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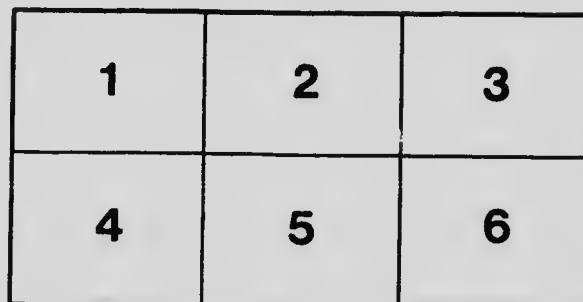
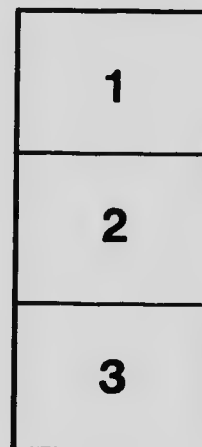
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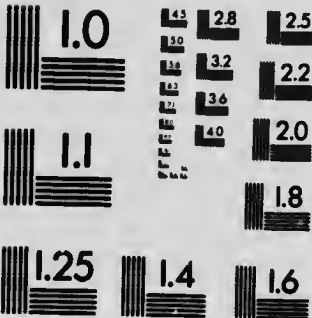
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# THE MONTREAL BOARD OF TRADE

Past and Present



1914-1915 Edition

Also Embracing History, together with Engravings and Photographs of the Principle Buildings and Industries of

## Canada's Beautiful Metropolis

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## INTRODUCTION

**T**HE modern Board of Trade may be regarded as the descendent of those important Associations of Merchants which, in the centuries now passed were formed for the purpose of "fostering, protecting and forwarding their mutual interests." They became a power which not only exercised a mighty influence on the trade and commerce, but also on the political condition of the States of Europe. Those who have visited, for example, the once grand and historic city of Louvain, now in ruins as the result of German military barbarism, and which was formerly the seat of the mighty trade of the Duchy of Brabant, will have seen for themselves one noted place where the medieval seed was sown from which our modern Trade Associations have sprung. The story of the numerous Livery Companies which to-day flourish in the little circumference known as the City of London, their field of operation being bounded by a stone thrown of that singularly important institution known as the Bank of England, also tells of Commercial Union. It is in fact a matter of history, not at times it must be confessed very clear, that there has always been somewhere latent in some form or another, a species of "Board of Trade" and antiquarians find a connection between the modern corporation of the name and the Roman Collegia and Societates.

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The Historical Record of the Montreal Board of Trade is necessarily one which has to deal with matters, practically, almost of to-day. A Canadian Justin McCarthy, or a modern Bishop Burnett, would have to incorporate its story with the general affairs of "Our Own Times", at least in a relative sense. In its present commanding position, exercising as it does an influence not alone upon the trade affairs of the Commercial Metropolis, but also on those of a much more extended area, it differs in a very wide degree from the first Board which was organized April 6th, 1840, at a meeting over which that famous Montreuler, the Hon. P. McGill presided. But the Board which then came into existence, had its predecessor. It succeeded a previous institution known as the "Committee of Trade" organized in 1822. Business interests were at the time, becoming alert. The work on the modern Lachine Canal had been commenced July 17th, 1821, the first sod being broken by the Hon. John Richardson, whose name is on the roll of the first Legislature of Lower Canada in 1792, and is "kept green" by the walls of the Montreal General Hospital. Less than a year later, April 11, 1822, he presided at a meeting which had as the result of its deliberation the creation of the Committee referred to and how effective and valuable its work must have been is proved by its own records which are fortunately, for the most part extant to-day. They show, it may be noted in passing, that the population of the city was less than 19,000, a remarkable contrast with the 595,000 people of ninety two years later. They also show the public spirit of the period and reflect an unsatisfactory condition of commercial affairs. At the important meeting, described strongly worded resolutions were passed in which reference was made to the existing "growing embarrassments of Canadian Commerce" and their attendant "ruinous consequences" and the urgent need at an alarming crisis, of "the establishment of a Standing Committee of merchants to watch over the general interests of the trade of the country." In order to "conciliate public favour and confidence and to obtain such a combination of experience energy and perseverance as circumstances require," it was resolved that "the Committee

shall be established on liberal principles, elected annually by ballot by such resident merchants of the city who shall annually contribute the sum of three Guineas." The "growing embarrassments of Canadian Commerce" referred to, and the general outlook of Trade and Commerce may be appreciated by any one who looks at the contemporaneous records. Specie payments had followed in the train of the events consequent on the Battle of Waterloo with corresponding confusion in matters of adjustment.

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The consequences of the Constitutional Act of 1791 were beginning to have a marked effect on trade owing to the Separation of Lower from Upper Canada and the division of jurisdiction between the Imperial and Local authorities notably in matters pertaining to customs collections which were made by British officers, whose want of knowledge of Canadian conditions and needs caused friction of an irritating character. At the time Upper Canada had no port of entry and the revenue was divided, by a Board of Commissioners, between the two provinces. The collectors of Revenue were not under local jurisdiction and, some years later, when the proportionate division was fixed, at two fifths for Upper, and three fifths for Lower Canada, the greatest dissatisfaction was manifested. A union of the Provinces which came many years later under different circumstances was strongly advocated when the committee was formed and political feeling ran very high. A deadlock in the Legislature and the stoppage of supplies by the Assembly, provoked a species of panic necessarily most detrimental to trade and commerce. Protests and appeals seemed unavailing and as described in the preliminary resolutions troubles were not "averted, or even delayed, by the solitary exertions of individuals or by the hasty and inadequate deliberations of public meetings" and so the Committee of Trade was formed, evidently none too soon, for the Imperial authorities and their local administrators seem to have exhibited "an utter absence of any appreciation of the issues at stake." And, with the resolutions passed at the meeting as a basis, a committee of organization was composed of men whose names shine brightly on the pages of our municipal history. Horatio Gates, George Auldjo, George Moffatt, (chairman) John Hemming, Henry McKenzie, Campbell Sweeney and W. M. Porter. At a later meeting, April 20, 1822, a code of rules were reported. Summarized they provided for a three guinea subscription, the prohibition of partners in trade serving on the committee at the same time, thirteen to be the number of members, forfeiture of seat for absence of six months from the Province, and for neglect of duty for three, fortnightly meetings, open records at all convenient times, the imposition on the committee of the duty of representing to His Majesty's Government, the Imperial Parliament and others in authority, representations on trade matters, mutual protection, co-operation and support of the interests of members, arbitration suppression of illicit traffic and inquiry into the authority under which the fees levied by the several officers of the customs in the district was made. The first subscribers supporting the movement numbered fifty-four and their names deserve as these of the initiators of a great movement to a place in this record. They were as follows: Horatio Gates, George Auldjo, H. McKenzie, George Moffatt, Campbell Sweeney, D. Robertson, John Forsyth, W. M. Porter, John Brown, Peter McGill, John Gray, F. A. Larocque, John Fleming, James Cuthbertson,



