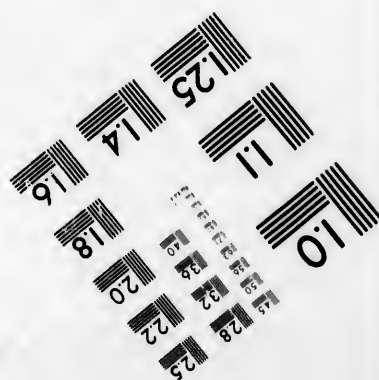
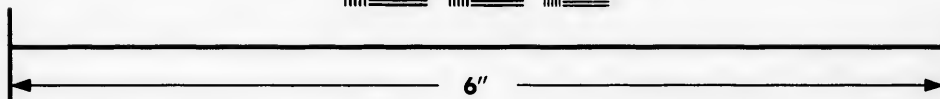
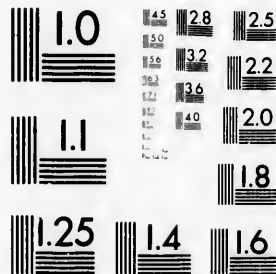


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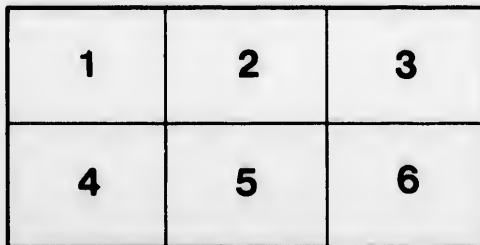
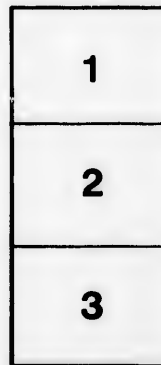
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# HAMILTON

AND ITS

# INDUSTRIES

BEING A HISTORICAL AND DESCRIPTIVE SKETCH OF THE

## CITY OF HAMILTON

AND ITS

## PUBLIC AND PRIVATE INSTITUTIONS

Manufacturing and Industrial Interests,  
Public Citizens, etc.

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PUBLISHED BY E. P. MORGAN AND F. L. HARVEY

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HAMILTON:  
SPECTATOR PRINTING COMPANY.

Nov., 1884.


## SECOND EDITION.

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Within ten days of the issue of the First Edition of this little book, orders were received for upwards of three thousand copies more than were printed. With thanks and much pleasure, therefore, the Second Edition is issued, in the hope that the field of its good work may be extended. It does not profess to give a description of every industry in Hamilton, but only a few outlines of some of the oldest and most leading enterprises. For Hamilton is a city composed of a full quota of every business, art, and industry known to civilization. In its manufacturing interests it certainly leads all others in the Dominion; while in wholesale jobbing and retail in all lines, its facilities are equal to those of the most metropolitan trade centre on the continent. Hamilton is all alive, and we hasten to spread the good news as far and wide as lies in our humble power.

THE PUBLISHERS.

HAMILTON, November, 1884.

  
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# THE CITY OF HAMILTON

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THE first white man who ever trod the site upon which the beautiful City of Hamilton now stands was a Frenchman named Sieur De La Salle, who, in the year 1669, started from Lachine, in Lower Canada, at the head of an exploring party of twenty-four white men and several Indians. Their objective point was the Pacific Ocean; this party, after coasting the eastern and southern shores of lake Ontario, passing the mouth of the Niagara River, reached the head of Burlington Bay in September of that year. Landing at the spot where the Great Western Railway station now stands, they determined to camp and hunt the plateau for some days; it was a sorry and desolate place that these hardy Frenchmen found. The plateau was marshy and covered with tall, rank Indian grass, interspersed with patches of elm and shrubbery, the latter being used as shelter by countless hordes of wolves, and night was hideous with their savage cries, while the myriads of huge bull-frogs added their awful croaking to the unwelcome din. The sides of the mountain were said to be literally swarming with rattlesnakes. In a sketch of La Salle's travels, written by Father Galinee, a Roman Catholic priest of literary reputation, numerous adventures with wolves, bears, rattlesnakes, and other wild beasts and reptiles in this locality are chronicled. The site now known as the Market Square, swampy and covered with shrubbery, was the favored resort of the wolves, and La Salle and his companions, looking down from the mountain side one day, saw and heard these congregated brutes howling in countless myriads as the sands of the sea.

These adventurers accomplished no great purpose by their survey, beyond making a sketch, which was published by Father Galinee, as a map, the first map of Hamilton ever made. A century rolled by, while the site of Hamilton continued to be occupied only by Indians, wild beasts and reptiles. In 1763 Canada passed from the hands of the French to the British; but it was not until the revolutionary war broke out that any permanent settler arrived upon the scene. When the American colonies rebelled a man named Robert Land, living with his family in Pennsylvania, on the shores of the Delaware, cast his fortunes with the Royalists, and was employed as a spy; while conveying a message into camp one night, he was discovered by the enemy and fired at; being slightly wounded he crept under cover of some bushes and lay until daylight; on returning to his home he was horrified to find it in ashes, and his family, as he supposed, all murdered. As a matter of fact his wife and children escaped, tracked him to his place of concealment, and finding some blood concluded that he had been killed. In despair the broken-hearted mother and her children fled to New Brunswick; but little is known of her life of hardship for several years.



Robert Land, finding his home in ashes and his family gone, massacred as he thought, escaped into Canada; he took a different direction from his wife, however, for we next find him at Niagara. After a short stay there he removed and took up 300 acres of land in the territory now occupied by the eastern part of the City of Hamilton, being the first white man who ever made his home in these parts.

This was some time in June, 1778. There was no other white settlement for miles around, though the nucleus of a village had already been formed at Ancaster. Land found a deer trail extending over the brow of the mountain down to the bay. Another trail extended from the banks of the Grand River through the valley in which the town of Dundas now stands, down to the bay near the Indian mound at the foot of Emerald Street. He built himself a rude cabin of logs, with one window (the light being partially admitted through a stretched wolf's skin), on the land which he had taken up, and settled down to hunting pursuits, varied by a little amateur farming. He contrived to break up a small patch of ground, and sowed thereon a bushel of wheat which was the first agricultural experiment ever made in the neighborhood. Here he lived in solitary state for some years. One day, to his great surprise, a weary and travel-worn woman made her appearance at his threshold, accompanied by two grown young men. It was his wife, whom he had had supposed to be murdered by the Indians, and they who accompanied her were his own two sons. It must have been a strange and moving tale they had to tell each other. The wife had become dissatisfied with her home in New Brunswick, and had emigrated thence to the neighborhood of her husband's former place of abode near Niagara Falls. She had not been there long before she heard that a man named Robert Land had recently dwelt there, and had removed to the shadow of the mountain below Ancaster. There was neither telegraph or post-office in those days, and she set out on foot with her children and walked the entire distance. Here the reunited family lived and died, and some of their descendants occupy a part of the property to this day.

Colonel Robert Land, grandson of the first Robert, and his family, occupy the old homestead at present. It is a fine old residence, surrounded by well laid out grounds, and hidden by trees and shrubbery, situate on Wentworth street, a few rods below Barton street. Colonel Land is now an old man in his 78th year. He is hale and hearty, and tells romantic stories of Indians, whom he regarded with extreme friendship; but his memory for names and dates is not good. In a conversation of some hours the writer gathered from him such facts as he could remember having learned from his father, which may be summarized as follows:—After the arrival of the two sons, Robert and Ephriam, who were about 16 and 18 respectively, the re-united family got to work farming in good earnest. In a few years two other sons and three daughters, who were married in New Brunswick, came to the settlement. The daughters were married to men named Brincey, Horning and Hughson. They all came together, and with three named Macafe, Kirkland, Ferguson and many others, took up the land along which Hughson street now runs, and Ferguson where the street of that name now runs. A hundred acres of land, bounded by Main street on the south, Barton street on the north and east and west by Emerald street and Victoria avenue, was part of a tract settled by one of those early arrivals, and was actually sold for a barrel of pork and a yoke of steers, and Robert Land bought it from the purchaser for a slight advance. Col. Land, though but seven years of age at the time, remembers quite well hearing the firing at the celebrated battle of Stony Creek. This battle, between 500 Canadian volunteers, under Col.



CENTRAL SCHOOL.

Hardy, and 2,000 Americans, was undoubtedly one of the most decisive in the war of 1812. It was fought on the evening of June 5th, 1813, and the disastrous retreat of the Americans saved this settlement, then growing apace, from a bloody scene which might have changed the fate of all Ontario. Col. Land says that one of the reasons for his so distinctly remembering this exciting incident was that June 4th being the birthday of the King, and that as the soldiers were short of powder, the usual salute was omitted, and the ammunition saved for more effective use. For this wise foresight the commander was highly commended. The sudden growth of Hamilton by the influx of settlers who came to work on the Burlington Bay and the Desjardins canals, Col. Land remembers well. The first foundry established by Fisher and McQuesten, on the site where now stands the Royal hotel, and other manufacturing establishments, helped to extend the commercial importance of Hamilton. When the rebellion broke out in Lower Canada and spread to Upper Canada, the people of Hamilton were loyal. Major Head, Governor-General of Upper Canada, afterwards Sir Francis Head, had such faith in the people that he sent all the regular troops to Lower Canada, and relied upon the loyalty of the people, in which he was not disappointed. About 1840 Hamilton's future as a city of first-rate importance was established. From other sources we continue the story of the settlement of Hamilton from Land's time to the present.

Other settlers began to come in, but not very rapidly, as the neighborhood offered few inducements to emigrants. Wolves and rattlesnakes continued to abound. The soil was poor and unproductive, and it was found almost impossible to eradicate the Indian grass. Farther east the soil presented no such difficulties, and Stony Creek soon became a thriving little settlement. The high land above the mountain was another locality to which emigrants resorted in considerable numbers; so that for many

years Ancaster and Stony Creek were both far in advance of the settlement on Burlington Bay. The geographical position of the latter, however, was such that it could not remain permanently neglected. In the year 1795 the Freemasons of the neighboring settlements organized a lodge there, holding their meeting at a tavern kept by a man named Smith. This tavern stood on the corner of King and Wellington streets, on the site now occupied by Charlton's Vinegar Works.

Specie, in those days, was a thing almost unknown to the district, and nearly all transactions took the form of barter. The farmers paid their bills in grain; and even the dues of the Masonic lodge was discharged in the same manner. It is said that a good ox was exchanged for a pair of boots, and that a hundred acres of land in one of the best parts of Hamilton were given in exchange for a barrel of pork.

When the American invasion of 1812 took place, it was expected that the present site of Hamilton would be the scene of a decisive battle between the opposing forces, and a company of troops was raised and sent to the front. The privations of those early days furnish a theme on which volumes might be written, but sufficient has been said to give some idea of their nature and extent. Other and brighter times were in store for the sturdy settlers on the shore of Burlington Bay. In the year 1813 the site of the nucleus of the present city was laid out in town lots by George Hamilton, member of Parliament for the Gore District, and the place was named after him. He was a man of influence and public spirit, who made great exertions to build up a town, and the result of his energies soon began to be apparent. In 1814 one William Sheldon opened a store there. It was a little frame building, and stood on what is now the corner of King and John streets. Not long after, John Aikmon commenced business as a waggon-maker on the north side of the Gore, on King street; and Edward Jackson opened a tin-shop close by. Other industries followed as a matter of course, and the place continued to thrive gradually until the year 1824, when its trade received a very decided impulse by the passing of the Act of Parliament authorizing the construction of the Burlington Bay Canal. This canal, the construction of which took nearly nine years, is about three-quarters of a mile in length, and connects the bay with Lake Ontario, enabling vessels of burden to enter the harbour. Upon its completion in 1832, Hamilton became the head of navigation on Lake Ontario. Independently of the facilities afforded for navigation, the carrying out of such an undertaking rendered necessary the employment of a great number of men, who made Hamilton their headquarters, and most of whom settled there permanently. A great many new houses were erected for their accommodation, and the population and commerce of the town grew apace. The geographical position of Hamilton had at last asserted itself, and Dundas and Ancaster, its sometime rivals, were left far behind in the race. Hamilton became known far and wide as a place of great prosperity, and emigrants poured in from all parts of the old world. The local stores were too scantily supplied with provisions to meet the tremendous demand, and the emigrants were often compelled to depend upon the farmers and other inhabitants for the necessaries of life, as well as for shelter from the weather.

The construction of the Desjardines Canal, running from the head of Burlington Bay to Dundas, was another important project which engaged the attention of the people of Dundas and Hamilton about this time. It was chartered in 1816, and completed in 1832, the same year that witnessed the completion of the Burlington Bay enterprise. For many years the Desjardines Canal did a tremendous business, but the subsequent

construction of the Great Western Railway rendered the canal useless, and its business has since been inconsiderable.

In the early part of the summer of 1832, it became known in Hamilton that that fell scourge of humanity, the cholera, had reached Quebec and Montreal and that it was advancing westward. A public meeting was at once called, and measures were taken for the improvement of the sanitary condition of the streets. Notwithstanding all precautions, the cholera made its appearance on the twelfth of July, and a number of the inhabitants fell victims to it. It broke out in the gaol, and the gaoler and his wife both succumbed to it. The Medical board expressed their opinion that the prisoners, unless speedily released from durance, were all likely to be attacked. Accordingly Mr. (afterwards Sir Allan) McNab and another gentlemen named Stephen became securities to the magistrates, who authorized the Sheriff to release from custody all the prisoners, except one who had been sentenced to be hanged. Upon this authority the prisoners, with the one exception mentioned, were liberated. In the following November a destructive fire reduced a large part of the town to ashes, but the part destroyed was speedily rebuilt; and on the twelfth of February, 1833, the town had increased to such an extent that an act was passed to define its limits and to establish a market and police.

The rebellion of 1837-8 produced no effect on Hamilton, and the town is in no way specially indented with it. The next event of importance was the construction of the Great Western Railway. This was necessarily a matter requiring years for its accomplishment. When the bill chartering it was passed, so joyous and jubilant were the inhabitants, that the city was brilliantly illuminated, and high carnival was held for several days. In 1846 the population of the town was 6,832, and the assessed value £117,720. On the 9th of June in that year Hamilton was incorporated as a city, and for some years subsequently its prosperity was steady and uninterrupted. In 1856 the population had increased to 21,855. Several years before the last-mentioned date, however, Hamilton had begun to construct those magnificent water works which are unequalled in the Dominion except by those of Montreal, and the total cost of which has been about \$800 000. It invested largely in other municipal improvements, including expensive sewers and gas works. It also took a large amount of stock in the Hamilton and Port Dover Railway, and in other enterprises which proved unremunerative. Altogether, it plunged itself into debt, and has since had to pay dearly for its too rapid advancement during the few years to which we have referred. The crisis of 1859 came, and with it came financial disaster to Hamilton, the history of which, during the following ten years, is dark and gloomy. Not a street but had its rows of unoccupied buildings: and for several consecutive years not a solitary building of any kind was erected within the city limits. The revival of trade which ensued during and after the close of the American war did a good deal in the way of restoring the city to a prosperous condition.

#### THE BOARD OF TRADE AND ITS WORK.

Now while nature aided by the works of man generally shape the fate of cities, it is the men of Hamilton who are entitled to the greater part of the credit in making the city of Hamilton what it is to-day—the greatest manufacturing centre in the Dominion. In order that honor may fall to those to whom honor is due, we hereby append the names of the 36 noble men who first formed the Hamilton Board of Trade, on the 29th day of April, 1845. Following are the names:—

Archibald Kerr,	A. Bigelow,
Thos. C Kerr,	M. D. Brown,
Ed. Ritchie.	C. C. Ferrie.
Richard Juson,	J. B. Ewart,
Benjamin Milner,	Robt. Forbes,
Jas. Coleman,	John Wagstaff,
Hugh Moore*	Daniel McNabb,
Wm. Atkinson,	G. L. Beardman,*
A. McDonald,	M. McKenzie,
H. C. Baker,	John Young, Sen.
Joseph Galkison,	John Young, Jr.,
James Walker,	D. Moore,*
James Osborne,*	Thos. Ramsay,
B. Babbington,	James McIntyre,
John P. Larkin,	John Winer,*
T. H. McKenzie,*	John Gartshore,
Wm. Dixon,	Isaac Buchanan,
Æ. Kennedy,	Wm. P. McLaren.

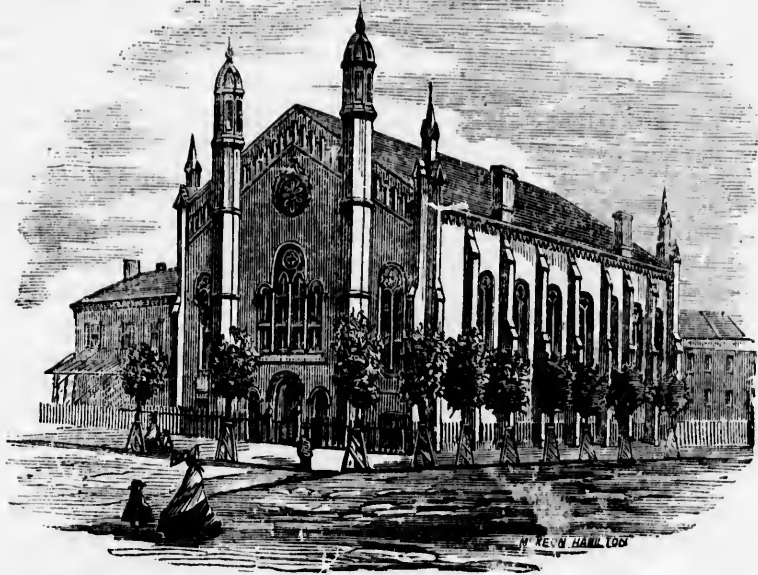
These 36 men met on the date mentioned at the Royal Exchange hotel, and organized themselves into a Board of Trade, and from that day to this the body has exercised a fostering care over the city's interests, and nearly every public measure of good consequence can be traced to this body of wise and prudent men. The board however was not a corporated body until June, 1864.

The business men of Hamilton of early times happened to be wide awake and energetic. It was the foresight of these men that brought about the construction of the Burlington Bay Canal which opened Hamilton to the commerce of the lakes, and the Desjardines Canal that brought the produce of the western counties to this city. The part these wise men took in free navigation, of the St. Lawrence controversy, in the construction of roads, railways, and other highways of commerce, was just about all that made this city the great centre of trade that it is to-day. As showing what broad views and wise understanding of all the great questions that make a city or country, these men of the Hamilton Board of Trade possessed, we append without comment the second annual report of the Governing Committee, submitted and adopted in 1849. In the light of to-day, after all that has intervened in 37 years, it is an interesting document.

