

industry was in full blast again, sawing 70,000,000 feet of lumber per season, chopping 700,000 to 800,000 logs each winter, using 15,000,000 feet of lumber per year in the box factory, making over 10,000,000 feet of lumber yearly into doors, sash and flooring, turning out 100 dozen pails and tubs, and 2,000 gross (\$5,000 wooden boxes, or 288,000 small paper boxes) of matches per day—the whole giving employment to some 4,000 to 4,500 men, women and children, with a pay sheet that often amounted to \$60,000 per month, and which gave food and raiment to chiefly French Canadian families, from Gaspé to Lake Temiscamingue.

In 1886 these vast businesses and varied industries were consolidated under a charter of the Dominion Parliament, and in 1887, Mr. Eddy became and remains the president and managing director of the E. B. Eddy Co. In 1887 the indurated fibre-ware factory was added. This was followed in 1888 by the erection of the wood pulp mill. In March, 1889, the first stone was laid by Mr. Eddy for what is already one of the most important of all his works, viz., the vast plant for making sulphite fibre (a substitute for linen in paper making). In December of the same year this mill was completed, and has been since turn-

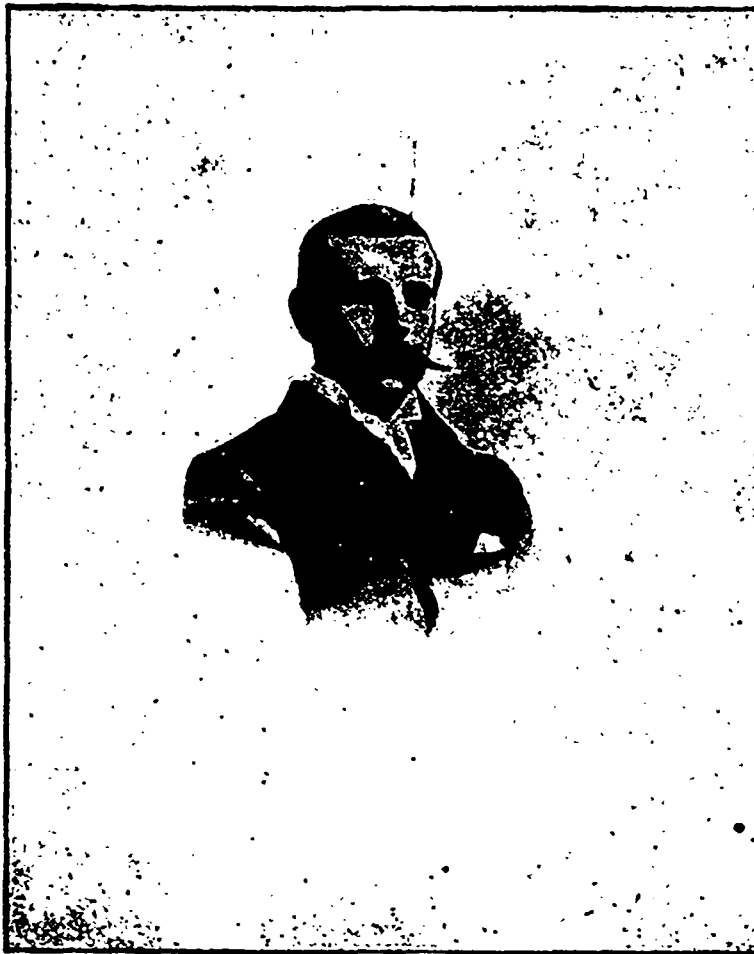
ing out fibre to its full capacity. When it is considered that the buildings, machinery, plant, etc., for this venture cost close to, if not quite or over, \$250,000, our readers will see what decision, energy, nerve and brain work it took to do so much, to do it so well, and in so short a time. Are the questions asked, "How can Mr. Eddy create and manage all these works? How does he find a market for all the goods his factories turn out day by day, year by year? How has he become so successful?" Those who know him personally don't ask these questions. To those who

have not this pleasure—we may say this privilege the answer is: Added to his natural and his cultivated gifts of energy, courage, confidence, shrewdness, wit and generalship, and his well-known promptness and uprightness in business, is an extraordinarily powerful influence of personal magnetism, that inspires with confidence and imbues with his hopes and his ideas, all with whom he comes in contact, whether buyer or seller, friend, associate or employee; all feel that whatever he takes hold of goes, goes straight, goes quick, no halt, no deviation, no waver. He has a

keen eye for and a clear conception of the necessity for carefulness of details.

W. H. ROWLEY

To the commercial public of Canada Mr. W. H. Rowley, the genial Sec.-Treas., needs little introduction. The accompanying portrait is a good one. He is a Canadian, his birthplace Yarmouth, in Nova Scotia, and is a son of Lieutenant-Colonel Rowley. He is 42 years of age. His business career may be given in outline as follows: In 1866 he entered London House, St. John, N.B.; from 1869 to 1870 he was with the Hon. John Robertson, of the same city; in 1870 he entered the Merchants' Bank of Canada, in Montreal; he was afterwards stationed on the



MR. W. H. ROWLEY

Bank's staff at Windsor, Kingston and Ottawa; in 1880 he was made manager of the Ottawa branch; in January, 1887, upon the formation of the E. B. Eddy Co., he was made secretary-treasurer of that company. Mr. Rowley is a typical business man, and has a capacity for administration and hard work that is possessed by few.—*The Canadian Grocer*.

The E. B. Eddy Co. has recently gone into an extensive manufacture of all kinds of paper, and a description of this manufacture will appear in the next issue.