pointed out in 1867, sprang into existence when the Confederation Act was passed, which now extends from our Eastern to our Western shores, bound together by roads of steel. We must not forget how greatly the action of the citizens of Montreal of the time, dealt with in these notes, gave impetus to the political and commercial movements of the country which is now to be witnessed in so wonderful a state of expansion. The chronicles of the Board tell us that in the year of its incorporation business was in a satisfactory condition. Trade had to take the course of the waterways and "all the water of the west flows past Montreal. Wheat production had moved as far as the Genessee Valley in New York and to Upper Canada, and Montreal, the head of navigation, became of necessity, the point of Exchange of our products for imported goods. A note in a report of the Board tells us that the merchants of Quebec concentrated their efforts upon the timber trade and the rafts floated down to them", but the enterprise of Montreal merchants, even then controlled the import trade, for the fastest ships were secured for Montreal. Stocks of goods were opened out earlier there and it was near the centre of consumption. There was also a brisk trade up the Champlain Valley to Burlington and Whitehall over the Railway — the only railway in Canada — from Laprairie to St. John's. The trade centred at Montreal. The railroad shut down for the winter for there was no advantage in connecting the ice of the Richelieu with the ice of the St. Lawrence, but none then thought of doing any serious business in winter and loaded teams might as well continue on, fifteen miles further, on the winter roads. The people of Montreal with all their overflowing energy had abundant leisure then for both amusement and reflection. And it does not escape the eye of the writer on the affairs of the period that in Great Britain there seems to have been a wiser spirit prevailing on the part of statesmen than is sometimes exhibited to-day for it was deemed a wise policy to encourage preferential trade with the "Dominions beyond the Sea" and Lord Stanley, the father of one who was not many years ago Governor General of Canada, introduced into the Imperial Parliament the "Canada Corn Act" which naturally greatly stimulated business in this country, for it lowered the duty on our wheat and flour to a shilling a quarter, the condition being that Canada should impose a duty of three shillings on United States wheat. The duty upon Canadian wheat was thus rendered nominal and it is recorded "that as the aggregate duty of four shillings by way of Canada was much lower than that upon direct imports from the United States the wheat of the whole Lake Ontario basin, intended for export to Britain was ground into flour in Canada and exported from Montreal, Lord Stanley, maintaining that flour ground in Canada was a manufacture of Canada". All the disposable capital of Montreal was thus drawn to Western Canada, and locked up in mills and mill sites and business of all kinds expanded rapidly during the three following years.

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The period of the "forties" we are told "opened with hope but ended with disaster which would have crushed a community less resolute and a city less favored by nature." Foremost on the roll of matters which, at the time, agitated Canadians was the historic free trade, and protection controversy. Sir Robert Peel had succeeded to the British Premiership, his government being pledged to a policy of protection as well as the plan of drawing through the Canadian Canals the export of the entire St. Lawrence basin, without prejudice to the principle of protection. A species at least, of commercial Imperial Federation seems to have been in existence and the merchants of Montreal appreciating the vast resources of the West made ready to avail themselves of them and conjured up visions of an enormous wheat trade with Great Britain. The period was notable, it may be remarked en passant, for the signing of the treaty known as the Ashburton Treaty, which so outrageously dis-

torted our Eastern boundary. The then existing conditions caused it to render impossible any port on our Eastern coast and "Portland" became a cry which gathered strength and finally materialized as a consequence of a lecture delivered in a small room near the Champ de Mars, by a certain Judge Preble, of Portland, which encouraged those who were moving in the matter and a plan for a railway to that city was matured. Through the efforts of the Hon. George Moffatt, Sir Alexander Galt, Hon. A. N. Morin and the Hon. John Young the projected railroad was opened in 1848, from Longueuil to St. Hyacinthe, and this was continued until it became part of the Grand Trunk system. Portland made great preparations in the matter of dock construction, for the purpose of making a winter port which was to capture all the Western trade from Canadian points. The results seem to have been disappointing in many circles. In 1846 a railway had been projected to Kingston and a line was completed to Lachine in 1847. It was not unnaturally anticipated that with the connection of Kingston, Montreal and Portland, added to the great facilities for water traffic would be the means of enabling Montreal to supply the British market with grain in winter as well as in summer. The first water power granted on the new Lachine Canal at this eventful period was given to Mr. Ira Gould, for his projected flouring mill which is even to-day famous. "It was" says a writer upon the events of the period, "indeed a time of hope — hope to be realized eventually, but who could have then foreseen the struggles which would first have to be gone through?" It is doubtless hard for the people of the present day, with its transcontinental railways, summer and winter ports, elevators, and shipping facilities fully to realize the situation which at the eventful period under consideration, the commercial community had to confront. But it was boldly grappled with and, in the end, corrected. A retrospective view of the seventy odd years briefly touched on in the preceding remarks, makes it evident that the drastic measures adopted in Great Britain, and which proved so disastrous to Canada, were not only unjustified but entirely needless. It is true, as was brought prominently into notice during the protracted debates on trade in the Imperial Parliament at the time, there were many inconsistencies in the then existing British tariff and to this may be attributed the growth of a free trade spirit. But, at the same time, the protective spirit dominated, because each merchant and manufacturer wanted it for himself, while indifferent to the interests of others. The story told by Sir Robert Peel of a free trade Scottish herring packer, who wrote to him promising not to oppose his free trade candidate, but at the same time warning him to be "very careful, in his tariff reform, about herrings" is well known and is a fair reflection of public sentiment prevailing at the time. But the great measure of tariff changes was accomplished. "Reform" it cannot be termed; it was purely and simply revolution. Prosperity under the existing conditions was everywhere in evidence and this was suddenly destroyed and as a recent commentator has said, "every principle of trade and axiom of politics maintained during the rapid growth of the Empire's greatness was undone in 1846 and, with headlong precipitancy the work of the statesmen of previous generations also. To simplify the tariff and to reduce the duties on raw materials were changes incidental to the varying events of commerce but, deliberately to adopt the principle that no preferential trade should exist within the Empire was to submit questions of the higher order of politics to the sway of maxims of the lower order of trade economies." It has been asserted and without contradiction that the "theories of 1846 failed to stand the test of general applicability". In Canada this was made especially conspicuous, and the general abstract opinion was made concrete when years later the "National Policy" came into operation. The events which have been passing during the past few years in Britain have shown that free trade does not work with generally satisfactory results and the euphemistic term "fair trade" has reflected a desire felt in many quarters for some policy which will



afford the rudely shaken industries protection from the powerful competition of rival nations. And the trade and social record of Great Britain, at the time, indicates that the change of 1846 had no *raison d'être*.

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There was a marked revival in trade in 1842 and the two following years were extremely prosperous. Consols, that sensitive test of the commercial and political condition of the country rose above par, for the first time in the course of a century, and the Budget of 1844 showed a surplus of £2,700,000. Two years later the export trade increased by £10,000,000. A favorite contention of those defending the change has long been that the painful food conditions existing in Ireland, a famine in fact, called for a change in the duty on the importations of corn from abroad. But, a remedy might have been provided by a temporary arrangement and the exigency certainly did not call for the "abandonment of the Unity of the Empire". But the fatal bolt was shot and it pierced deeply into the heart of this country. The year 1846 witnessed the conversion of Sir R. Peel from his former convictions and, "with the aid", as is correctly stated, "of his political opponents he caused the passage of the bill which brought such ruin to Canada". An apt quotation from a letter, written not long after the event, by the Earl of Elgin, then Governor General, conveys a good idea of the immediate consequences which followed its passage in this country. "Peel's bill of 1846 drives the whole of the produce down the N. Y. channels of communications, destroying the revenue which Canada expected to derive from canal dues and ruining at once, mill owners, forwarders and merchants. The consequence is that private property is unsaleable in Canada and not a shilling can be raised on the credit of the Province?" And so the bright prospects which had been indications of a great and lasting era of prosperity were darkened and disappointment and disaster followed. The story of the ship fever and the horrors attending on it are matters of history and, though not belonging to the affairs of trade is deserving of mention as one of the dark incidents of the time. Tragic in its consequences, as the monument at Grosse Isle and the great boulder at Point St. Charles prove to those of the present generation passing by, yet it was the means of bringing into the light of day many striking examples of heroism and self sacrifice even "unto death", on the part of clergy, sisters of mercy and laity alike, the chief magistrate of the city, Mr. J. E. Mills being foremost among the six thousand dead. Of these it may be said, as of the French soldiers, of their comrades who do not answer the roll call, "Mort an Champs d'Honneur". Of them it can be truly said they died on the field of human charity and moved by the spirit of that greatest love which causes men and women to lay down their lives for their friends.