"The committee of the Hamilton Board of Trade upon resigning their trust, beg to report—

"That, during the past season, when so many and such important changes took place in our commercial relations with the mother country, when the whole system of protection was done away with, your committee did not fail in their duty to constituents, but petitioned Her Most Gracious Majesty the Queen, craving time in order that the colony might accustom itself to the change. To this petition a reply was received adverse to the prayer thereof. They subsequently forwarded to Her Majesty another petition, praying for such a modification of the Navigation Laws as might place Canadian produce in a more favorable position. To this no answer has been received.

\*Those marked \* are still living; all the rest are dead



CENTRAL CHURCH.

"That, your committee have continued vigilant as to many matters of great importance to the welfare of the colony: among them, the necessity of a uniform rate of postage, the repeal of the duty upon American wheat, useless to the farmer, burthensome to the merchant, and affording no revenue to the colony; the repeal of the various duties on American provisions, as were such admitted for home consumption free of duty the whole of the very superior articles produced in Canada would be put up for consumption in Britain, and thus not only would the Canadian farmer obtain as good prices as at present, but a trade would be formed of the highest value to the country.

"The assimilation of duties on goods from whatever country derived, as an equivalent for the protection withdrawn from Canadian produce, so considerably permitted to be taken up by the Canadian Parliament, by the Imperial authorities, have also occupied their attention and would with many other matters have been urged on the Provincial Governments, had there been any parliament sitting. Your committee therefore can only recommend these matters to their successors in office.

"The completion of the canals on the St. Lawrence will do much to facilitate our intercourse with our seaport towns, and should the British navigation laws be so far altered as to permit foreign vessels to load at Quebec and Montreal for ports in Britain, and also allow foreign ships to bring to Canada the produce of any part of the globe, then your committee trust, that so far from there being any necessity for Upper Canada merchants to import or export *via* New York, that on the other hand, cheapness of inland transport will induce the merchants of the Western States of America to import their bulky and heavy goods by way of the St. Lawrence, and the present strange anomaly of our position be done away with, permission being given to import through a foreign port, and foreign canals in foreign ships, and to be denied the privilege of

importing in the same ships through a Canadian port and Canadian canals. Your committee, judging from the late debate in the Imperial House of Commons, trust the day is not far distant when their hopes will be realised and the cities of Hamilton and Quebec assume the commanding positions laid out for them by nature, and so improved, by art.

"The Magnetic Telegraph between this city and New York and continued on to Toronto, and to be extended to Montreal on the one hand and to Port Sarnia on the other, your committee have taken great interest in, conceiving such mode of communication of the highest importance to the interests of commerce, although they regret that from accidents and other causes the benefits derived from those in operation have been less than were anticipated. Your committee recommend to their successors on the completion of the other two lines, to obtain, either in connection with the Press or otherwise, a daily report of the markets and news.

"Your committee have regarded with much satisfaction the favorable position of the Canada Great Western Railway Company, conceiving such of the highest importance to the colony at large, and to their rising city in particular, and trust such may be merely the backbone of a series of railways, constructed from the material so abundant on their respective lines, stretching to every corner of the fertile West.

"Your committee are much pleased to observe the enterprise shown in the establishment of a Mining Company and an Association for Life Insurance, and notice with great satisfaction the formation of manufacturing establishments, which, although commencing on a small scale, will probably lead to undertakings of a greater magnitude.

"Your committee would beg to point out to their successors the importance of their publishing occasionally information for the benefit of the agriculturists, regarding the description of grain suited for the British markets, the proper methods of preparing flour, of curing provisions, packing butter and making cheese, of raising and dressing hemp and flax, the culture and preparation of articles for dyeing, and on various other matters, respecting which the farmer naturally looks to the merchant for advice.

"In conclusion, much as your committee regret that their operations have not met with the success they could have desired, they look forward to the future with hope, urging to their successors to take advantage of every favorable opportunity that may offer of forwarding measures calculated to place the rising Colony in the position she ought to occupy.

"JOHN YOUNG,  
" President, H. B. T.  
" WM. ATKINSON,  
" Sec., H. B. T."

"Hamilton, 28th April, 1847."

Through all the years of its existence the Board of Trade has taken a leading part in all the questions of interest to the City. The construction of the Great Western Railway, and the Hamilton & N. W. and other arteries of trade, are all mainly owing to the agitation of this body. Every hindrance to trade has had the attention of this Board. For example, the abolition of the tolls on the Burlington Bay Canal was advocated as early as 1840, and has continued to this day. More than that, it is safe to predict that the Board of Trade will never cease until such a barbarous stumbling block to trade shall have been removed, as the following extract from the President's annual report for 1884, hereto appended, shows. After a brief but hopeful review of trade, and record-

ing its hope that Parliament will soon pass a bill for the equitable distribution of insolvent estates, the report continues:—

"Jointly with the city council your board in May last, presented to the Minister of Railways and Canals a memorial praying for the deepening of Burlington bay canal, so as to constitute Burlington bay a harbor of refuge, and for the abolition of tolls on the canal; but your council regret to report that notwithstanding years of almost persistent and importunate application for reform in these matters, nothing has yet been done nor has much hope been held out that our petitions will receive the favorable consideration to which they are entitled.

"The tolls collected for the past few years were \$4,023.13 for the season of 1880; \$4,028.81 for the season of 1881; \$3,200.42 for the season of 1882; \$1,966.98 for the season of 1883 and \$72.32 for April 1884; \$144.39 for May 1884; \$113.15 up till June 20, 1884; or in all, \$329.86 for nearly half of the present season. These figures indicate the driving away of shipping from this port, and show a large decrease year by year till the sum now collected is so trifling that its loss would practically be of no moment to the Government, while the removal of an irksome impost would be a boon to the city and the mercantile marine, which might again be encouraged to seek Hamilton business.

"Money is being spent in the Toronto harbor and bay, which brings no return to the Government in the way of revenue, and your council hope that the Government may be induced to place this city in a similarly satisfactory position.

"The Dominion Government having subsidized the line of railway that will connect the Ontario system with the Canadian Pacific and the North-west, your council express a hope that the building of the line will be productive of benefit to this Province.

"The railway connections of this city are now happily of such a character as to ensure competition and place the merchants and manufacturers of Hamilton in a position favorable to the transaction of business in any part of Ontario. Particularly so is this the case with the Grand Trunk railway, which, with the exception of natural discrimination in favor of their headquarters at Montreal, has arranged rates of freight apparently as nearly just to all cities as possible, and is giving better accommodation to the travelling public than ever known before in Canada. And while opinions may differ about the wisdom of the amalgamation of the Grand Trunk and Great Western referred to in the last annual report, little complaint can at present be made against the new management, which appears willing in every reasonable way to consult the interests of the city. As long as the Hamilton & North-Western remains independent, this state of affairs will likely last, competition will be assured, and the city will continue to prosper."

Following are the officers: T. H. Macpherson, president; W. H. Gillard, vice-president, and R. Benner, secretary.

The following gentlemen compose the council for this year: Messrs. R. K. Hope, W. F. Findlay, James Stewart, James Walker, J. W. Murton, C. J. Hope, John Knox, Wm. Osborne, W. H. Glassco, Wm. Hendrie, Geo. Roach, John Stuart, James Turner, M. Leggatt, J. J. Mason, J. Lottridge, W. E. Sandford, Adam Brown, J. E. Parker, W. J. Field, Alex. Turner, John Proctor.



## PROOF OF PROSPERITY.

As to the prosperous condition of the city's industries, the fact that within a few years 31 firms have either enlarged their premises or otherwise added to their facilities to meet the growing proportions of their trade, is sufficient and positive proof and testimony. Following is the list of firms who so report:—

J. H. Stone Manufacturing Co., Burlington Glass Works, Lumsden Bros., Lucas, Park & Co., Archdale Wilson & Co., Hyslop, Cornell & Co., John Stuart, Son & Co., John Winer & Co., Osborne, Killey & Co., Gardner Sewing Machine Co., Duncan Lithographing Co., James Stewart & Co., William Silver, Morgan Bros., Semmens Bros. Copp Bros., Young & Bros., William Farmer, Malloy & Malcolm, Davis & McCullough, C. L. Thomas, Hart Emery Wheel Co., P. Grant & Sons, F. L. Schrader, Canadian Oil Co., J. Hoodless & Son, John Garrett & Co., George E. Tuckett & Son, W. H. Judd & Bro., F. F. Dalley & Co., Z. Pattison, R. Hinchliffe, B. Greening, Olmstead Bros., W. E. Sanford & Co., Burrow, Stewart, & Milne, E. & C. Gurney Co., S. G. Moore, Bowes, Jamieson & Co., Leitch & Turnbull, D. Moore & Co., Canada Clock Co., M. Brennan & Sons, R. M. Wanzer & Co., Meakins & Sons, Reid & Barr, A. M. Foster, Gurney & Ware, Standard Whip Co., J. S. Lillis, Atkinson Bros.

New industries established within the last six years :

Hamilton Bridge & Tool Works, Meriden Britannia Works, Ontario Rolling Mills, American Nail Works, F. W. Hore & Sons, Ontario Cotton Mills, Hamilton Cotton Mills, R. S. Spence & Co., Dominion Hat Co., Hamilton Wire & Iron Fence Co., Ontario Canning Co.

## WHAT THE "SPECTATOR" RECENTLY SAID.

Hamilton's present prosperity is full of suggestiveness. The claims put forth by our merchants for commercial recognition and honorable business demands among the industrial centres of this continent, are well founded. Perhaps at no time during the last decade, has there been a more positive evidence among the larger of our industrial pursuits that Hamilton was rapidly and surely forcing its way to the very front rank, among her sister cities of the Dominion, particularly in her special and general manufacturing interests, of wholesaling of what can be termed the national staple of trade—groceries, clothing, boots and shoes, drugs and dry goods, than the present. We challenge with some pride, any other city of twice our population, in the entire Dominion—the result to be figured upon the basis of a pro rata population—to show the diversified product in its manufacturing or anything to approach the grand aggregate of the annual output of Hamilton's manufacturers. We have the largest sewing machine manufactures in the Dominion, frequently representing a weekly product of more than 2,000 machines, which serve to carry the name and fame of our city over the entire inhabitable globe. We have as large stove works as can be found in the Dominion, while our flourishing mills, boot and shoe factories, and wholesale grocery and fruit trades find a market at the doors of British Columbia and in the hut of the "Lone Fisherman" in Newfoundland and Prince Edward Island. It is estimated that last year's sales, exclusively among our wholesale groceries, aggregated over \$8,000,000.

## MISCELLANEOUS DETAILS.

Topographically speaking, Hamilton is well laid out ; it presents a busy and attractive appearance. The streets, to which the mountain furnishes an imposing background, are generally laid out at right angles with each other. The wide space known as the "Gore, forming part of King street, arrests the eye of the stranger who beholds it for the first time. On a bright sunshiny day, when the fountain is playing and when the shrubbery is out in full leaf, this part of the city has a decidedly metropolitan aspect.

The private residences of Hamilton are specially deserving of comment. Some of the stately stone mansions which are to be found between King street and the base of the mountain, and on Main street east, would do no discredit to any city on the American continent. Some of the churches also, of which the city contains a large number, are fine and imposing.

The Court House, the Canada Life Assurance Company's Building, the Banks, the Wesleyan Ladies' College, John Winer & Co's building, W. E. Sanford & Co's building, the chemical works of Dalley & Co., the new Post Office building in course of construction, the Custom House and many other public and private buildings too numerous to mention, are fine specimens of architecture, not excelled in any city of Hamilton's size on the continent. The public halls and theatres are numerous and well adapted to the city's needs. The retail trade of the city is mainly devoted to James, King, John, McNab street and Market Square. Besides the Common Schools and the Collegiate Institute—a sort of high school—Hamilton can boast of the best and largest colleges devoted to specialties in the Dominion. The Wesleyan Ladies' College has no rival worthy of comparison within a thousand miles. The Masonic and a large number of social and benevolent associations are well supported and numerous.

Dundurn, the former residence of Sir Allan McNab—now the residence of Senator Donald McInnes—is situated on the high ground overlooking the bay, near the western boundary of the city, and just beyond Dundurn, farther west, is Burlington Cemetery, a beautifully laid out resting place for the dead.

The manufacturing and commercial industries of the city are deserving of special notice, but as many of the leading houses are described in the pages that follow, we will refer the reader for details to the descriptive articles referred to.

From the return made by the city authorities, Sept. 1st, 1884, we find the population set down at 37,216. The value of real property within the city limits is set down at \$14,841,300; income, \$714,420; personal, \$3,261,610.—Total, \$18,818,330.

The present heads of the city government are : J. J. Mason, Mayor ; A. Stuart, Treasurer ; Thomas Beasley, City Clerk ; J. Cummings, Tax Collector ; A. D. Stewart, Chief of Police ; J. Cahill, Police Magistrate ; Wm. Haskins, City Engineer ; Alex. Aitchison, Chief of Fire Department.

In the various industries, upwards of 12,000 working people find employment. The largest interests are the wholesale grocers trade, drugs, the manufacture of clothing, boots and shoes, the sewing machine and agricultural implements manufactories, foundrys, marble works, vinegar works, glass works and the lumber trade.

The municipal division of the city is into seven wards, the internal government being entrusted to the hands of a mayor and twenty-one aldermen. The city sends two members to the house of Commons and one to the Local Legislature of the Province. It is the seat of the Anglican Bishop of Niagara, and also of the Roman Catholic Bishop of the diocese.

A splendid view of the city and the surrounding country, as well as of the bay and lake shore, is to be had from the summit of the mountain. The prospect from thence is wide, varied, and one of the most inviting in the Dominion, and is such as to well repay the chance traveller for the tedium of making the ascent.

Such is a brief epitome of the history and topography of the "Ambitious City," from the earliest times down to the present day. Judging from the progress in the revival of trade which has already begun to make itself apparent here, Hamilton's most prosperous days are yet to come. The financial troubles of the past have taught her people a stern but valuable lesson of prudence and economy, and any future operations in which the municipality may engage will be entered upon with a due regard to consequences. From her geographical position, and from the wealth and enterprise of her people, there is no reason why Hamilton should not become a great and prosperous city. With best wishes for her future, we bring our remarks upon her history and institutions to a close.

### FIFTY YEARS AGO.

Mr F. W. Fearman, one of our most prominent and respected citizens, a year ago on completing his fiftieth birthday in Hamilton, gave the following interesting letter to the press:

Fifty Years ago this month, (in 1833) our family came from Norfolk, England, in the New York packet ship Ontario. We were on the ocean six weeks, and two weeks on the Erie Canal to Oswego. Then we took passage on a schooner to Port Dalhousie, and from thence to Hamilton in royal style in a farmer's hay rack. Hamilton was but a small place then. There were but three brick houses in it, and the bush came up to the corner of Wellington and King. Wellington street was called Lover's Lane. It was beautifully shaded with forest trees at that time, and for some years after. Mr Peter Hamilton's fields reached down close to the wood market, and the boys used to have grand times gathering hickory nuts. His residence was on the spot where Mr. Hendrie now lives, and the farm gate was on Main street. At Dundurn the woods began again, and there was a crooked, narrow, sandy road to the old bridge. Splendid duck shooting was to be had at the heights; black duck, mallard, teal, and now and then a canvas back. Redheads and jowens were not carried home in those days. Thousands of wild pigeons also would fly over this place, and as they would come up to the high ground from over the lake and bay they could be knocked down by sticks or shot by hundreds. This bird seems to have disappeared from this part of the country altogether now. On the southeast site of the city there were but few houses south of Main street. The Springer homestead was located near the corner of Hunter and Spring streets, and in the fall, in cider-making time, it was the spot where most boys did congregate, and good long straws were in requisition. The lake-side was in summer a busy place then, as the wharves were building, and there were soon a good many hotels built down there. Some of them have disappeared. The old hospital was one of them, the Burlington Glass Works was another, and the roughcast building on the corner of McNab and Burlington streets another, but the glory of that locality is departed. The opening of the Great Western Railway changed the travel and traffic to other parts of the city. Hamilton was noted for its dust and dirt. On a windy day it was almost unbearable. The clouds of dust would sweep down York and King and Main streets, so as to put a stop to business, and all trade suffered very much from this cause. It was after one of those

days of dust and wind that I wrote a petition to the Mayor to call a meeting to take into consideration what was the best plan to provide water for the city. The meeting was held. John Fisher, Mayor, was chairman, myself secretary, and from that meeting sprung our waterworks, which have been of such vast benefit this community. The Gore was a very Sahara—dust, sand and mud the most of the year. I have seen this spot nearly filled with long, white-covered emigrant waggons, on their way from the Eastern States to the then far west of Illinois, Western Ohio and Indiana. They would camp there for the night with their cattle and horses, sleep in the waggons, or prairie schooners, as we used to call them, and at the break of day they were gone. Next evening another lot would be resting there. What has been the result of this migration? Look at the cities, towns and farms of these States to-day. I was told then that the farm was sold to the first man on it for one dollar an acre, and if not taken up the first year after survey, then 75 cents; next 50 cents, and if not taken up then they were called swamp lands, and sold to any one who would give 25 cents an acre for them. But the first sale was to actual settlers only. It is evident that railway scoops, Temperance society grabs and Ministerial boomers had not come into existence, as almost all the tillable land of those States were taken up by actual settlers. I remember the day of the Queen's coronation. It was the first celebration of the kind held here, and a jolly time we had—bonfires and fireworks of a primitive kind. I don't think we had any fire-crackers. Any way, the boys were better then than they are now, and wouldn't use them if they had. There were some hotels of note. The old Promenade House was the principal one. It stood where the Bank of British North America stands now. It was the stage house. The arrival and departure of the stage was quite an event, and caused a great stir, as it was the most rapid and stylish mode of travel. This house was also the resort of commercial men, and the host (Burly) was well known by all travellers. The Cambria House was kept by a Mr. Cattermole, who was also an emigrant agent, whose tracts and books were very severely commented on, as he, like those of that ilk of this day, was apt to draw the long bow. This house was situated on the corner of John and Main streets, and was principally patronized by old country emigrants of the better sort, and it was celebrated as a place where they got rid of a good deal of money and a good deal of whiskey, which could be had pure at 16 cents a gallon. There was also another hotel on the spot where Wanzer's factory is now, kept by Mr. Chatfield, and was noted as the place where all the big bugs put up, and at that house we stayed our first night in Hamilton. It was found on that occasion that those individuals did reside at this establishment, and they nearly ate us up; and its reputation was a correct one. There is now but one building on the Gore that was there then—I mean Messrs. D. Moore & Co's., on King street East. The buildings in this section were all one or two stories, of wood. I do not know of but two men who are in business now who were in business then, and that is Messrs. John Winer and Dennis Moore. All have passed away, and I now find more names of acquaintances in our cemetery than I can in the city. Such is life. Times were hard soon after this. In '34, '35, and '36 business was bad; no money, prices were low. All trade and truck: no cash for anything. The storekeepers used to print their own shinplasters, and run a bank of his own. He was president and board of directors both, until the Government put a stop to it. Wages were very low. Laboring men, 50 cents to 75 cents per day, or less. Mechanics, not much more, paid in truck. Produce was very cheap. Butter, 7 to 9 cents; eggs, 5 cents; whitefish, three to four large ones for a quarter; potatoes, 15 cents a bushel; wood, \$1 to \$2 a cord; meats, grains and flour equally low, but still hard to get, as there was no trade, business or money. General discontent prevailed, and the rebellion of '37 took place. The Family Compact was wiped out; responsible government became a fact, and the country prospered. Some years after this the Indians surrendered the townships of Seneca and Oneida, and they were surveyed and sold to actual settlers at \$4 and \$5 an acre. The lands were taken up at once, and many of the lands were paid for by half the pine timber on it. I helped survey this land under the late Mr. Kirkpatrick, P. L. S. I mention this to show the extraordinary rise in the value of timber and lumber since then. These fine large pines were then sold at from \$1 to \$2 apiece. Mr. Bradley, of this city, informs me that he pays from \$80 to \$100 for each of them. There was plenty of very fine walnut, also cut into lumber at \$15 to \$20 a thousand, which is now worth \$100 for the same quality, and none to be had in this locality. These lands are now worth from \$50 to \$80 an acre

The churches were few and far between. Old King Street Methodist was in use, although I have seen it full of sheep since then. It was afterwards repaired and used for divine service. There were no Episcopal, Presbyterian or Catholic churches here. Rev. Mr. Geddes used the Court House. As to schools, I first went to a school called "Miss Sewell's Select Ladies' Establishment," where a few lads were admitted. It was kept on the corner of King and Walnut streets. I think the name is on it still, as the building has not had a coat of paint since then. A Mr. Randall also had a large school in the old Cambria House on John street, lately pulled down by Mr. Hoodless. He was a club-footed man, but could throw a ruler straight as a shot. Most of the teachers then were men who were unable to make a living in any other way. I often think of them in comparison with the twelve schools, the 116 teachers and 6,000 scholars of Hamilton to-day. I give you a few extracts from the early public school records of a later date :

The earliest date of the public schools in this city go back to 1847—a period of 36 years. At that time the city was divided into six sections, in each of which there was one school house, containing one school room, presided over by one teacher. One of these schools is described as good, four as middling, and one as inferior. Two were 18 x 20 feet, and two 22 x 24 feet. The houses were all frame buildings, not one of them was held in fee-simple, four in ordinary repair, two in bad repair. All were suitably furnished with desks and seats, according to the idea of the time; four had special arrangements for ventilation, not one had a playground. Of these six school buildings one only was owned by the Board, the others were rented. No maps or other school apparatus.

