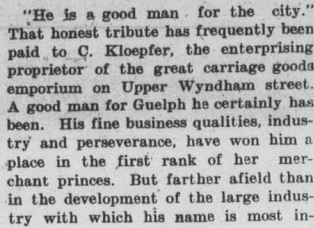


## A Good Man for Guelph

C. KLOEPFER HAS BEEN AN ACTIVE FACTOR  
IN PROMOTING ITS PROSPERITY.

### His Carriage Goods Emporium.

AND A WORD ABOUT THE OTHER  
ENTERPRISES WITH WHICH HE HAS  
IDENTIFIED HIMSELF.



MR. C. KLOEPFER.

timately associated, have those qualities counted for the general advancement of the community. All over the Dominion Mr. Kloepper is known as one of the most progressive and enterprising members of that important class who so largely direct her commercial affairs.

Mr. Kloepper has always had a strong and abiding faith in the growth and solidity of Guelph. When her position was less prosperous than it is to-day and knowing ones shook their heads distrustfully, Mr. Kloepper's confidence in the city's stability was voiced by his extensive purchases of real estate. That time has proved the wisdom of his course is a tribute to his far-seeing judgment as well as to his enterprise and progressiveness.

Mr. Kloepper is one of the largest dealers in carriage hardware in Canada. The two immense premises owned by himself are stocked on every floor with all the lines of goods that enter into the manufacturing of vehicles. Of floor space he has 42,000 feet and it is none too large. Twenty years ago this business was founded. Mr. Kloepper was then a very young man—in fact, he is a young man now—but he had graduated from a good school. He had learned the trade in John Horseman's well known hardware establishment and had gained wide knowledge in the special line to which he has since devoted his attention. From the outset he has been successful. His business grew from the start and year by year it has garnered and cultivated the elements that make for still greater expansion. His salesmen travel all over the Province and he has customers in every centre of population, from the Maritime Provinces to the Pacific slope. The casual visitor scarcely realizes the enormous output of this establishment, so well ordered and disciplined is its staff and so systematic is the management of its business routine. Last year he bought out a large business in Toronto and made it a branch house for the convenience of



TORONTO STORE.

his patrons in the east.

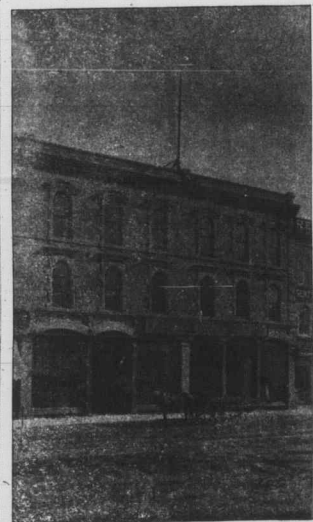
Mr. Kloepper has always been willing to give a helping hand to any enterprise that was calculated to advance the prosperity of the city. He was the chief promoter and is a permanent director of the Norway Iron and Steel Co., which recently commenced operations here. He is also one of the stockholders in the Cheville & Curtin Co. and is interested in other large enterprises. And in embarking in these speculations Mr. Kloepper disclaims being actuated by philanthropic motives. He is business first, last, and all the time, and where he sees a chance to invest a dollar to good advantage there his dollar goes.

By his employees Mr. Kloepper is re-

garded with affectionate esteem. Not one of his staff but will swear by the chief and proclaim him to be the best man in the city. From them he receives in return loyal and hearty service. Each of them is thoroughly and sincerely devoted to the full performance of his duty and guards the interests of the business as if it were his own.

Mr. Kloepper has more than once been honored by his fellow citizens. St. George's ward, the business ward of the city, for several years sent him as one of its representatives to the city council and more than once at the head of the poll. He was chairman of Fire and Light and did much to improve the efficiency of the fire brigade and the comfort of the firemen. It was under his direction that the present magnificent system of electric street lighting was inaugurated. To the regret of his constituents and his municipal colleagues Mr. Kloepper last year retired from the council.

