

A CREDIT TO CANADA.

An Industry Which Makes the Country Famous.

How the Dominion Organ and Piano Company Has Grown and is Growing.

A Story of Difficulties Overcome and Triumphs Achieved by Honorable and Creditable Business Methods—How Organs and Pianos Are Made, and How They Win Their Way in Foreign Markets on Merit Alone—A Hive Without Drones in Which Faithful Service Secures Permanent Employment.

Some 30 years ago, in a modest, unpromising way, the manufacture of organs was commenced at Oshawa. A few years afterwards, owing to inducements which were held out by the neighboring town of Bowmanville, the little factory with its dozen or so of workmen was removed to that place. There was nothing about the manufacturing establishment of those days that seemed to give promise of a very brilliant or important future.

A Growing Time.
Yet from such a modest beginning has sprung the Dominion Organ and Piano Company, one of the most important of Canadian manufacturing establishments, with a staff of some 175 skilled workmen, whose monthly wages bill amounts to many thousands of dollars. The musical instruments manufactured in this factory have made the name of Bowmanville a household word in every corner of the Dominion, and have done their full share in making the name of Canada known and respected in nearly every country on the globe.

An Inane Prejudice.
Canadian manufacturers have all had to fight against the prejudice, as deep seated as unreasoning, in favor of imported and against domestic goods. Only time could answer this objection, and now time has fully and triumphantly answered it.

A Blessing in Disguise.
The existence of this prejudice may not have been an altogether unkind evil to the Canadian makers of musical instruments. It is possible that it will in the end

turn out to have been a blessing in disguise, for it may be that to the efforts which they had to put forth to overcome it is due in a great degree the superior excellence of the goods they now manufacture.

It would seem that, not satisfied with the instruments produced by their own hands, they determined to surpass them, and are now carrying the war, not only into Africa, but into Europe, and beating in their own markets the men with whom it was once their lot to contend.

It is not surprising, therefore, that the Dominion Organ and Piano Company has done its full share and borne an honorable part, and that it is now reaping the fruits of a profitable and ever growing foreign trade, no one who admires energy and honorable business methods will regret it or grudge their success.

An Interesting Visit.
The other day a representative of The World paid a visit to the factory at Bowmanville, and was shown over the establishment by Superintendent Kydd. The superintendent freely answered all the visitor's questions and did not hesitate to impart to him many bits of information, some of which had been in the possession of one of his visitors, but which he had not been able to learn enough of the trade in one visit to enable him to set up a rival establishment. After a tour through the various departments and after being shown how wood and iron, steel, copper, felt, ivory and many other materials are so expertly manipulated and put together as to produce sounds as sweet as ever fell on mortal ears, The World had a most interesting chat in the company's office with Mr. Kydd and General Manager J. W. Alexander, the subject of the conversation being the story of the company's rise, the trials and vicissitudes, the obstacles and difficulties which had to be met, wrestled with and overcome.

Justifiable Pride.
It was with evident and very natural proper pride that Mr. Alexander and Mr. Kydd told of how, by a strict adherence to their guiding rule, to make instruments so perfect in material, workmanship and appearance that each would do more than printed volumes could tell to the approval of the musical public, they had steadily but surely built up their splendid business. For the Bowmanville

factory is second only to one in Canada in magnitude, while in the fame and reputation of its instruments it may claim the proud motto of the Scots Grey—*Second to None.*

From what The World saw in the factory, and from what was told during the chat in the office, the following story of how organs and pianos are made, and how they find their way into the homes of those who delight in sweet sounds is compiled for the benefit of The World's readers.

Absolute Perfection Required.
Everything that goes into an organ or piano must be not only good, but the best of its kind; indeed, it must be perfect itself. The slightest imperfection or defect mars the whole instrument and consequently not only must the most scrupulous care be exercised to see that all the materials used shall be perfect, but every stage of the manufacture must be scrupulously watched.

Only Skilled Workmen.
There must be no slighting or scamping of work, and to ensure this the Dominion Organ and Piano Company employs only men, and only tried and tested men at that. Most of the men now in the company's employ have been with the company for a quarter of a century. For years no changes have been made in the heads of departments; the trusted men who held these positions 25 years ago are still there for the most part.

All Stockholders Workers.
With the exception of eight years, during which he occupied the same position in

much attention to this, and with the most gratifying results in a business way.