There were no fewer than twenty-eight private schools in Hamilton; to-day there are not more than two worthy of the name. Central opened in 1853; preparations occupied three years.

I do not remembre but one wholesale house. This was Colin C. Ferrie & Co's, a large, white clapboard structure on the corner of King and Hughson, where the Bank of Commerce is situated. They did quite a large business. The manufactures were slim. There was a Mr. Harris, a gun maker, where Myles' coal office now stands, and he would perhaps turn out a gun or a rifle a month, but they were noted as good articles. There was also a man, on the corner of John and Jackson streets, known for making good augurs, and I guess he could turn out a dozen or so in the year. There were no railways. The first railroad meeting was held on the wood market, on John street, and an ox was roasted, or rather warmed, as when it was cut up it was as raw as an east wind, and used as the boys use a baseball now; the catchers, however, coming off the worst. Long since then I have been twenty-four hours on the road between the Falls and here, and travel all the time, and twelve to fourteen hours between here and Toronto. I think the first steamer here was the John By, a small craft that was afterwards wrecked on Marygold Point, across the lake. When she came in at Land's wharf, where the H. & N. W. elevator is now, there was quite a commotion. Now all this is changed. We live in the best age the world ever saw. An age of steam, railways, telegraphs, telephones, quick transit and passage, low postage, and a greater share of comforts to the whole people; less political wrangles, and greater catholicity of spirit among the different denominations of the land; churches and schools everywhere, and a regard for the Sabbath that is observable by everybody. Our merchants and manufacturers, with equal railway facilities ask odds from no one. They are princes in their calling, and their motto is, as it always has been, "I advance." I consider Hamilton is the most pleasant and favorably situated place in Canada. Its location at the brink of the lake and bay is beautiful. It is now clean and well provided with water, and there are as fine buildings, residences, churches, and public offices as are to be found anywhere, and also thousands of houses that are principally owned by the people who live in them—built out of their earnings since they came here. Most of the streets are well planted with shade trees and well drained. The soil is excellent. All the varieties of fruit and vegetables suitable to this climate are grown here and in the vicinity to perfection, as our market will demonstrate. I joined with a few of the people on Park street in planting the first street with shade trees, and now almost all the private streets are planted with them. We have copied a good deal in this matter from the States, and we have considerable to learn. The habit of throwing old boots, stovepipes, etc., into the street will have to be got rid of, many of the ugly high front fences taken away, and the old leaves from the trees swept up tidily, good asphalt side-

walks provided, the streets kept in better repair, and last and most important of all, two or more good parks set apart and made free to the people, before we can be called a first-class city. I hope to see this done. We had once the opportunity to purchase Dundurn for less than \$2,000. It was prevented by a few who would oppose any improvement, and though we would have been greatly benefitted by the purchase, the opportunity was lost, and now we must do the next best thing.

I have given you these few notes as they have presented themselves to my mind, and if they are of interest to your readers you are at liberty to use them. I wish a continued increase and prosperity to the "Ambitious City."

### HAMILTON SIXTY-FIVE YEARS AGO.

One of the oldest, if not the oldest, inhabitant recently penned the following interesting reminiscence:

The late Mr. George Hamilton made the first survey of town lots in what is now the city of Hamilton (previous to that, called Burlington) in 1816. This survey comprised that portion of the city bounded by King, James and Hunter streets and the westerly line of the Springer farm—about half-way between Catharine and Walnut streets. In 1820 there had been but three or four buildings erected on these lots, and these stood on King street. The Grove Inn stood on the ground now occupied by the Wanzer Factory. This name was given to the inn on account of a grove of oak trees which lined the centre of King street, from James to Mary streets. Some years after they were all cut down by the path-master—a man named Gray. The most notable building in this first survey was the old log jail, built in 1817-18. It stood near the south-west corner of the square bounded by John, Main and Catharine streets and Maiden Lane. This square had been deeded to the Gore District for the site of the jail and courthouse in 1816. The jail was built of hewed logs to the height of ten feet, and on the top of this was erected a frame building for a courthouse. The prison was divided into four rooms—two for criminals, one for debtors, and the other was occupied by the jailor and his family. All the rooms were precisely alike, and about 12x14 feet in size, divided—two on the east and two on the west—by a hall about four feet wide. The "Governor's" room served for kitchen, parlor, dining-room and bed-room, for that officer and his wife. They had three little boys who lodged in the debtor's room,—being locked up during the night and liberated in the morning. This jail was extremely strong so far as the outer walls were concerned, but the designer seemed to have entirely overlooked the floors and foundation, so it was found necessary to provide the two criminal cells with substantial chains, which were securely riveted around the legs of the worse class of prisoners. The others took their departure at such times as seemed to themselves best, by raising a plank of the floor and digging out under the foundation. Numerous escapes were made in this manner. In those days criminals were not fed in the same style they are now, one pound of bread and a quart of water being the daily allowance; however, they were not stinted in the matter of fruit, as the gaoler's boys kept them well supplied with apples during the season. The prison was located a short distance back from John street, and on the vacant space, fully exposed to public view, the pillory and stocks and whipping-post were kept in readiness. These instruments of punishment were called into requisition after the session of almost every court. Two hours in the pillory or stocks, or thirty-nine lashes with cat-o'-nine tails, being the common sentence for rogues who committed small offences. The more serious criminals were banished to the United States. During court times the old jail was the centre of great trouble and excitement. In those days jurors, witnesses and litigants came very long distances to attend the assizes—from west of Brantford and north of Guelph. Booths were erected on the vacant space on the John street end of the square made of boughs of trees, and from them were dispensed spruce beer, ginger cakes and apple pies. Loyalty was in high feather in those days, and the writer of this sketch saw a man who had imbibed too much "black-strap" committed to the cells for 48 hours for saying "d—n the King,"—he referred to his Majesty George IV. The first man hanged in the old Gore district was from this jail. His name was Vincent; he had murdered his wife. A miserable job was

made of this execution, as the colored man who officiated as hangman had to swing by the culprit's legs for some minutes before death relieved the sufferer. Two young "ladies" were at one time exposed in the pillory for about two hours, much to the amusement of the inhabitants of the village. Both the murderer Vincent and the girls were from Beverly. This jail was pulled down at the completion of the stone edifice in Prince's Square in 1829.

### FIRST CHURCH BUILT IN HAMILTON.

The following interesting report appeared in one of the city papers after the jubilee services in the King street east Methodist church some years ago :

The pioneer who first introduced religious services in Hamilton was the venerable Richard Springer. He moved here about the first year of this century. The homestead was the rear of the Catholic schoolhouse on Hunter street, and some of the trees of the old orchard are standing there still. He was of German descent, and in the first ardor of his conversion at Niagara prayed, in broken English, that "the Lord would send down the fire and burn the world up." He meant it spiritually, but his good wife ran out in horror, fearing that his head was turned. And so it was to very good purpose, for he thenceforth opened his house to the wandering itinerants who preached in the scattered settlements of the land. They held meetings in his barn or in his capacious kitchen, and when quarterly meeting came, he would take a large wagonful to the old Bowman chapel on the mountain, or to the still older one at Stony Creek, which was riddled by the bullets of the battle of 1812. In those days Elder Ryan was the best known itinerant, and travelled as Presiding Elder from one end of the Province to the other. The oldest regular place of worship in Hamilton was the little frame schoolhouse on the corner now occupied by Charlton's factory. In this little building, in the absence of the preachers, Mr. Springer took charge of the small company of Methodists for many years. He exhorted with great zeal and an abundant fund of quaint humor, which was very effective in those days. Mr. Dennis Moore, in his speech given at the tea-meeting last evening, stated that most of the farmers occupying the site of Hamilton were then Methodists, the Springers, Lands, Aikmans, Fergusons, Hughsons, Beasleys, Hess, Kirkendalls, &c. In 1822 Colonel Robert Land gave the lot of one and a quarter acres for a burying-ground and a church. The earliest gravestone in the ground is that of Samuel Price (a tavern-keeper) dated 1822. In 1823 the deed was made out to five trustees, Richard Springer, Charles Depew, John Aikman, John Eaton and Peter Ferguson. The contract for building was given to Mr. Day Knight, son-in-law of Mr. Springer, and whose widow, Mrs. Elroy, is still living in Hamilton, and from whom we have gleaned many of these particulars. The price of the church was to be \$1,700, a sum doubtless harder to secure than \$50,000 would be in these times. The church was duly dedicated in May, 1824. It is believed that Elder William Case, who succeeded Ryan as Presiding Elder in the west of Canada, preached the sermon. Old Dr. Case was not a relative of the itinerant, nor was he a Methodist, but he had a great liking for Elder Case, and often entertained him at his house. The year of the dedication of this church was the year of the virtual separation of the Methodist Church of Canada from that in the United States. Her progress was all the more rapid hereafter. This year was the beginning of the Methodist Missionary Society, and it is noted in the minutes that the Ancaster circuit, reaching perhaps for thirty miles to each point of the compass, gave \$22. Rev. Isaac B. Smith and Rev. David Culp were the preachers on the circuit at this time, and Rev. Joseph Messmore, whose presence at these jubilee services has so delighted all his hearers, was junior supply in the latter part of the year. About this same time Rev. Dr. Ryerson was a youth of twenty, studying classics in Hamilton with Mr. Law, well known as a skillful teacher. He intended to remain quietly at his studies, but Father Springer got his eye upon him at the meetings, and brought him up the altar to exhort with the stirring appeal, "No cross, no crown."

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# Hamilton and its Industries.

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**HISTORICAL AND DESCRIPTIVE SKETCHES**

—OF—

## PROMINENT MANUFACTURING AND BUSINESS HOUSES.

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We present herewith a brief and interesting historical review of some of the prominent manufacturing and wholesale and retail concerns, banks, collegiate institutions, etc., that go to make up our ambitious city.



## ORR, HARVEY & CO.

MANUFACTURERS AND DEALERS IN

### BOOTS, SHOES AND RUBBERS,

21 King Street West.

Age is not always a guarantee of ability or capacity. Comparatively young men in this progressive century frequently outstrip those old enough to be their fathers. The great qualifications necessary to attain success are pluck and push. Unless the men guiding any enterprise are possessed of these requisites the results are seldom brilliant. Messrs. Orr, Harvey & Co. are, compared with other houses in the trade, new beginners, but their thorough knowledge of the requirements of the trade, acquired by a long experience on the road, and their practical identification with the shoe business for over twenty years, entitle them to rank as one of the first class houses in Canada. Although only five years in business for themselves, they bid fair to lead the trade in this city, and are strong competitors of any manufacturing concerns in the Dominion. Their assuming such a prominent position in so short a time is due in a great measure to their knowledge of the details of the trade, and the general wants of the public. Their warehouse is to-day a perfect hive of industry. Packages marked for every town west and north of Hamilton, for Manitoba and British Columbia, block the way. The travellers of Orr, Harvey & Co. are always welcome visitors in any town or village, the dealers knowing that the name of this firm is a guarantee of square dealing. As an instance of what honestly applied industry will do, Orr, Harvey & Co., the first year they were in business, sold boots and shoes to over the amount of a quarter of a million of dollars, and each year shows a gratifying increase of sales. We have, in the course of our business, been through hundreds of shoe factories, and are accustomed to seeing fine work, but must honestly give Orr, Harvey & Co. the credit of producing the finest we have inspected. Their specialty is hand-made goods, and in the prompt adoption of all new styles. All goods shipped by this firm are guaranteed by them. Ladies' wear, embracing all modern styles in French kid, oil, goat, and Polish calf; men's, boys' and youths' boots and shoes in calf, kip and cowhide, of the finest material known to the trade, are all kept in stock by the firm. Recognizing the fact that only square dealing pays, Messrs. Orr, Harvey & Co. only make representations that they are prepared to carry out. Retail merchants visiting Hamilton for the purpose of buying goods should, in their own interests, visit this establishment. They can here see a display of goods that cannot be excelled in the Dominion. The specialty of this house is the importation of foreign made fine goods, in which they lead the trade. Looking through their factory we became convinced that they are capable of supplying the retailers with an article equal to the demands of the most fastidious customers of either sex. Hamilton is the most prolific city in Canada, proportionately, of wholesale industries, and chief in their line among them, young though the house is, must be ranked Messrs. Orr, Harvey & Co. Ability, directed by integrity and energy, seldom fails of its reward; supply, equal to any demand, is sure of patronage and support; and we take great pleasure in assuring the public that all these requisites can be found at Orr, Harvey & Co's.

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### W. E. SANFORD & CO., WHOLESALE CLOTHIERS.

This house was established 23 years ago in June last by the present proprietor, Mr. W. E. Sanford, and Mr. Alexander McInnes, brother of Senator McInnes, under the firm name of Sanford, McInnes & Co., with a capital of \$20,000; and the senior member of the firm, by his indomitable push and perseverance, showing the samples of the manufactures of the house in every nook and corner of the provinces, built up a magnificent trade, Mr. McInnes taking charge of the office and warehouse. At the date of the establishment of this house no industry in Canada was at such a low standard as the ready-made clothing business. The question of style and finish was not even thought of, price only was considered. Overcoats at from \$2.25 to \$5, any price beyond this excluded the goods from the market. Suits made up as cheaply as possible were alone saleable, style and finish being altogether the out of the question, goods were made up without reference to shape or form. Mr. Sanford by his travels having thoroughly felt the public pulse throughout the country, the firm realised that the day had come for a sweeping revolution in this department of trade. The firm set about in good earnest to fill the bill; they engaged the services of a number of skillful artisans from the neighboring Republic, and from that day forward Mr. Sanford's chief study has been to keep thoroughly up with the American standard of ready-made clothing; and the standard of this house is universally accepted as being second to none in the world.

The warehouse in which the firm commenced business was the centre one of the three buildings now occupied by W. E. Sanford & Co.; it had a frontage of 25 feet, three stories high and running back half the length of the lot with a small extension in the rear. This small store has given way to a building of the first rank, with a frontage of 75 feet and 140 feet deep, four stories high, besides a commodious basement under the entire building. The partnership expired by limitation in 1871 and Mr. McInnes retired and joined his brother in the wholesale dry goods trade. Mr. Sanford then invested two of his employees with a small interest in the business which was carried on under the style of Sanford, Vail & Bickley. The same indomitable pluck and perseverance which had in so marked a degree been displayed in the past was continued; the business rapidly growing during the next five years, when Mr. Bickley retired in 1878. The business was then carried on for some years under the

style of Sanford, Vail & Co., Mr. Vail retiring in January last, since which time the style of the firm has been W. E. Sanford & Co. Thus far we have given but a brief sketch of the business career of one of the most remarkably successful enterprises in the Dominion. Wherein lies the secret of success? We shall see. As a good captain who is thoroughly skilled in navigation steers his ship safely past the shoals and rocks into port so we shall find upon investigating the inner workings—going into the cabin as it were—that the man in command has mastered all difficulties and earned success as much as Wellington did on the field of Waterloo; read the rest of the story and see if the humble editors are correct. The chief of this great establishment, Mr. W. E. Sanford, being one of the men who with a handful of others, have made Hamilton the thriving centre of trade it is, the story of his life briefly told will be interesting. His birthplace was New York city; his father was an American and his mother English. But, as both died during his childhood, the greater part of his early life was spent with his adopted father, the late Edward Jackson, who is mentioned in the historical sketch of Hamilton as one of the first men who opened business here.