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The year 1848 brought with it depression and in 1849 the province was embroiled in political strife of an acute character. The trouble over the Rebellion Losses Bill, the physical attacks on the Governor General and the burning of the Parliament Buildings, followed by the removal of the seat of Government from Montreal, in no degree assuaged the commercial fever that was raging, nor did the issue of the famous annexation manifesto, signed by many leading citizens. The Board of Trade demanded the repeal of the Navigation laws, the Imperial customs officers were withdrawn and a most important stage in the evolution of the nation reached. "The old order changeth giving place to new" and one phase of the order which once prevailed in Canada ended in anger, trouble and great losses. The situation was somewhat paradoxical for it showed the Imperial idea in the position, not of being fostered as in Rome, of old, by its mother, but deliberately checked and discouraged.

Once more the Governor General, Lord Elgin, may be quoted as a critic of the period which he, doubtless, comprehended better than we can to-day. Regarding the consequences of the trade revolution brought about in Britain, he wrote. "What makes it the more serious is that all the property of which Canada is thus robbed is transplanted to the other side of the lines as if to make Canadians feel more bitterly how much kinder Britain is to the children who desert her than to those who remain faithful". But, notwithstanding the Canadian-British "spirit" was not suppressed. It has flashed into life and been demonstrated in many ways since and especially in a commercial sense in 1878. So also in 1892 when the commercial independence of Canada was threatened, and still more forcibly in 1911 when a most extraordinary attempt was made by political experimentalists to hand over our trade interests to the United States and, as was candidly confessed by the President of the Republic at the time, make this country a mere adjunct thereof.

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It has been truly said that Montreal owes as much to the citizens of past days who, at critical times have proven themselves men of determination as well as of business instincts and ability as to her natural advantages. It is true that she occupies a unique position geographically. She can boast of being the head of ocean navigation but she would be unable to make that boast but for the efforts of her great men of the past. We have our princes in commercial circles to-day. But, "there were brave men before Agamamnon" and these princes of trade might not be now reigning, had it not been for the work done by those who preceded them. Did space permit we could give a long roll of honor showing the names of men who sowed the harvest which others are reaping to-day. It may well be said of the years which preceded the great transformation which is seen in the Montreal of to-day, as compared with that of seventy or eighty years ago, that there were "giants in those days". We have just now said that Montreal is the head of ocean navigation, and the question "how did it become so?"—must naturally suggest itself. To the Board of Trade, in the first instance, must be given the credit of having begun the work of making it what it is. It is recorded above that one of the earliest works of the old Committee of Trade, as far back as in 1825, was to induce the Government of the day to deepen the channel in Lake St. Peter so that vessels of the burthen of 250 tons might reach Montreal during the entire season of navigation. When we think of the draft tonnage and displacement of the ocean monsters which find dockage in Montreal to-day this of course seems ridiculous. But there were resolute, foreseeing, bold and able men at work and their foresight reinforced by their other business qualifications, brought about great results. A statue on the river front fitly commemorates the name of a leader of the class of men referred to. To the Honorable John Young must be attributed the ultimate accomplishment of the much discussed work of deepening the ship channel between Montreal and Quebec. It may be mentioned here, that Mr. Young was a member of the Board of Trade from 1842 to 1878 and Chairman of the Harbor Commission of Montreal for fourteen years. Of him it may be fitly said, as is inscribed on his portrait hung in the Council Chambers of the Board of Trade:—"His name will ever be identified with the channel works between Montreal and Quebec of which he was chief promoter". But he did more. He looked even beyond the necessity of deepening this channel. He saw that without a connection between the north and south shores of the St. Lawrence, trade could not expand as he rightly anticipated it would.

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In 1846, Mr. Young wrote very ably, in the columns of the "Economist" a paper of the period of some importance, strongly urging the necessity of bridging the St. Lawrence. Of course, the idea was generally regarded as Utopian, for the natural difficulties must have appeared insurmountable. The word "impossible" was, however, not in Mr. Young's vocabulary and so, owing to his determined efforts, surveys were made with a view to proving the feasibility of the proposition, successively, in 1846, and 1847; by the late Col. Czowski in 1849 and by Mr. Keefer in 1851. Mr. Young sat in Parliament in the latter year, and was Minister of Public Works, and he availed himself of the opportunity of advancing his views on the floor of the Legislature. In this he was strongly supported by the Montreal Board of Trade and the work of deepening the Channel made rapid progress. At the time the depth of water was only eleven feet. In the year 1850 the work of deepening was assigned to the Harbor Commissioners. Commenced in 1851 it was before the close of the season deepened to 13 feet the cost being met by the trade of the port. Mr. (afterwards Sir) Hugh Allan was another of the pillars of trade and navigation of the period. This is not the place to enlarge on his determination, in the teeth of many "climbed adversities" which did so much to make the navigation of the St. Lawrence an accomplished fact. To name the Allan Line is sufficient proof of this to-day. At the outset of the fifth decade of the last century, Montreal had not wholly recovered from the deep depression consequent on the events referred to above. The figures show that the imports were a million dollars less than they were eight years previously, while the exports were little more than equal to those of the same year. Great Britain was awakening to the fact that free trade was not proving so great a blessing as its advocates had promised it would be and very serious revulsion of feeling occurred there in 1847. Then there were revolutionary movements in Europe bringing further depression in the trade between the two continents. There is an old Hebrew proverb which tells that "when the tale is doubled Moses comes" and though relief was at hand it came very strangely from an unexpected and little known quarter. It came from the accidental discovery of gold in California in 1849 and in Australia in 1851. "Immediately" it is recorded "business revived every where; under protection in the United States and France and under Free Trade in England, but England had the start in ships and factories, and the gold countries were English speaking countries, into which the surplus and stagnating population and products of England poured." But still trade in Montreal was dull and the city suffered from the double affliction in 1850-1 of the effects of political faction and the more direct injury of terrible fires which devastated large areas of the city. Foreign ships came up to Montreal for the first time in 1850 to load, though clearing from Quebec and this marked an era in our trade. The following year a marked change for the better was witnessed. According to the records of the Board of Trade "from that year Montreal may date its birth". A census was taken the same year which showed the population of the city to be 57,715 and the civic revenue \$160,226. The returns seem to be somewhat defective. As already stated the water power on the canal had been to some extent utilized by Mr. Ira Gould and, in addition to this, mention is made of engine works, tobacco factories, a boot and shoe factory, brewers and distillers. Not much light is thrown by the census returns on the subject of manufacturing and the total number of work people employed is given as only 609.

The year 1851 is however notable in the annals of Montreal as witnessing the completion of the Champlain and St. Lawrence Railway to Rouses Point and of the St. Lawrence and Atlantic to Richmond. Railway communication, was also opened up with Moorc's Junction, (on the Ogdensburg,

N. Y. line), and with Sherbrooke and the St. Lawrence and Atlantic in 1852, a year of business prosperity. Mr. Thomas Keefer, who surveyed the St. Lawrence in connection with the contemplated bridge, reported in that year to Hon. John Young, and showed the strong points in favor of the proposition. This report was made in connection with the railway line then projected to Kingston but both this and the line to Portland, already referred to, were absorbed in the scheme of the Grand Trunk Railway for which Messrs. Brassey and Betts had obtained a contract. It may be noted that Mr. Keefer died at Ottawa, in January 1915.

