

pay for vegetables and corn, over \$8,000 goes to farmers and laborers round town, together with 6 to \$7,000 for material, tin, etc., used in the manufacture; \$5,000 for help in the factory.

WM. GRAY & SONS.

The Carriage Works, originally established by the late William Gray, 1855, carried on from 1882 till his death in '84, in partnership with his sons, Robert and James S., has been continued by them on a greatly enlarged scale under the same title of the WILLIAM GRAY & SONS CARRIAGE WORKS. The building, three-storey brick, with massive walls and stone dressing, L shaped, with frontage of 136 and 163 feet, and floor space of 60,000 square feet. In designing the exterior elevation, the Grays have shown that a factory need not necessarily be an unsightly eyesore, but may, as in this instance, present an elegant and castellated structure. The most modern appliances and machinery are used and a C. P. R. switch runs into the yard. The greatest pains are taken with the seasoning of the wood and painting; the English upholstering cloth and the iron and hardware are directly imported and all artistic work is by specialists, working from the latest and most fashionable designs. The firm have depots in Toronto, Montreal and elsewhere, manufacture very nearly 100 different styles, many of which are original, and ship to United Kingdom, United States, West Indies, Cape Colony and Australia, the local output being 5,000 vehicles annually. We all feel very proud of the continued progress of this factory.

THE SUTHERLAND, INNES CO., LTD.

Chatham is singularly fortunate in having been selected as the headquarters of THE SUTHERLAND, INNES CO., LTD., manufacturing and dealing in general cooperage and lumber. The immense and complicated business of the firm, with correspondence reaching 200 letters per diem, keeps the partners more hard-worked than any of their numerous clerks. They manage, however, to find time to take an active interest in the Board of Trade, and are liberal contributors to old and new enterprises, secular and religious, for the benefit of Chatham. Mr. Samuel J. Sutherland started the business in Liverpool, 1876. Mr. James Innes, Sr., was taken into partnership not long afterwards and the firm became "Sutherland, Innes & Co." The Chatham head office was established 14 years ago, Mr. James Innes, Jr., being in partnership, and two years ago the limited liability joint stock company, called THE SUTHERLAND, INNES CO., LTD., was formed, with branch offices in Liverpool, England, Bourdeaux, France, Bremen, Germany, New York, New Orleans and Minneapolis. In our locality they own large mills "Erie & Huron," Dawn, (2), Bismark, "Harwich," "Stewardsville." They are also erecting three very large mills at Munising, Alger Co., Michigan. They hold altogether a controlling interest in 17 mills in Canada. They are also very large land owners in Canada and U. S., and the largest tax-payers in Kent. After the timber, suitable for their use, has been cut, they sell the land. They operate in white oak in seven of the Southern States and own three yards in New Orleans for storing white oak stock. The timber used by the firm, including basswood, pine, hemlock,