At 16 years of age young Sanford found employment in a wholesale publishing and stationery house in New York city; and now we shall shortly see the man in the boy—as the old proverb has it, “as the boy is shall the man be.” He continued in this house until his 21st year and was to have an interest in the firm. Owing, however, to the death of the senior member of the firm and the consequent readjustment of the business, Mr. Sanford was thrown out. True worth finds its level and young Sanford’s abilities and talent as a commercial traveller were recognized by a rival house, and he was urged to make an engagement with them at a salary of \$3,000 a year, which at that day was a figure seldom reached by the best men even in that city of large salaries. Sanford, however, feeling sore over his disappointment in not having secured an interest in the business of his late employers, thanked the gentleman who made him the generous offer, but declined with the remark, “I am determined never again to accept the position of clerk in any firm.” How doggedly he kept his resolution the following lines will show. A week afterwards we find him at London, Canada, having entered into the foundry business under the name of Anderson, Sanford & Co. Eighteen months later Mr. Sanford withdrew from this firm and entered the wool business. In two years time we find him in complete control of the wool market of the country, and generally known under the soubriquet of “the Wool King of Canada.” Mr. Sanford in connection with some gentlemen in New York at this period made the first shipment of 30 car loads of Canadian butter to the gold mines of Fraser River, British Columbia, which at this time were in full operation. A few months later Mr. Sanford entered upon the business, which for 23 years he has so successfully carried on in the spot where his elegant warehouse now stands. The history of such men comprises the history of a town. The growth of such a man’s business is the growth of the city. From a small beginning with the first year’s sales at \$32,000, this great house has grown until its sales have for several years reached nearly a million a year. It employs nearly 2000 people in the manufacturing of clothing, and is without doubt the largest and leading house in that branch of trade in the Dominion, and unquestionably almost if not quite doubles the business of any other house in Canada. One has only to pass through their vast warehouse to see the piles of manufactured and unmanufactured clothing, together with their system of working, to see the method, almost like magic, by which every department works under its proper head, to be convinced of its magnitude. The whole establishment is a model of order. The office and staff, the Canadian and foreign buyers, the warehouse, the shipping room, the manufacturing department, the receiving room, the trimming room, the button hole department, are all worked under proper heads who employ and discharge all help.

A complete description of the premises would occupy much more space than we have at our disposal, but a brief outline of so important an enterprise as this must be inserted in a work of this nature. We inspected the premises from basement to top story and will therefore attempt to tell our readers, not of the vast stores of clothing that we saw, enough to clothe hundreds of thousands, but merely a sketch or outline to convey some faint expression of the great facilities of the firm, of the splendid system of order that prevails throughout the establishment and had we the pathos and descriptive power of Demosthenes we should fail to do justice to the immense capacity of the house and its splendid order and system, the accumulated result of over a score of years of experience. In the basement we saw vast piles of coarse materials for overcoating crowding a large room 60x25 feet filled to the ceiling; and when told by the head of this department, that, marvelous as this may seem,

this vast supply was exhausted every third week, and at the same time this cool individual pointed to the bonded warehouse, 25x40 feet, saying it also was filled to the ceiling with fine imported goods and this also was emptied every few weeks in busy seasons, we were indeed awakened to the fact that the business of this house must be enormous. In a large room in the basement we also found the engine room in apple pie order with a 30 horse power engine which supplies the triple services of running the elevator, with which the house is well supplied, furnishing power for the cutting machines, which will hereafter be described, and heating the building throughout by steam, while large coils of hose are attached, reaching all parts of the great warehouse in case of fire.

The ground floor is occupied in front by the general office and Mr. Sanford's private office. Back of these is an immense fire and burglar proof vault, lined with steel plate and fastened with time locks, the mystery of which no burglar has ever yet solved. Behind the office is a room devoted to white shirts and all classes of rubber goods; another large room filled with Canadian tweeds from the etofe at 35 cents to the Seerbrooke and Rosamond, at \$1.50 per yard. Another large room, 25x60 feet, is devoted to English tweeds, worsteds and Cassimeres. Two large rooms, one 25x60 feet, and another 25x40 feet, are devoted to the shipping department; from this department \$12,000 to \$15,000 worth of goods are shipped daily to all parts of the Dominion in busy seasons. Still another large room is filled with overalls, from \$5 to \$15 per dozen, and laced tweed and regatta shirts from \$6 to \$35 per dozen.

Up one flight of stairs now we come to the second story, where we find the entire floor divided into several departments filled to repletion with men's, boys', and youths' suitings of every grade and price, and an elegant stock of ladies' mantles. We noticed, by the tickets on large piles of different kinds of goods laid out for shipment, that the trade of the house extends throughout the length and breadth of the Dominion, from Nova Scotia, New Brunswick and Prince Edward Island in the east, to British Columbia in the west. We noticed one lot marked Charlottetown, P. E. I.; another St. John's, N. B.; another Laggan and Calgary in the Rocky Mountains; another Nass River, on the northern border of British Columbia, adjoining Alaska. Other packages to various places in Manitoba, thus making every section of our Dominion pay tribute to the skilled labor of this Ambitious City. In the package for the west we noticed some of the very best grades of goods made up in the finest style and finish, never excelled and not often equaled by the best custom work. Goods of the finest quality are shipped west, and from the chief clerk of this department we gathered that where custom tailors are scarce, the question of price is never raised; it is quality and finish that is called for, and as a matter of fact, the price does not exceed half that usually charged for custom work.

The third story we found also filled with piles of goods; pants from 75 cents a pair to the best Cassimere or tweed at \$5 to \$6 a pair. All the better grades of goods are finished with patent machine buttons, thus dispensing with thread and needle, and are not excelled in make up, trimmings and finish by the most fashionable make. In one large room on this floor 25x140 feet, we found a great stack of men's suiting, at from \$4 to almost any price; while there were elegant suits good enough for a dude Britisher with eye-glass, at from \$5 upwards.

The fourth story may be called the working part of the warehouse. One large room 25x140 feet is exclusively devoted to cutting. Here is where the labor saving ingenuity of the head of the house is best exemplified. Here we find the great cutting machines, each of which does the work of about 20 men. Herein lies one of the secret reasons why the house is enabled to win in the race of competition for trade. These machines are marvels of mechanical ingenuity. Each machine will cut 100 pair of pants per hour, 800 per day or eight hours, or 350 suits, or 500 overcoats per day. Large piles of cloth are carefully folded, stamped and marked by expert cutters, then passed to the machines, then as the trimmings are prepared they go into the hands of the makers.

One of advantages of the firm is the system adopted, in the early stages of its career, of employing a large number of German tailors. These men take the work by lots of 100 or 200 garments, and employ from 10 to 30 hands. Each man having some part of the work to perform, secures to the firm a uniformity of style and finish impossible in any other system. The Canadian government have long felt the want of having their military goods manufactured in a uniform manner. Now, it is patent that no firm in the country are in a position to handle this trade anything near on an equality with Messrs. Sanford & Co.

An interesting fact in the cutting room is the cost of these curious cutting machines, amounting to \$1,200 each, which, with their supple arms, are capable, in the hands of an

expert, of being run in any direction; of these Mr. Sanford has two in constant operation. One of the troublesome bits of labor on the part of cutters by the old hand shears is the cutting of notches in the cloth at certain points for the guidance of the tailor. An ingenious inventor has provided a notcher about the size of an old fashioned candle-stick to do this work, but carefully made his fortune by fixing its price high—at \$50 each. Mr. Sanford's establishment is of course fully equipped with all that mechanical art can supply. In the matter of buttons, a machine button is used, which is stronger than any thread could attach, and placed on garments with the speed of the ticking of a clock.

As an example of the perfect working of this system, Mr. Sanford himself pointed to a young girl in charge of the cash desk of the work rooms, saying, "There is a young lady who has handled all amounts from 10 cents to a thousand dollars a day in paying out wages, and while she has handled from \$150,000 to \$200,000, never yet has made a mistake of a penny." The precision and regularity is so uniform in every department that no losses are incurred. The goods are entered in the workroom, and all work going out is charged to the parties who handle it; then the receiving department is chargeable until the work is paid for, and if the goods are not in the proper department they must show up in the sales, so that there is no possibility of loss. Every garment from the time it is cut is followed until it is shipped to the customer, so that when 500 garments have been cut there must have been 500 in stock or else the sales must account for them.

We were greatly astonished when going through the stock, piled in vast heaps along the tables in the large rooms, to see the elegance of finish. Seldom have we seen custom work more smoothly made or more elegantly trimmed than the suitings of the better grades. Clothing in suits from \$4 to \$18; overcoats from plain pilot at \$4 to the handsome tweed at \$9 and up to \$12; diagonal and other fine cloths from \$13 to \$20.

All goods are hand sponged, machine pressed, with machine button holes.

The whole stock is covered by a standing policy of insurance of \$300,000, and \$40,000 upon the warehouse, besides which short time insurance is carried from \$50,000 to \$100,000,—all of which help to show the prudent and sagacious character of the head of the firm. The building is lit by electricity.

A very large proportion of Hamilton industries have been mainly borne and nursed by a few leading public spirited citizens. Mr. Sanford with the few in the front rank took an active part in boards of insurance, banks and educational institutions, until quite recently; but found his own business growing so rapidly and demanding his entire time, and was obliged to withdraw and devote his whole energies to the huge concern he has so successfully created. He, however, still acts as vice-president of the Ladies' College, and takes an active part in the Board of Trade and a few other matters of a public character.

The great work of establishing the trade of the house was mainly done by Mr. Sanford himself, who pushed his trade from the east to the west. Mr. Sanford was the first commercial representative to visit the Red River country in the days of Riel, and in the early days of confederation, when a Canadian was received with the greatest coldness in the Maritime Provinces. Mr. Sanford was foremost in pushing his business in that section. At the request of the G. W. R., he went to British Columbia when it was received into the Confederation, and arranged for the shipment of freight through in bond; and his early energetic efforts being ably followed up by competent representatives, the great increase of business in these later years is the natural result of his indomitable energy in that province. The firm now employs sixteen commercial travellers, who periodically push their way throughout the length and breadth of our great Dominion, visiting every one of the thousands of villages, towns and cities in British North America.

A few more words and we have done. This great institution, the structure raised by the vigorous and prudent push and enterprise of W. E. Sanford himself, is itself the greatest tribute and testimony to his genius; and while he has been working himself he has aided in making others successful. While his talents have been developed by his own efforts others have caught the fire. Some very bright men occupying eminent positions are not ashamed to say they have been in Mr. Sanford's employ. One of the greatest railway men of this continent, John Muir, General Manager, Northern Pacific Railway, began life as the first office boy in this establishment. The constant tribute to this city's business in the distribution of salaries to the hundreds of employees of such a firm, is not the least of the benefits Hamilton receives from the house. Long may it prosper.

## J. WINER &amp; CO.

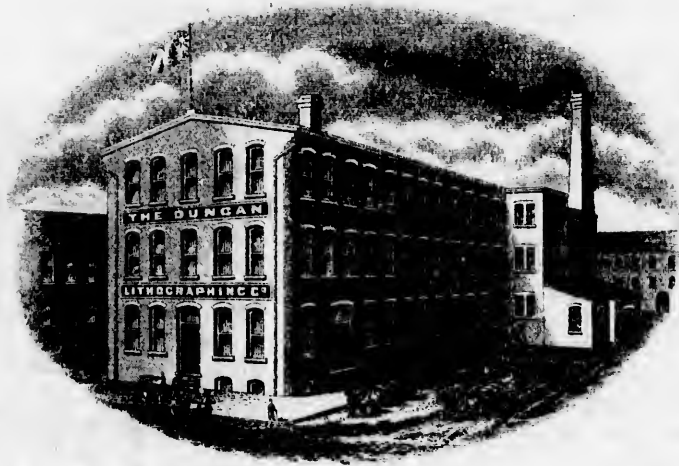
## Wholesale Druggists, King Street East

The late senior partner of this firm, whose name it still bears, settled in Hamilton in the year 1829, and is thus now we believe the veritable "oldest inhabitant." He established the drug business in 1830, and it has continued for 54 years uninterruptedly successful. At the time of its establishment Hamilton had a population of about 1,500, and the trade of course was small, but grew steadily till 1845, when Mr. Winer's whole stock was swept away by fire. Though losing heavily in pocket by the calamity, he did not lose courage, but being in good credit the business was soon under way again, in better premises. In 1848 he associated Mr. C. N. Sims, of Montreal, in partnership with him as Winer & Sims, for four years. Then in 1853 Mr. Lyman Moore was admitted, the firm being Winer, Moore & Co., which lasted till April 1857, when the present partnership was formed as J. Winer & Co., and it has continued with slight change of personnel till January of this year, when Mr. Winer retired, the firm retaining the old name. In 1862 the retail department of the business was sold out, and since that time it has been exclusively wholesale.



From this long and active experience the firm have obtained a wide knowledge of the requirements of the trade, as well as of the best markets in which to purchase goods, and so possess superior facilities for supplying their customers to advantage with the best class of goods. Having for many years purchased solely for cash from the producers and manufacturers in all parts of the world, and conducting their business with the strictest economy, they are able to give the best possible value for their money to those who patronize them. The warehouses in which the business is carried on, of which the above is a cut, are owned by the firm, and form the handsome structure in the centre of the city known as 23 and 25 King Street East, and extending back to Main street, a distance of three hundred feet, there facing on Prince's Square. The buildings are four stories in height above the basement, which is high and commodious, and consist of the offices, sample rooms, work rooms and packing rooms on King Street, and the whole package warehouse and laboratory on Main Street. In these extensive premises every modern convenience for conducting a large business expeditiously and economically is found, and the laboratory is in charge of competent chemists.

The trade of the house, which lies mainly west of Toronto, but includes also many close buyers in all parts of the Dominion, is represented on the road by three travelers. The firm has been for some time one of the landmarks of the city, and the name has become a household word among the druggists of Ontario.



## ROBERT DUNCAN & CO.

### Booksellers, Stationers, and Lithographers.

In 1869 Robert Duncan and John C. Stuart bought out the book and stationery business of George Barnes & Co., who had been running for over a quarter of a century. Upon assuming the reins the new firm, under the style of Duncan, Stuart & Co., increased the business enormously at one bound, and from that day to this the house has continued to grow and prosper, leading all in its line. In 1877 Mr. Duncan bought out his partner's interest, and continued the business as Robert Duncan & Co. In 1882, the firm of Bautz, Clayton & Burton being in difficulties, Mr. Duncan bought out their lithograph business. Finding the plant and premises too small, Mr. Duncan, with his usual enterprise, bought a large lot in rear of his book and stationery store, and built thereon the handsome three-story building, 35 x 88 feet, in which the lithographing and binding departments of his business are now carried on. The extent of the lithographic business can be best understood when we say that in it 40 hands are employed, 4 steam presses are kept running, and that the establishment is fitted up with every appliance known to the art. The house has made a high reputation for manufacturing every description of railway, bank, insurance and merchants' account books, letters, copying books, etc. Its stock of school and college text books, commercial and general stationery, bibles, albums, and other books, wall papers, and fancy goods pertaining to the trade is much larger than that of any other house in the province. In all departments Mr. Duncan employs about 50 hands. In short, the house of Robert Duncan & Co. is one of the most flourishing in the Dominion.

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### F. F. DALLEY & CO.,

**Manufacturers of Blacking, Inks, Shoe Dressing, Harness Oils,  
Flavoring Extracts, Patent Medicines, Dye Stuffs, Spices, and  
Wholesale Dealers in Oils, Drug Sundries, &c.**

This business was established in Hamilton in 1846 by the father of the two brothers now composing the firm, and the premises occupied by the old firm were on James Street just north of King. From a comparatively small beginning the business has kept constantly increasing, until to-day the firm of F. F. Dalley & Co. rank second to no establishment in their line. The factory and ware rooms of the firm are contained in one of the handsomest buildings in Hamilton, situated on James Street, north of Vine Street. No expense has been spared in the inside finishing of the building, all the modern improvements have been adopted. Heated by steam throughout, having Automatic Sprinklers, Elevators, Hoists, Gas, &c., it is beyond comparison the best adapted building for the business now in Canada. The outside front view of the building is very imposing; built of red pressed brick and faced with stone, it is the handsomest structure north of King Street. Inside the arrangement of the different flats is complete—the first flat is divided into general and private offices and sample rooms, and the rear half is the packing and shipping department. The different compartments in the front are composed of rich wood-work and glass. The ceiling is eighteen feet from the floor and is made of oak panelling—altogether making the offices of Messrs. F. F. Dalley & Co., among the handsomest of the many handsome ones in Hamilton. The cellars extend completely under the whole building, and contain a 15 horse-power Killey Engine, two Boilers, Drug and Spice Mill, Mixers, &c. The second flat is used for putting up the various articles manufactured ready for shipping. Here from thirty to forty hands are kept constantly employed—the top flat is the Laboratory, where all goods are made under the personal supervision of Mr. E. A. Dalley, whose thorough knowledge of the various branches of this intricate business eminently fit him for this department. The speedy



growth of the business of the firm is due to the excellence of their manufactures, and to the untiring efforts of the Messrs. Dalley to always be abreast of the times. Their business extends throughout the Dominion, keeping five travellers constantly on the road. The specialties manufactured are Dalley's Blacking, favorably known for nearly forty years, Inks of all kinds, writing fluids, red, black or blue, put up in all sizes from an one ounce bottle to a barrel, Mucilage in all sized packages, Patent Medicines of various kinds, among which Dalley's Pills, Dalley's Cholera Mixture, Dalley's Salve, Pain Extracting Fluid, Syrup of Horehound and Elecampane are well known and have a deservedly high reputation for efficiency. Flavoring Extracts, Fruit Flavors and Essential Oils of every known variety; Hair and Castor Oils and Extracts are specially bottled for the wholesale trade—Toilet Soaps of foreign and domestic makes, the largest stock in the city—Spices, Dye Stuffs and Druggist's Sundries. Messrs. Dalley & Co., are also sole agents in Canada for Eim City Harness Oil, Serrano's Spanish Blacking and Spanish Satin Gloss. These latter goods have far exceeded the most sanguine expectations of the firm, the sales being ten-fold greater than was anticipated. Taking into consideration the above facts, the establishment of Messrs. Dalley & Co. takes front rank in this City of Manufacturing Enterprises.



## JOHN STUART, SON & CO.,

### Importers and Wholesale Grocers.

Prominent among the leading merchants of our country are the subjects of this sketch, who stand well in the front rank as one of the largest and wealthiest importing houses in the Dominion. This rapidly increasing and flourishing house, built up and sustained by the genius and energy of its senior member, until it has now assumed its present magnitude, is one of the most important and best known firms in Canada to-day. The head of the house, Mr. John Stuart, is universally recognized as one of our most eminent citizens. He is President of the Bank of Hamilton, president of the Hamilton & North-western railway, chairman of the Executive Committee of the Northern & North-western railways, director

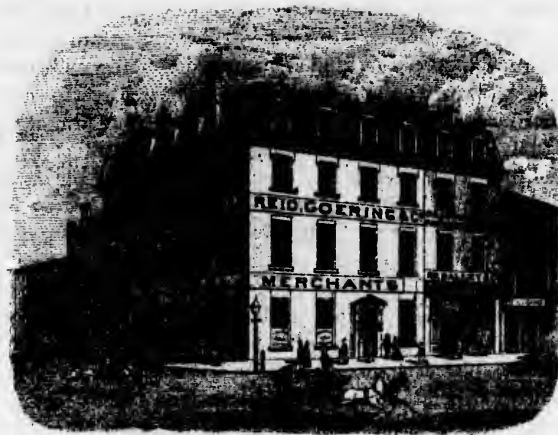
of the Northern & Pacific Junction railway, director of the Canada Life Assurance Co., and a member of the Executive Committee of the Hamilton Board of Trade, and has throughout the country a wide-spread reputation for integrity, ability and shrewdness. Coming to Hamilton in 1864, from Toronto, where he had for some years been a partner in the old established firm of Jacques & Hay, he helped to found the late firm of Harvey, Stuart & Co., which, after twelve years of prosperous business, was succeeded by the more recent firm of Stuart & Macpherson, and on Mr. Macpherson's leaving the concern, Mr. Stuart associated with him his son, J. J. Stuart, Jas. Stuart and C. S. Scott, incorporating the firm as a limited company, he himself being President. The building occupied by them, designed by R. A. Waite, one of the most successful architects in western New York, and designer of several of the most handsome public edifices in Hamilton and Toronto, is acknowledged to be one of the principal and most complete commercial architectural features of Canada. Built of pressed brick, four storeys with freestone copings, trunnions and sills, with French plate glass windows, its exterior is elegant without ostentation, while its interior is furnished in an elaborate and commodious manner. The general and private offices and sample rooms, situated on the right and left of the main entrance, are the source of surprise and admiration to visitors from the United States, who frequently declare that they view no finer in America, and the order and system to be observed on all sides speaks of the character of the business transacted. While thus they attend to the health and comfort of their large staff, the arrangements and appliances of the firm for handling their immense stock are on an equally complete and advantageous scale. Although the entire floor amounts to more than 40,000 square feet, this has been found to be wholly inadequate to accommodate their constantly growing business. Large quantities of teas, sugars, staple and other groceries greet the visitor on every side, while another extensive warehouse close by is exclusively used for and completely filled by their large importations of sugars from the West Indies.