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The chronicles showed that the year 1853 was one of a mighty influence on our commerce being one of advance and progress in every respect and, at the same time "the culmination of the era of the water ways." Imports, it is recorded, exports, ocean and inland tonnage increased fifty per cent. The scheme so dear to the heart of Mr. Young was advanced by the deepening of the ship channel to a fraction over fifteen feet and the railway was opened to Portland. But, greater, perhaps, than all was the coming of the first ocean steamer into the port of Montreal. The "Geneva" was the first arrival and she was followed by the "Sarah Sands" and the "Lady Eglinton", which made two voyages, making four steamship visits to the port. It is hardly necessary to remark that their tonnage must have been very small, but a revolution in trade methods had been brought about and what has been described as "winter leisure" disappearing; for goods were now arriving all the winter on the south side, thanks to the railways, and the carters had a harvest in drawing the goods over the river roads but, in the fall and spring when the ice was breaking, as a matter of course delays and difficulties still impeded the regular course of trade. No railway to the west was open and the Lachine Canal had to take all western freight. We are told, by notes, evidently made by one of the citizens, or observers, of the period "that it looked busier than it is now", although even the figures of 1891 show more than double the inland tonnage of 1853, for the vessels then were smaller. The inland tonnage for the year 1913 appears below. This appears to have been the halcyon days of the water carriers. The owners of water craft were prosperous. They danced and were merry and "waxed fat", like one of old, forgetful of the fact that material things change. The coming of a power arising from the very water which they deemed inexhaustible and a perpetual means of carriage, was not dreamed of and no one imagined apparently that for heavy freight carriage a most formidable competitor was at the gates of the commercial stronghold of Canada. Like the Spanish muleteers in later years, who considered their craft, as carriers of goods and passengers immutable and everlasting, they did likewise and with relatively similar disastrous consequences. The water carriers of the period did not look ahead. The years 1854-55 proved to be the commencement of an era which warned the citizens of Montreal that they had better give pause. There was a great decrease in exports and an increase in imports, there was financial stringency; inland water traffic fell off and, to add to the darkness of the cloud, pestilence, in the form of cholera walked the land. The cloud, however, had its proverbial silver lining. There was activity in railway work on the south shore, and, in 1854, a line was opened to Point Levis, opposite Quebec, and one of the greatest of the works of modern times was inaugurated in the same year. The first stone of the Victoria Bridge was laid, an undertaking which has not unfitly been described as an "eighth wonder of the world." Its inception has been dealt with above. It has its own history, too long to repeat here. The first stone was laid July 20, 1854, and the work commenced. The bridge was designed by Mr. Robert Stephenson, a son of the famous George Stephenson, and Mr. A. M. Ross. It is 9,184 feet long with 24 spans of 242

feet each, the centre sixty feet above the river, of 330 feet. The first train crossed it on December 19, 1859. The bridge was formally opened by His late Majesty King Edward VII, August 25, 1860, when, as Prince of Wales, he visited Canada. The great length of the bridge enabled the late Sir George Cartier to pay a graceful compliment, (unlike to the late Queen Victoria and the loyalty of the Canadians), when on a visit to the Queen, conversation turned upon the bridge and Her Majesty, expressing surprise at its dimensions, contrasting them with the largest in Britain, Sir George very promptly remarked

"When we, in Canada build bridges to be named after Your Majesty, we do not build them in yards but in miles." In 1898, the super-structure of the bridge was reconstructed, from the tubular to the truss system without any interruption to the traffic, and the bridge was, it is said, renamed the Victoria Tubular Bridge though by what authority is not very clear.

• • •

In the same year the famous Reciprocity Treaty between Great Britain and the United States and directly Canada, was signed. From it much was expected and for a few years much came generally. The story of the making of this treaty is interesting and those who wish to study it can, with profit, read the reminiscences of the late Mr. Laurence Oliphant, who was Lord Elgin's secretary when that plenipotentiary was negotiating the treaty. They throw much light on the methods of the American public men of the period in connection with the negotiations. The value of the treaty has been much vaunted by the champions of free trade in this country but its benefits have been exaggerated. Its abrogation by the United States was intended to force Canada into the American Union. It did not, and further it brought into existence the Canadian spirit seen to-day in her political liberty and commercial independence. The treaty was of general benefit, but it is known it did not specially benefit this city. The records of the trade and commerce of the city, and country, summarized in the reports of the Board of Trade indicate that there was in the year 1854 a marked change in the conditions. Up to that period, "the City was solely a commercial City but, a reference to the census table will show how rapidly manufacturers grew into importance" and the first step was taken by Mr. Redpath who established his sugar refinery and by so doing became the pioneer of industrial movement in Montreal. The effect of his enterprise was seen in a sudden, and permanent rise in the quantity of raw sugar imported and this "afforded occasion for an increased of direct trade with the sugar growing countries." This was a critical moment and a "panicky" feeling seems to have been in evidence for it is said, "the fact came into startling light that the railways and not the waterways were to be in the future the chief channels of trade." The mischievous trade policy of Great Britain already described caused the carrying trade of the west to be diverted to the Erie Canal for the time, and, in 1854, to the New York railway system. Alike on the river and lake shores, the trade of not only the American west but of Lake Ontario was drawn away from Montreal. And it became a question of competition between our water route, the railways and the U. S. ocean ports. Canada in great measure lost the fight. In 1854-5 no ocean vessels came up to Montreal and the Trade returns show a falling off in every direction. The New York railways reaped all the benefits arising from the Reciprocity treaty so far as increases from Western Canada were concerned and the Grand Trunk railways, for the moment had its terminal point at Brockville. Not undaunted, however, the people faced the difficulty and determined to deepen the river channel to twenty feet and two events, which marks an epoch in the history of Montreal, occurred in 1856. The Allan line of ocean steamers was established and their four pioneer steamers commenced a fortnightly service and the first train from Montreal

to Toronto left in October, the line being extended to Stratford in the following month, amid general jubilation. The city water works were also practically completed.

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A disastrous financial crash occurred in the United States in 1857, shaking business interests to the ground and causing the suspension of every bank in the Union, with one exception. The effect of this panic was of world wide extent and Canada felt the full force of the blow, the west especially. In Montreal the Bank of Montreal stood like a rock. Its board of resident merchants, aided by the master mind of its cashier Mr. David Davidson, "one of those unusually able and resolute men who, in a time of crisis are the salvation of a community", enabled the city very largely to escape the effects, of this terrible commercial shock. It has been placed on record, to his credit, that "he practically carried the merchants of Montreal through the panic, not only the customers of his own bank but many from other banks and, at that period, the Bank of Montreal reached the proud preeminence which it has ever since maintained". The "fifties" ended as brightly for trade and commerce as the previous decade had ended darkly. In 1859, the Victoria Bridge was completed, the Grand Trunk opened to Lake Huron on the West and Portland on the East, the Allans established a weekly service of ocean steamers and factories sprang up on the Lachine Canal. The following year witnessed the formal opening of the Victoria Bridge by the Prince of Wales whose visit was the signal for an enthusiastic demonstration of loyalty. A census was taken in the following year and the figures the pages of the returns present indicate that Montreal had, in 1861, fairly started on all the general lines of industry and trade and commerce, which it has so successfully worked out up to the present time. The results at the time are shown in the general record of the Board of Trade, which in brief, shows that, as compared with the last return the population was 90,323, an increase of 64 per cent., and the civic revenue had, from \$160,226, risen to \$468,961. The assessed value of real estate was \$28,976,270. The ship channel had been deepened to eighteen feet, the Allan's ocean steamship line, already mentioned established, the import trade was doubled and the export trade increased fivefold over that of 1851. On the canal the Redpath's sugar refinery was in full working activity; and the customs returns indicate that while 13,573,044 lbs. of raw sugar were brought into the city in 1858, only 461,112 lbs. were imported refined.

