The Elgin Brewery—What Gilbert, Burke & Co. are doing.

It falls within the province of a *Times* reporter to comment upon the leading industries of St. Thomas in this double sheet of the paper, and, prominent among them we find upon our note-book items relating to Gilbert, Burke & Co. The firm name is a familiar one, and the products of the firm are equally familiar. Their brewery has gained a reputation of the highest order throughout the country, and though we may tell nothing new concerning the firm or their enterprise we can at least refresh memories somewhat. The brewery has been in existence more than forty years and thus its past history almost becomes legendary. There are few older enterprises of the kind in the Province and none that have deserved better of the public at large.

Without tracing all the changes in proprietorship and growth of a business incident to so many years we will confine our comments to the past and present operations of the firm of Gilbert, Burke & Co., which co-partnership was formed between four and five years ago, succeeding C. P. Geary. The brewery occupies a central position, being but a stone's throw from Talbot street, and though there is nothing in its architectural appearance to call for detailed mention its interior is worthy of comment. Visiting the brewery one is surprised and gratified alike at the extreme cleanliness everywhere apparent. Paint, whitewash, and water, the three great renovators and purifiers have been used with a lavish hand and from cellar to garret there is a degree of cleanliness that few of the kitchens of the model housewives of this or any other period will show. We noticed how complete were all the appointments, too, and by inquiry learned some items relative to capacity, production, consumption of material, etc., that are not without interest. For instance, the brewing capacity may be succinctly stated at 75 barrels ale and 100 barrels lager per week. The brewing of lager was not entered upon until last December. The firm, in the meantime, had engaged the services of Mr. Frank Bilz, late of Detroit, an old and experienced brewer, to take charge of that department of the business, and his efforts have been attended with such success that of late months the the brewery was unable to fill all the orders that were received. Nor do we wonder at the fact after sampling the lager, which we pronounce unquestionably the best in Canada. Clear as amber, having just enough alcohol to give it life, and possessing that hot taste that makes lager delicious to its votaries, it is not strange that it has come into general favor. We learn too that the firm makes its own malt, that it uses the best possible hops (chiefly of Canadian growth), that the brewery is supplied with abundance of pure water from two springs and the water works, and that all the conditions necessary to making pure malt beverages exist. The purity of the beer, ale, and porter is unquestioned—none of the adventitious aid of chemicals is called for, and hence a wholesome, nourishing beverage. We notice, too, the improvements and enlargements now making. The capacity of the brewery is being increased three-fold by building additional cellars, and it is anticipated that the firm will brew at least three times as much beer next year as they have this. It is anticipated that the consumption of hops for the year 1879 will be about 14,600 pounds; of malt, about 18,000 pounds; of ice, not far from 1,500 tons. The tax which the firm will doubtless pay to the general government will not be far from $12,000, and from these rough items the general reader can learn something of the prospects of the enterprise. We noticed too, that all the kegs for shipping were neatly painted—they looked fresh and bright instead of dingy and battered—indeed everything in and about the establishment speaks of progress. Lager, ale and porter are the products, of course. Most of this is furnished in the wood, still a large quantity is bottled, and families and small dealers can rely upon these bottled goods as being fully up to the standard of excellence. We also learned somewhat as to the market for the ale and beer made. First, the *home demand is supplied*. Gilbert, Burke & Co's lager and ale is on draught in every place in town where malt liquors are sold—a comment in itself upon the character and purity of the beverages. They are also shipped to all parts of the province, and even to such remote points as Prince Arthur's Landing. Wherever known they take the lead, and we hope that the success that has attended the enterprise during the past will continue so long as the brewery stands.

E. DeCew.

nere is much to interest one in a well appointed hardware house, and those of our readers who are familiar with these establishments will admit the fact. Take a look into Mr. DeCew's place for instance. A general summary of the stock might be briefly made in the term "Hardware and Stoves," but that doesn't convey much information. One needs to notice how complete are the lines of builder's hardware, see how many novelties have been engrafted upon this department, note how much detail there necessarily is, and then the term "builder's hardware" gains greater significance. Looking about Mr. DeCew's house we find not only hardware, but paints, oils and glass in large quantities. In these departments business has been exceptionally good this season on account of the extent of building operations, and we should infer from what we see and hear that he feels very well satisfied with the trade in those lines. Another department of the business is stoves. Hamilton and London manufacturers are represented, and there are some beauties on exhibition in the salesroom, the "Victory" especially attracting attention. Tinware is also manufactured—indeed the house is complete in all its requirements. Mr. DeCew came here a stranger about one year ago and purchased the business of Hughes & Blake. Though a native Canadian he had latterly been living in Chicago, and for some years he has been connected with the wholesale trade as a commercial traveler. He expresses himself much pleased with the results of his business efforts thus far since coming here, and if a rapidly growing trade satisfys a man he ought to be quite content.

