

"lucky hit;" for the man who in this day, amid the fierce competition found in every pursuit and calling, acquires success, must possess intellectual and business qualities of more than ordinary attainment. Shakespeare says :—

"It is not in our stars,
But in ourselves that we are underlings."

So it is by the force of personal character that men, amid the competitions and jealousy of life attain to wealth and emolument. Mr. Sanford's success is largely owing to his energy, discretion, decision of character, shrewdness and tact, and that crown of all business faculties—*common sense*. With keen-sightedness—that comprehensive grasp of mind which takes in objects in all their bearings and relations—he saw at once what was needed in the branch of trade to which he had devoted himself, and the reputation of the goods manufactured by his establishment soon commanded customers. He possesses in a remarkable degree that which so many lack—*purpose*. He started meaning to get on, and has bent all his powers to that end. His working power is tremendous. Small in body, with not the fullest health and vigor, yet he has a vital power which enables him to endure fatigue, and the enormous mental wear and tear of his busy life. Whatever engages his attention absorbs completely all the energies of his being. His attention to details is surprising, and he is master of all the minutiae of his business. His concentration of energy is not more striking than his remarkable versatility. He will turn his attention from one subject to throw himself with all the enthusiasm of his nature into another. His sharp, shrewd, enterprising spirit has been shown all through his business career. He has been the pioneer in introducing into new fields western manufactured goods. His instinct caught the idea of the United Provinces of British North America, and with the first whisper of a prospective opening he was in the Lower Provinces in advance of Confederation, arranging for an active business canvass. He has made two visits to British Columbia, and penetrated far into the North-West in the interest of trade.

Nothing that we could write would more fully justify the above estimate of Mr. Sanford's energy and amazing business qualifications than a simple recital of the facts connected with the terrible fire that this year (1879), visited Hamilton. After destroying the magnificent block of McGinnes and Co., it leapt the street and seized upon the equally towering block of Sanford and Co. In a little while the western half was in ruins, and clothing enough to have stocked the stores of an ordinary city was either consumed or, so damaged as to be rejected from the orders of the house. Orders to the amount of hundreds of thousands of dollars must be filled for the fall and winter trade, and these stocks of clothing were just waiting shipment to nearly every business centre between the Eastern Provinces and British Columbia.

As the spring and summer's labor of over one thousand hands was thus being licked up by the flames, and the hope of saving the immense building was abandoned by all, Mr. Sanford's