Climate Difficulties.
For a long time American makers of pianos were unable to turn out an instrument that would stand the changeable and inconsistent climate of Great Britain, and even yet such a famous maker as Steinway finds it necessary to make his pianos for the British market in his German factory. The Dominion Company have solved the problem which has plagued and bothered their United States rivals, and have done so successfully that they find a ready sale for their pianos in the British markets at prices three times as high as the Germans can command.

Some Ingenious Inventions.
A good deal of the success which has been won in this line, is due to an ingenious patented contrivance which they have named a "cupola" iron plate frame. This, in combination with a heavily ribbed, self-supporting iron frame, relieves the case from the immense strain of the strings, holding all parts of the piano firm and secure without any possibility of either swelling or shrinking, a matter how variable or trying the climate may be. The heavy wood frames found in other upright pianos are dispensed with, the entire inner works of the instrument being held by an immense iron plate. By this device the constant liability of the piano to lower its pitch is overcome. Nor can the instrument get out of tune, as it would be liable to do were the strain allowed to come upon the wooden frame, no matter how firmly solidly made that frame might be, especially when subjected to climatic changes, by dispensing with the heavy wooden parts, which in other pianos are found back of the sounding board, which the use of this iron frame allows a sounding chamber to be created, permitting a full, free and independent vibration of the iron sounding board and ensuring the production of a full, brilliant tone.

Parity of Tone and Durability.
Another ingenious device, which the company has adopted is the substitution for the casting of metal bridges, seen in nearly all upright pianos, of a line of nickel magnets threaded directly into the iron plate. The strings of equal tone pass directly through holes pierced in these magnets. This accomplishes a threefold purpose; it ensures a pure singing quality of tone, dispels the heavy one-half the strain of the strings upon the tuning pins, thus more than doubling the ability of the piano to stand in tune; and by getting rid of beads or bearing bars, so liable to carry false notes, every note in the instrument is rendered independent.

Ever on the Lookout.
It is by quickness to take advantage of every improvement which experience shows to be necessary or advisable, by absolute care in the selection of materials, by never

flinching watchfulness over every detail of manufacture, and by the employment of only absolutely qualified and entirely trustworthy workmen that the Dominion Organ and Piano Company has won and is adding to its high reputation.

Gratifying Success.
They now do the largest piano business in England of any Canadian firm, and as has already been said, have demonstrated the superiority of their instruments over those made by United States firms. In America in the volume of business done in Britain, and The World was shown a letter from their Liverpool agent, in which he stated that the Dominion Organ and Piano Company has won and is adding to its high reputation.

From All Lands and Every Clime.
Something from almost every quarter of the globe goes into the manufacture of Bowmanville organs and pianos, gums from New Zealand and Zanzibar, ivory from Africa, woods of various kinds from everywhere, iron and steel, copper, brass and nickel. Every country, every kindred and tongue contributes something towards the making of these instruments.

Making Assurance Doubly Sure.
Some idea of the capital necessary to carry on such a business may be found when it is said that the wood, which must in the first place be as dry as air drying wood, is then, in order to be absolutely even, it takes six months in passing through the various processes in the factory. Very little of what may be called solid wood goes into an instrument, what will remain is the finished article to be sold in boards being really composed of a number of thicknesses, with the grain running in different directions, so as to ensure them against shrinking or warping.

Studying the Market.
It has sometimes been a subject of complaint against Canadian manufacturers that they are not ready enough to use their feet to study the peculiar requirements of foreign markets and adapt themselves to them. This is not true of the Dominion Company, however, for they have given

much attention to this, and with the most gratifying results in a business way.

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"Just Think of This"

There isn't a pound of Japan Teas entering this country but that is artificially colored and doctored.

Wholesale Market—It Won't Affect Retailers.

WHAT IT COSTS TO ENTERTAIN.

General Gossip From the City Hall About the Municipal Campaign Now On in Earnest.

The Market Improvements Bylaw received a final impetus and the ratepayers a final educational incentive to vote for it, at a meeting of the Market Improvement Association yesterday afternoon. It had been rumored abroad that the worst would beat the bylaw because it would hurt the retailers. To disabuse the public mind of any such idea the following resolution was passed, placing the association on record as desiring and intending that the object in the extension is purely to extend into a wholesale produce-dealing concern.

These Things Speak Volumes.
As a fact, even when it is pointed out by Secretary Wheeler, that many of the biggest financial concerns in the city are in the business of extending the value of real estate belonging to these companies, why will it not that of the city in the same manner?