Each member of the firm takes an active part in the management of the concern, and their large staff of outside representatives have extended their business into every section of the west, and with steadily increasing sales, the operations of this firm certainly do not appear by any means yet to have reached their limit.



COURT-HOUSE.

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REID, GOERING, & CO.

Importers of Foreign Wines and Liquors, Wholesale Dealers in  
Canadian Whiskies, and Manufacturers of Cigars.

This concern was established twelve years ago by Mr. W. G. Reid, the senior member of the present firm, as a wholesale grocery and liquor business. Six years afterwards Mr. Wm. Goering joined Mr. Reid, and two years ago Mr. G. F. Birely was taken into partnership, and is now the junior member of the firm. The premises occupied by the firm are the largest in the trade in the West. The building, 60 feet front by 250 deep, and four stories high, situated at the corner of King and Catherine streets, is the old Buchanan estate, one of the first large warehouses built in Hamilton. It is built on the old Scottish principle, and is as strong and impregnable as a fortress. The doors and window shutters throughout the building are lined with iron plate, and the entrance doors are secured inside by massive bolts, working from top to bottom instead of across, and acting with the locks in such a way that one cannot be used without the other. Entering on King street we find on the right hand a bonded wareroom for case goods, where are stored brandies, champagnes, ports, sherries and all other foreign wines to the amount of 1,200 cases. On the opposite side of the hall is the office, sample room and vaults, all large and handsomely furnished compartments. Returning to the hall we come to the shipping room, elevator and hoisting apparatus. Looking from the back door we see the yard and a covered entrance from Catherine street, also two outbuildings used as extra storehouses. From the yard is the entrance to the cigar factory, of which we will speak further on. Walking back we come to a stairway leading to the cellars. Here are two large bonded rooms; one, with a capacity of five hundred barrels, is used for the storage of Walker's, Gooderham & Worts', and Seagrave's Canadian whisky. The other is the customs bond room for imported cask liquors. In these cellars is stored an immense stock of goods, which are renewed once every year. In the cellar is an immense furnace, with pipes leading to every part of the building for heating purposes. Ascending to the third flat we come to the cigar factory. This department was added to the liquor and grocery business six years ago, and to-day the brands of the Hamilton cigar company, as it is termed, are known throughout Canada. The best known brands of cigars of this firm are the V. R., Crown, Pride, Pearl, Reina Victoria, Rose of America, Rosebud, Pony, Caliope, and many others, all favorites with smokers the country over. For the year ending June 30th, '84, Messrs Reid & Goering shipped over 2,000,000 cigars. They employ in the cigar factory from sixty to

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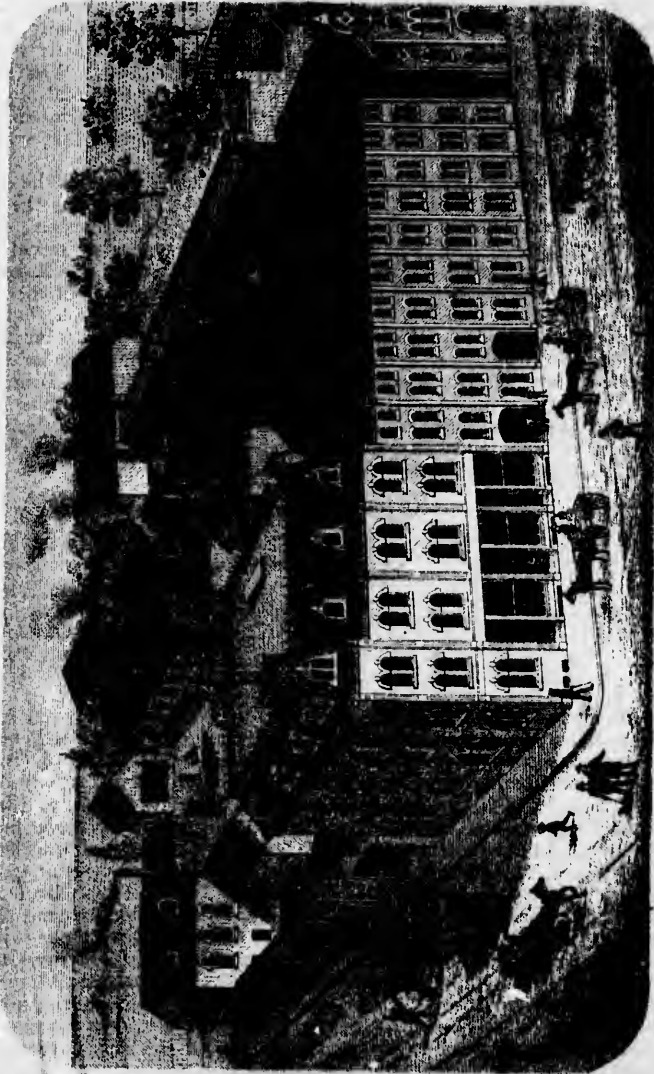
one hundred hands, and their pay roll amounts to \$20,000 annually, to say nothing of duties, license, etc. The whole flat is devoted to the manufacture of cigars, and all the departments are in apple pie order. On the fourth flat is a most complicated machine, used for cutting the leaf tobacco into equal lengths and preparing it for handling. Here also is a sweating room, of Mr. Reid's own contrivance, which the foreman assured us' worked the best he had ever seen. The entrance to the cigar factory is from the rear, and the doors are locked five minutes after 7 a. m. and 1 p. m. Any employe arriving after the doors are closed has to wait till they are opened, which is only twice a day. Mr. Reid has found this rule necessary to the successful and systematic working of the factory, and the employes themselves speak favorably of the system. Wash rooms and closets are provided on this flat and regard is paid to the comfort of the hands.

Mr. Reid acts as business manager, and all the hands come to him for instructions. He has his hands full, but his long experience makes work light to him that would be most burdensome to a less practical man.

Mr. Goering is in charge of the finance department, and the figures he wades through annually would make the heads of most men swim. Mr. Birely has the management of the office, and is as methodical as if he was an old man, instead of the pleasant young gentleman he is. The politics of the firm are somewhat mixed; Mr. Reid and Mr. Goering being thorough Tories, while Mr. Birely upholds the Reformers. But the firm as a whole has the confidence of the business public throughout the country, and treat Grit or Tory alike well, their politics not affecting either their liquor or cigars. Notwithstanding Mr. Reid's multifarious business duties, he finds time to devote to the interests of the city, and is ever an active man in any measure for its advancement. Mr. Reid represented No. 7 ward for nine years on the School Board, and was one of the most energetic members. He is also identified with many of the manufacturing, banking, and insurance businesses in the city. It is such firms as Reid, Goering & Co. that help to build up a city, and we hope they will continue to flourish and reap the reward due to enterprise for many years to come.

## LONG & BISBY, WOOL COMMISSION MERCHANTS, 58 McNAB STREET.

This is the only firm in Canada devoting all of its energies and resources exclusively to the wool business. Messrs. Long & Bisby in 1867, succeeded A. S. Woodruff & Co., who established the first wool house in Canada. Messrs. Long & Bisby's warehouse is a part of the substantial stone building on McNab street, north of the market, which was erected in 1856 by McKeand Brothers, for a dry goods warehouse. In the eighteen years Messrs. Long & Bisby have been in business they have made a splendid record, and their reputation stands the highest wherever wool is marketable throughout the length and breadth of our fair land. An old citizen speaking of the firm, said: "Men ship their wool to this firm from Nova Scotia, New Brunswick, Manitoba, and British Columbia, with the utmost confidence, and just as safe as the bank, always receive the highest market price, as promptly as a clock ticks without barter or abatement." At first their business was inconsiderable, compared to the present, but large for those days; now it has grown until the firm handles every year in the neighborhood of three million pounds of wool. The firm, in addition to handling Canadian wool, import large quantities of foreign wool for Canadian manufacturers, only the short wool being suitable for this trade. The long Canadian wool goes mainly to the United States. The firm both buy on their own account and receive on consignment to be sold on commission; and by their liberal dealings with the wool pullers of the Dominion, have a leading choice of all the wool produce of the country, for no man can be long in the wool business without acquiring a knowledge of the fact that Messrs. Long & Bisby always can and always do pay the full cash market value for all consignments.



THE E. & C. GURNEY CO.'S WORKS AT HAMILTON.

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## THE E. & C. GURNEY CO.,

### Manufacturers of Stoves, Scales, and Agricultural Implements.

In the year 1842, when the population of Hamilton did not exceed 5,000 souls, when produce was low, butter selling at 7 to 9 cents per pound, eggs at 5 cents per dozen, and workingmen's wages varied from 50 to 75 cents per day, when the only foundry in town, (for Hamilton did not reach the rank of a city until 1846) was that of Fisher & McQuesten, and when there were but few industries of any note in the place, there arrived in Hamilton two stout and strong brothers, who by hard work and wise enterprise have contributed as much as any two others, living or dead, to the growth and development of this city. We refer to E. & C. Gurney. Without a brief record of the wonderful career of these two men this book would be a burlesque upon its own title. So marked has been the impress of "Gurney" upon the history of Hamilton that time may never erase its influence. Self-made men in every sense, they have done giant work in making this city, while their enterprise in business is felt throughout the entire Dominion. But to recur to the day of small beginnings, Messrs. E. & C. Gurney, being moulders by trade, in 1843, one year after their arrival, commenced business as founders in a small establishment on John street, about the centre of the spot where now stands their immense warehouse and foundry. Their whole establishment was hedged in a building 40 by 60 feet, and during the first years their entire output did not exceed two stoves a day. Besides their own muscle, well exercised, their entire help consisted of a man and a boy. But wisely directed labor made its mark, and little by little the excellence of their product commanded the market, customers multiplied, and business increased. In a few years an addition was made to the premises, and facilities were increased, then another addition, and still another, until empty lots were covered, and less important buildings had to give way, and even a church was bought and added to the establishment, which, by the way, is still used as a storehouse by the firm, though removed from its old stand on John street to the rear on Catharine street. This was about the year 1852, and the site of this old church and adjoining lots is the very spot on which the foundry proper now stands. In the year 1860 the old foundry, composed of parts added to each other as the business grew, was taken down, and the present substantial and commodious building erected on its site, and running through to Catharine street. In the year 1875 the handsome four-story brick building used as office and warehouse was erected on the corner of John and Rebecca streets. The foundry had now grown to such gigantic proportions as to cover an entire block, except one small lot, and the business extended throughout the entire Dominion. But progress had not yet reached its limit, for years before the handsome office and warehouse was built the firm bought out the foundry owned by John McGee in Toronto, and introduced the push and enterprise into that institution that had been so prolific of success in Hamilton. Success also crowned their efforts in Toronto, and that establishment has grown until it equals the Hamilton house both in the manufacturing and sales departments.

The firm also have large warerooms filled with an immense stock, on Rupert street, Winnipeg, and St. Paul street, Montreal. The firm employ thirteen travellers, and a large office staff at each of the four places mentioned, and about 220 hands in the foundry at Hamilton, and about the same number at Toronto. In August, 1883, the concern became incorporated as the E. & C. Gurney Co., with E. Gurney, Esq., President; C. Gurney, Esq., Vice-President; E. Gurney, jr., Esq., Treasurer and Manager at Toronto; and J. H. Tilden, Esq., Secretary and Manager at Hamilton. The firm manufacture steam heaters and furnaces, ranges, and stoves of every description, mowing machines and self-binding reapers; and it is not too much to say that in the magnitude and excellence of its products the E. & C. Gurney Co. is without a peer in the Dominion.

The story is not yet all told, for the firm own and operate the Gurney Manufacturing Works at Dundas, employing about 80 men, besides clerks and travelers, and are also partners in the firm of Gurney & Ware, Scale Works. Nor does it end even here, for the Gurneys have helped to make many other institutions. Mr. E. Gurney is a director in the Bank of Hamilton, the Landed Banking Co., the Hamilton and Northwestern Railway Co.; is a member of the Executive Board of the H. & N. W. Railway, the Ontario Cotton Mills, and the Wesleyan Ladies' College. Mr. C. Gurney is a director in the Hamilton Provident and Loan Society and the Ontario Cotton Mills, and both Messrs. E. & C. Gurney are and have been for many years active members of the Board of Trade, and both have stock in the Hamilton Forging Company.

To chronicle a title of the doings of such a firm would require more space than all this book affords. Let it suffice that we accord to the Gurneys full credit for having, while pushing their own business to brilliant success, contributed so handsomely to the growth and development of the beautiful city of Hamilton. Their immense establishment in this city, covering almost an entire block, and measuring 210 feet frontage on John street and 300 feet deep to Catherine street, and their immense business, covering all Canada, are monuments that speak infinitely more than words of the skill and industrious perseverance of the two brothers that blest Hamilton by their coming, away back in 1842.

The firm employ about 600 people in every department of their great business, and thus grandly exemplify the great good to others which is the direct result of honest and industrious perseverance after honorable success.

## HURD & ROBERTS,

Wholesale and Retail Marble and Granite Dealers.

MARBLE MANTELS

AND

HEARTHES.



MARBLEIZED

SLATE

MANTLES.

Engraved upon the marble slab in terse expression of poetic epitaph are preserved for ages the heroic deeds of bravery and noble virtues of thousands who are gone to the great unknown, for the guidance and teaching of our mankind. Marble serves a beautiful purpose, and he who spends his life and energies in writing good of the silent dead is a dispenser of sublime and lasting influence for good to the human family. Nearly all the record that is left of the great dead beyond the fire and sword of the dark ages has been preserved in immortal letters upon stone. Life's work being done, the sum total of it all, expressed in a few words, ought to be inscribed on a fitting stone to mark the resting place and disclose to all posterity the lesson of that life. One of the industries to be countenanced and encouraged is that of making monuments for the dead.

Messrs. Hurd & Roberts import all their English and Scotch granite direct and in a finished state, which enables them to quote lower prices to their customers than if they paid an importers profit. Their stock of granite monuments at present consists of about 100 of various styles and latest designs. To give some idea of the capital employed in this business we may add that in granite monuments, marble tomb stones etc., upwards of \$25,000 worth is now on exhibit to meet public taste and supply demands. With all that the sculptor's art can give us here we have a firm with abundant capital and over 30 years experience, importing all their own marble and granite. Hamilton stands in the very first rank in this valuable industry.

Another feature of the marble business which is also cultivated by Messrs. Hurd & Roberts is the manufacture of marble mantels of which they have over 150 in stock at present, made from marbleized slate to imitate marble peculiar to all countries—the Egyptian, Venetian, Spanish, Pyrenese, Malachite and Tennessee. There mantels are made in all varieties of style and design. The firm are also importers and manufacturers of Italian and American marble for all purposes for which marble is used. The moral of this brief story is that if you want anything in marble to decorate your home or to mark the spot where lays a loved one, Messrs. Hurd & Roberts have on their side skill, capital, experience, stock and disposition to offer better terms than any other dealer or manufacturer in the Dominion.

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## LEVY BROS. &amp; SCHEUER,

## Wholesale Jewelers.

In no department of trade or commerce is Hamilton behind the age. While in other sketches we have written of immense manufacturing and wholesale houses in other lines, it is now our pleasure to attempt a few outlines of the leading wholesale house in the Dominion in jewelry and jewelers' materials; for the facilities of the house whose title heads this chapter, are sufficient to supply all demands in every feature of this fine line of trade, from the Atlantic to the Pacific. This house was founded in 1862, by Herman and Abraham Levy, who carried on business as H. & A. Levy. In 1871, thirteen years ago, the firm was strengthened and its scope enlarged by the advent of Edmund Scheuer, and the style of the house became Levy Bros. & Scheuer. Well directed business enterprise will always tell, and while Levy Bros. had begun in a very small way, using customers kindly and squarely, combined with the facilities of the house, for offering all that was within the power of the keenest and most experienced competitors, the business grew to such proportions as to take its position in the very front rank of its line. All three members of the firm having a life long experience in the trade, their energetic efforts enabled them to extend their business until it covered the entire Dominion, from the Maritime Provinces to the Pacific Ocean. The house is represented on the road by three travellers, two of whom are members of the firm.

A run through the premises of the firm would convince the most skeptical that he was inspecting a perfect museum of jewelry. The front part of the building is devoted to private and general offices, while the large warerooms behind the offices, running back 155 feet, are devoted to watchmakers' tools and materials, ladies' and gents' jewelry of every imaginable description, optical goods, such as spectacles, telescopes, opera glasses, tastefully displayed in show cases, while immediately adjoining the offices are four huge safes, weighing when empty from four to six tons each, filled with valuable goods. To attempt a description of the hundreds of articles of jewelry in gold, silver, jet and plated, displayed, would but half tell the story of the sight in the front part of the ground floor; but the rear half is still more wonderful in its exhibit of the ten thousand articles used in the intricate watchmakers' and jewelers' art.

The second floor the firm call their sample room for clocks. We should call it a large clock museum, for here are laid out upon tables and shelves in beautiful order over 70 clocks, each of them different to the others, for only one sample of each is displayed. The variety of design, size, style, make and finish exhibit all the ingenuity of the clock makers' art the world over. Here are clocks made in England, France, the United States and Canada; and the Canada Clock Company's goods make a fine show in this grand display of clocks, valued at from \$10 per dozen, to the huge regulators valued at \$200 each. We also noticed that the firm make a fine display of the goods of the Meriden Britannia Company, made in Hamilton, of which they make a large sale.