W. Jackson & Co.

Without doubt the most elegant business block in St. Thomas is the Odd Fellows', and in it are located some establishments that deserve more than a passing notice in these columns. Here we find occasion to refer to the jewellery house of Wm. Jackson & Co., one of the handsomest, most elegantly appointed and completely equipped jewellery houses in the western portion of the Province. The business has been estalished not quite two years yet, but in that short time it has taken a place in the front rank of our mercantile interests. And so it ought. Large capital has been invested, a liberal policy has been pursued, and the business has grown upon its merits. We could hardly hope to describe the manifold attractions which the house presents. Within the elegant silver cases we can see a class of goods that few jewellery houses in a town the size of this carry. There are sparkling diamonds, elaborately carved cameos and corals, there are beautiful setts of both American and English manufacture—there are the most celebrated makes of watches, in brief, there is jewellery of all kinds and cost—a line of goods that does away with the necessity of our citizens sending abroad for even the most elegant articles. The house is well worth a visit, and will pay inspection. Until recently Mr. Jackson has conducted the business alone. Within a few weeks he admitted Mr. W. A. Buehl to a partnership. The last-named gentleman is a young man and thoroughly practical watchmaker and jeweller. Before coming here he had been connected with some of the leading establishments of Buffalo, and the manufacturing and repair departments, consequently, are under his immediate charge. Mr. Jackson is a gentleman with whom everybody hereabouts is acquainted. He has resided in St. Thomas or vicinity for the past twenty-five or thirty years—for about twenty years he was connected with the cabinet-making or furniture trade. He built the Odd Fellows' Block, 55 x 50 feet, three flats and mansard, comprising three business houses, offices, and a fine Odd Fellows' Hall. His public spirit and faith in the town has thus been manifested in a manner that cannot be mistaken. In establishing the jewellery house to which we refer Mr. Jackson has given our people, as we have said, a most complete affair of its kind, and the large patronage it receives is an indication of its future. That that future will be as prosperous as is desired is certainly our wish.

Broderick & Bro.

It is now a little more than two years since the Messrs. Broderick, D. E. and H. G., located in St. Thomas and engaged in the dry goods trade. They removed here from Caledonia where formerly they had been in trade, and though English by birth, each has been identified with the trade interests of this portion of the Province for nearly twenty-five years. Since engaging in business here the Messrs. Broderick have been the recipients of a patronage that ought to put them in right good humor with themselves, as it doubtless does. Their sales have increased very rapidly, and we could not name another house in town that commands a better class of patronage. The house deserves it, too. That the firm mean "business" is attested by their system of trade and the appearance of the establishment. Like sensible business men they have learned to appreciate all the advantages that are derived by merchant and customers alike from selling goods for cash, and so they make theirs a cash business. Our readers are too familiar with the subject to require us to dilate upon it, but the fact, as applied to the firm, should be borne in mind. The salesroom is 100 x 24 feet, and upon counters and shelves one finds all the component parts of a metropolitan house. The leading specialties of the trade are dry goods, clothing, furnishing goods and carpets. In the dry-goods department especial attention is paid to the finer grades of goods; a very fine line of silks are shown and the selection of dress-goods appears to our uninitiated eyes to embrace everything that is of late pattern and fashionable material. The same is true of each department. In the line of "furnishings" there are ten thousand things, to attempt to catalogue which would be worse than useless. Merchant tailoring is a department that receives careful attention, too. A large business is done in making up goods to order, and constant employment is given to eight to twelve workmen upon the premises. In the salesroom a force of from five to six is required, and the co-partners themselves put in their time faithfully, both in supervising details and general management as well as in waiting upon customers. Report has it that "Broderick's" is a pleasant place at which to trade—courtesy to rich and poor alike is a characteristic of the house, and the record the firm has made for itself in and about St. Thomas during the past two years would indicate that report is in the right for once, at least.

Frank Reynolds.

Very necessary members of the business fraternity of this and other communities are our good friends the druggists. Like their half-brothers, the physicians, they are educated to thrive off the physical miseries of the public, but that doesn't militate against the fact that, as a rule, our druggists are capital good fellows, as well as thorough going business men. Among those of the fratenity in St. Thomas whose name has found its way to our reporter's note book is Mr. Frank Reynolds. He is one of the recent comers to town, having located here only a little more than six months ago and then coming from Ingersoll, but the house he controls has been longer known to the public. Mr. Reynolds purchased the business of Tripp & Co., a house that had been established a half dozen years or more, and though he was personally a stranger in the community he at once fell heir to a well-established business. It has been Mr. Reynold's efforts since to add in every honorable way to the volume of trade of the house. He has made the old stand, in the Victoria Block more and more attractive, he has increased the stock, and has given the business that personal attention that is almost sufficient in itself to insure success. Certain it is that he now has one of the handsomest and most complete drug stores in this portion of the Province, and that it is doing a good trade is apparent to every one. Besides carrying full lines of drugs, sundries, patent medicines, toilet articles, and the like, the house puts up a number of standard preparations. Chief among them we name Dr. Duncan's Cough Syrup, Compound Syrup of Wild Cherry, French Liniment, Bonner's Condition Powders, and a host of other articles, including extracts, essences, hair oils, &c. A very good line of toilet goods is shown—indeed the establishment appears complete in every department, and it well merits the hearty patronage of the public. Personally Mr. Reynolds is a young man—a native Canadian. He is a thoroughly accomplished pharamacist, and we can unhesitatingly say a good word for him and his business.

