

PIANOS.

JOSEPH P. HALE.

SKETCH OF THE CAREER OF A GREAT PIANO MANUFACTURER.

INCIDENTS IN THE GROWTH OF AN IMMENSE BUSINESS.

The Many Improvements and Rapid Success of the "Hale" Pianos.

Mr. Joseph P. Hale—like so many of the men whose business ability and mechanical skill have made America what it is, the most progressive country in the world—is a Yankee of the Yankees. He was born in 1819, at Bernardston, Franklin County, Mass., where the Hales had been respectable farmers for several generations. The death of his father, when the lad was in his fourth year, left a large family dependent on his widow, and the young Joseph's first efforts to make himself useful were consecrated to her assistance. Under such circumstances he received only a brief and irregular education, and at the very time when most youths of fourteen are ambitious of little else than a reputation in the base-ball field, he became the mail carrier of the district; no trifling duty, for it involved twice every week a ride of seventy-five miles. For two years he went this round among the rural post-offices, in all sorts of weather. But the post of mail carrier, while a laborious and responsible one, offered no prospects of such a career as J. P. Hale longed for. Confident, energetic and honest as he was, he set out to find his vocation in life; he tried his hand at all the small mechanical industries which he could find in the New England villages, and after some years he pitched his tent in Worcester, a town which had always been famous for its skilled mechanics.

His seven years of apprenticeship, as we may regard it, were now over, his *wanderjahre* were finished, his business life began.

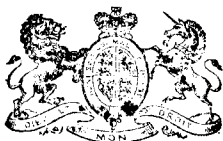
With his success his ambition grew, and occasional visits to New York led him to form the wish of establishing himself where he could find a wide field for his energies. Circumstances drew his attention to the piano trade. His experience as a carpenter taught him something of the cost of both materials and labour. The delicate mechanism of the piano was soon understood by the man who had been so successful as a mechanic in Worcester, and he had a far-seeing eye. He not only saw that some of the old manufacturers were extravagant workmen or loved extravagant profits, but clearly perceived that their system was stifling the trade in its birth. He saw that, beyond the wealthy class who did not care what was paid for a piano provided it bore a fashionable name, there existed a large and constantly increasing body of our fellow-citizens who cared more for what a thing was than what it professed to be; he saw that every day music was more the subject of general attention and was becoming a part of common school education, and that a certain fortune awaited the enterprising man who first offered to the middle and industrial classes a good instrument at a cheap rate. He determined on a revolution which would make a piano as easily procured as a cooking-stove or a sewing-machine.

Mr. Hale came to New York in 1860 with a capital of \$30,000, and, after a brief experience of partnership into which he was beguiled at his first arrival, established himself in a small factory on Hudson and Canal Streets. His trade constantly increased, and necessitated constant removals and additions to buildings. His factory on Tenth Avenue and Thirty-fifth Street is one of the most complete in the country. Each room is devoted to a specific part of the piano, and each workman spends his time on one part of the instrument. A new, immense factory will be erected on the river front at 146th Street. It will be eight hundred feet front, fifty feet wide, and eight stories high. Here, under one roof, all parts of the instruments will be constructed, and arrangements will be made for ten freight-cars to run in and load under the roof. When we say that a piano is sent from the factory every twenty-five minutes during the ten working hours of the day, it will be seen what necessity there is for ready handling of the goods.

The secret of Mr. J. P. Hale's success, then, is personal attention to business, strict economy, and cash purchases. A few figures will show to what an extent his trade has developed since 1860. During the first five years he made and sold 2,300 instruments; during the next five years about 5,000, giving a total for the decade of 7,200 pianos. At present Mr. Hale turns out 140 pianos per week, or over 7,200 per year.

Great as this supply is, he could dispose of a great many more per week if he had room to produce them in his present factory. He is generally five or six hundred behind orders.

During Mr. Hale's business career in New York he has never had, a note discounted, nor borrowed a dollar.



REGULATIONS

Respecting the Disposal of certain Dominion Lands for the purposes of the Canadian Pacific Railway.

DEPARTMENT OF THE INTERIOR,
Ottawa, July 9th, 1879.