But all this does not tell half the story, for the third and fourth floors of the great building are filled with goods in boxes, of which the two lower floors show but samples. For we have been assured by those who ought to know, that there is not a jewelry house from New York to San Francisco, that can show a better stock of English, Swiss, and American watches, clocks, and everything pertaining to the jewelry trade. The house of Levy Bros. & Scheuer has a substantial claim to a lead in its line, and deserves to grow into proportions as much greater in the future as it has outgrown itself in the past.



## McILWRAITH & McMASTER,

Dry Goods, Millinery, &c., 12 James Street North.

This firm takes rank as one of the leading retail dry goods houses of the Dominion. The partners of the firm are James G. McIlwraith and John McMaster, and it would be difficult to find two stronger men or better qualified to take a lead in their line than they are. Mr. McIlwraith has been in Hamilton nearly all his days, and was for many years in the employ of A. Murray & Co. as buyer. His long experience in visiting European markets has made him an expert in taste and judgment and is turned to good account for his firm, as he goes to London, Paris, and other foreign markets twice every year. His selections are looked upon as the pattern stock in this market. Careful buying, by one so well versed in the art, gives the firm a very great advantage over rivals. The markets of the world are great and unlimited, and skill and experience such as his inevitably tells among the best posted among our ladies, for the ladies of Hamilton are invariably as eager to attend the opening of the house as they are to hear some new classical heroine upon the lyric stage. Something new and beautiful may always be found at this house. Mr. McMaster, the other member of the firm, has also his specialty, and he too is wise in his generation. After 17 years business experience in New England and the lower provinces, having been long a resident of St. John, New Brunswick, he joined the firm in 1879. His particular forte, however is home popularity. He is an enthusiast in the work of the noble St. Andrew's Benevolent Society, taking pride and pleasure in its good work. He has been twice elected to the office of President of the society; and, busy as he may be, he has always time for a deed of benevolence therewith.

Among business men the firm is highly esteemed, and with the public generally they have made a character for skill, wisdom and integrity in placing in their salesrooms the choicest and best the world affords at prices that absolutely defy competition. The building at No. 12 James street is three stories high, with a capacious basement filled with staple goods. The ground floor is of course the main store, the second flat is devoted to millinery and dressmaking, while the third storey is used as a workroom. The firm in busy seasons employ from 25 to 55 hands. In spring and fall, after Mr. McIlwraith's return from Europe, there is always a great flutter in the millinery department, as the offerings of the firm command the enthusiastic attention of the ladies. The best and choicest of every line seem to be the aim of the house, and in cheaper grades of goods the house competes with the cheapest, while never descending to the handling of the trash that is too frequently palmed off upon those who seek the most for the money by less scrupulous houses. Situated in the very heart of the city, the store of Messrs. McIlwraith & McMaster is a house of usefulness as well as ornament to our thriving and growing city. Mindful of the wants of their numerous patrons they have made special purchases for the Christmas holidays. Believing that a thing of utility is the wisest present one can make, they have made special purchases of Silk Handkerchiefs, Kid gloves, Berlin Wool Shawls, Laces and Ties. So that in making the usual holiday presents no one can do better than to visit the popular places of business where everything from the articles enumerated to a Silk, Satin or Velvet dress can be had, to make the incoming New Year a perpetual joy to the giver and receiver.

In making purchases over which to make friends merry at Christmas two strong elements are presented in this firm that should guide purchasers at all times: 1st. The members of the firm are beyond doubt thoroughly expert in their business, so that in buying stock and presenting their goods before their patrons it is certain that the things of beauty which are a joy forever are on hand on their counters. 2nd. There is no question but that they are men of noble mind and kind purpose; therefore the utmost value is sure to be offered for the money as a matter of honor as well as business pride. They will never allow any one to quote below them in price in any line, for they would consider their character assailed if it could be even suspected that they were overcharging their patrons. They are actuated by high spirit and kind intention and will doubtless win the esteem which they aim for and richly deserve.

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## DAVID McLELLAN,

Insurance Agent, Dominion Line S. S. Agent, Issurer of Licenses,  
Justice of the Peace, &c., &c.

The popular man is always successful in business. A German philosopher of the last century wrote: "To be a great man is necessary to turn to account all opportunities." A fair and logical deduction to be drawn from this axiom is that the man who wisely embraces all opportunities is on the road to greatness. Cicero is reported to have said that "men resembled the gods in nothing so much as in doing good to their fellow creatures."

We do not mean to apply these majestic qualities to the subject of this sketch in the highest sense, lest we be charged with imposing upon the credulity of our readers, or more probably give ground for the charge of flattering; but we claim the right, in dealing with the name and fame of the active men who, with full energy, devoted to the wheels of business, still find time for many good works, to write of them as we find the verdict of the best elements of the community.

The popularity of David McLellan is undoubted—in fact abundantly proven by the frequency with which honors have been bestowed upon him by his fellow citizens. His good qualities are also proven by his works, "The tree is known by its fruit." Like some others written of in this book, he is a very busy man, but yet finds time for performing work for the good of his fellows that brings no reward beyond the satisfaction that an amiable and sympathetic nature finds in deeds of benevolence and the esteem of others.

Mr. McLellan came to Hamilton November 30th, 1871, (St. Andrews' day), as a member of the firm of R. H. Gray & Co., having been with them for years in Toronto. The firm bought out the bankrupt stock of Wm. Boice & Co., Gents' Furnishings and Small Wares, in premises on the site of which now stands the Canada Life Assurance building. Subsequently the firm removed to 53 King Street West, when Mr. Gray retired, and Mr. McLellan formed a partnership with Messrs. Hyslop and Russell of Brantford; and the business was carried on under the firm name of McLellan, Hyslop & Russell until January 1st, 1878, when the partnership was dissolved.

Mr. McLellan then accepted the appointment of Agent of the Royal Insurance Company of England, for the city of Hamilton only. "Labor brings it own reward," says Whipple; and in this instance it was no exception, for by business tact, push and energy, he has from time to time had new territory added to his district, until now he has control of the Counties of Wentworth, Brant, Halton, Waterloo, Welland, Lincoln and Haldimand. And while all credit is due to Mr. McLellan for his energetic push in his business, his success must be ascribed in a large measure to his good fortune in being able to represent so grand an institution as the Royal, which is acknowledged by the highest authority to be the leading Insurance Company of the world. The *Finance Chronicle and Insurance Circular* (London, Eng.) for September 1st, 1884, publishes a tabulated statement of the funds of all companies doing business in British Dominions, in which the surplus funds of the Royal are shown to be £1,569,815, which is a quarter of million pounds sterling larger than the next largest, while twelve companies of first rate standing show a deficit. But there is not the slightest need for puffing the Royal. It is like Caesar's wife, above suspicion.

Mr. McLellan is also Agent for Hamilton and Wentworth County for the Standard Life Insurance Company of Edinburgh, whose Canadian business is controlled by a Canadian Board of Directors, in which some of the strongest Canadian names appear. This Company has a very high record also, and it is said that in the prompt and satisfactory settlement of losses it has no rival. The Standard has an annual income of over ten thousand dollars a day. With a personal record unexcelled for kindness and square dealing, and having two such unrivaled companies to represent, it is no wonder Mr. McLellan's Insurance business is very large and growing rapidly. He also represents The Providence Washington Insurance Company (Ocean Marine), and the Dominion Plate Glass Insurance Office, which latter merchants find to be a useful institution. For while Peck's bad boy is around there is no safety in plate glass windows but a policy in this Company.

David McLellan also represents the Sun Accident Insurance Company of Montreal, is a Government Agent for Issuing Marriage Licenses, and is a Justice of the Peace for Wentworth County. Besides all these agencies and appointments he is the Hamilton Agent for the Dominion Line of Steamships, a line running some of the most elegant and commodious steamers that plough the ocean. These steamers are fitted up at enormous expense as per-

fect palaces, lighted by electricity, with grandly furnished saloons and every accessory for the comfort and enjoyment of passengers, and make a weekly service between Montreal and Liverpool in summer months, and between Portland and Liverpool in winter.

Besides being actively engaged in business Mr. McLellan has served his fellow citizens in many important local political posts of honor. In 1875, when the city was divided into seven wards, he was elected first School Trustee for Ward 7; and the following year was elected Alderman for the same Ward, and for two successive years was re-elected. During this time he was Chairman of the Market, Fire and Police Committee, and under his regime the present efficient Chief of the Fire Department was appointed. In 1879 he was appointed Trustee of the Collegiate Institute and re-appointed in 1882, and in 1883 filled the honorable post of Chairman of the Board, and is at present one of the Trustees.

Mr. McLellan also finds time for noble work among the benevolent societies. In 1872 he was elected a member of the charitable committee of the St. Andrews' Society; he was 2nd Vice-President of the same society in 1874; 1st Vice-President a year later; and in 1872 was elected President, and the next year re-elected, having the honor to be the first President re-elected by the noble St. Andrews in 20 years. But the members of that grand Society knew full well and highly appreciated his efficient services in managing the benevolent work of the Society; and in 1879 he was elected Treasurer, and has been re-elected every year to the present. The St. Andrews is one of most useful of all our benevolent societies, and it is well that such men are willing to devote their time and talent to its good work.

It is evident that the St. Andrews' funds are in good hands in Mr. McLellan's keeping. In this brief sketch it is useless to attempt a full outline of the work of so busy a man. He is, and has been for years, a member of the Hamilton branch of the Bible Society, and his name figures prominently on the roll of grand officers of the grand parent of all noble societies, a place it could not occupy for a moment without spotless honor. This is surely a good enough record to merit a place among the leading citizens of this ambitious city.

### WESLEYAN LADIES' COLLEGE.

Situated on King Street, facing the Gore, in the very heart of the city, this grand five-story building, of a composite style of architecture with corinthian pillars, will attract the stranger's eye as being something more than common. Originally erected for a grand hotel at a cost of \$11,000, it was found to be too large for the city, and was purchased by a few enterprising citizens and converted into a Ladies' College. It was the first of the kind and is now the best in the Dominion in every respect. Established in 1861, it has had a noble career, having educated over two thousand young ladies; its graduates number over one hundred and eighty. It is without doubt the finest and most extensive Ladies' College within a thousand miles. The building contains over 150 rooms, besides magnificent parlors and bath rooms, of which it has twice as many as the best hotel in the city. Its ceilings are high, halls wide, and extensive play grounds in the rear, thus insuring to its pupils everything conducive and necessary to recreation and health. The course of study is the most comprehensive of its kind anywhere, embracing music, all modern languages and all the arts and sciences. Its faculty includes over twenty highly accomplished ladies and gentlemen, and is presided over by Rev. A. Burns, D.D., LL.D., who fills the office of Governor and Principal. Through most of its history it was presided over by the venerable Rev. Dr. Rice, who resigned six years ago and was succeeded by Dr. Burns. Dr. Burns is an experienced educator, having presided for years over the faculty of a university, and having devoted most of his life to the useful calling. As the head of this splendid institution the principal is exceedingly popular, and the success which is crowning his efforts is a source of extreme satisfaction to the citizens of Hamilton, who have so wisely devoted their means to the good work. One thing should not be omitted in this brief notice, that is, while the name of the College is denominational its doors are open to all; and its graduates and pupils belong to all religions. Higher education of the young ladies is the sole aim of the institution, and while the strictest watch is kept over the conduct of the pupils by Mrs. Burns and her assistants, they are in no wise convent-bound or biased by creed or theory. Culture in all that is beautiful and useful is the one aim of the College, and the highest praise for its performance of its work is none too good. The Board of Directors consists of the following gentlemen: Dennis Moore, Esq., President; W. E. Sanford, Esq., Vice President; Joseph Lister, Esq.; Edward Gurney, Esq.; J. W. Rosebrugh, Esq., M. D., George Roach, Esq.; W. A. Robinson, Esq.; S. F. Lazier, Esq., LL.B.; A. Burns, D. D., LL. D. Secretary-Treasurer.

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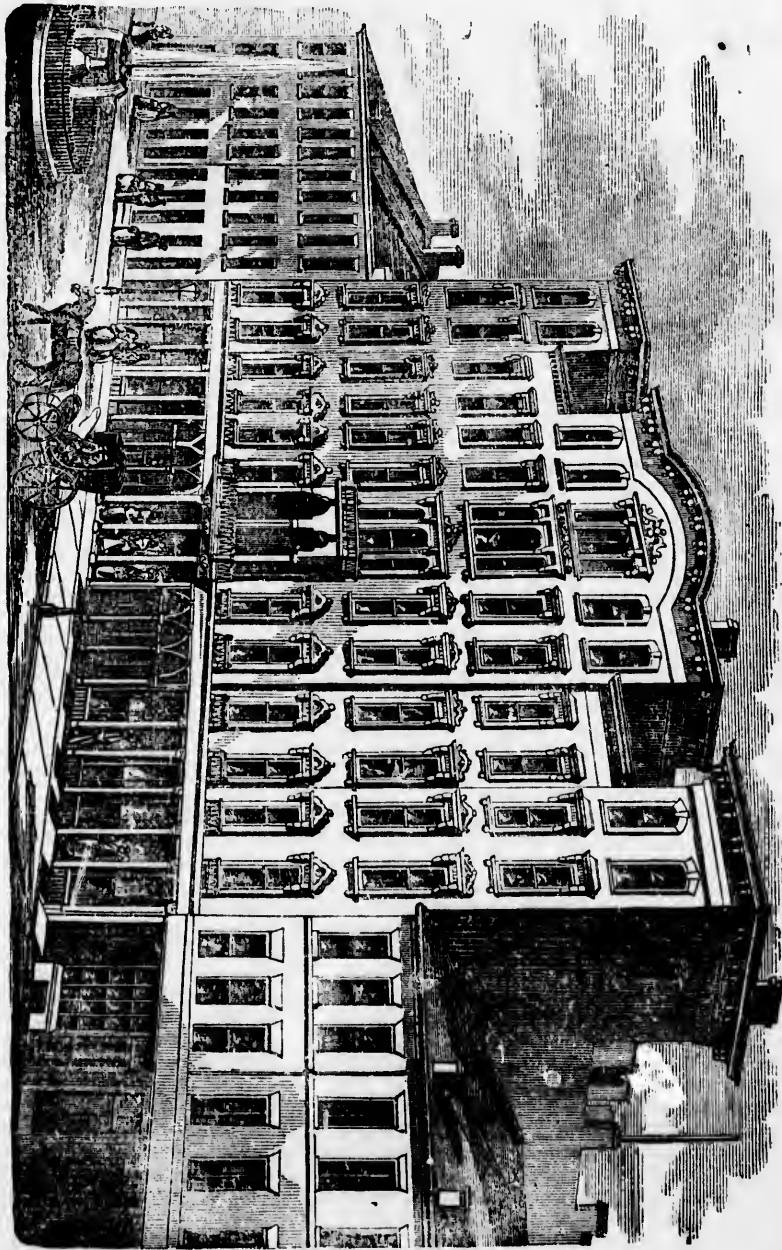
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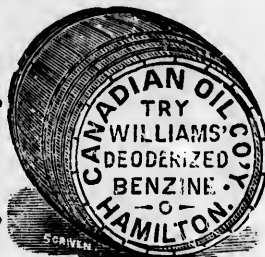
# CANADIAN OIL COMPANY.

C. J. WILLIAMS.



OFFICE,  
No. 18 McNAB STREET.

REFINERY,  
Wentworth St. and G. T. R.



Also Importers of American Illuminating and Lubricating Oils.

This concern has a wide reputation for the safe character of its illuminating oils. During its career, covering over 30 years, while accidents from explosions of petroleum lamps have been frequent, not one has ever been traceable to "Williams' Safe Oil," which is the specialty of this company. In the year 1862, at London, England, when a most extensive exhibition of illuminating oil was made from all parts of the world, this company received the medal for the best illuminating and lubricating oils, and the first manufacturers in Canada. The collector of inland revenue states the Williams' oil stands a test of 120, and commends its use as the safest oil manufactured. It is a fact worthy of note that J. M. Williams, Esq., senior, who for many years occupied a seat in the Ontario Parliament, and

who is now Registrar of the County of Wentworth, was the first to ship petroleum out of Canada, and the first to discover it. It happened about on this wise: A man in Mr. Williams' employ, while digging for a well in Enniskillen, found oil; so there Canada's first oil well was dug with a pick and shovel. Mr. Williams soon found a market for it, making his first sale of crude oil for about \$200 to a man named Ferris, of New York, who, with others, had succeeded in utilizing the oil for purposes of illumination. In a short time Mr. Williams associated with him John Fisher, I. C. Jamison, and Dean Fisher, and a company with \$40,000 capital was formed, and named the "Canadian Oil Company." Mr. Williams became at first president, and in about two years bought out all his partners, but the name has been retained to this day. The business was at one time quite extensive, as many as 150 men being employed, and the export trade quite large. The works below Wentworth street, near the Great Western Railway, in the beginning quite small, soon extended, until they covered a dozen acres or more; and the capacity of the stills and of refining, while at first of twenty barrels, were soon supplemented by others of a capacity of 500 barrels or more. But a few years of flourishing oil trade was enjoyed when a large number of floating wells were discovered in the United States, yielding without labor a superior crude oil to that found in Canada, while our oil was all obtained by pumping. In addition to the cost of pumping, Canada's oil industry was clogged with a great drawback, owing to its quality being black, nauseous in odor, and requiring much more expensive chemicals in deodorization than the American oils. Under these disadvantages, all due to nature, Canada's oil trade was doomed, and the market naturally limited to home supply. Much capital was invested by rival concerns. In Hamilton the Ontario Carbon Oil Company, the Hamilton Oil Company, and many other concerns were shortlived; while the father of the business, J. M. Williams, and his Canadian Oil Company is destined to live by virtue of its secret of distillation, which makes it the safest oil in the world. Some years ago J. M. Williams, senior, when appointed Registrar, sold out to his son, C. J. Williams, who takes pride in the production of the Williams' Safe Oil, and by keeping its quality to the high point of excellence it has always enjoyed, bids fair to retain possession of the Canadian home trade.



### BUFFALO BAKING POWDER

Is the cheapest, Best, and Healthiest Preparation ever made for Raising Bread, Biscuit, Cakes, Pastry, &c:

It pays for itself in the saving of milk, eggs, shortening, spoiled bread, and the trouble and expense of procuring good yeast.

This article has by its steady and constantly increasing demand since its introduction, eighteen years ago, proved itself to be an indispensable article in the kitchen of every household. It is the best and most convenient and economical article in the world for making light, sweet and healthy bread, cakes, pastry, puddings, &c., without fermentation.

The materials used in the manufacture of this powder are of the best and purest quality to be had, and is made by a process known only by the proprietors, (it being conclusively their own invention,) making it the best baking powder ever offered to the public. It will keep for a long time if kept in a dry place.

N. B.—Care should be used in well mixing the powder with the flour before wetting. This powder must be kept in a dry place, and never under any circumstances dip a wet spoon in the powder.