A. P. Stewart.

Everybody that makes St. Thomas the base of supplies knows of "Pringle's" Jewellery Store—it is one of the oldest here, and has been established we don't know how many years. Well, the business of the house still continues, and under the same name, though the management changed some five years ago, at which time Mr. A. P. Stewart came here from Toronto. Mr. Stewart was no novice in the business—as a practical watchmaker and jeweller he has had eighteen or twenty years' experience, and so the trade of the house has continued growing more or less from year to year, not half its patrons knowing that any change of proprietorship had occurred. The location occupied is familiar to all—corner of Queen and Talbot streets,—and a better one could hardly have been secured. The house, in its appointments and stock, is fully up with the age, and, glancing over the contents of the show cases, we find countless articles of use and beauty. You can find everything, from the most expensive watch or elaborate set down to the cheapest grades of jewellery, and, our word for it, the most courteous attention. The repair department is specially well patronized, and "Pringles" is recognized as one of the institutions of the town. To the business Mr. Stewart gives his personal attention, and he reports business as very fair, with every prospect for a large holiday trade, to meet which he has made every provision.

Moore's Shoe Parlor.

One of the neatest and most complete boot and shoe houses to be found hereabouts is located at the "East End," and is known as "Moore's Shoe Parlor." It is not misnamed either, for the establishment is well kept, and it may well challenge comparison with its rivals and not fear that it will suffer thereby. The enterprise is a comparatively recently established one, having been opened about two years ago. The proprietors are E. & W. H. Moore. Now these gentlemen have a reputation, and a well-established, well-deserved one, as tanners and wholesale leather dealers, but they don't know much more about the boot and shoe trade than the TIMES reporter, so they secured the services of W. F. Crosbie as manager. He opened and has since managed the business, and successfully, too. A liberal, business-like policy has prevailed; both the wholesale and retail trade has been catered to, and to-day there is not a boot and shoe house in St. Thomas that stands better with the general public than this. The goods displayed embrace a large variety—the prices are as various as the goods, and our only advice to parties who wish to know just what bargains are offered is to call and see.

Wm. Coyne & Co.

When Mr. Coyne first began business in St. Thomas the village boasted only of about three hundred inhabitants. That was in July, 1839. Mr. Coyne is a native of the county. In 1817 his father, the late Henry Coyne, located in the township of Dunwich, then a wilderness, and so the family belongs to the "old stock"—has been among those to whose early efforts the county owes much of its present development. Mr. Wm. Coyne first began trade for himself at Tyrconnel, but, as we have said, in 1839 he located here. Under the firm style of J. & W. Coyne, himself and his brother opened a general merchandise store upon the north side of Talbot street, beyond and opposite where the Lisgar House now stands, and he remained in trade until 1857. From that time until December, 1866, Mr. Coyne was not engaged in active business, but at the last-named date he re-opened business as a dry goods merchant, taking possession of the premises now used. Since then he has been at the head of one of the leading mercantile houses of the town. The trade done is chiefly confined to the three leading lines—dry goods, millinery, and merchant tailoring, though, as a matter of course, there are a number of minor specialties, such as mantles, ladies' furs, etc., large stocks being carried in all the departments. A comparatively large force is required, all told. For instance, in merchant tailoring the force usually numbers eight or ten, in the millinery department about the same, and in the salesroom from five to six, and the business transacted each year is proportionately large. The appearance of the house is in every way prepossessing. The salesroom is 96 x 18 feet, and within this space are displayed the countless articles that attract the feminine eye, and the possession of which makes glad the feminine heart. It is evident, too, that the necessities of the trade are well understood—the entire aspect of the house bespeaks the fact that an experienced business man is at the head of affairs, and the results of Mr. Coyne's endeavors may be briefly summed up in the statement that the house transacts an annual trade second in importance to none here. Its reputation and trade have been gained by and through a long career of usefulness, and its place in the business circle of the town is by no means doubtful or uncertain.

N. Webb.

Who is there hereabouts that doesn't know of the "China Hall?" It certainly is not Mr. Webb's fault if anybody is in ignorance, for he has been a most persistent and liberal advertiser, as the columns of the St. Thomas papers show, and placards by the hundred have been posted throughout all the surrounding country, giving a simple word of advice to everybody: "Try China Hall." We might paraphrase the sentiment a little and say "See China Hall," for, indeed, it is one of *the* places of interest in St. Thomas, and if one has any liking for the ceramic art he or she will find much within this house to instruct and interest. A more attractive place of business cannot be found in Ontario, nor one where the necessities and luxuries of life, in this peculiar line, more abound. A word or two relative to its history The business, as a distinctive one, was established five years ago this fall by the firm of Webb & Orr. One year after Mr. Webb retired, and after the lapse of another twelvemonth he purchased the entire business, re-entered trade, and has carried it on alone since. Mr. Webb is a young man—a native of this vicinity. For the past fourteen or fifteen years he has been connected with the crockery trade here and at London, and his practical experience has brought about equally practical results.

