

MEN OF THE TIMES.

MR. GEORGE C. TAYLOR.

He forewarns his care
With rules to push his fortune or to bear.
—DRYDEN.

In the long roll of successful business men that this country can boast, nothing is more striking than the increasing number entitled to rank in it before they have reached middle life. There seems to be more men who attain an assured position before their prime is passed than there used to be. Changed ideas underlie this feature of the last half of the present century; young men undertake with boldness the tasks that only tried experience was supposed in earlier times to be equal to; the will of the declining generation acts less as a fetter to the advancing one. The consequence is that ability, with a chance to unfold earlier, accomplishes its mission earlier, and there is in business more adaptation to modern wants, less old-fogyism, as it were, than there used to be. This is an improvement. Though young men are brought to the front, incapable ones are not promoted any faster than their intrinsic merits entitle them to be, while able men are not held back by a false sentiment that only those seasoned to the toil are fit for the responsibility.

Mr. George C. Taylor is one of the youngest men in a prominent commercial position to-day. He is head of the well-known firm, Taylor, Scott & Co., manufacturers of woodenware, Toronto. He is a Canadian, a native of the Eastern Townships, born and brought up in Sherbrooke. The greater part of his life has, however, so far been spent in Ontario. His firm was founded in 1885. It does a vast domestic business extending from Halifax to Vancouver, and an export trade of very large proportions with the United Kingdom and other parts of the Empire. Seven travellers have all they can do to keep the firm in half-yearly touch with the immense volume of the Canadian trade whose stocks of woodenware, baskets, brushes, grocers' sundries, etc., are bought from Taylor, Scott & Co. The firm's office is a commodious and well-appointed one at 120 Bay street, under the

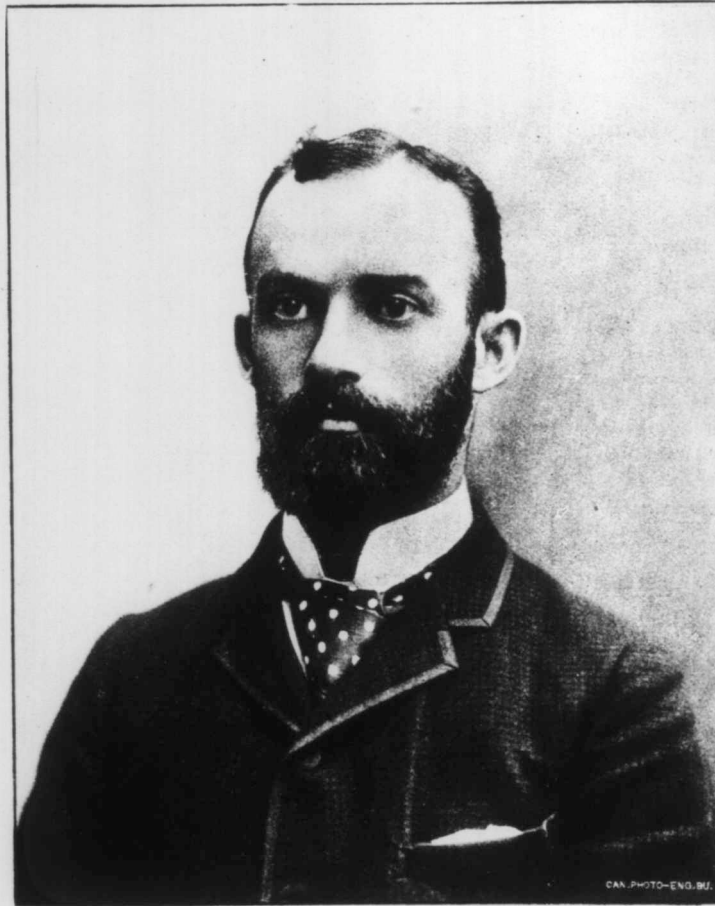
same roof as its warehouse. Its factories are at 108 Bay street and from No. 1 to No. 9, inclusive, Pearl street. The broom factory is under the management of Mr. Hennessey, one of the most experienced and practical broom-makers in Canada. The foreman of the washboard factory has equal prominence in his specialty, having for several years been manager of one of the largest washboard establishments in the United States. Both the firm's factories are equipped with the latest improved machinery, such as steam sewing machines, etc.

The products of Taylor, Scott & Co.'s factories are familiar both in name and

broom to keep it in place, to keep it clean, to prevent the corn from bleaching when exposed to the weather. It is wrapped, ready for delivery, when it reaches the grocer. The firm's success in broom making is due to the quality and attractiveness of its manufacture. Shapely handles, smooth, bright finish, lithographed labels, co-operated with substantial worth to make Taylor, Scott & Co.'s brooms sell.

The firm owns the patent for the Northern Queen washboard, and the Improved Globe washboard. These boards have found their way into countless laundries throughout the country. They are exported in very large orders to England, Scotland and Ireland, as the firm's various brands of brooms are. The zinc in the manufacture of the boards is imported direct from Belgium, and the lumber is selected in the forests. Many other lines of woodenware, such as butter bowls, ladles, baskets, brushes, etc., are shipped from their factory to all parts of the country, the demand having been enormously stimulated in late years by low prices and good quality. Woodenware is now as cheap in this country as it is anywhere in the United States.

Push, principle and sagacity are the elements into which the secret of Mr. Taylor's success analyzes. His own personal exertions must count for much. His experience is also a big factor in his success. He went through all the grades of service, from office boy to head traveller, in the wholesale grocery trade. For seven years he was on the road. This, he considers, contributed more to his business education than any other portion of



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quality to our readers. Their brooms command wide sale. The manufacture of them is conducted with the utmost care, and the material selected with equal exactness. The broom corn is bought directly from the growers, a man being sent every year to buy in the fields. A specialty is made of very fine quality goods. In this country there is the very best class of demand for brooms, and it is due to our manufacturers that this is a fact. In Chicago, which is the shipping point for the bulk of the broom corn, the majority of the brooms made would not sell here at all. A most valuable patent in connection with broom making belongs to the firm; it is a brown bag. It is put on a

his training. The knowledge he acquired on the road enables him to understand the wants of country merchants more than he otherwise could. He holds firmly to the opinion that if you see a man and scan his store, you know something about him; whereas, if your communication with him is impersonal you know nothing about him. This belief causes him to put much store on travellers, whose business he deems it to be, not simply to sell goods, but to sell goods to deserving customers, requiring of travellers the judgment to select customers as well as the tact to make sales. Hence, all the firm's travellers are trained in the warehouse, not picked up. Their aptitude for the work