

Souci water-works, which at that time was considered a great undertaking. He made himself of great value to his employers, and, having completed the water-works machinery patterns, he was advanced to the position of a master machinist, and as such assisted in the construction of the first railway locomotive ever built in Germany. The completion of this locomotive was considered such an important event, that when steam was applied when it was sent out to perform the duty for which it was constructed, it was profusely bedecked with wreaths of flowers, gay streamers and suggestive banners. Mr. Heintzman views this incident as a notable event of his life, and now, nearly fifty years after, he takes great pleasure in relating the details of it. He remained in this employ until 1849, and until after the one hundredth locomotive had been sent out of the works, which event was also celebrated with much *eclat*.

Meantime Mr. Heintzman had married Miss Grunow, in 1844, the young lady above alluded to. His wife's father was a manufacturer of optical instruments in Berlin, and two of his sons were in the United States, where they had gone to escape the military conscript service they would have had to perform if they had remained in Germany. Glowing accounts went to the old home in the Fatherland from these young men in the American Republic, and the elder Mr. Grunow determined to join them there. Father and daughter would not consent to be separated, and so Mr. Heintzman determined to join the party, and in May, 1850, he landed in New York city.

He was not long idle, for he soon found employment in the piano factory of Messrs. Light & Newton in that city. Having a thoroughly practical knowledge of the business, he quickly observed that the pianos that were being manufactured there were not fully up to standard in many important particulars, and the proprietors, quick to appreciate the ability of their new workman, allowed him to make changes and improvements in the construction of their instruments, which added greatly to their value. This service was rewarded by Mr. Heintzman being made foreman of the factory; and it was while holding this position that Mr. Henry Steinway, senior, the founder and head of what is now probably the largest and most important piano manufacturing concern in the United States, also arrived from Germany, and obtained a situation as sounding-board maker in the Light & Newton factory, under Mr. Heintzman.

In 1851, after having worked in the employ of Light & Newton for eighteen months, Mr. — Benson, who was at that time doing quite a large business in Buffalo, N.Y., as a piano manufacturer, induced Mr. Heintzman to accept a position in his works. The demand for his services was imperative, and, leaving his personal effects, tools, etc., to be sent on by his relatives in New York, and leaving his wife and children with friends in Rochester, he arrived in Buffalo the day after his employer, Mr. Benson, was declared a bankrupt. This was not all of the trouble which attended this move, for the car in which his goods were was destroyed in an accident on the road, and for the value of which not a cent was ever realized. This was a deplorable predicament for a stranger in a strange land; but there came a ray of sunshine through the dark cloud. There were quite a large number of unfinished pianos in the Benson factory when his crash came; and these were being finished up under the superintendence of the late foreman of

the works. Mr. Heintzman obtained a situation on this job at \$10 per week, but was employed on it but a few days when he was offered a situation with Messrs. J. & A. Kehoe, piano manufacturers of Buffalo, his duty being to remodel the scales and patterns of their instruments. A member of the firm of Smith & Nixon, large dealers in musical instruments in Cincinnati, Ohio, saw one of the first Kehoe pianos turned out under Mr. Heintzman's supervision, and immediately placed an order for what in those days was considered quite a large number of them.

Messrs. Housen & Company, of Buffalo, were at that time—1852—large manufacturers of pianos, but they wished to withdraw from that business for the purpose of engaging in the manufacture of pipe organs. They had a number of unfinished pianos on hand, and Mr. Heintzman became connected in business with Mr. F. N. Drew and Mr. H. T. Annowsky, under the name of the Western Piano Company, for the purpose of finishing up these Housen pianos, for which they had secured a contract, and also for the ultimate manufacture of pianos. Mr. Heintzman confined himself to the mechanical part of the business, which grew very rapidly. Instruments were manufactured in large numbers, and the business seemed to be going along swimmingly; but the financial and sales department had not been managed judiciously, and when the great panic of 1857 came on, the concern went to the wall, becoming hopelessly bankrupt. The unfinished stock of the company was bought by Mr. Ulysses Utley, who employed Mr. Heintzman to finish it up, and this kept him fairly busy for a couple of years.

In 1860 Mr. John Thomas, who was an organ builder in Toronto of considerable repute, desiring to include the manufacture of pianos, visited Buffalo in search of some one who thoroughly understood the business. He met Mr. Heintzman and secured his services, and in May of that year Mr. Heintzman took up his residence in Toronto, engaging in the manufacture of pianos, where he has lived ever since. His business connection with Mr. Thomas lasted until 1865, and in 1866 he entered into copartnership with Mr. Charles Bender, a son-in-law, under the firm name of Heintzman and Company, which name has never since been changed. Their first place of business was at No. 105 King street west, the place now occupied by Mr. H. E. Clarke as a salesroom of his trunk factory. This move was immediately signalized by an increase of one hundred per cent. in the output of pianos; and the business has increased steadily ever since. In 1868 the factory was removed to Nos. 115 and 117 on the same street, but this place is too small for the business, and the firm are now erecting what will probably be the largest piano factory in Canada.

Mr. Bender retired from the firm in 1875. Mr. Heintzman's four sons, whose portraits are shown with his in the plate, were raised in this business, and each having his assigned duties, now conduct it under the direction of their father. Three of these sons were born in Buffalo—Herman in 1852, William in 1856, and George in 1859; Charles, the youngest, having been born in Toronto in 1862. These young men are typical Canadians, full of enthusiasm and love of their business, and a grand success they are making of it. Mr. Theodore Heintzman, the father, has always been a close student of his business, a