"Public notice is hereby given that the following regulations are promulgated as governing the mode of disposing of the Dominion Lands situate within 110 (one hundred and ten) miles on each side of the line of the Canadian Pacific Railway:—

- "Until further and final survey of the said railway has been made west of the Red River, and for the purposes of these regulations the line of the said railway shall be assumed to be on the fourth base westerly to the intersection of the said base by the line between ranges 21 and 22 west of the first principal meridian, and thence in a direct line to the confluence of the Shell River with the River Assiniboine.
- "The country lying on each side of the line of railway shall be respectively divided into belts, as follows:—
 - "(1) A belt of five miles on either side of the railway, and immediately adjoining the same, to be called belt A;
 - "(2) A belt of fifteen miles on either side of the railway, adjoining the same, to be called belt B;
 - "(3) A belt of twenty miles on either side of the railway, adjoining belt B, to be called belt C;
 - "(4) A belt of twenty miles on either side of the railway, adjoining belt C, to be called belt D; and
 - "(5) A belt of fifty miles on either side of the railway, adjoining belt D, to be called belt E.
- "The Dominion lands in belt A shall be absolutely withdrawn from homestead entry, also from pre-emption, and shall be held exclusively for sale at six dollars per acre.
- "The lands in belt B shall be disposed of as follows:—The even-numbered sections within the belt shall be set apart for homesteads and pre-emptions, and the odd-numbered sections shall be regarded as railway lands proper. The homesteads on the even-numbered sections to the extent of eighty acres each, shall consist of the easterly halves of the easterly halves of such sections; and the pre-emptions on such even-numbered sections, also to the extent of eighty acres each, adjoining such eighty acre homesteads, shall consist of the westerly halves of the easterly halves of such sections, and shall be sold at the rate of \$2.50 (two dollars and fifty cents) per acre. Railway lands proper, being the odd-numbered sections within the belt, will be held for sale at five dollars per acre.
- "The even-numbered sections in belt C will be set apart for homesteads and pre-emptions of eighty acres each, in manner as above described; the price of pre-emptions similarly to be \$2.50 (two dollars and fifty cents) per acre; the railway lands to consist of the odd-numbered sections, and to be dealt with in the same manner as above provided in respect of lands in belt B, except that the price shall be \$3.50 (three dollars and fifty cents) per acre.
- "The even-numbered sections in belt D shall also be set apart for homesteads and pre-emptions of eighty acres each, as provided for in respect of belts B and C, but the price of pre-emptions shall be at the rate of \$2 (two dollars) per acre. Railway lands to consist, as in the belts B and C, of the odd-numbered sections, and the price thereof to be at the uniform rate of \$2 (two dollars) per acre.
- "In the belt E, the description and area of homesteads and pre-emptions, and railway lands, respectively, to be as above, and the prices of both pre-emption and railway lands to be at the uniform rate of \$1 (one dollar) per acre.
- "The terms of sale of pre-emptions throughout the several belts, B, C, D and E, shall be as follows, viz.:—Four-tenths of the purchase money, together with interest on the latter at the rate of six per cent. per annum, to be paid at the end of three years from the date of entry; the remainder to be paid in six equal annual instalments from and after the said date, with interest at the rate above mentioned, on such balance of the purchase money as may from time to time remain unpaid, to be paid with each instalment.
- "The terms of sale of railway lands to be uniformly as follows, viz.:—One-tenth in cash at the time of purchase, the balance in nine equal annual instalments, with interest at the rate of six per cent. per annum on the balance of purchase money from time to time remaining unpaid, to be paid with each instalment. All payments, either for pre-emptions or for railway lands proper, shall be in cash, and not in scrip or bounty warrants.
- "All entries of land shall be subject to the following provisions respecting the right of way of the Canadian Pacific Railway or of any Government colonization railway connected therewith, viz.:—
 - "a. In the case of the railway crossing land entered as a homestead, the right of way thereon shall be free to the Government.
 - "b. Where the railway crosses pre-emptions or railway lands proper, the owner shall only be entitled to claim payment for the land required for right of way at the same rate per acre as he may have paid the Government for the same.
 - "c. The above regulations shall come into force on and after the first day of August next up to which time the provisions of the Dominion Lands Act shall continue to operate over the lands included in the several belts mentioned, excepting as relates to the belts A and B, in both of which, up to the said date, homesteads of 160 acres each, but no other entries will, as at present, be permitted.
 - "d. Claims to Dominion lands arising from settlement, after the date hereof, in territory unsurveyed at the time of such settlement, and which may be embraced within the limits affected by the above policy, or by the extension thereof in the future over additional territory, will be ultimately dealt with in accordance with the terms prescribed above for the lands in the particular belt in which such settlement may be found to be situated.
 - "e. All entries after the date hereof of unoccupied lands in the Saskatchewan Agency, will be considered as provisional until the railway line through that part of the territories has been located, after which the same will be finally disposed of in accordance with the above regulations, as the same may apply to the particular belt in which such lands may be found to be situated.
 - "f. The above regulations it will, of course, be understood will not affect sections 11 and 29, which are public school lands, or sections 8 and 26, Hudson's Bay Company lands.

