

MEN OF THE TIMES.

E. B. EDDY.

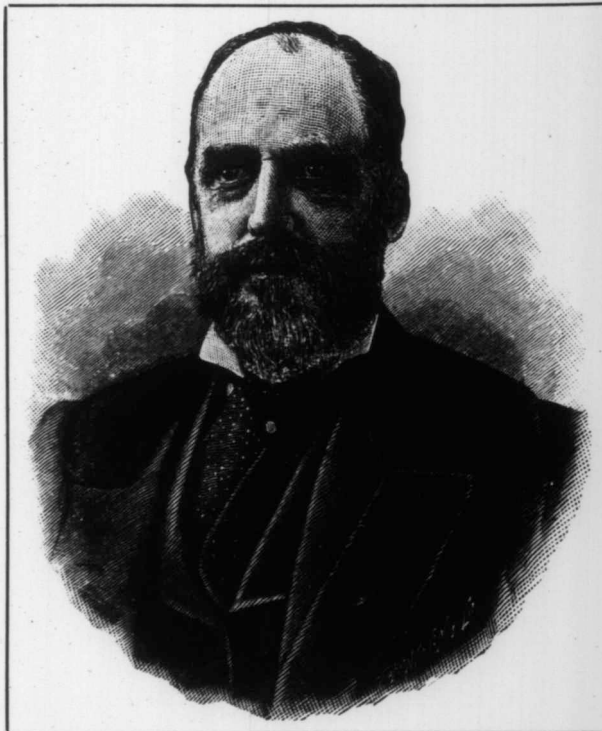
"Serve yourself, would you be well served, is an excellent adage."—MILES STANDISH.

Are there any of our readers to whom this name is unfamiliar? Is there anyone in Canada of the age of ten years and upwards who has not heard of E. B. Eddy of Hull, the great matchmaker, the owner of the mammoth woodenware factories, the king of the lumber trade of the Ottawa? As well might we ask, is there any one in this country a stranger to the use of matches?

Mr. E. B. Eddy was born in Bristol, Vt., in 1827, and comes of the historic Mayflower stock, being a direct descendant of that doughty warrior but luckless wooer, Miles Standish. His wife, to whom he was married in 1846, is a native of the same town, and is the granddaughter on her father's side, of John Arnold of Frankfort-on-the-Main, Germany. Mr. Eddy came to Canada and settled in Hull with his wife and family, in 1851. He began making matches there in a small way in 1854, and from that modest beginning have arisen the immense factories, mills, storehouses, offices, lumber yards, etc., etc., that cover scores and scores of acres, comprising nearly the whole water front and water power on the north side of the Chaudiere Falls, from a little below the C. P. R. bridge down the river to opposite Nepean Point. In 1856 he added the manufacture of pails, tubs, washboards, etc., to his then growing business. In 1858 he went into lumber, bought large tracts of timber lands, put up huge saw mills, planing mills, sash and door factory and box factory.

In '73, '74 and '75 when commercial disaster wrecked so many strong houses, he did not escape injury, the whole lumbering industry being utterly prostrated. As times improved again his business increased, so that when in the fall of '82 a terrible fire totally destroyed some \$250,000 worth of his mills, factories and plants, it still left him with two saw mills and not less than \$150,000 worth of factories, plant and supplies to go on with and hold his trade together till he could retrieve. As an illustration of his coolness, courage and promptness to meet an emergency, we give the following— one of a hundred similar characteristic anecdotes of him that could be told by many of his intimate friends. The night the mills were burned, Mr. Eddy was in Quebec, and was awakened to receive a telegram from his office at Hull, to say that all his mills and factories on the west side of Bridge street were on fire, others endangered, and asking what should be done,

and when he should return. Without a moment's delay he telegraphed back: "Put out the fire, clear up debris, prepare to build. I'll be home to-morrow." Thirty years' work swept away in one night would have disheartened most men, but with Mr. Eddy the disaster was hardly allowed to interrupt business. There was practically no stoppage of his business, certainly there was no damper on his pluck and energy. Rebuilding began before the burnt works were cold. All calls for goods were supplied, and in less than six months two enormous new stone saw mills, a large stone box factory, stone pail and tub factory, stone planing mill, sash, door and blind factory, magnificent stone offices and spacious stone warehouses, machine and blacksmith shops, etc., etc., stood in place of the former wooden buildings. Tramways



were laid, two locomotives were bought, and in May '83, the whole industry was in full blast again, sawing 70,000,000 feet of lumber per season, chopping 700,000 to 800,000 logs each winter, using 15,000,000 feet of lumber per year in the box factory, making over 10,000,000 feet of lumber yearly into doors, sash and flooring, turning out 100 dozen pails and tubs and 2,000 gross (8,000 wooden boxes or 288,000 small paper boxes) of matches per day—the whole giving employment to some 4,000 to 4,500 men, women and children, with a pay sheet that often amounted to \$60,000 per month, and which gave food and raiment to chiefly French Canadian families, from Gaspé to Lake Temiscamingue.

In '86 these vast businesses and varied industries were consolidated under a charter of the Dominion Parliament, and in '87, Mr.

Eddy became and remains the president and managing director of the E. B. Eddy Co. In '87 the indurated fibre ware factory was added. This was followed in '88 by the erection of the wood pulp mill. In March '89 the first stone was laid by Mr. Eddy for the erection of what is already one of the most important of all his works, viz., the vast plant for making sulphite fibre (a substitute for linen in paper making). In December of the same year this mill was completed, and has been since turning out fibre to its full capacity. When it is considered that the buildings, machinery, plant, etc., for this venture cost close to if not quite or over \$250,000, our readers will see what decision, energy, nerve and brain work it took to do so much, to do it so well, and in so short a time. Are the questions asked, "How can Mr.

Eddy create and manage all these works? How does he find a market for all the goods his factories turn out day by day, year by year? How has he become so successful?" Those who know him personally don't ask these questions. To those who have not this pleasure—we may say this privilege—the answer is: Added to his natural and his cultivated gifts of energy, courage, confidence, shrewdness, wit and generalship, and his well-known promptness and uprightness in business, is an extraordinarily powerful influence of personal magnetism that inspires with confidence and imbues with his hopes and his ideas all with whom he comes in contact, whether buyer or seller, friend, associate or employee; all feel that whatever he takes hold of goes, goes straight, goes quick, no halt, no deviation, no waver. While his "blood more stirs to rouse the lion than to start the hare," and while he likes large transactions and gigantic schemes and ventures, still he has a keen

eye for and a clear conception of the necessity for carefulness of details. His faculty for making new and retaining old business friends is very marked, and having secured a customer he seldom afterwards loses him. He attracts and keeps clever and useful men about him. Numbers of his employees have been in his service ten, fifteen, twenty, twenty-five and thirty years. His factories, workshops, and premises at Hull are models of solidity, utility, neatness and comfort.

Ottawa was Bytown, Hull had about thirty small buildings when Mr. Eddy settled there. To no other one man is so much of the development of the Ottawa Valley and of the increase of business, of population, of wealth, and of industry in Hull due as to him. Long may he live and prosper. His place in business and manufacturing circles in Canada would be hard to fill.