The personal popularity of the man and the public confidence in his ability have, however, been more recently manifested. At the convention of the Liberal-Conservatives of South Wellington, held in this city in March last, Mr. Kloepper was chosen the standard bearer of the party in this



GUELPH STORE.

riding. The path to political preferment, they say, is strewn with many thorns, but the Conservative candidate is not the man to look for or relish the accomplishment of an object without effort. He is of the material that successful political fighters are made—strong, resolute, zealous, enthusiastic, his own energy and enthusiasm will be sure to develop kindred qualities in his followers.

With such an aggressive and energetic leader the friends of the Conservative cause have reason to entertain high hopes of success. They have in their candidate a man whose political faith has been cultivated by practical experience in the fields of commerce. No man knows better than Mr. Kloepper the certain ruin that would come

## Noted for Fine Work

SHAW & TURNER'S PRE-EMINENT POSITION IN THE ORDERED CLOTHING TRADE.

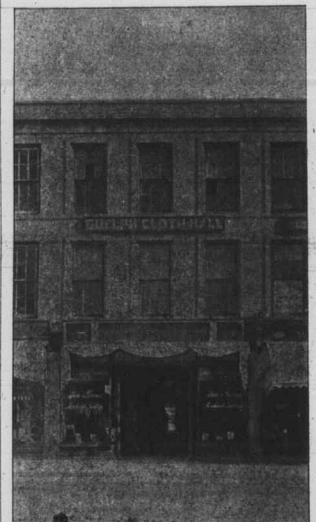
### A GOOD BUSINESS RECORD

Thirty-eight years is a long time to be in business in one city, and yet for that period Mr. S. Shaw, head of the firm of Shaw & Turner has been catering to the requirements of the people of Guelph as a merchant tailor. Sixteen years ago Mr. Archie Turner entered the store as clerk, and in 1890 he succeeded Mr. Grundy as junior partner in the business. The house has always been noted for its fine work.



MR. S. SHAW.

Mr. Shaw has always been recognized as one of the most reliable cutters in the city. He spares no pains to make his work satisfactory, keeps thoroughly posted in all the latest ideas in gentlemen's dress, from the leading fashion centres, uses only the best trimmings and employs only experienced and competent workmen. Some of the best fitting and most stylish suits turned out in the city are from this establishment. But the house employs more than a local reputation. Orders are frequently filled for gentlemen residing in other and larger cities than Guelph. It is certainly a pleasure to commend a business establishment that so well merits and retains the confidence of its patrons. Shaw & Turner enjoy the distinction of being



the largest exclusive merchant tailors west of Toronto. Devoting as they do all their energy and enterprise to that one line it is no wonder that their place should be at the head of the list.

Mr. Turner devotes a great part of his time to looking after trade in Western and Northern Ontario. He is clear-headed and energetic, and appreciates the value of being up to date. To the conduct of the business part of the enterprise he brings a ready grasp of all the elements that make for success. In the store his obliging, attentive and considerate, and away from business his engaging personality makes him a warm favorite in social circles.

## Christie's Art Store.

BEAUTIFUL PICTURES  
AND ENDLESS SUPPLIES  
OF PAINTING MATERIALS.

Who is there that does not love a beautiful picture, be it either an oil painting or a steel engraving? In the grand Salon of the far-famed Louvre where France has gathered the gems of her art treasures, there hangs one little painting—a string of fish. A brusque and wealthy tourist from Chicago paid the author of that work, whose hand long since laid down the brush, the highest compliment that could be conferred on him. As he trooped through the Salon, with a Cook excursion party one day, the American espied the picture. It arrested his attention. He was gazing at it long after the others had passed on, and as he reluctantly followed in the wake he remarked, "Be gosh, I can smell them fish."

The art store on Upper Wyndham street may not have painted fruit that the birds peck at, or fish you can smell, but it has some beautiful pictures that will serve to adorn any home. Mr. Jno. Christie, the proprietor, is an extensive dealer in artists' materials and picture frames, glass and window shades. To the framing of pictures special attention is devoted. A very large stock of mouldings is always kept on hand and the framing is done in a neat and workmanlike manner. Mr. J. S. Christie, the managing proprietor of the business, is thoroughly devoted to his calling. He is an excellent judge of paintings and takes a delight in putting a good frame on a good picture. No more interesting place is there on the street than the Art Store, and nowhere can money be so satisfactorily and judiciously expended.

