, the merchants along one center, felt that they were losing too much of the neighborhood business to the big
stores down-town. They met to consider ways and means to impress on the public
that local market offered opportunities and that local market offered opportunities and vestigated the experience of others in var ious towns where decorative street lighting has been installed and decided to try its ef-

The local lighting company assisted them in carrying through the project and lampposts were placed at intervals of 25 feet
along both curbs. It was not long before the good influence was apparent. The crening business of the merchants increased ures, while many merchants made various improvements in their premises to keep pace with prosperity. Before long an offe
of $\$ 100.00$ a front foot was made for a lot on the corner of Easton and Taylor Avenues, the highest price on record in the section,
and real estate men credit the boom to the and real estate men credit the boom to th improved illumination.

- Again, in South Bend, Indiana, the main stores were located at the junction where the interurban street car lines came in. The were not getting theirs share, decided to start a new center of trade and to advertise it by installing nine arches of electric lights from curb to curb throughout their section. A was erected across the street which was
plainly readable from the "old centre" and from the street cars. Each arch bore 4 The
The effect was immediate. People walk shopping because that seemed to be the place where things were happening. Before cent and more, and the merchants who had no leases gave way to more progressive
firms. One house in particular, that already owned the largest electric sign in South Bend, moved bodily from the old centre to the new. Of course, the merchants backed
the out-door lighting up with plenty of window lights and energertic sales endeavor But it was the lights that turned the trick. Truly the evening hours are but a small crucial hours no less, for when we walk abroad when the work is done, we are re-
laxed and open to impression. Then is the laxed and open to impression. Then is the
time for the merchant to sew his seed. And time for the merchant to sew his seed. And
the street we find most pleasant in the eventhe street we find most pleasant in the even-
ing is apt to be the street we will traverse LET OUR REPRESENTATIVE CALL
Rogue River Electric Co.