But maybe the reader doesn't know anything about "China Hall." By way of information we would say that it is the head centre for this section of the country for the crockery, glassware, and silverware trade. But even such a designation conveys but a very limited idea. A proper conception of the house and of its resources and trade can only be gained by a personal visit of inspection. Just now it is peculiarly attractive. One sees all manner of crockery from the first potteries of the world. Glassware of every conceivable character abounds. The skilled workmen of Bohemia, of Paris, of Europe, in fact, are represented by their work, and fancy articles in crystal and Bohemian ware, in majolica and china, ornament the shelves and counters. The artisans of America are represented by large stocks of glassware and of silverware—of the famous Meriden plated ware there is shown a stock of goods such as no other house in the Province displays—there are "things of beauty" which doubtless will prove "joys forever" to their fortunate possessors. Cutlery is another important specialty—so is lampware, and as one hastily takes a glance over the house and notes its completeness, he cannot avoid wondering at the system that must prevail in a business where there is so much of detail.

As regards the extent of trade done, we are not at liberty to publish many items—one will suffice—last year Mr. Webb sold 17,000 fruit jars alone—his trade in lamp chimneys was also very large. These articles, especially, commanded an extensive wholesale trade, but the same remark may truthfully apply to every department of the business. Importations are made direct, both from Staffordshire and from the States, and there is no good reason why the house should not command an extensive wholesale trade—certainly its facilities for filling orders are of the best. Mr. Webb has only one thing to complain of—lack of room. Beside the basement and first flat of his warehouse, for the past year he has occupied fully one-third of the Great Western freight depot for storeage of goods, and we understand that he contemplates enlarging his premises at an early day. And so he ought. He has absorbed the stocks of nearly every one in town who sells crockery and glassware, and though, to a certain extent, he has a monopoly of the trade, we find low and uniform prices ruling in every department. A spirit of fairness characterizes the transactions of the house—it has made friends by the pursuit of a policy alike honorable to it and advantageous to its patrons, and in the future trade development of the town Mr. Webb will, we hope, continue to bear a hand. He has deserved the good wishes of the community, and the TIMES appoints itself a committee of the whole and conveys that expression of good wishes toward him.

Henry Brown.

One of the oldest established of the business men of St. Thomas is the gentleman whose name heads this paragraph, Mr. Henry Brown. He removed to Canada from England something more than thirty years ago, and for the following ten years he worked at his trade as a mechanic. In 1858 he engaged in business for himself, establishing a stove and tinware house, being the first to establish that business here as an exclusive one. Not long after he combined hardware with his other business, and these lines have since been followed. It is now some twelve or fifteen years since Mr. Brown located where he is now, opposite the market. He owns the premises, and they are certainly among the most roomy in town, being 44 feet wide and extending back we dont know how far. It's like taking a trip into the country to walk from front to rear of the premises, and the entire space is occupied too. Adjoining the store proper is a large iron shed where is carried a full line of pod, bar and band iron and steel, and in the store proper we find a large stock of stoves and tinware that to us seems sufficient to supply the wants of town and country for years to come. Mr Brown confines his dealings to no particular make of stoves—he buys where he can to the best advantage, taking pains to secure the best, and he thus has no special preferences to urge. The assortment at present is very fine and well worth attention. A large business is done in the shop in the manufacture of tinware, etc., and the house also does a large amount of work outside each year in the way of guttering, roofing, spouting, etc. A number of contracts have been filled this year, and indeed, 1878 may be called a "red letter" year for the entire business of the house. The business done has been considerably in excess of last year. While the great bulk of trade is at retail, still a considerable wholesale business is had. The house is well prepared to promptly fill orders from other dealers for any and everything in its lines, and so the wholesale sales annually amount to quite a considerable figure. Mr. Brown also has a branch store at Aylmer which is doing exceedingly well, and from all we can learn it is a chip off the old block in more senses than one. To the business of the house here he gives his personal attention, as he has for the past twenty years, and when we say that it thrives under his management we state but a well-known fact.