Statistics of manufactures commence to make their appearance for the first time, in the returns of this census and they indicate that there were among them axe and tool factories, rubber factories and rolling mills. But this silver cloud had a dark lining and, in this same year of prosperity, the civil war in the United States commenced deluging that country in blood, paralyzing finance and causing international irritation. The "Trent" outrage a matter of history, occurred, and it looked as though war between Great Britain and the United States was inevitable. Troops were sent as fast as possible from Great Britain and Montreal seemed for a while more of a garrison town than the great commercial centre of Canada. "Grim visaged war", and its spirit for the moment overpowered the arts, and trade and commerce, and the national feeling was strained to the utmost point of tension. Fortunately the kindly nature of Queen Victoria, and the wisdom of President Lincoln, corrected the error which the somewhat braggart, U. S. Secretary of State Seward, was committing. The U. S. authorities apologized for the mistakes of their officers, and the incident closed. Then there were difficulties arising from the incursions of marauders from the U. S., the Fenians crossing the lines both in Upper and Lower Canada, as has since been shown with the knowledge and material assistance of the Washington authorities. But, despite all this, the trade figures of the sixties show increasing trade and prosperity. In 1863, the Board returns show, a large tea business commenced,



carried by direct shipments from China and the East, and this continued until the opening of the C. P. R. Raw sugars from Java and Brazil contributed to the increasing trade with sugar growing countries. In 1864 the steam tonnage was 36 per cent. of the total ocean tonnage and before the year 1870 had increased it to 50 per cent. The wharfage accommodation had been quadrupled and attained a length of 3.17 miles. In 1864 a change was made by the government in the form of its financial reports. The fiscal year was made to terminate on June 30, as it does now, instead of at the end of the ordinary calendar year. The tables show that between the years 1861 and 1870 the commerce of Montreal had increased by 50 per cent. and this notwithstanding the abrogation of the reciprocity treaty with the U. S. in 1866. It has already been said, of this, that the denunciation of the treaty was prompted in the United States by some who thought it would compel Canada to become part of the rapacious Republic. They were quickly disillusioned and the grand speech of the late Hon. Joseph Howe at Detroit did much to aid in the operation. As subsequent events showed the abrogation of the treaty proved a great blessing for this country. From 1860 to 1870, was a period of general expansion and prosperity throughout the country. Trade in timber with South America opened up, the cheese export trade, now unfortunately dwindling, commenced, there was railway expansion and when the census of 1871 had been reported on, it was shown that the population of Montreal had increased to 107,225, the assessed value of real estate to \$53,992,000, double that of ten years previously, and the city revenue to \$848,380. Confederation was accomplished, and came into operation in 1867, and the general prosperity continued for some years. Steam navigation expanded, public works, by land and submarine, were freely carried on, and it was determined to deepen the ship channel to 25 feet. Montreals share in this progress is shown by the census to have extended up to 1875, and an improved element is shown in the census figures, the manufacturing interests being brought more into prominence than previously. It is shown that in 1871 the total product amounted in value to \$32,727,946, nearly as much as the total imports. The capital invested was \$11,101,131, the value of raw material \$19,037,962, annual wages paid \$5,195,668 and the number of working people 21,817. The links in the chain of events which were so fast being forged in the "making of Canada", were, at this era, becoming more and more in evidence.

\* \* \*

Now it was that what had long been regarded as a theory, a transcontinental railway, as a logical sequel to the construction of the Intercolonial received an impetus from the fact that British Columbia only entered the confederation on condition that a railway should be built connecting that Province with the east before the expiration of ten years. The story of the troubles, bickering and political strife in connection with this road cannot be entered into here. It belongs to the history of Canada and is written very large on its pages and the present generation may profitably study the oft repeated tale of the Carleton terms, the Dufferin "conciliation" and the gradual progress of the road. The first surveys by the government were made in 1871. In 1872 the Pacific Ry. Act was passed providing for the commencing on the east from Lake Nipissing. It is necessary in view of existing circumstances to refer very briefly to the building of this line as it has had so potent an influence on the trade and commerce of Montreal. If those who, to-day, come into the city over its splendid tracks and see the great terminal stations, on Windsor street and the Viger Square, or read the annual reports of the directors of this great railway, few probably are aware, or care to remember, that it is only during the "seventies" a Canadian prime minister declared that if the line was built the traffic would not pay for the grease needed for the wheels of the carriages, and another shortsighted, but very prominent, states-

man said the result would merely be "two streaks of rust across the continent." But wiser counsels prevailed and after the unhappy set back in 1872, the incoming government proceeded to try its best to build the road. Its scheme was but a thing of shreds and patches, and the same prime minister quoted above, further ventured the bold assertion that not all the resources of the British Empire could build the road in ten years. Happily for Montreal and Canada generally the government of the late Sir John Macdonald, which took office in 1878, decided to build the road under contract with private persons. Accordingly, in October 1880, the present Canadian Pacific Railway Company of which the leaders were Montrealers, the late Lord Strathcona, Lord Mount Stephen, Mr. R. B. Angus, and Mr. Dimean McIntyre was formed. This company took over the road, as it was in part constructed, under agreement to complete it in its entirety by May 1st, 1891. But the work was not so long in the making and the gloomy anticipation of the party opponents of the line were put to shame by the spectacle of the first through train from the City of Montreal for Vancouver the Pacific terminus of the road starting on its journey on the 28th of June 1886, — truly an unparalleled achievement. To-day with its head quarters in Montreal and ramifications all over the Dominion from sea to sea and in the States it has done much to bring this city up to the high level it now occupies.

The year 1871 is especially notable owing to the railway situation of the period, and this is emphasized in the notes on commercial events preserved in the archives of the Board of Trade. These record that, in the year mentioned the Grand Trunk Railway held, in winter, every inlet and outlet of the city of Montreal. It had, as already indicated absorbed the railway to Portland and had purchased the railway to Rouse's Point, and the railways to Lachine and from Caughnawaga to Moor's Junction, were under its control. But the Board of Directors were unfortunately not in Canada, but in London, and not able to fully appreciate the situation either as to the requirements of the railway or the conditions under which it existed. And this acted detrimentally to the company for many years.

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In the year 1871, grave troubles and business dangers existed in the railway world owing to this. Some of the cities of Western Canada, it is shown, especially Toronto, had by means of the Great Western Railway formed an independent connection with the New York system at Niagara and that placed Toronto in the position of being a commercial point competing with Montreal, for a trade which conditions prevented the latter from obtaining, its merchants having to "pay during the winter double the freight on their imports from England which was demanded from the merchants of Toronto, three hundred miles further west". In this way, the trade of the city was being undermined. The export trade was suffering in a worse way, for the Grand Trunk Railway had extended its connections to Chicago and so, in fall and winter, would engage through freight from Chicago and Cincinnati to Portland, with which it filled the steamers of the Allan line, while the exporters of Montreal who had no other outlet had to wait for cars upon which to load the produce which was accumulating in their warehouses. Many complaints had previously been made but in December 1873, an annual event, known as the "lock out", was felt in an unusually acute form and trade matters assume a very embarrassing aspect. The railway, the steamship company and the Corn Exchange were compelled to hold an important interchange of opinions as to the critical position of affairs and a committee made a report which was unanimously adopted at a meeting of the merchants which, in summarized form set forth that: (1) the accumulated stock of grain held for want of railway facilities on December 15th, 1873, in the public warehouses at Montreal was 1,031,359 bushels of grain and 89,651 barrels of flour.