## Scott & Millman

THEIR IMMENSE GROCERY DEPOT ON UPPER WYNDHAM STREET AND THE CHOICE GOODS IT CONTAINS.

In reviewing the resources and industries of Guelph, it is of importance that the leading and prominent firms represented in specific lines should receive mention commensurate with the scope and magnitude of their business. Hence it is with pleasure that we chronicle the advantages and facilities of the business controlled by Messrs. Scott & Millman.

This business had its inception many years ago, being founded by Messrs. Leach, Weir & Galbraith. After some changes this firm was succeeded by Mr. A. B. Scott, of Toronto, and Mr. W. H. Millman, of Woodstock, the present proprietors. These gentlemen bring to bear a ripe judgment and thorough experience in this line. The business premises, which are the largest in Guelph devoted to the sale of groceries, occupy over five thousand square feet, including a butter cellar built especially for that purpose. The store, which is handsomely painted and much re-

ber 40 different varieties, representing the output of the most famous bakers in Canada, in the United States, and in England. Huntly & Palmer are here represented by their most famous brands. Other names also no less ancient and time honored lend their dignity and weight to this department. The best sauce makers in the world send their best here, such as Harvey, the celebrated Lea & Perrins, and the Worcester article also, and innumerable potent names. In cheeses, perhaps the famous Stilton is the ruling favorite, the different brands being McLaren's Imperial, domestic and imported. Far away Alaska and British Columbia send their fish to Scott & Millman's, the best canning factories being chosen to represent these countries. The orchards of California and Florida vie with each other in sending here the very quintessence of their substance, which is reproduced in the finest flavoring extracts made from fruits, and



sembles the wholesale tea houses of New York City, is well arranged throughout, possessing every facility for the transaction of this firm's enormous trade. The structure is completely fitted with everything comprehended in the grocery line, such as teas, coffees, spices, baking powder, canned goods, foreign and domestic condiments, etc.

A specialty is here made of teas. Mr. Millman for many years was associated with a wholesale tea house as buyer and gives the public the benefit of the knowledge thus gained, by blending teas to suit the taste of their trade. In this particular branch of the business they command a leading position.

Consideration of some of the chief supplies of this well-known house will be of advantage to customers. In answer to the old question of "Where is fancy bred?" we would rather reply at Messrs. Scott & Millman's than attempt to answer it according to Shakespeare's lines. The biscuits num-

pickles, jams and jellies galore give great satisfaction to lovers of these condiments.

Cadbury's Cocoa, calculated so well to soothe the worn out frame and the ever present Epps with their lavish display of coffee. The Chinaman and the aesthetic Jap, and the dusky Cingalese send their teas to this market.

The magnificent array of chinaware in this establishment would tickle the fancy of a connoisseur; the dinner sets and tea sets being sufficient to excite the admiration of a Chesterfield or a Ruskin. Messrs. Scott & Millman are to be congratulated in possessing such an establishment and they may well be proud to be able to serve the world so well with the gifts of their industry, capital, and excellent judgment and good taste.

## Delightful to the Eye.....

IS THE BRILLIANT ARRAY OF JEWELRY IN W. A. CLARK'S WELL-KNOWN ESTABLISHMENT.



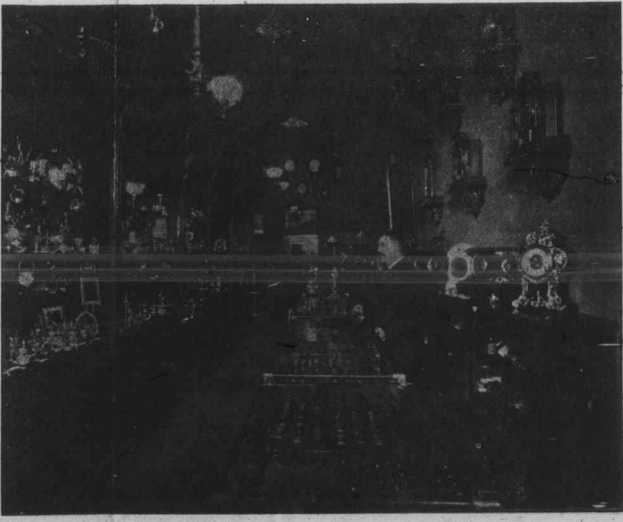
"Time as he passes us has a dove's wing, Unsaid and swift and of silken sound."