J. G. Graham.

We don't believe there is another merchant out of all those doing business in St. Thomas and of whom we speak in this issue of the TIMES that has had a more prosperous business during the past year than the gentlemen to whom we now refer Mr. J. G. Graham. Two years ago he came here from Bradford. In his old home he had been connected with one house for the long period of fifteen years, and for the first six months following his coming here he was a salesman. Then he engaged in trade for himself as one of the firm of Kelsey & Graham which was dissolved not long after, and since then, now about one year, he has conducted business alone. To say that trade has been beyond his expectations is putting it mildly. For this year his sales have, month by month, been nearly double to those of last year, and as a natural result he feels in right good humor with himself and everybody else. It is almost needless to state that Mr. Graham's specialties are boots, shoes, trunks and valises. One thing is evident however, he must either reduce the stock carried or enlarge his premises. Every available inch of space is used, and Mr. Graham is now thinking seriously of adopting our reporter's suggestion: to roof over the sidewalk on Talbot street, and hang surplus stock high enough to clear passing vehicles. Possibly he won't if the present demand for goods keeps up, but the suggestion is a good one, nevertheless. In stock the seeker after foot wear can find almost anything suited to his taste. There are hosts of cases filled with the cheapest and others with the most expensive goods, and we learn that the demand for the higher priced goods is increasing very rapidly. So is the demand for custom work. In the shop employment is given to six or eight workmen, and that department of the business moves along swimmingly. If any other information relative to the house is desired by any of our readers, we would advise a personal interview with Mr. Graham. He will certainly meet you with a pleasant word, and if he don't sell you a bill of goods it won't be his fault.

A. N. Pettit.

The gentleman whom we now mention in connection with the leading trade interests of St. Thomas has made a decided change of vocation within a few years. It is now some seven or eight years since he came to St. Thomas, and from that time until nearly two years ago he was a carpenter and builder. Resolving to engage in merchandizing not quite two years ago he formed partnership with another party and opened a grocery and provision house at the east end under the firm style of Pettit & Anwiler, which was not long after succeeded by Pettit & Hare. On the 3rd of last September Mr. Pettit became sole proprietor, and he now conducts the business alone, aided by one to two assistants. Since last February he has occupied premises in the Smith block a capital location, and which gives him needed facilities. While so many complain of dull times Mr. Pettit is one of the comparatively few who admit that business is decidedly better this fall than it was during the same season last year. It is true he has worked hard to build up a trade, but anything that is worth having is worth working for, and we hope the increase in his trade especially noticeable during the last month or two will continue for an indefinite period. The house is one worthy of patronage—it carries full lines of everything appertaining to the grocery and provision trade, and the "East Enders" and others will take due notice and govern themselves accordingly.

AYLMER.

ONE OF THE MOST PLEASANT AND PROSPEROUS VILLAGES IN THE PROVINCE.

Twelve miles to the east of St. Thomas, upon the Air Line of the Great Western, is the village of Aylmer. Its population is nearly or quite two thousand; it commands a large trade from all the surrounding country; it is a good grain market, and quite a number of manufactories have been located there. Of some of these factories and many of the merchants the TIMES speaks in this issue; besides these there are a number of others. In manufacturing there are planing and saw mills, a foundry, a number of wagon shops, another flouring mill, etc., while the dry goods, grocery, hardware and other lines of trade are well represented. The school and church buildings are of the best, the Canada Methodist Church being one of the finest in the county. The Town Hall is also a creditable structure, and the business blocks are far superior to those of most towns of like or greater population. The people have the well-deserved reputation of being enterprising, and the advance the village has made in numbers and weath has been very marked during the past few years. We should have liked to refer to all of the business men of Aylmer in this issue, but inability to meet some and the lack of interest shown by others has limited our mention to a few of the most liberal minded and progressive.

Aylmer's Banking Interest.

Our good neighbors of Aylmer may well congratulate themselves upon possessing a bank that merits the confidence the business community reposes in it. Of course we refer to the Aylmer branch of the Exchange Bank of Canada. The parent institution is officered by gentlemen of known probity and integrity, its paid up capital of one million dollars is ample, and its trade relations with the people of the Dominion have been of a character fully justifying favorable comment. The Exchange Bank of Canada has now been established abont five years. The head office is at Montreal, and at Quebec there is an agency. The branches are a Hamilton, Aylmer, Parkhill, Brussells, and Exter, in Ontario, and at Bedford, P. Q., a mere statement of fact that shows the bank has a desire to closely ally itself with the fortunes of this Province. The President is M. H. Galt, Esq., M. P. for Montreal West; Thomas Caverhill, Esq., is Vice-President, and the other members of the Board of Directors are A. W. Ogilvie, Esq., M. P. P., E. K. Green, Esq., Thomas Tinin, Esq., Alexander Buntin, Esq., and James Crathern, Esq., Mr. George Burn is the Inspector, and Mr. C. R. Murray the Cashier.

At Hamilton the Bank has a local board of Directors, and here in Aylmer there is a local director, Mr. T. M. Nairn, Esq.

The Aylmer branch was the second to be established in Ontario; that was two years ago. Mr. J. G. Gillett, who formerly was with the Union Bank of Lower Canada, was sent out to open and take charge of this branch, and he has retained the management since. It has been his policy not only to do a safe banking business but to make friends of the business community as well and the result is briefly told in the fact tha the Bank has a good, healthy business. It line of deposits has been very satisfactory, while its loans, discounts and general business has, if anything, exceeded expectations. A general banking business is done, and a well organized savings department is also conducted.