It Costs to Entertain a Lord.
The accounts passed by the Reception Committee yesterday afternoon reveal what it has cost to entertain Lord Aberdeen and his suite. When you compare you will observe that the pheasants did not cost so much as the patrician, that in fact it looked like a small "haute couture" of food to a tolerable end of such. It will be found that Lord Aberdeen's bill for the city was \$12,000, while there was spent on the Montreal Board of Assessors but \$62.70.

McMurrich Would Pay These Himself.
Ald. McMurrich took occasion to remark that when he is Mayor a good deal of the accounts will be paid out of his \$4000 salary. He said that the accounts for the city would be paid out of his salary, and that he would be responsible for the city's expenses.

Assessment Commissioner Fleming Has a New Plan.
The assessment Commissioner Fleming has a new plan for the assessment of the city. He has decided to assess the city in three classes, the first class being the most valuable, the second class being the middle class, and the third class being the least valuable.

Decrease in 1900 Assessment From That of 1898 Is \$4704.
The Number Who Will Vote.
Gards have been issued by the Assessment Department, informing 32,000 old voters for Mayor where they are to vote. The mail cards are being delivered to the voters, and the voters are being informed of the date and place of the election.

Counting His Chickens, Etc.
The Don bridge of the bylaw by that name is to cost \$55,000, if the people vote for it. It is to be 60 feet wide for nearly the present width of 30 feet. Bridge Engineer Williams is tentatively preparing plans for a temporary wooden structure for use during the construction of the new bridge.

D. R. O.'s Attention.
Returning Officer Blevins directs his deputy returning officers throughout the city to the section of the act which provides that immediately upon the counting of the ballots they shall proceed directly to the city clerk's office and deliver up the same forthwith. The penalty for neglect to comply is a maximum of six months' imprisonment.

Elected School Trustees.
Mr. James W. Jackson yesterday elected trustee for Norway school section, in place of Mr. Fox, who retired from the office. The election was practically unanimous.

Quebec Inquires.
Quebec authorities are writing for pointers to the game warden as to how Ontario city clerk's office is run, and the procedure are asked for. The Quebec people are afraid of their deer being exterminated.

Kokodemo Skin Food.
Rescues youth and beauty. Ladies use it for the complexion. Removes blackheads and takes away that city skin. At all druggists, 25c.

W. LLOYD WOOD,
Wholesale Druggist, - TORONTO
General Agent

WE WANT MODERN MARKETS

Improvement Association Are After a Wholesale Market—It Won't Affect Retailers.

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FROM MAKER TO WEARER

"Tiger Brand" clothing and furnishing goods for men and boys—ready-made.

Boys' Day!

Friday's mother's special shopping day, and as a matter of course this store suggests the boys' needs in clothing.

"Tiger Brand" Boys' Suits—2 and 3 piece—prices start at 1.75.

"Tiger Brand" Boys' Reefers—2.50 to 9.75.

"Tiger Brand" Boys' Fancy Flannel Shirts with laundered neck bands—1.00.

"Tiger Brand" Boys' School Stockings—cashmere and heather mixture—35 cents.

Your money back if you want it.

E. Boisseau & Co.

Temperance and Yonge.

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OF CANADA.

PUBLIC OFFICE!

Long Distance Lines.

Persons wishing to communicate by telephone with other cities and towns in Canada will find convenient rooms at the General Offices of the Bell Telephone Company, 37 Temperance-street. Open from 7 a.m. to midnight, Sundays included.

METALLIC CIRCUITS

SOUND-PROOF CABINETS.

MERCHANTS

Fire Insurance Co's

HEAD OFFICE—

6 Wellington St. East, Toronto.

JOHN H. C. DEBRIAN, - General Agent

AGENTS WANTED.

JUDGES SHOULD BE LINGUISTS.

Hon. C.A. Geoffrion intimates that they ought to be able to talk English and French.

Montreal, Dec. 28.—(Special).—Your correspondent had an interview to-day with Hon. C.A. Geoffrion, who, although a Minister without portfolio, is no doubt consulted, on account of his eminent legal attainments, when a judicial appointment has to be made in this province. Hon. Mr. Geoffrion says that he has successfully impressed the idea upon his colleagues that any man appointed to a judicial position in the Province of Quebec must speak both languages. If the advertisement any gentleman who has judicial aspirations and does not know English and French well should certainly begin immediately and acquire the tongue in which he is deficient. Thus, Mr. Geoffrion states, should be considered indispensable in this province, and any gentleman who cannot master both of the official languages of Quebec should look elsewhere for the bench for honors. In view of Hon. Mr. Geoffrion's position, it will be interesting to know how rapidly that section of the province, which was formerly French-speaking, is becoming French. Only a few years ago Sherbrooke and a good English-speaking majority. Reports of a census taken by the parish priests show that out of the population of 10,700 souls in Sherbrooke, only 3,000 are French. This represents the English, Irish and Scotch.