The words of Cowper are particularly appropriate to the busy man of the present day. The old saying that "time is money" is always true and true. To everyone to-day an absolute necessity is to carry an accurate and reliable timepiece. An establishment of many years' standing, and devoting particular attention to the regulation and sale of the little monitors of time is that of

Jewellery store. Mr. Clark devotes special study to repairing. His work is that of a true artist. Previous to locating in business in this city he held the very responsible position of inspector in the Elgin Watch Works, of Elgin, Ill. In this capacity he served for many years, giving him an experience and knowledge enjoyed by but few men.

As an optician Mr. Clark possesses marked ability. The eye is the most sensitive of all the human organs, and to this organism Mr. Clark devotes special time and study. By a long course of study Mr. Clark is enabled to fit any eye with a glass that will insure benefit and comfort to the wearer. This prevents the necessity of his customers first going to consult a doctor or specialist before purchasing the eye-glass. They can get both the advice and the article at this establishment, and both are the very best that can be had.

Mr. Clark adds to his many duties the office of Issuer of Marriage Licenses. Here again is a combination of circumstances worthy of this shrewd reader of human nature. For what follows more naturally after a marriage



license than a wedding gift? Mr. Clark is a native of Guelph and is most favorably known throughout the entire country. As a practical jeweller he stands in the front rank. He conducts his business with rare ability, gives his closest personal attention to every detail and is ever obliging and courteous to those who patronize him. During the eleven years that Mr. Clark has conducted this business he has been ever ready to aid and foster any proposition that had for its ultimate factor the benefitting of Guelph. Personally affable, he is one of those gentlemen whom you meet with pleasure and part with regret.

## An Envyable Reputation

HAVE KING & SULLIVAN BUILT UP AS FIRST-CLASS MERCHANT TAILORS.



A firm which has established an enviable reputation for the high class quality of its fine ordered clothing is that familiarly known name of King & Sullivan. Many houses in this line have been longer in the field, but none have so thoroughly and permanently established relations with the best class of trade throughout the length and breadth of Wellington County. Quality has ever been the first consideration with this popular and enterprising house, and its trade is ever increasing, based on the merits of its product, and its uniformly moderate prices.

The business was founded in 1889, and

Besides carrying a stock of unusual completeness, consisting of all kinds of imported cloths, overcoatings, English, Scotch and French fabrics, which are procured from the most reliable houses, this firm watches closely the styles and popular requirements, and is always one of the first to introduce the latest current modes of fashion. The dress clothes and other furnishings are the chief attraction of this firm. The individual members of the firm are personally affable gentlemen to meet—who belong to the ranks of Guelph's most progressive business men. Intelligent and keen judges of the trade, they have attained an honorable position in business circles.

Mr. J. A. King, the head of the firm, is a Guelph boy and though he has visited the great centres of population on this continent and in Europe, his native city has first place in his affections. Mr. King is a prominent figure in fraternal and benevolent societies. He is Past Master of Waverly Lodge, A.F. & A.M., No. 561, and a member of Guelph Chapter, No. 40, R.A.M. He is also Past Chief Ranger of Court Perseverance, A.O.F., No. 5895, and has been the leading worker in that body for years.



has continued throughout from that date, under one ownership. The premises in Hazelton's Block in Upper Wyndham street are admirably arranged with a view to the advantageous prosecution of the business. Mr. J. A. King is a practical cutter and attends to that department. He brings to bear the widest range of practical experience coupled with the soundest judgment in the selection of cloths of all the latest patterns and styles, which are made up by capable workmen, so that in fit, finish and workmanship they are perfect. In order the more thoroughly and efficiently to meet the requirements of their increasing trade in ordered clothing the firm recently decided to go out of the general furnishing line and devote their skill and attention exclusively to merchant tailoring.

