

# Ready's Beverages, Ltd.

The display of Ready's Beverages, Ltd., in No. 4 booth, Machinery Hall, in connection with the Made-in-Saint John Exhibit is a striking one and should attract much favorable attention. In the foreground are figures of footmen, four feet in height, while

just back of them stands the figure of an old English butler carrying a tray filled with bottles of Ready's Beverages. The background consists of a series of pictures with the catchword "Are You Ailing?" The display is tastefully decorated and has a floor and ceiling. It is the work of P. N. Woodley, artist.

# Atlantic Sugar Refineries, Ltd.

The Atlantic Refinery has been operated at its maximum capacity this year and will probably refine more sugar than in any previous year of its history, probably 350,000,000 pounds. Its product is known all over Canada, but a large proportion is exported to Europe, especially to Great Britain, where it competes successfully with the products of British, continental and American refineries. This export business provides labor for Saint John workmen, brings many steamers to the port and leaves much foreign money in the community without in any way depleting the natural resources of the country, as the raw material is imported from the tropics. The company's payroll is about \$12,000 a week, and \$2,000 or \$3,000 more a week are paid to longshoremen for handling the sugar cargoes.

A further idea of what this business means to Saint John is obtained from a few figures concerning the steamship traffic. During the first six months of this year no fewer than 108 steamers

# Maritime Rug Works, Limited

Occupying large premises at the corner of Harrison street and Main streets, the Maritime Rug Works, Ltd., operate a rug manufacturing and carpet cleaning plant, catering to the whole of the Maritime Provinces. They specialize in the manufacture of rugs from old carpets, and it really is surprising to see the lovely rugs that can be produced from the oldest imaginable carpets. A very attractive booklet is published by the company, giving particulars of the various lines of work undertaken. In the carpet cleaning department a special process of shampooing is used, which restores the original brightness, making soiled rugs look almost like new.

# Christie Woodworking Co.

Sixty years of progressive business, always bearing a high name in the commercial life of Saint John, is the record of the Christie Woodworking Co., Limited, Esplanade street. Today the business goes steadily on with 50 to 60 employees finding employment under product conditions of labor, with the product keeping up its good name at home and outside the city. The firm are manufacturers and dealers in doors, sashes, hardwood floorings, beaverboard, Crown Mica roofing and some varieties of household furniture (the latter to order).

Several million superficial feet of lumber are used annually by this firm, established in 1865. The lumber is purchased from local and provincial mills. A great deal of western fir and cedar, Douglas fir being included, and some pine woods are imported from Western Canada.

Besides the doors and sashes, the Christie firm makes large quantities of window frames, spruce and pine sheathing, spruce flooring, store fixtures such as show cases, kitchen cabinets, etc. China, New Brunswick and Nova Scotia form the chief markets, but Quebec has been found to be a steady buyer and orders from the West Indies are received.

While the Saint John drydock was under construction, all the lumber for the great timber dam was milled at the Christie factory. The timber for the tall wireless tower near London, England, was fashioned and made ready for erection, at this successful local lumber works. The interior fittings for the new Saint John court house were turned out of the Christie cabinet shop. Charles S. Christie is president and manager of the firm with C. Alexander Christie holding the secretary-treasurership.

# James Pender Co., Ltd.

This industry has been much in the public eye of late because of the decision of its employees to work overtime so much a week without pay to enable the company to compete with foreign competitors and hold its foreign markets. Upwards of 100 hands are kept busy at this plant at the lower end of Charlotte street making wire nails and allied products. These are sold locally and also find a market in the Maritimes, in upper Canada, the West and even in far away New Zealand and Australia.

Organized by the late James Pender, an outstanding citizen of his day, the business has prospered and has been one of the staple industries of the city. The plant has been improved from time to time to keep up with the progress of modern invention and its products have won a fair name throughout Canada and in the industrial world in general. Some time ago this industry became a subsidiary of the British Empire Steel Corporation Limited. It manufactures daily more than 10,000,000 nails of various kinds, besides fence staples, toe calks for horses shoes, miles of wire, bale ties and other products. The general superintendent is William F. Knoll and he is assisted by a competent executive staff and foremen of departments. The plant is noted for the co-operation that exists among all the workers, an item that makes for the success that is being achieved.

# Gold Crescent Mfg. Co.

Established four years ago with only six workmen, the Gold Crescent Manufacturing Company has grown until today the company has 40 men and women in its employ, all residents of the city. This concern manufactures men's clothing and certain lines of children's wear.

The factory is on the second floor at 29 Canterbury street, and shipments are sent to all parts of the Maritimes. The factory section presents a busy scene as the garments are cut and sewed by machines handled by skilled operators.