(2) that, while the rate of through freight for provisions to Liverpool from Cincinnati, 1128 miles from the sea, was 80 cents and from Chicago, 1145 miles, was 90 cents, it was 93 cents per 100 lbs. from Montreal only 297 miles from the sea. (3) that, though trains were rolling over the Victoria Bridge filled with U. S. products for which Canadian shippers could not obtain carriage and that, practically, Montreal, stood in danger of seeing its trade gradually destroyed. An incident of trade importance took place at this crisis. The Northern Colonization Railway, from Montreal to Ottawa, was mooted. The scheme included a spur to St. Jerome, on the North River, 14 miles. Projected, several years previously, by the famous Father Labelle, the parish priest of St. Jerome, afterwards a deputy minister of Agriculture in Quebec for the purpose of opening up, albeit in a pristine way, the north country, the scheme was adopted by people greater in wealth and perhaps, enterprise, notably Sir Hugh Allan. But he looked further and made Ottawa the objective point of the railway, thence to go on to Toronto where it would meet the Great Western Railway and another under construction, the almost politically historic "Georgian Bay Branch", designed to meet the projected Pacific Railway on Lake Nipissing. The scheme of this road became the pivot on which the connection with Montreal with the Pacific turned and the citizens of Montreal cheerfully voted a subsidy of \$1,000,000 on a by-law. The men, and the moment had arrived and a few weeks later Sir Hugh Allan obtained the contract to build the Canadian Pacific Railway. The subsequent history of that road has already been briefly touched on. During the ten years under immediate notice Montreal's industries expanded. Cotton mills were established in 1872, and silk manufacture in 1876. In 1875 the opening of the Intercolonial opened the ways for the traffic of Canada to its own sea-board, rendering this country practically independent of the "bonding privilege" through the United States. From 1875 to 1880, the trade conditions were not bright. The U. S. had its collapse in trade, Canada was made the "slaughter market" for the goods over produced across the line and, lacking protection, our industries were stricken to the death. In Montreal the great Redpath manufactory closed its doors and all its host of employees were thrown out of work. Things looked dark indeed, and although the Board of Trade, and Trade and Navigation, returns show that while our exports continued good the financial benefits were not up to the mark. But the sun of the Canadian "Austerlitz" of 1878, was rising and in that year the National Policy came into effect.

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This epoch making year 1878 may be regarded as one of even more than of Canadian import alone. The inauguration of the National Policy had far reaching influence in an Imperial sense and was the turning point in the inter-Britannic status of man, and widely, distant countries. It proved that while it asserted the complete independence of Canada in the management of her fiscal and trade affairs, it showed also that this was no impediment in the way of the mother country and the "Dominions beyond the Seas" federating for the purposes of the Empire under the common rule and the common flag. The events which have been passing on the world's stage during the last few years, notably since the fateful August the fourth, 1914, afford a striking proof of this. In the face of a common enemy a marvellous Unity of Empire has been witnessed. "Preference" in trade has long been accepted, but preference in Rule, Allegiance and Imperial cohesion has never, in the centuries of past history been exhibited as it was at the period of the recent world's crisis. Trade throughout the Dominion during the past thirty-five years has expanded in a most extraordinary manner. Canada's exports to Great Britain have increased from \$29,393,424 to \$215,253,954 and her imports therefrom, from \$30,967,778 to \$131,942,249. Her total external trade has grown 153,-455,662 in 1879 to \$1,129,744,725 in the fiscal year 1914. The total tonnage

trade of the Dominion (exports and imports) by countries, during the fiscal year ending March 31st, 1913, inclusive of coin and bullion, has amounted to the following: British Empire, \$361,769,565; Foreign Countries, \$72,494,884; Total, \$434,264,449. Similar expansion has been witnessed in all other national institutions, such as Banks, Railways, Manufactories, etc. Necessarily the wonderful development of Canada has been especially felt in Montreal, the Commercial Capital and the great Port of Entry. The results of the institution of the policy of protection in Canada were prompt in their development. Home industries were rapidly developed and, before another general Parliamentary election was held, the people were awake to its value. Attention must be chiefly centred in these pages on the city of Montreal and, taking the year 1882 as a starting point, its expansion as the chief commercial port of the Dominion, will be gathered from the public records. These show that the Trade of the Port of Montreal from the year 1882 to 1914 was as follows:—

Years	Sea-going vessels arrived in Port	Total Tonnage	Value of Merchandise Exported	Value of Merchandise Imported	Customs Duties Collected
1882	648	554,692	26,503,001	50,600,000	8,405,653
1883	660	664,263	27,122,891	44,800,000	7,730,637
1884	626	649,374	27,458,775	41,800,000	6,787,721
1885	629	681,854	125,209,813	37,000,000	6,682,529
1886	703	859,699	27,925,916	42,000,000	8,362,618
1887	767	870,773	29,391,858	43,391,715	8,770,341
1888	655	782,473	24,049,638	39,856,281	8,770,341
1889	605	823,165	32,638,270	47,415,620	8,770,341
1890	746	930,332	32,027,176	45,459,124	8,770,341
1891	725	938,657	39,344,783	48,418,569	8,770,341
1892	725	1,036,707	45,638,275	47,670,361	8,770,341
1893	804	1,151,777	47,700,431	53,796,227	8,770,341
1894	734	1,096,909	40,461,392	52,514,582	8,770,341
1895	640	1,069,386	40,348,197	50,966,000	8,770,341
1896	709	1,216,468	49,166,364	55,900,270	8,770,341
1897	796	1,379,062	55,156,956	47,036,196	8,770,341
1898	868	1,584,072	62,729,180	61,117,700	8,770,341
1899	801	1,517,611	64,040,982	65,018,544	8,770,341
1900	726	1,361,886	62,496,431	64,071,590	8,770,341
1901	742	1,453,046	56,220,759	65,632,086	8,770,341
1902	758	1,541,272	59,755,673	70,737,832	8,770,341
1903	802	1,800,904	70,936,510	78,527,078	8,770,341
1904	796	1,853,853	57,947,045	76,056,830	8,770,341
1905	833	1,940,056	73,786,548	80,345,420	8,770,341
1906	820	1,973,223	89,616,459	89,376,259	8,770,341
1907	740	1,924,475	85,495,534	106,301,891	8,770,341
1908	739	1,958,604	80,583,171	79,851,814	8,770,341
1909	670	1,911,413	76,474,485	96,787,938	8,770,341
1910	747	2,234,722	71,642,648	114,473,845	8,770,341
1911	762	2,338,252	71,254,446	129,811,810	8,770,341
1912	736	2,403,924	87,679,422	148,977,605	8,770,341
1914	820	2,690,535	99,568,102	154,485,087	8,770,341

It is important to note that the above details do not include matters connected with inland navigation. During the year 1913 there were 13,426 vessels, with a tonnage of 5,703,467 entered at the port.

