



H. GRASSER

fortunate in being able to re-engage him. In the very wide, prosperous and rapidly developing field which he covers, we expect him to do great things for us, and are satisfied that we have the right man in the right place.

JACOB KNECHTEL, our Hanover shipping clerk, is a younger brother of our President, and was born fifty-one years ago. He had had a varied career until he took up his present work with us nine years ago. Better health would have enabled him to have been financially more successful in his undertakings, which were many times changed for health's sake. But, while everything he touched did not turn to gold, he always endeavored—and successfully—to pay a hundred cents on the dollar, and is worthy of respect as though he had made a million. He has railroad routes and rates at his fingers end, and is in every respect well qualified for the important, and often trying, position that he holds, and has rendered us very valuable assistance.

SAMUEL FELLMAN, superintendent of our finishing department at Hanover, is forty-eight years of age. He began to work for us twenty-eight years ago, and in that time has probably not been off duty a dozen working days. He served his apprenticeship with Mr. Isaac Hoffman, of Berlin, is one of the very best finishers in the country, and has certainly done his share to make the "Knechtel" goods famous. Mr. Koepke and Mr. Ermel, our foremen finishers at Southampton and Walkerton, received their training under Mr. Fellman, which accounts for the uniformly good finish of our goods at all three factories. In fact upon Mr. Fellman devolves the duty of seeing that there is this uniformity and excellency of finish at every point. Being thoroughly versed in all that pertains to finishing material, he makes all purchases for his department, and the traveller or firm who would fool him once would have great difficulty in repeating the offence.



JACOB BECHTEL



BERNARD URSTADT

ADAM SIELING, superintendent of our Walkerton factory, entered upon his apprenticeship with us at Hanover, in 1887. In 1898, he was made manager of the Sieling Furniture Company at Walkerton in which he held considerable stock. He is well posted in every detail of factory work and is a very capable and satisfactory superintendent.

HENRY GRASSER, our factory superintendent at Southampton, is thirty-seven years of age. He began to work for us twenty-one years ago—a sixteen year old apprentice—and after eight years was made a shop foreman, which position he held for thirteen years, until, on the 14th of October last, we promoted him to the responsible position that he now occupies, and at Southampton he's "The Boss." Mr. Grasser was a general favorite in Hanover, and upon his departure last fall for Southampton, a number of his friends surprised him with a very nice address and presentation.



WM. LIEBECK

JACOB BECHTEL, our shipping clerk at Southampton, will soon be forty-eight years of age. He has been in his present position for four years, and for six years preceding had worked in our shipping department at Hanover. He is industrious, careful, and conscientious and makes few mistakes.

WILLIAM LIEBECK, our Walkerton shipping clerk, is twenty-nine years of age, and has been in his present place for three years, previous to which he was for six years employed by the Messrs. Krug Bros., of Chesley. He has given satisfaction to ourselves and our customers.

BERNARD URSTADT, in charge of our upholstering department at Hanover, is thirty years of age, and has been in our employ for about four years. He is well posted on