#### RECIPES FOR COOKING.

##### MIX THE BAKING POWDER WITH THE FLOUR BEFORE WETTING.

**BISCUIT.**—Take one quart flour, one tablespoonful shortening, half teaspoonful salt, and two teaspoonfuls of Buffalo Baking Powder; mix well together, then add sufficient milk and water to form a very soft dough—as soft as can be rolled out—and bake in a quick oven.

**WHEAT BREAD.**—To a quart of flour mix two teaspoonfuls of Buffalo Baking Powder, and half teaspoonful salt; add sufficient milk or water, or lukewarm water, for a very soft dough; set it within half an hour in a quick oven.

**CORN BREAD.**—Two eggs, one tablespoonful shortening, one quart of milk, or milk and water, two teaspoonfuls Buffalo Baking Powder, two teacups flour, and Indian meal enough to make it the consistency of pound cake; a cup of sugar makes it much nicer.

**BERRY OR FRUIT PUDDINGS.**—One quart flour, two tablespoonfuls shortening, half teaspoonful salt, and two teaspoonfuls Buffalo Baking Powder; form a soft dough with milk or water, roll out thin and spread with any kind of fruit or berries, roll it up, tie in a cloth, and place in a steamer. To be eaten with cider, hard or soft sauce. The above makes fine dumplings.

**BAKING POWDER CAKE.**—One cup of sugar, third of a cup of butter, one cup of sweet milk, two eggs, three teaspoonfuls Buffalo Baking Powder, add flour to make it to the consistency of sponge cake.

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**SILVER CAKE.**—The whites of eight eggs, two cups sugar, half cup butter, three-fourths cup sweet milk, three cups flour, and two spoonfuls Buffalo Baking Powder; flavor to suit the taste.

**GOLDEN CAKE.**—The yolks of eight eggs, one cup sugar, three-fourths cup butter, half cup sweet milk, one and a half cups flour, and two teaspoonfuls Buffalo Baking Powder; flavor with extract to suit the taste.

**SPONGE CAKE.**—Mix one cup flour with one teaspoonful Buffalo Baking Powder, one cup sugar, three eggs, and one tablespoonful sweet milk; stir briskly and bake at once.

**COCOANUT CAKE.**—One pound sugar, half pound butter, the yolks of five eggs, beat up together, the whites beat to a froth; mix with three-fourths pound of flour, two teaspoonfuls Buffalo Baking Powder, grate one good sized cocoanut, or two small ones, and mix altogether with one cup of milk; the cocoanut must be added just before baking.

**GINGER SNAPS.**—Half cup butter, one cup sugar, one cup molasses, half cup ginger, two teaspoonfuls Buffalo Baking Powder, and flour enough to make them hard.

Pup up in Glass Jars of 1 lb. and  $\frac{1}{2}$  lb. each. Cans of 1 lb.,  $\frac{1}{2}$  lb., and  $\frac{1}{4}$  lb. each. Tin foil packages of  $\frac{1}{2}$  lb. and  $\frac{1}{4}$  lb. each. Also sold in bulk.

G. C. BRIGGS & SON, Agents, Hamilton.

## MURTON & REID, COAL DEALERS.

The worlds' industries would slacken their demand were the supply of coal to give out; without this useful commodity of comparatively modern discovery, the fireside would be a cheerless place indeed. Of the men of business who perform a useful part are the local dealers, foremost among whom must be Messrs. Murton & Reid. Competition is said to be the life of trade, and if this old saw is true the firm of which we are writing are entitled to much credit for the life that exists in this industry. The partners of the firm are John W. Murton and William Reid. Mr. Murton for many years conducted an exceedingly live business as an exchange broker on James street, now occupied by Mr. C. E. Morgan, the great railway agent. When the American war closed, however, and the exchange business declined by virtue of the growth of American paper money to nearly par, Mr. Murton sold out, and in 1868 began the present business in company with Mr. Reid, taking the large dock premises now owned by Mr. Murton, at the foot of John and Catherine street. The business was at first small, but by dilligence and push it has steadily grown to be one of the largest in the province.

Messrs. Murton & Reid deal almost exclusively in the celebrated Scranton coal, which is acknowledged to be the standard domestic coal. The great increase in the business of the firm is doubtless largely due to the strict integrity of the firm in maintaining weight, to their careful preparation, and to their promptness in filling orders. Their excellent reputation for dealing with the public, and their constantly increasing facilities, are a sure guarantee that their flourishing trade will continue to magnify.

Besides their large retail city trade, the firm do a very considerable business in all parts of the province, by rail direct from the mines, on commission. The coal for city supply is nearly all conveyed to the firm's dock, which is the largest and most convenient in Hamilton, from the American ports nearest to the mines, in their own schooners; so that their facilities being complete, and their knowledge of the business and of the public need being perfect, they are able, ready and willing to supply the Scranton, Lehigh, and all other kinds of coal, in any quantity, as promptly, as cheaply, and of as good quality, as any firm of coal dealers in Canada.

## HAMILTON COMMERCIAL COLLEGE.

Corner King and James Streets, facing the Gore.

Situated in the very eye of the city is the College of this name. It is in every sense what its name implies, "Commercial." It is recommended as affording unsurpassed facilities for obtaining a thorough business education by a long list of the most prominent manufacturers and business men of Hamilton. And, after all is said that can be said in favor of classical education it must be admitted that many of the highest educational institutions pay too little attention to this practical work.

Everyone who in any way may have to earn their own living, men and women of all grades of society, from the millionaire manufacturer, who employs his hundreds of workmen and women, to the boys and girls who are working for him, all should have a thorough Business Education, not that they all may become bookkeepers, but that they may know enough about business and finance to transact whatever comes under their notice intelligently and accurately.

This institution is specially devoted to teaching bookkeeping, by single and double entry, as adapted to all kinds of business, from the corner grocer to the largest manufacturer or banker; commercial laws and customs, including the handling of all kinds of commercial paper and commercial transactions, of every description. Here a student is taught by every-day practice, as in actual business life, how to fill every position in life, from junior clerk to bank manager, or proprietor of a large business concern. Every form of difficult accounts, or of business intricacy, is brought for solution to the student's notice; and he is familiarized with the most approved methods of rapidly transacting business as well as with the law and usage on contracts, agency, partnership, sale and delivery of property, insurance, etc., etc.

While all this is the special aim of the institution the smaller matters of education are dwelt upon. Spelling, geography, history, grammar, and arithmetic are thoroughly instilled into the course; while that indispensable accessory to business—good penmanship—is taught, according to the standard Spencerian method, by competent teachers. Short-hand writing and telegraphy are taught by highly accomplished and practical teachers of the art.

The student taking a full course at this College (unless he is a very dull one indeed) cannot fail to possess a complete knowledge of every kind of business. He will know how to write a correct business letter upon any matter that will merit the consideration of the shrewdest business men. He will be able to fill with credit any kind of clerkship, and keep any set of books and render an intelligent account of himself in any responsible position in life. He will be thoroughly well posted upon all intricate points of law governing the general principles of business and banking. Indeed, so much really practical and every day useful information, all having a business value, is not imparted in any but a business college.

To excel in the higher arts and sciences takes a long time, high natural talent and much money. To the lady or gentleman of limited means, to whom a business education is most necessary, the Hamilton Commercial College offers a golden opportunity. The cost of a full course of instructions, time unlimited, is placed at \$35. Suppose a young person of 15 or 18 leaving the common school to spend six months at this College. In that time more can be learned than in ten years actual business experience; for here the information is full in all directions, and instead of acquiring knowledge by experience in a cold world, the student is kindly initiated into all the mysteries of business. If, therefore, you want to become an accomplished penman, this is the place; if bookkeeping and a practical knowledge of every thing in business is what you desire, this is the place.

In addition to all we have said the College is one of the most pleasant places in the city, looking out upon the Gore, well furnished, healthy, cheerful, and well adapted for study. If you want to know more gentle reader write the Principal at the College, M. L. Rattray.



## HAMILTON FURNITURE FACTORY.

**J. Hoodless & Son, Proprietors. Warerooms, 51 King Street West.  
Factory, Corner Main and Catharine Streets.**

This flourishing industrial institution is the accumulated product of the energetic and persevering labor of Joseph Hoodless, a practical cabinet maker who commenced business in Hamilton in 1850, in partnership with D'Arcy Porter. The business was at first established on James street north, on ground now occupied by the carriage factory of J. P. Pronguey. A year later they removed to Hughson street, in rear of the post office. In the latter part of 1852 Mr. Hoodless bought out his partner, Porter, and also the Blazzard cooper factory, located on the ground now occupied by Brennen's planing mill, King William street, and carried on the manufacture of furniture and oil barrels until 1860. His partner, Porter, turned his attention to another field, in which he has achieved fame and acquired wealth. Porter, upon the dissolution of the firm of Hoodless & Porter in 1851, invented and manufactured the first sewing machine ever patented in Canada, and in partnership with a man named Johnston, manufactured the Porter & Johnston machines, enjoying almost a monopoly of the market. Mr Porter is the inventor of the White sewing machine, and is the superintending partner of that concern at Cleveland, Ohio, at present. Right here it may not be amiss to note that through all the years of toil that have brought brilliant success to both, Hoodless and Porter have been warm friends, and while the latter regularly visits his old partner for a couple of weeks every year, the former goes to Cleveland periodically to return the compliment. Though parting in business over 33 years ago, each holds the other in old time chummy esteem, and though in widely different pursuits, each has earned his laurels of success.

But to return to our subject matter: the business of Joseph Hoodless grew and prospered until the year 1860, when as managing partner of the Edgar & Melville lumber and furniture mill, he removed all his plant and stock to the large premises of the company on Queen street north, where a large business was done in the manufacture of furniture, oil barrels, doors, sash blinds, and all classes of wood work. The company employed upwards of a hundred men; but in 1863, when about reaching the zenith of success, the fire demon wiped the whole concern out of existence in an hour. Impoverished, but not dismayed, Joseph Hoodless started again in a small factory on Park street, just above King, his only staff being his own skilled hands and his brother Robert, who was also a skilled cabinet maker. In a very short time another fire took the roof from over the heads of the hard working brothers; and still nothing daunted, Joseph Hoodless removed to a building on Hughson street, where the foundry of Burrow, Stewart & Milne now stands. This building was owned by the old bank of Upper Canada, and was sold by the trustees of the estate. Defiant of fire and heedless of the menaces of adverse waves of fortune, Hoodless now laid the foundations of permanency by purchasing premises for himself at the corner of Main and Catharine streets. There, in a building used as an ice house by the Lake Ontario Ice Company, we find the beginning of the present extensive furniture factory of J. Hoodless & Son. This was in the year 1870. At first the business was small and only four or five men were employed; but good work created its own market, and persistent toil brought its own reward. Capital grew from honest profits. Premises were enlarged, more men were employed, apprentice boys became skilled workmen, and with the growth of business there grew up a worthy son, whose brain and skill in later years became invaluable as the magnitude and volume of business increased. In 1878 Joseph Hoodless employed a staff of 15 men. That year the National Policy was inaugurated, and henceforth the growth of the business was almost magic. In May, 1878, Mr. Hoodless bought the premises at 51 King street west, which has since been used as office and warerooms. In 1880, Mr. Hoodless admitted to partnership his son John, already referred to, and the firm became J. Hoodless & Son, as at present.

The firm now employs about 60 hands in the manufacture of all kinds of fine furniture, of the excellent quality of which it is not extravagant to say it stands the highest in Canada, as the gold medal awarded at the Toronto Exhibition, and all the first prizes received at the Great Central Fair held at this city this autumn, sufficiently testify.

It may surprise many of our readers, but is a fact nevertheless, that the warerooms of J. Hoodless & Son are the largest show rooms in the city, the floors being 135 by 35 feet in

surface measurement; and, while every article shown is entirely the manufacture of the firm, the warerooms contain the largest and best stock of furniture on exhibit and sale in Canada. The stock in the warerooms at present is valued at upwards of \$40,000, while as much more is either completed and stored or in process of construction at the factory. To describe a hasty run through the four floors of the warerooms may interest the reader.

The ground floor is devoted to sideboards (of which the firm manufacture the largest variety of any firm in Canada), samples of rattan furniture, bedding supplies of all sorts (which are manufactured by the firm in great variety and with special care, the sea grass and other material used being specially prepared for the firm), and all kinds of spring mattresses. The offices are also on the ground floor facing King street.

The second floor is fitted with samples of bed room and parlor furniture. And it is surprising to note the almost endless variety of design, style and finish of the more costly goods; and while useful and durable bed room sets are shown as low as \$18, the beautiful carved furniture in expensive wood runs up to \$1,500, which none but the wealthy can indulge in. One mahogany set at \$800 is especially fine. The bed room set which took the gold medal at Toronto occupies a prominent place on this floor, and is undoubtedly the most artistic piece of carved furniture ever manufactured in this country. The Marquis of Landsdowne, Governor General, after a critical examination of it, declared that in all the beautiful furniture he had seen in the old country, in the mansions of the rich or anywhere, he had seen nothing to equal this. In drawing room furniture 40 different designs are shown, ranging from \$50 to \$800 a set. No finer goods are made anywhere. The covering department is also on this floor, and a magnificent stock of French, German, English and American coverings for drawing room furniture is kept. Silk plushes in all shades of color for trimming are also kept in great variety; and a large stock of fancy upholstering work, and easy, fancy and odd chairs of antique design are shown in bewildering variety. As a matter of fact, over one hundred different designs of chairs are on exhibit.

The third floor is devoted to common bed room furniture in Ash, Elm and other wood, finished in their natural wood and stained imitation walnut, from \$15 to \$30; centre tables, of which over 20 different designs are shown, ranging in price from \$4 to \$60. On this floor is also kept the stock of cane chairs, of which the firm make 15 different styles, ranging from \$1 to \$3 each. "No. 1" is without exception the handsomest chair manufactured in Canada. A large assortment of all kinds of gentlemen's wood seated arm chairs, rocking chairs, folding chairs, invalid chairs, and extension chairs are also shown.

The fourth floor is devoted to storage, where is packed, in immense quantities, rattan furniture, spring beds, cradles, dining room tables children's chairs of every description, etc., etc.

In this house Hamilton is ahead of all competitors in the manufacture of furniture. The stock on exhibit is a fine show in itself, and with their extensive facilities for work, the firm could not well be overtaken in fitting up fine homes at the lowest cost with every article necessary to make the humblest cottage cosy as well as embellish a mansion.

## G. C. BRIGGS & SONS.

### Wholesale Dealers in Patent Medicines and Druggists' Sundries.

Pain is ever an unwelcome word, and whoever relieves any pain that human flesh is subject to, is a benefactor of his race. Albeit that some wisecracks affect to hold patent medicines in light esteem, myriads of witnesses overwhelmingly prove that the patent medicine men have done more to relieve pain than all other members of the great medical faculty.

Messrs. G. C. Briggs & Sons have a long career in this useful calling, having been established in 1848, under the name of Briggs & Williams, finally under the present name of G. C. Briggs & Sons; and are now proprietors of some of the most valuable medicines before the public, among which we would mention Briggs Black Oil, which has been before the public for over thirty years, and is widely known and much approved. They are also proprietors of Briggs Life Pills, of which over thirty thousand boxes are sold annually; and of a medicine called Briggs Electric Oil, which has become a leading article in the market for the treatment of Rheumatism, Neuralgia, and all nervous diseases. They also

manufacture Briggs Magic Relief, one of the wonders of the age as a Pain Killer. It is no stretch of imagination to call it magic, as the effect of it is almost instantaneous in cases of Cholera, Cholera Morbus, Bowel Complaint or pain from any cause. They are also proprietors of the following popular medicines: Hopes' Magnetic Ointment, Wistars' Pulmonic Syrup, Lamontes' Baby Cordial, Sitters' Worm Candy, Golden Eye Salve, Leicestershire Tick and Vermin Destroyer, Botanic Bitters, Star Cement, Condition Powders, Sticking Salve, Fly Poison, call "Shoe Fly." They are also agents for the sale of Edison's Electric Belts, Buffalo Baking Powder, &c.

## THE ECKERSON & MILLMAN PHOTO STUDIO.

### Under the able management of John J. Millman.

Twenty years ago this firm established themselves in business in Hamilton on James street near King, where they remained until 1873, when they removed to their present handsome establishment, No. 76 King street west.

Perhaps in no other mechanical art has the march of improvement and invention made such strides as in that of photography. Little more than one generation back we were well pleased with the commonest tin-type, and any photographer who could then produce anything in the shape of even a *carte de visite* was considered at the head of his profession.

Now, almost every country village has its Photograph Gallery, and even there the proprietors at least attempt cabinet photographs. But it is left to a few firms in the leading cities of this continent to produce really artistic work, among which Messrs. Eckerson & Millman certainly take first rank. The writer has had the opportunity of inspecting work in most of the leading galleries in Canada and the United States, and has in no place seen anything finer than that produced by Messrs. Eckerson & Millman, and seldom its equal. In this establishment is to be found everything pertaining to the art, and their premises are the largest in Canada. When this firm commenced business they had keen competition, but of all then in the field Eckerson & Millman alone remain, and point with pardonable pride to their long and successful career. That their work is fully appreciated in the highest quarters is sustained by the fact of their having photographed Admiral Sir E. Inglefield, Admiral and Lady McClintock, Sir Patrick MacDougal, Sir Rose and Lady Price, and a long list of prominent Canadians.

In photography, as in any other profession or business, success depends in a great measure upon the principles of the firm, being themselves experts, and Messrs Eckerson & Millman are certainly practical, having been in the profession from their boyhood, and being also thorough photographic chemists.

Their staff of assistants is composed of the best talent to be found on the continent, money being ever a second consideration to ability in the minds of this firm when engaging artists. The art of re-touching is perhaps the most difficult in photography, and photographers find great difficulty in securing efficient artists for this department, but Messrs. Eckerson & Millman are peculiarly fortunate in this respect, Mr. Millman himself being perhaps the best re-toucher in the profession, and he is ably seconded by two assistants.

While very much depends upon the negative being taken by a practical operator and the arrangement of light, &c., in the operating room, it is the re-toucher that brings out the true beauty of this beautiful art, by giving to the eyes especially, natural color and expression. Mr. Millman attends to nearly all the operating himself and is undoubtedly unsurpassed in America.

The premises of Messrs. Eckerson & Millman are well worth a visit by lovers of art; in the show-room is to be seen photographs of all sizes from miniature to life-size. Here are to be found photographs of hundreds of Hamilton's well known ladies and gentlemen residents, past and present. In the rear of the show-room is the office and re-touching studio. The next flat contains handsomely furnished dressing rooms, supplied with all the requisites of the toilet, printing-rooms, finishing-rooms, and one operating-room, 25x50 feet built for the express purpose and fitted with an endless variety of scenery and appliances requisite in the department. Here one of the firm is always to be found, and well he fills his position.