Those of our readers who are at all familiar with the various Acts respecting the chartered banks know that every possible precaution is taken by the Government to make them safe. Their capital, their business, and the men who control these great monetary interests are all vouchers of the best kind, and we opine that the good people of Aylmer and vicinity will hereafter pin their faith to the Exchange Bank in all that appertains to monetary matters. The bank certainly has a wide sphere of usefulness to fill, and it is equally certain that thus far it has filled it acceptably.

A. Murray.

We give Mr. Murray's name priority over all the other merchants of Aylmer for the simple reason that he is the oldest merchant of the village. Mr. Murray came here from Scotland twenty-six years ago—the village then had a population of scarcely more than one hundred and fifty, and he at once engaged in trade as a dealer in dry goods and general merchandize. He has since remained in trade, and he now occupies the same location that he did a quarter of a century ago. Though his time has been largely occupied with the management of his business he has yet found time to attend to other duties. For a number of years he has been in the Council and also a member of the School Board, and he has also shown his identity with the village in many ways. Last year he added materially to the appearance of the business street by putting up a brick block of two stores 20 x 75 feet, one of which he occupies, and which replaces property lost by fire in August, 1877. Mr. Murray is engaged in a general dry goods trade, the stock comprising such other departments as clothing, boots and shoes, groceries, and queensware. The appearance of the house is neat and attractive, and its business is evidently in good shape. Since June, 1877, he has had no partners. At one time, some years ago, his brother, Mr. W. A. Murray, was associated with him and more recently a Mr. Finnie, but now everything is under his direct personal management. Mr. Murray's relations with the business interests of the village have been of a pleasant character, and they have also been successful.

W. R. Farthings.

We can refer to Mr. Farthings as one of the representative business men of the County and feel quite sure that no one will combat the assertion. The place he holds as a merchant in the trade circle of Aylmer has been well worked for and worthily won, and though his establishment is of a character that calls for detailed comment, still we shall strive to confine our remarks upon it and its proprietor to a simple statement of fact. Mr. Farthings is a native Canadian. He came here from Port Burwell twelve years ago, and in partnership with his father, Mr. John Farthings, established a dry goods house. That partnership continued in force until last spring—since then he has conducted this business alone. He is an old-experienced dry goods man too, having been connected with it and general merchandizing for twenty years or more, and his experience, tact and business judgment has resulted in giving Aylmer a retail mercantile house that in point of appearance or completeness is not surpassed in any of the large cities and towns of the province. This is not alone the opinion of a *Times* reporter, but that of commercial men and others who have good opportunities for judging and drawing contrasts. The premises occupied were built by Mr. Farthings last fall and winter. The building is a two flat and basement brick block, 20 x 115 feet, and cost something near $6,000. The salesroom is the largest here, and it certainly is a handsome one. There is an elegant plate glass front with very large show windows, and as these windows are temptingly dressed the display from the street is wonderfully attractive and is an earnest of what the full stock is like. The rear of the building is lighted by means of one of the most perfect skylights we have ever seen, and notwithstanding the extreme depth of the building every part of the salesroom is perfectly lighted. The ceilings are high and are handsomely frescoed, the ventilation is all that could be desired—indeed, we may briefly characterize the house as not only a modern but model one. Mr. Farthings knew what he wanted and we hardly think he could improve upon his designs. Within the house are a number of departments: dry goods, millinery, mantles, tailering, carpets, furs, etc., and when we say that the stocks shown are unusually large and desirable we have written all that is needed, for we don't care to indulge in fulsome praise. It is a house that may well be judged upon its merits and one that need not fear contrasts or honorable rivalry. Fourteen people are employed, and the business per year forms an important item in the sum total of the trade of the county. Mr. Farthings supervises everything, putting in many a full hour of hard work each day. He has something to show for his work, however, and the worst wish the *Times* can make him is that he may prosper these many years yet.

A. C. Brown.

The visitor to Aylmer will be astonished at the character and extent of trade done, considering the population of the village, and he will be equally astonished at the metropolitan appearance of some of the places of business. Take the dry goods and millinery house of Mr. A. C. Brown for instance. The elegant plate glass front and the handsomely dressed windows give its external an air of fashion, of business and of taste that few houses in Western Ontario equal, and the interior of the establishment is in keeping with its exterior. The salesroom is 113 x 22 feet. In the arrangement and display of goods it is easy to see that an experienced dry goods man is at the head of the house; even the most casual glance at the stock carried betokens the fact that really exquisite good taste and a thorough appreciation of the wants of the community is had, and it is also easy to be seen that the trade of the house is largely in the better line of goods. The house ought to prove a veritable Paradise to any lady intent on a days shopping, and it doubtless does. At all events a large trade is controlled—a trade that comes from both town and country, and which has a foundation of the most substantial kind. Mr. Brown has been a merchant of Aylmer for the past ten years, having come here from St. Thomas, where he used to be in trade. During these ten years he has experienced more of the vicissitudes of life than fall to the lot of most men. Twice he had his store burned down, and though suffering direct and indirect losses to a large extent he hasn't seemed to become discouraged. The truth of the matter is that he is a business man who believes in and relies upon himself, and he is a worker too. He occupies the entire three flats and basement of the building to which we have referred. The first flat, as we have said, makes an elegant salesroom, and the rear portion of it is for the millinery and mantle departments. The second flat is devoted to ready-made clothing and reserve stock—the third for the clothing manufacturing department. All told, in the work and salesroom employment is given to twelve or fifteen persons, and over the entire affairs of the house Mr. Brown exercises personal supervision. His record here as a business man is too well-known to require that the *Times* should further comment upon it, and so, by way of conclusion, we can cordially congratulate him upon the past, the present and what promises to be the future of his house.