SEPARATE SCHOOL NOMINEES.

A Full List of the Men Who Will Run for Trustee in the City.

Nomination for Separate School trustees were held yesterday between 12 and 1 o'clock.

The old members returned without opposition are: Rev. Father Hand in Ward Two, Michael Walsh in Ward Four and D. A. Chavoy in Ward Five.

In Ward Three, Rev. Dr. Treacy takes the place of Mr. James Ryan, who for over 18 years served the best interests of the schools in this city.

The new nominees are: John Hartigan and W. J. Mitchell; Joseph Cardner, by D. Lecky and P. Chavoy.

Ward No. 2—Rev. J. L. Hand, by Mr. M. Dwan and Mr. James O'Hagan.

Ward No. 3—Rev. Dr. Treacy, by William Dignan and John Hartigan.

Ward No. 4—Michael Walsh, by James J. O'Leary and William Kane.

Ward No. 5—David A. Carey, by Mr. Robert J. Ryan and Mr. James Carroll.

Ward No. 6—Thomas Callaghan, by William Lane and Frank Morrow; Patrick Corrigan, by John Donovan and Thomas Lester; John Van Vleet, by Patrick Corrigan and Daniel Sheen; J. J. Macle, by Thomas Lester and J. Donovan; J. L. Woods, by John Donovan and W. Lane.

Julia Arthur Quite Ill.

New York, Dec. 28.—Julia Arthur's illness proves to be more serious than was thought. She is suffering from nervous prostration and will not be able to act again this week, the date of her performance at the Theatre. The house will remain closed until next Monday, when Olga Melba will be due.

Died Suddenly of Apoplexy.

Mr. Royal Sykes, a resident of Collingwood, died suddenly last night just after dinner at the residence of his daughter, Mrs. Van Vleet, 104 Penrose-buildings. A physician summoned, pronounced death due to apoplexy. Interment, on Saturday, will be private.

Cook's Cotton Root Compound.