"Any further information necessary may be obtained on application at the Dominion Lands Office, Ottawa, or from the agent of Dominion Lands, Winnipeg, or from any of the local agents in Manitoba or the Territories, who are in possession of maps showing the limits of the several belts above referred to, a supply of which maps will, as soon as possible, be placed in the hands of the said agents for general distribution."

By order of the Minister of the Interior,
J. S. DENNIS,
Deputy of the Minister of the Interior.
LINDSAY RUSSELL,
Surveyor-General.



RIVER ST. MAURICE.

Notice to Contractors.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Repairs of Grandes Piles Dam," will be received at this office until the THIRTEENTH day of NEXT SEPTEMBER, inclusive.

The plans and specification of the work can be seen at this office and at the Superintendent's Office at Three Rivers, on and after the twenty-fifth instant. Printed forms of tender can also be obtained together with printed copies of the specification in English and French at these places and at the residence of Arthur Rousseau, Slide-Master at St. Boniface de Shawenggan, by parties tendering, only.

Ten per cent. will be retained of the monthly progress estimates until the completion of the work.

To each tender must be attached the actual signatures of two responsible and solvent persons, residents of the Dominion of Canada, willing to become sureties for the due performance of the work embraced in the contract.

This Department does not, however, bind itself to accept the lowest or any tender.

By order,

F. BRAUN,
Secretary.

Department of Public Works,
Ottawa, 22nd August, 1879.



AUCTION SALE OF THE LEASES OF TIMBER LIMITS.

AN AUCTION SALE OF THE LEASES OF NINETEEN TIMBER LIMITS, situate on Lake Winnipegosis and the Water-Hen River, in the North-West Territories, will be held at the Dominion Lands Office, Winnipeg, on the 1st day of September, 1879. The right of cutting timber on these limits will be sold, subject to the conditions set forth in the "Consolidated Dominion Lands Act." They will be put up at a bonus of Twenty Dollars per Square Mile, and sold by competition to the highest bidder.

Plans, descriptions, conditions of sale and all other information will be furnished on application at the Dominion Lands Office in Ottawa, or to the Agent of Dominion Lands in Winnipeg.

By order,

J. S. DENNIS,
Deputy Minister of the Interior.

Department of the Interior,
Ottawa, 17th July, 1879.

EVERLASTING FLOWERS! EVERLASTING FLOWERS!—A large assortment of baskets, crosses, wreaths, bouquets, &c., both coloured and white, suitable for decorations, &c.

GOLD FISH! GOLD FISH!

A large quantity of gold fish, some all gold in color, others beautifully marked.

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Fancy and Staple Dry Goods,
105 ST. JOSEPH STREET,
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MONTREAL.

IN STOCK.

Prunella, 10 to 20 Thread.
Elastic Webs, 4 1/2 to 5 inches.
Shoe Rivets, in Brass and Iron, all sizes.
Shoe Nails in Common Iron, Swede and Zinc.
Hook Eyelets.
Do Machines.
Heel Plates in Iron, 2 1/2 to 3 inches.
Boot Laces, Real Porpoise and French Calf.
Day & Martin's Liquid Blacking.
Kerr's N. M. T. Thread, Black and White, 300 yards.
Do Linen finished do, 9 cord.

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26 ST. SACRAMENT STREET.

VICTORIA MUTUAL FIRE INSURANCE CO., OF CANADA.

HEAD OFFICE, Hamilton, Ontario.

W. D. BOOKER, Secretary,
GEO. H. MILLS, President.

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Continues to issue policies—short date or for three years—on property of all kinds within range of the city water system, or other localities having efficient water works.

GENERAL BRANCH:

On Farm or other non-hazardous property only.

RATES—Exceptionally low, and prompt payment of losses.

MONTREAL OFFICE: 4 HOSPITAL STREET.

EDWD. T. TAYLOR,
Agent.

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FURNISHED BY THE

ÆTNA LIFE INSURANCE CO.

This Company having transacted business in Canada so acceptably for twenty-seven years past as to have, to-day, the largest Canada income of any Life Company save one (and a larger proportional income than even that one).

NOW ANNOUNCES

that it will deposit, in the hands of the Government of Canada, at Ottawa, the whole RESERVE, or RE-INSURANCE FUND, from year to year, upon each Policy issued in Canada after the 31st March, 1878. Every such Policy will then be as secure as if issued by the Government of Canada itself, so far as the safety of the funds is concerned.

The importance of having even a strong Company, like the ÆTNA LIFE, backed by Government Deposits, will be appreciated when attention is directed to the millions of money lost, even in our own Canada, through the mismanagement of Directors and others during a very few years past.

Office—Opposite Post-Office, Montreal.

MONTREAL DISTRICT BRANCH,

J. R. ALEXANDER, M.D., Manager.

EASTERN CANADA BRANCH,

ORR & CHRISTMAS, Managers.



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