D. Marshall.

The "Red Star Grocery" is too important an integral of the business community of the county to overlook, so while our reporter was at Aylmer the other day he obtained some items bearing upon it and its proprietor. Mr. Marshall is at the head of what is undoubtedly one of the leading grocery houses of the County. Few similar enterprises equal his either in point of stock or annual sales, and we are pleased to learn too, that the business grows in favor. Mr. Marshall has been a resident of Aylmer for the past nine years. He is a young man and native Canadian, and before locatng here lived in the thriving and ambitious town of Guelph. He established trade about six years ago and from that time to this the management of the house has been in his hands. The results are certainly of a character to justify a little pardonable pride. Glancing over the house we find thrt its stock presents quite as much the appearance of a wholesale as retail establishment, and, indeed, a considerable jobbing trade is had with smaller dealers throughout this section of the county. The specialties of the trade are groceries, provisons, and liquors; each receives merited attention and each appears to be equally complete in appointments. Both a town and country trade is catered to, and from an incidental remark made by Mr. Marshall we infer that the trade has grown each year since the house was established. Its business is decidedly better this year than last. No one can reasonably envy him this success and in the meantime the "Red Star House continues to make and retain numerous and influential friends.

Henry Brown.

In February last Mr. Henry Brown, of St. Thomas, opened a first-class hardware house in Aylmer, which is under the personal management of Mr. J. E. McDonald. The establishment is one of the most complete of its kind in Ontario, and it has already attracted a good trade. The proprietor and manager are alike to be complimented upon the appearance of the house, and we can sincerely recommend the establishment to the favor of our neighbors of Aylmer and vicinity.

G. W. Rife.

Although Mr. Rife cannot be called one of the oldest business men of Aylmer he is one of the best known. He is at the head of one of the leading grocery, provision and queensware houses of the village, and we find occasion to publish an item or two relative to him and his trade. Mr. Rife came here from Hespeler, County of Waterloo, four years ago. There for a number of years he had been connected with the extensive manufacturing firm of Randall, Farr & Co. (now at Holyoke, Mass.) as their book-keeper, and upon locating in Aylmer, he engaged in the dry goods trade with Mr. John White, under the firm style of G. W. Rife & Co. Subsequently, in partnership with Jonathan White he bought the grocery business of James Kerr. Last May that partnership was dissolved, and Mr. Rife has remained alone since. He has an excellent location in the Walker block, and when one notices how complete are all his facilities for catering to the wants of the people in those lines he represents it is not to be wondered at that the house controls a good and growing trade. Beside giving his own time to the business Mr. Rife usually requires two assistants, and he reports trade as being in excellent condition this fall. He certainly has made every provision to meet all reasonable demands. Personally Mr. Rife is a young man—a native Canadian, and a gentleman who has had practical business training. We wish him every possible success.

The Elgin Pork House.

Doubtless our farmer friends, when they turn their eyes to this report upon the pork packing interest as represented in Aylmer will be disgusted. We can't help it. Mr. Yorke isn't responsible for the low prices that are ruling, and he, we dare say, would be as glad as the farmers to see the prices advance a hundred per cent. However, the *Times* has a word or two to say relative to the business as conducted here—it is one of the most important enterprises of the County and deserves consideration. The Elgin Pork House was established nearly six years ago by the firm of Scott, Yorke & Co. Messrs. Scott & Yorke had previously been carrying on a similar business at Union; Aylmer wanted them to move here, and as inducements gave them an acre of land, $500 in cash and exempted the enterprise from taxation for ten years. Accordingly the proposition was accepted, and a modern packing house was built and equipped, the main building being a large frame structure, 130 x 40 feet. It is very substantially built, too, and appears to be supplied with every convenience. Steam is used for hoisting and other purposes; the smoking capacity is about 1,000 hams at a time; and in the cellar there are twenty pickle vats. A large amount was expended on the construction of the cellar and vats, and in that department, too, we noticed thousands of dollars worth of meats on the occasion of a recent visit. Last September Mr. J. Yorke became the sole proprietor of the establishment. A visit to the packing house shows that no slaughtering is being done this season, all the hogs handled being dressed. The usual force of workmen is employed, however, and the cutting, salting, curing, trying of lard, etc., moves along steadily, though in view of the condition of the markets of the world we question if so many hogs will be packed this fall and winter as usual. During the past five years the quantity of hogs handled has ranged from five to eight thousand per year and from that simple statement the reader can see how important is the enterprise. The product of the house is varied; there are barreled and sugar cured meats, spiced rolls, sugar cured and smoked plain and canvass-covered hams—indeed all the product of such a business, and this product finds a market all over the Dominion. The reputation gained for the meats sent out from the Elgin Pork House is such that for the most part they rank as fancy goods, and the trade mark of the house inspires confidence, as it ought. Under the exclusive management of Mr. Yorke the prestige that the house has gained in the past will not be lost. He feels the importance of retaining the place he has won in the trade and he will spare no effort to add to that reputation. As a business man he is a close observer and he aims to be as prudent and careful as the exigencies of a large business will admit. He is a young man, too, and a native of this county. His father, the late Wm. Yorke came to Elgin from New Brunswick before the war of 1812, and there are hundreds throughout the country who remember him well. His son has shown that he is fully identified with the County—he was the first to build a cheese factory in Elgin, located about two miles from Union, and he still owns it as well as a farm in Yarmouth. We can most cordially wish him a successful season in his pork packing operations, despite the prospects, and hope that the close of the year will show a good balance to the right side of his ledger.