The company specializes in working men's overalls and working pants, and the red and yellow label used to designate the company's product is rapidly becoming familiar to buyers. The concern promotes the idea that citizens can secure as good an article for less money by buying the red and yellow label overalls and at the same time support an industry that is giving employment at home. The company is meeting with steadily increasing success and expects the present year will be the best recorded since its formation.

# W. J. Crawford

Burnell fuel saving systems have been installed on over 300 furnaces in Saint John and all users stated their satisfaction that it will do as represented, that is, will burn gases, smoke and combustible matter that is in the coal, by introducing oxygen to the fuel bed at the same temperature as the burning coal in the furnace. The system reduces coal consumption 20 to 40 per cent., reduces ashes 50 per cent., and gives better heat. It is installed on furnaces on trial without cost. W. J. Crawford & Co., agents, have been in the plumbing and heating business in the city for over 20 years and have established a reputation which is at the back of the Burnell system. A large number of the big firms have this system in their stores; also a number of public buildings are equipped.

# Smith Harness Store

The Smith Harness Store, 7 Gernsall street, was opened 7 years ago by Norman H. B. Smith, who had previously been employed for 20 years with H. Horton & Son, Ltd. Recently he has been in failing health and the business has been conducted by his sons, F. H. and N. G. Smith.

Originally the work was largely harness repairing, but in the last few years this has changed and they have become "automobile trimmers," specializing in covers and sedan slip covers. They also carry out all kinds of repair work on automobile side curtains, etc. There is a garage in Union street where cars are stored when the repair work makes this necessary.

# SAINT JOHN DESK CO.

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Axels, Piston Pins,  
Bushings and sundry parts. We make anything for the automobile.  
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Back of that pride is the home factory that produces the finished floor. Coming from the trees of the New Brunswick and Nova Scotia forests—going through the machines in our plant—laid by skilled workmen—your hardwood floors and finishings make your home the pride and joy of your life.

See samples of H. B. Brand Hardwood Floorings at our booth in the Saint John Exhibition.

Haley Bros. Ltd.  
BROAD STREET  
Saint John, N. B.

# W. Colin Montford

The antique dealer and period furniture reproducer is the centre of attraction for all lovers of distinctive furniture, and the workshop of W. Colin Montford is no exception to the rule. Mr. Montford is well known as an artist in the work of reproducing from old masters, and some of his work is on display at the "Made-in-Saint John" exhibit. As well as conducting a furniture-making branch, Mr. Montford deals extensively in antiques, including furniture, pottery, rugs and pictures. He makes periodical buying trips throughout the country districts, picking up relics here and there as he goes along, and his stockroom contains at all times the fruits of an expert knowledge in antiques.

# Maritime Clothing Co.

In 1917 Nathan and Max King, with faith in themselves and their business ideas, started a plant in Union street, Saint John, for the manufacture of clothing. They began with six employees. Today they are making many hundreds of garments weekly and their faith in themselves and Saint John has been justified for such has been the expansion of business that their payroll now numbers 120. That is a big increase in eight years.

They operate as the Maritime Clothing Manufacturing Co. They have installed modern machinery to speed up their product without detracting from the quality of the garments they present for the approval of the discerning buyer. Selling in the Maritimes, they have reached out for markets farther afield and have been successful in meeting the competition of such an important centre as Montreal. In addition to ladies' coats, the Maritime Clothing Co. has taken up with much success the making of men's overcoats. One of the factors that enters into the progress that has been made and into the hope for the future is that Messrs. King have faith in Saint John and in the Maritimes and are boosters as well as being hustlers for business.

# F. C. Wesley Co.

The house of F. C. Wesley Co., photo engravers, was started 25 years ago by F. C. Wesley and since that time has become one of the best known Saint John business houses.

The firm handles all kinds of photo engraving work, making plates for newspapers, magazines and books. From a small start the firm has grown until today quite a staff is employed and their work goes to all parts of the Maritime Provinces.

Their place of business is at 59 Water street.

# Nonnenman Tiling

The W. Nonnenman Tiling Co., 133 Duke street, was established in 1914 in a small way and it has expanded until today the concern has completed tiling work in practically all the large buildings in the Maritimes, including the Admiral Beatty Hotel, Protestant Orphanage, Saint John Infirmary, General Public Hospital, Court House, Glace Bay Hospital, Fredericton schools, Roy Building, Halifax, and St. Bernard's Hall, Moncton.

There was very little tiling work done in Saint John or other sections of the Maritimes prior to 1914. Since then

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See Our Made-in-Saint John Exhibit

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AILING?



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BEVERAGES