Hamilton contains no other artists of such general information regarding photography as Eckerson & Millman, and many a mother has left this gallery delighted with the picture of her child and wondering at the patience and tact by which the little one was kept quiet.

Eckerson & Millman have also been very successful in photographing scenery; many beautiful samples are to be seen in the show-room. The third flat contains still another operating-room 20x45 feet, completely furnished, solar-rooms and negative-rooms. In addition to the premises already described there is a large cellar where all toning and washing of photographs is done by the aid of modern sinks worked with syphons. True to their practice of adopting every improvement invented, Messrs. Eckerson & Millman have introduced electric light to their galleries, and are enabled to accommodate parties unable to spare time through the day. Mr. Millman deserves great credit for the perfection. He has made photographing by night quite equal to day light.

In conclusion we would say that Hamilton has reason to be proud in the possession of the largest and best appointed Photograph Gallery in Canada, and we trust Messrs. Eckerson & Millman may continue in the future as they have been in the past, the leaders of their profession. We believe Mr. Millman has had the honor of photographing more of the celebrities of England and America than any other photographer in Canada, not only while in Hamilton but in Halifax, N.S., and elsewhere.

### THOMAS LEES.

#### Watchmaker, Jeweler, etc., 5 James Street North.

Just about one generation has passed since Mr. Lees began business in this city on John street, opposite Prince's Square. Many grown men and married ladies, now customers of Mr. Lees, can remember the time when they could not see over his counter without climbing a stool. Born in Hamilton in 1841, Mr. Lees has passed his life amongst its citizens, and counts his friends by thousands. His store on James Street is one of the handsomest in the city. Large double plate glass windows permit a view of an endless variety of jewelry. On entering we find the premises roomy and well arranged. Three counters surround the store, completely covered with silver-plated ware, show cases containing a well-assorted stock of watches, chains, and jewelry of every description. Three massive upright show cases are behind the counters, and are filled with gold and silver ware of the richest and most artistic patterns. All round the store are arranged clocks of every known make, Canadian, American and French. Mr. Lees has his Waltham watches made at the factory specially, and all sold by him are stamped with his name. The Switzerland factories also make special goods for Mr. Lees. No watch is ever sold at this house without being first thoroughly inspected by one of the most expert men in the jewelry trade, Mr. Lees himself. The watch making and jewelry manufacturing departments are up-stairs, and to judge by the constant hum of the machinery the mechanics employed are seldom idle. In this room the engraving is done, and the work exhibited is as fine as we have ever seen. Mr. Lees has a reputation throughout the Dominion for his skill in the manufacture of Masonic jewels and emblems. Any design in medals, monograms, seals, or society insignia is made to order at the shortest notice. Mr. Lees has all the contracts for regulating the public clocks in this city and in Dundas. In short, any lady or gentleman can find anything in jewelry, watches or chains that can possibly be desired, and will find in Mr. Lees a straightforward, pleasant gentleman, with whom it is a pleasure to do business. We take pleasure in recommending our readers to visit Hamilton's well-known jeweler, Thomas Lees.

### CARROLL'S AMERICAN WATCH HOUSE.

Situated on James Street in the Arcade building (illustrated in another page) is Carroll's Jewelry House, and it is but just to Mr. Carroll to say that he is one of the best working jewelers in the Dominion, and his claim to a lead in this line is well founded. In a classified description Mr. Carroll arranges his establishment into four departments. His arrangements with the manufacturers of the best grades of American watches are of such a character as to enable him to offer lower prices than any other house in the Dominion. In this city Mr. Carroll's reputation is that of a leading first-class jeweler.

In the jewelry department are fine gold and silver watches, diamonds and precious stones, set and unset, clocks, jewelry of every description, silver and silver-plated ware, real jet jewelry and everything in the line, all marked in plain figures, at a low price and one price only.

In the manufacturing department are gold chains, brooches, ear rings, bracelets, lockets, diamond settings, enamelling, Masonic and Oddfellows' jewelry, &c., made to order on the premises, at prices beyond competition.

In the watch manufacturing and repairing department, a watch movement can be made throughout, and any kind of complicated watches, such as chronometers, repeaters, chronographs, independent seconds, &c., also French clocks and music boxes of every description, repaired and adjusted by workmen who have had a large experience in the largest factories in Switzerland and America.

In the engraving and designing department, monograms and crests are engraved on coins, silverware, cutlery, ivory, bone, wood and pearl, and inscriptions on watches, medals, silverware, etc., in the finest style of the art. Designs furnished for medals, monograms, bar pins, bracelets, cutlery, diamond work, &c., by one of the best designers in Canada.

### **CANADA BUSINESS COLLEGE, ARCADE BUILDING, JAMES STREET NORTH.**

Twenty-five years ago our young men had very limited facilities for fitting themselves to competently fill positions they might aspire to. Few of our schools then gave young men a practical business education, and the same may be said of the schools to-day, without in any way reflecting upon their system or utility in the branches which they devote themselves to. No matter how thorough the training of young men in public or private schools, they cannot possibly, while devoting their minds to the multitude of studies required of them, acquire even the rudiments of a business education.

This truth was recognized many years ago, and the remedy applied by opening Colleges especially devoted to the business training of young men and women. The success of these institutions has been most remarkable. No city of any size is now without its Business College, and Hamilton can proudly boast of having, in the Canada Business College, the peer of them all. Established twenty-two years ago it has steadily advanced, and to-day offers educational facilities to young men and women that are not equalled in the Dominion.

The training in this college is pre-eminently practical, the pupils actually transacting business of all kinds here, just as they will find it done in mercantile establishments. No branch of a business education is neglected, and all are under the supervision of the best instructors that can be obtained. Book keeping is properly one of the most carefully conducted studies, as no business man can succeed without a knowledge of this science. Banking is practically taught, the pupils having actual transactions with each other, thus receiving an insight into this intricate business in a few months, which they would in vain endeavor to acquire by years of work in any of our banks. Commercial arithmetic receives special attention at the hands of the instructor in charge of this class, and the success of the methods taught is proven by the fact of the graduates of this college holding positions as accountants in many of the large concerns on this continent, good penmanship being an actual necessity to every individual, whatever line he or she may choose, this College has taken especial pains to procure the best exponents of this art, and that it was successful is proved by the numbers of teachers of writing in other schools who received their training in this institution. Commercial law, the art of letter-writing and phonography and type-writing classes are all conducted by competent instructors. The College is pleasantly located in the business centre of the city, and has without exception the finest appointed rooms now devoted to the purpose in the Dominion. The building is heated by steam, is supplied with fire escapes, hat and cloak and wash rooms, and is furnished throughout without regard to expense, giving it a most elegant and artistic appearance.

The Canada Business College about seven years ago passed into the hands of Mr. R. E. Gallagher, its present principal and proprietor. Previous to his assuming control of this institution he was a practical accountant, and for some time commercial master in the Normal and Public Schools at Ottawa. He is the Local Examiner for the Civil Service Board in Hamilton, and Vice-President of the Business Educators Association of United States and Canada.

Mr. Gallagher is a live business educator and his heart and whole interest is in his work, making his pupils his friends, and carrying his interest in them beyond the college walls. He is careful to procure proper boarding accommodation for the pupils, and eminently successful in retaining the friendship of all with whom he has intercourse, long after they leave his charge.

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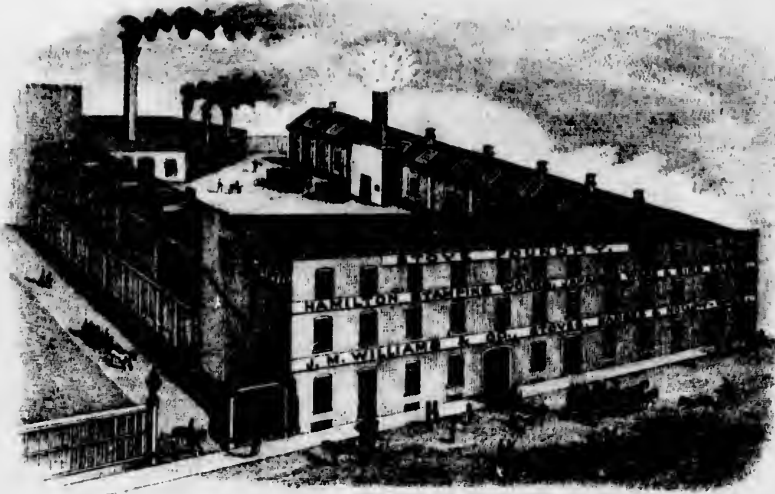
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## J. M. WILLIAMS & CO.

### Manufacturers of Stoves and Tinware.

The late senior partner of this firm, whose name it still bears, founded this business in 1871, manufacturing the first pressed and retinned sheet iron ware in the Dominion of Canada.

Mr. Williams was born in Camden, in the State of New Jersey, and came to this country in 1838. He first settled in London, Upper Canada, and in the year 1841, removed to this town and has lived here ever since. He commenced the carriage business in this town in company with Mr. Holmes, of London. After three years they were burned out, and Mr. Williams purchased Mr. Holmes' interest in what was left from the fire and commenced business alone. He started only a small business, but in ten years had increased it to the large business of \$130,000 per annum. His carriages were known from the Detroit River to Quebec. About that time Mr. J. C. Cooper was given the management of the business as Mr. Williams went into the manufacturing of railway cars. In 1850 and 1851 Mr. Williams was brought out as alderman in this city and run in the temperance interest, and was elected in both instances by large majorities.

About this time contracts were being let for the building of six hundred Great Western cars, and as Mr. Williams had taken a great deal of interest in getting up stock for the company, his friends advised him to form a company and take the contract, which he did; the company comprising Messrs. Williams, Fisher & Brainerd. Mr. Fisher, in company with Mr. McQuesten, established the first foundry in Hamilton, as mentioned in the introductory article of this work. The contract consisted of building about six hundred cars of different kinds and the repairing for five years. After the cars were built they gave up the contract for repairing, and Mr. Williams commenced alone a new contract and put up a building at the eastern part of the city for the purpose of constructing the cars. At the same time he took a contract with Mr. Brainerd and put up shops at Niagara, and built cars for the different railways. Also took a contract from the Buffalo & Lake Huron Railway and built the cars in their shops at Brantford until the shops burned down. At the time these contracts were completed the country was completely stocked with cars, and Mr. Williams sold his factory adjoining the city to Mr. D. C. Gunn, who carried on a locomotive works.

Mr. Williams, with several gentlemen of this city, bought about eight hundred acres of land in Enniskillen for the purpose of manufacturing lubricating oil. A short time after Mr. Williams bought all other interests out and continued the business alone, and worked for three years in the woods and had expended \$54,000 in cash. The first money received was from Mr. Ferris, of New York. (See article under head of Canadian Oil Co.) Mr. Williams built a factory in the woods; the first still was made by Mr. Gartshore, of Dundas, and shipped to Newbury and taken from there twenty-four miles, eleven miles being through woods, and the still was carried on the crotch of a tree and drawn by two yoke of oxen, and it took five days to get it to Enniskillen. It would be very difficult to describe the many operations it took to manufacture this oil. Some of his friends told him he had oil on the brain, and others said he was crazy. After burning out three times with no insurance, Mr. Williams removed his factory to this city and formed the Canadian Oil Company. This was before the Great Western Railway was built to Sarnia and it was very expensive getting the oil to Newbury with ox teams and sleighs. He sold the Canadian Oil Company to his son, C. J. Williams, who carries on the business since. In 1869 Mr. Williams started the Carbon Oil Company, of which he was president, in this city, and they did a very large exporting business until the European market was closed against Canadian oil. Mr. Williams then sold his interest to men of New York.

Mr. Williams was the first in America to manufacture illuminating oil from petroleum, for which he holds two medals—one for the discovery, the other for the manufacturing—received at the World's Fair, 1862.

Mr. Williams gave a great deal of his valuable time and money to public institutions in the city. There were weeks spent in getting up stock for the Mechanics' Institute; also with Mr. Hugh C. Baker and others in helping to get stock for the Canada Life Assurance Company, and besides several charitable institutions. He took a prominent part in helping to get up the Wellington, Grey & Bruce Railway Company, Hamilton and Lake Erie Railway and Hamilton and Northwestern Railway. It was through Mr. Williams' pluck and perseverance, along with others, that the Hamilton and Northwestern Railway was able to put their track across the Burlington Beach and Canal. Mr. Williams was nominated as a candidate in 1867 to represent the city and was elected. He served three terms, (twelve years), in the Local Legislature of Ontario, being the last time returned by acclamation, and at the end of the last term, when there was a vacancy in the Registry Office, Mr. Williams was appointed Registrar.

We quote from the *Hamilton Spectator*, his political opponent's opinion, on Mr. Williams retiring from political life. April 10th, 1879: "Among his political opponents there will be no other disposition towards him than to congratulate him upon his appointment. In all the relations of private life Mr. Williams, for over a quarter of a century past, has possessed and deserved the esteem of his fellow-citizens. Even as a politician he excited no unnecessary antagonism, and only such opposition as came from opposing political views. On his retirement from the field we are glad to remember that we were able to speak of him always without harshness, and to preserve the most friendly personal relations with him. It may be attributing but small merit to him to say that he was a friend of Hamilton, for as a Hamiltonian that was to be expected; but he has always been both a judicious and energetic friend. By natural disposition he is a gentleman of public spirit, most thoroughly at home when he was in the midst of some enterprise of a progressive kind, from which others were to benefit as well as himself. The best wishes of all his fellow-citizens who are acquainted with him, will follow him into the office which he has accepted."

In 1876 he sold the pressed tinware business to his two sons, J. M. Williams, jr., and H. R. Williams, who took William Cook into partnership and added a foundry to their already extensive business. The firm have been very successful: so rapid has been the growth of their business that to meet the great demand for their goods three extensive additions to the premises have been made since 1878, and their force has been increased until now they employ upwards of one hundred men in all departments. With all these additional facilities and great increase of hands every power of the firm is taxed to the utmost, the men are working all the over time they can be persuaded to and still the business grows beyond their power. It is an actual fact that some important orders have been refused. It is reasonable here to ask what has been the cause of so much success? A success that has far exceeded the brightest anticipations must have some solid cause. It is this. The members of the firm are men in the full vigor of manhood, and full of pride, courage and ambition. They determined to produce goods



that should exceed all others in the market. The superiority of the surface of the plates, the result of care in the work, and the fine finish of their stoves placed their goods in the very front rank. The nickling of stoves is undoubtedly better done by this firm than any competitor. Twenty years ago any sort of stove that would give out heat would sell. In these later years, economy of fuel, beauty of make, style and finish have been in the race, and J. M. Williams & Co. determined to occupy a prominent place in the manufacture of stoves. How well they have succeeded this immense increase of business best shows. Their make of stoves known as the "Universal," in base burners, cook stoves and oil stoves of all sizes, are unsurpassed in beauty of finish, economy of fuel and every other feature of use or ornament. Their stoves named "Elegant," in cook stoves in all sizes, are indeed rightly named, for they are as handsome as any stoves in the world.

The firm also make a patent hinge tubular lantern which cannot be too widely known. It is at once the most convenient, safe and useful lantern for stable use made. Tinware of every description for use in the household is made by the firm with the same regard for excellence displayed in the production of stoves. They import their own tin of specially good quality, so that no goods are turned out that can be anything else than a credit to the manufacturers. The firm of J. M. Williams & Co. are on a road of success that knows no turning.

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—OF ENGLAND—

*Fire and Life.* - - - - *Assets, \$28,000,000*

The Royal Insurance Company has the Largest Surplus  
of any Fire Insurance Co. in the World.

## THE STANDARD LIFE ASSURANCE CO.

OF EDINBURGH—ESTABLISHED 1825.

Total Risks.....About \$100,000,000  
Invested Funds.....30,000,000  
Annual Income.....About \$4,000,000, or over \$10,000 a day  
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RATES AND TABLES VERY LIBERAL.

## Providence Washington Insurance Co.

INCORPORATED 1799

OCEAN MARINE INSURANCE.

## DOMINION PLATE GLASS INS. OFFICE

INSURANCE AGAINST BREAKAGE.

## Sun Accident Insurance Company.

Insures against all classes of Accidents.

## DOMINION LINE of Steamships from QUEBEC or PORTLAND

*Issuer of Marriage Licenses.*

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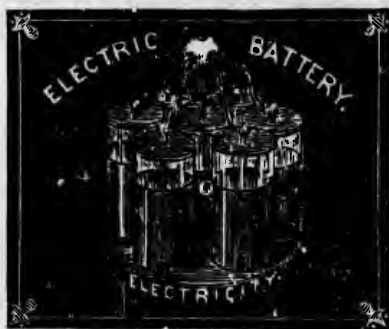
MONEY TO LOAN ON REAL ESTATE.

# DAVID McLELLAN

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# BRIGGS' ELECTRIC OIL.



As is always the case when any medicine attains popularity, unscrupulous rival manufacturers either make bogus articles or try to mislead the public by false statements. The greater the demand for any medicine, the greater is the number of imitators and detractors. This has been conclusively proved in the case of BRIGGS' ELECTRIC OIL, by the fact of Messrs. Northrop & Lyman, of Toronto, doing all in their power to stop the sale of BRIGGS' ELECTRIC OIL, but doing their all in vain. This firm put up a medicine called "Dr. Thomas' Electric Oil," and, recognising a most formidable rival in BRIGGS' ELECTRIC OIL, attempted to twist the law to serve their purpose, and most impudently claimed that the word ELECTRIC was an infringement on their title of *Electric*. The matter came up in the High Court of Justice at Toronto. That the claim attempted to be made that "Dr. Thomas' Electric Oil" is charged with Electricity is bogus was fully established at the trial, as witness the evidence of Henry S. Northrop.

## BRIGGS' ELECTRIC OIL

Used internally cures Rowel Complaint, Gripping Pains, Cholera Morbus, Bloody Dysentery etc.; in fact its effects are wonderfully apparent when used both externally and internally. For Colds, Coughs, Sore Throat, Hoarseness, Croup, Whooping Cough, Difficult Breathing, Diphtheria, Quinsy, Spitting of Blood, it is a perfect success.

It will cure Rheumatism, Neuralgia, Lame Back, Liver and Kidney Complaints, and all Complaints of the Urinary Organs, Scald-Head, Scrofula, Salt Rheum, and cutaneous diseases generally, Inflammation or Bleeding at the Lungs, Swellings, Boils, Tumors, Pain in the Back, Joints, Chest or any part of the system, Ulcers, Old Sores, Burns, Chilblains, Frost Bites, Bites of poisonous insects.

FOR SALE BY ALL DRUGGISTS.



## A NEVER FAILING REMEDY

For Weak and Inflamed Eyes, or Chronic Granulation of the Lids, Ulceration of the Glands, Film or Weakness of Sight from any cause.

FOR SALE BY ALL DRUGGISTS.

G. C. BRIGGS & SONS  
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