The Aylmer Custom Mills.

Mr. G. W. Goodfellow deserves the thanks of the people here and elsewhere for having so long and so acceptably supplied them with the "staff of life" or its equivalent—good flour, and because of that and again because he is a "live," wide awake business man, and a thoroughly representative one, the TIMES finds space in the *resume* of Aylmer to recount his business connections with this and other communities. To begin, Mr. Goodfellow is a native Canadian, a young man, and a practical miller of many years standing—indeed he has been connected with the business ever since boyhood. He has been a resident of the County of Elgin for the past twelve years, but it was not until five years age last April that he located in Aylmer, then buying the mill of H. J. Brown. He at once began a system of improvements—he overhauled the entire affair, from water wheels to loft, he has been continually putting in new machinery and perfecting all the arrangements—indeed has thus expended thousands of dollars. The mill has a capital location on Catfish creek, the water of which drives the machinery. Two run of stones are in place; the mill is operated both upon merchant and gristing work, and has a capacity of about four hundred bushels per day. We hardly know which of these departments of the business is the leading one, but both are in excellent shape. Since coming here, and while located in the country Mr. Goodfellow has given undoubted evidence not only of his ability as a miller but of his desire to make his interests and those of his patrons identical. He has become popular, both as a private gentleman and as a business man, and his trade operations have partaken of that prosperity that comes from well-deserved popularity.

The market for the merchant flour made is both at home and abroad. Mr. Goodfellow annually ships more or less to the old world, and only a few days ago he sent one hundred barrels of flour to Liverpool. If that shipment equals in real merit the flour the mills supplies our own people, the consumers will have occasion to remember a toothsome article. We learned from an incidental conversation recently held with Mr. Goodfellow that business continues good, despite the low prices that are had. Of course he is willing to see an advance in rates, and we have no doubt every farmer in the country would say amen to the proposition.

The Aylmer Woolen Factory.

Our thriving, neighboring village of Aylmer rejoices in the possession of a first-class woolen factory of which Mr. S. S. Clutton is proprietor. The factory is well known throughout all this country—it has gained a reputation for manufacturing the best of goods, and the fact that the market for all the products of the mill is here at home, or in this immediate section, shows in what estimation they are held by those best qualified to judge—the consumers. Mr. Clutton opened the Aylmer Woolen Factory in 1873. It was not the beginning of his connection with the business, by any means. Ever since boyhood he has had more or less to do with woolen manufactures, and his experience as a practical woolen manufacturer has been very large, as he has carried on the business in this county for twenty-three years. Previous to 1873 he was engaged in a similar business two miles from the village. One unlucky day the factory burned, so he secured premises here, made needed alterations and equipped the factory with one full sett of manufacturing machinery as well as needed custom roll cards. The machinery in place comprises one jack of 240 spindles, two narrow and one broad loom, a twister, cards, dying, fulling, scouring, and other apparatus, and this machinery is driven by a fine engine of twenty horse-power: The factory gives employment to eight to ten persons, and it annually turns out large quanties of tweeds, flannels, blankets and yarns. Better tweeds are not made by any factory in Canada, and the same degree of excellence characterizes all the products. Yarns are a decided specialty, and the mill supplies a large per cent. of all the stocking yarn used in this vicinity. The wool consumed is largely grown hereabouts, though Mr. Clutton annually works up a considerable quantity of foreign wool, especially in making the finer grades of tweeds. He both buys wool and exchanges manufactured articles for the raw material—is willing to do whichever is desired, and from all we can learn his relations with the farmers hereabouts have been of the pleasantest possible character. He devotes his whole time to the business, and his personal efforts backed up by the character of goods made has made the enterprise successful.

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