Among his society brethren Mr. King is deservedly popular; not only because of his fine executive ability, but also for those personal qualities which everywhere win and retain the esteem of his friends. Mr. Sullivan is just the stamp of man that can do business with you and make you feel like coming to see him again. He is always in good humor, nothing disturbs his genial nature, and rare is the occasion when he cannot brighten a conversation with a witty sally or a fresh joke; and behind his blithesome disposition is a thorough appreciation of good business methods and excellent taste and judgment in the selection of goods. Messrs. King and Sullivan are well suited to each other and well suited to the business which they have so successfully established in this Royal City.

## Pioneers in the Business

TOVELL'S UNDERTAKING ESTABLISHMENT  
ON QUEBEC STREET.

## The Oldest Established in the City

The name of Tovell has been connected with the Royal City for so long that the undertaking establishment which bears that name is indelibly associated



with its history by innumerable links of old memories never to be severed. If many years have elapsed since the foundation of this business, the revolving seasons have brought with them gratifying increase of business, which serves to tighten the chain more firmly and to lengthen and widen the circle which has ever had as its centre the old and deeply respected establishment on Quebec street.

The very first undertaker who set foot within the Royal precincts of this city bore the name of Tovell. It is a name that has been so long and so honorably associated with Wellington County in many and various branches of industry and commerce, that it will be handed down to posterity as a synonym for honor, integrity, and hardy endurance, a precious and goodly heritage for all succeeding generations. The avuncular relative of the founder of this business bears the palm of having attended at the funeral rites of the first of Guelph's citizens, whose ashes were laid to rest in the early days of the city, when the mourners, though sincere, were few, and the trees of the primeval forest moaned in the wind and bowed their heads at the strange sight. The founder himself, Mr. N. Tovell, in 1870 commenced the undertaking business, which is the subject of this present sketch. Before he died he had established himself so firmly in the hearts and interests of the citizens that he could leave everything in the full assurance that what he had so auspiciously begun and carried on would be perpetuated for time immemorial by the surviving representatives of his family. That his dying hopes were sure and steadfast has been fully demonstrated by the able manner in which Mrs. Tovell now conducts the arduous business which has devolved upon her shoulders.

That a woman of refinement and domestic habits, like Mrs. Tovell, should ally to the duties of the family hearth, those of a business which brings her into contact with the busy world, speaks volumes for that clearness of intellect and bright cheerfulness of nature, for which Mrs. Tovell is so distinguished, and without which qualities her task would be a well-nigh super-human. Guelph has just reason to feel proud that a woman should grace with her name and presence an establishment which is superior to many and second to none in the city. But it is ever thus. All the best and purest writers have ever given woman the highest place in the ranks of heroism. But it is ours to treat also of the great facilities at Mrs. Tovell's command. And first and foremost we must mention her son, Mr. Alfred Tovell, who, her right-hand man and does all the work connected with the business. His genial, cheery manners have made him a general favorite, and he and his younger brother deserve the highest praise for what they have done in the interests of the establishment.

The stock carried by Mrs. Tovell is unusually complete, consisting of an infinite variety of caskets and burial cases, as well as shrouds and all manner of funeral furnishings. Three splendid horses do the work required. As an instance of the durability and solidity of everything connected with the establishment, we may mention that the first hearse used in this business, and which was manufactured over twenty-five years ago, is intact to this day, and is used by the Tovells as a delivery wagon. This is an heirloom greatly cherished in the family, and its massive frame and antique carving make it a worthy relic of a by-gone age. This equipage is emblematic of the character which is indelibly stamped on their every transaction, a character for integrity, endurance and dignity. It serves to foster a spirit of esprit de corps in the business, which is rarely seen in this work-a-day world. This heirloom will never pass out of the family. In tracing the successful career of the Tovells to its source, it only remains to be said that the reputation which was won so long ago by the founder of the business is still increasing to fullness and will go on unto perfection.