Is essentially made monthly by 10,000 Ladies. Safe, effective. Ladies ask your druggist for Cook's Cotton Root Compound. Take no other as all others are full of dangerous ingredients. Price, No. 1, 21c per box. No. 2, 35c per box. No. 3, 50c per box. No. 4, 75c per box. No. 5, 1.00 per box. No. 6, 1.25 per box. No. 7, 1.50 per box. No. 8, 1.75 per box. No. 9, 2.00 per box. No. 10, 2.25 per box. No. 11, 2.50 per box. No. 12, 2.75 per box. No. 13, 3.00 per box. No. 14, 3.25 per box. No. 15, 3.50 per box. No. 16, 3.75 per box. No. 17, 4.00 per box. No. 18, 4.25 per box. No. 19, 4.50 per box. No. 20, 4.75 per box. No. 21, 5.00 per box. No. 22, 5.25 per box. No. 23, 5.50 per box. No. 24, 5.75 per box. No. 25, 6.00 per box. No. 26, 6.25 per box. No. 27, 6.50 per box. No. 28, 6.75 per box. No. 29, 7.00 per box. No. 30, 7.25 per box. No. 31, 7.50 per box. No. 32, 7.75 per box. No. 33, 8.00 per box. No. 34, 8.25 per box. No. 35, 8.50 per box. No. 36, 8.75 per box. No. 37, 9.00 per box. No. 38, 9.25 per box. No. 39, 9.50 per box. No. 40, 9.75 per box. No. 41, 10.00 per box. No. 42, 10.25 per box. No. 43, 10.50 per box. No. 44, 10.75 per box. No. 45, 11.00 per box. No. 46, 11.25 per box. No. 47, 11.50 per box. No. 48, 11.75 per box. No. 49, 12.00 per box. No. 50, 12.25 per box. No. 51, 12.50 per box. No. 52, 12.75 per box. No. 53, 13.00 per box. No. 54, 13.25 per box. No. 55, 13.50 per box. No. 56, 13.75 per box. No. 57, 14.00 per box. No. 58, 14.25 per box. No. 59, 14.50 per box. No. 60, 14.75 per box. No. 61, 15.00 per box. No. 62, 15.25 per box. No. 63, 15.50 per box. No. 64, 15.75 per box. No. 65, 16.00 per box. No. 66, 16.25 per box. No. 67, 16.50 per box. No. 68, 16.75 per box. No. 69, 17.00 per box. No. 70, 17.25 per box. No. 71, 17.50 per box. No. 72, 17.75 per box. No. 73, 18.00 per box. No. 74, 18.25 per box. No. 75, 18.50 per box. No. 76, 18.75 per box. No. 77, 19.00 per box. No. 78, 19.25 per box. No. 79, 19.50 per box. No. 80, 19.75 per box. No. 81, 20.00 per box. No. 82, 20.25 per box. No. 83, 20.50 per box. No. 84, 20.75 per box. No. 85, 21.00 per box. No. 86, 21.25 per box. No. 87, 21.50 per box. No. 88, 21.75 per box. No. 89, 22.00 per box. No. 90, 22.25 per box. No. 91, 22.50 per box. No. 92, 22.75 per box. No. 93, 23.00 per box. No. 94, 23.25 per box. No. 95, 23.50 per box. No. 96, 23.75 per box. No. 97, 24.00 per box. No. 98, 24.25 per box. No. 99, 24.50 per box. No. 100, 24.75 per box. No. 101, 25.00 per box. No. 102, 25.25 per box. No. 103, 25.50 per box. No. 104, 25.75 per box. No. 105, 26.00 per box. No. 106, 26.25 per box. No. 107, 26.50 per box. No. 108, 26.75 per box. No. 109, 27.00 per box. No. 110, 27.25 per box. No. 111, 27.50 per box. No. 112, 27.75 per box. No. 113, 28.00 per box. No. 114, 28.25 per box. No. 115, 28.50 per box. No. 116, 28.75 per box. No. 117, 29.00 per box. No. 118, 29.25 per box. No. 119, 29.50 per box. No. 120, 29.75 per box. No. 121, 30.00 per box. No. 122, 30.25 per box. No. 123, 30.50 per box. No. 124, 30.75 per box. No. 125, 31.00 per box. No. 126, 31.25 per box. No. 127, 31.50 per box. No. 128, 31.75 per box. No. 129, 32.00 per box. No. 130, 32.25 per box. No. 131, 32.50 per box. No. 132, 32.75 per box. No. 133, 33.00 per box. No. 134, 33.25 per box. No. 135, 33.50 per box. No. 136, 33.75 per box. No. 137, 34.00 per box. No. 138, 34.25 per box. No. 139, 34.50 per box. No. 140, 34.75 per box. No. 141, 35.00 per box. No. 142, 35.25 per box. No. 143, 35.50 per box. No. 144, 35.75 per box. No. 145, 36.00 per box. No. 146, 36.25 per box. No. 147, 36.50 per box. No. 148, 36.75 per box. No. 149, 37.00 per box. No. 150, 37.25 per box. No. 151, 37.50 per box. No. 152, 37.75 per box. No. 153, 38.00 per box. No. 154, 38.25 per box. No. 155, 38.50 per box. No. 156, 38.75 per box. No. 157, 39.00 per box. No. 158, 39.25 per box. No. 159, 39.50 per box. No. 160, 39.75 per box. No. 161, 40.00 per box. No. 162, 40.25 per box. No. 163, 40.50 per box. No. 164, 40.75 per box. No. 165, 41.00 per box. No. 166, 41.25 per box. No. 167, 41.50 per box. No. 168, 41.75 per box. No. 169, 42.00 per box. No. 170, 42.25 per box. No. 171, 42.50 per box. No. 172, 42.75 per box. No. 173, 43.00 per box. No. 174, 43.25 per box. No. 175, 43.50 per box. No. 176, 43.75 per box. No. 177, 44.00 per box. No. 178, 44.25 per box. No. 179, 44.50 per box. No. 180, 44.75 per box. No. 181, 45.00 per box. No. 182, 45.25 per box. No. 183, 45.50 per box. No. 184, 45.75 per box. No. 185, 46.00 per box. No. 186, 46.25 per box. No. 187, 46.50 per box. No. 188, 46.75 per box. No. 189, 47.00 per box. No. 190, 47.25 per box. No. 191, 47.50 per box. No. 192, 47.75 per box. No. 193, 48.00 per box. No. 194, 48.25 per box. No. 195, 48.50 per box. No. 196, 48.75 per box. No. 197, 49.00 per box. No. 198, 49.25 per box. No. 199, 49.50 per box. No. 200, 49.75 per box. No. 201, 50.00 per box. No. 202, 50.25 per box. No. 203, 50.50 per box. No. 204,