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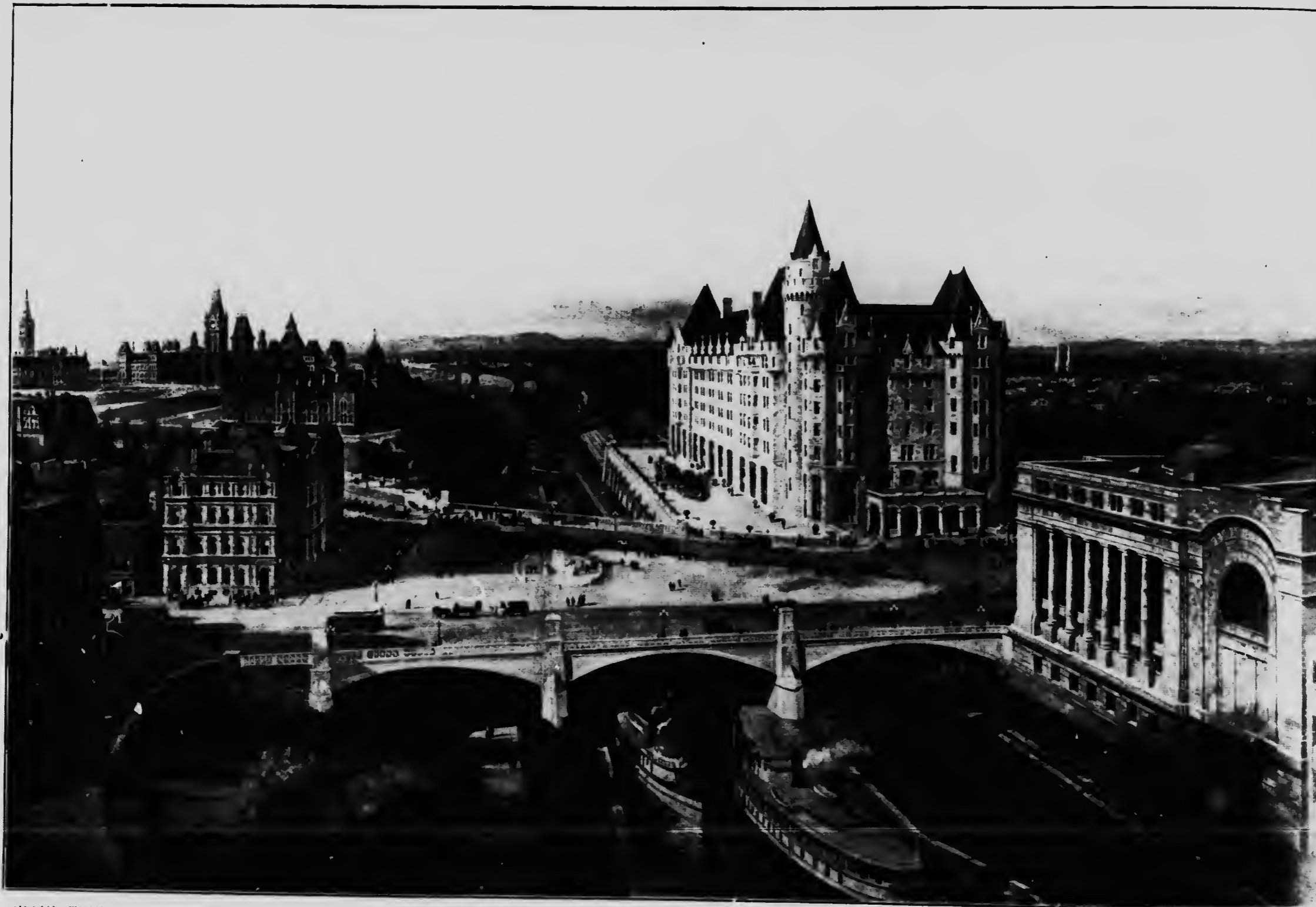
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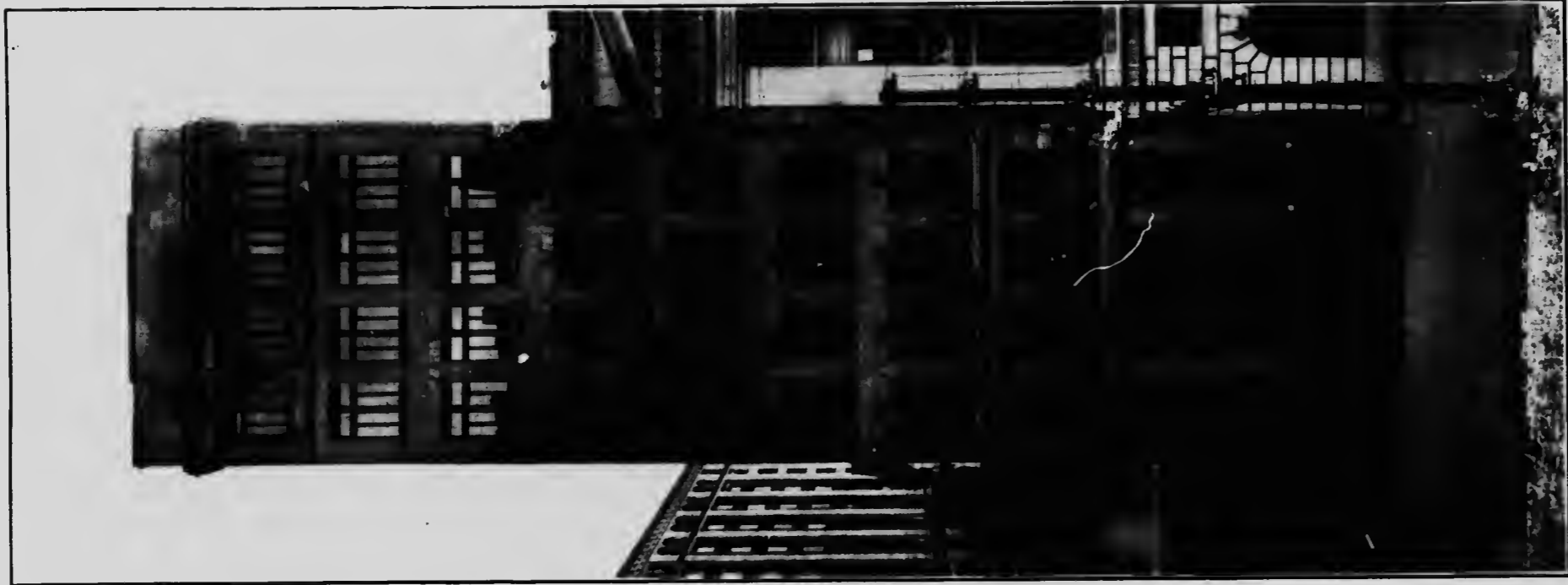
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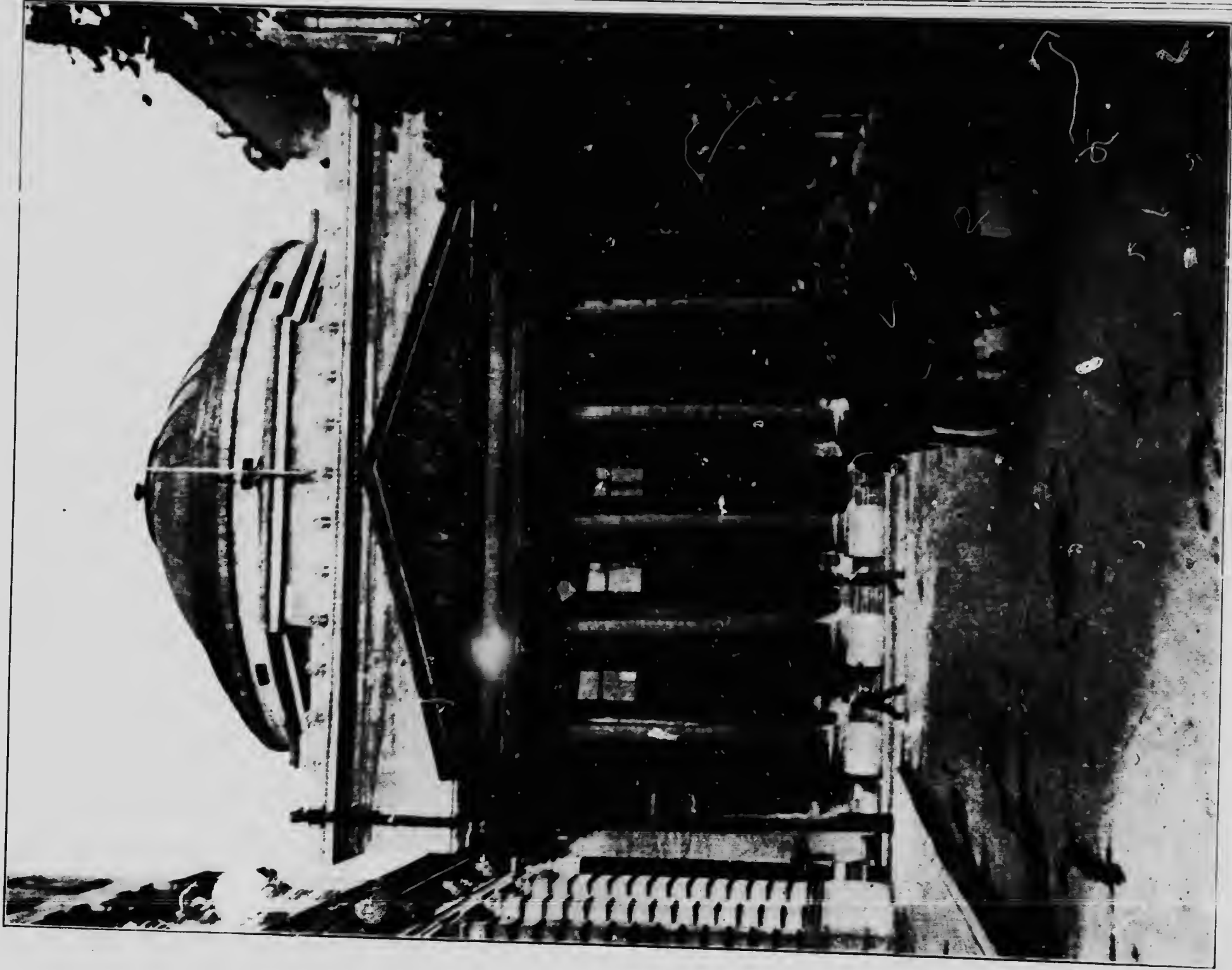
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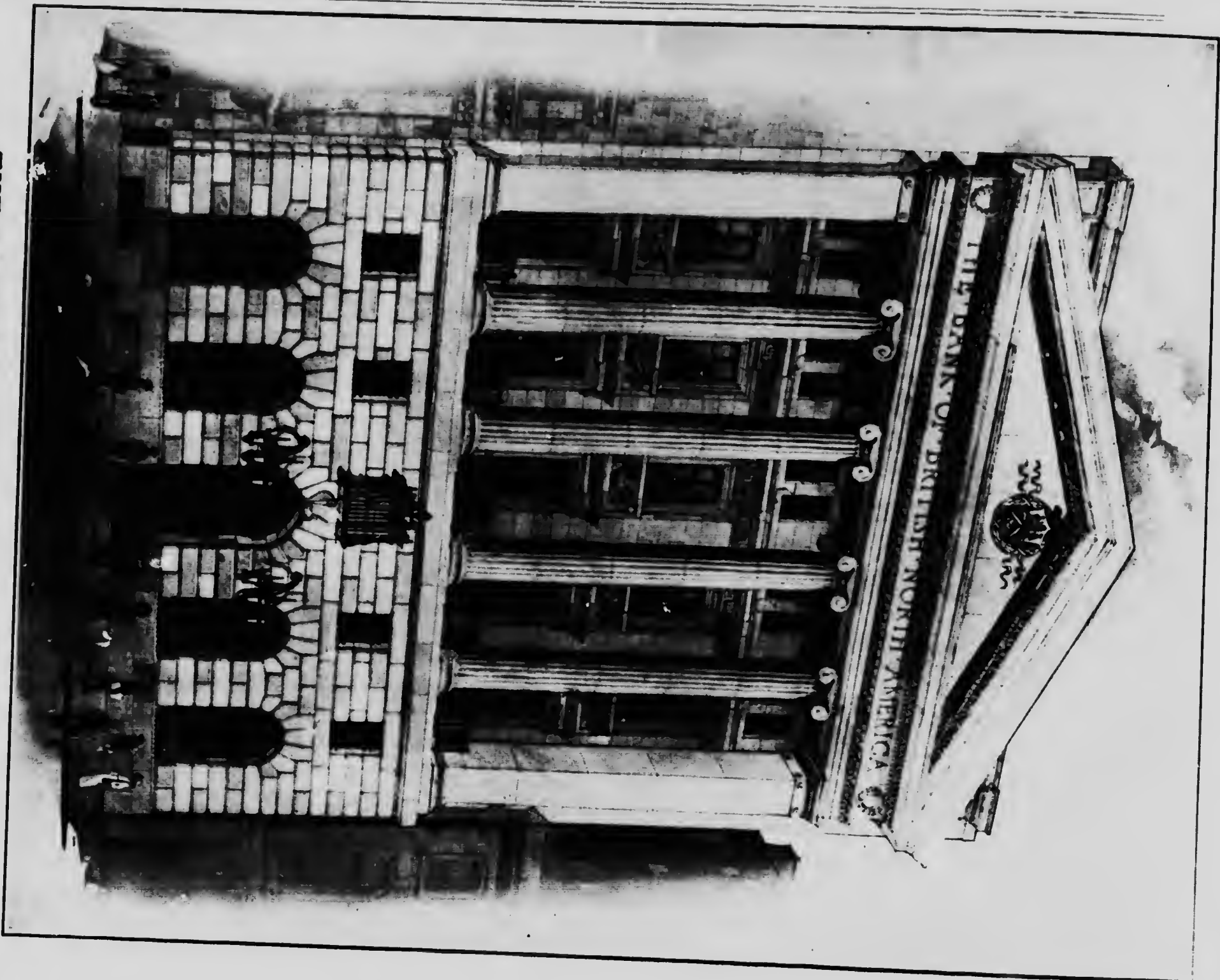
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**Mr. THOMAS JACKSON RUTHERFORD.**

The following are the four sons of the late Mr. Wm. Rutherford, of Scotland, who came to Canada in 1852, establishing himself in the building business in 1856. He was one of those Sterling Scottish pioneers who have done so much for the development of the Province. Mr. Thomas Jackson Rutherford, President of the William Rutherford & Sons Company, established in 1898, eldest son of the late Mr. William Rutherford, was born at Montreal, October



6, 1858, and has been associated with his present firm since he commenced his business career, as an office boy, in May, 1874, the first step in the ladder by which he has ascended to the present position. It is unnecessary to recapitulate the various branches of business carried on by the William Rutherford & Sons Company, over which he presides. They are detailed in the sketch of Mr. William Rutherford on this page. In addition to the presidency of the Rutherford Company, Mr. T. J. Rutherford is also president of the Redfern Lumber Company, and a Director of the Dominion Box and Package Company, the River Sand Company, and the Adirondack Silo Company. Mr. Rutherford has been a member of the Board of Trade since the year 1908. Mr. Rutherford married in the year 1894, Miss A. M. Bowman, a union blessed with four children, one of which is a daughter. Mr. Rutherford is a member of the Presbyterian church, and in politics divides his allegiance, being in Federal affairs a Conservative, and in Provincial, a Liberal. The business address of the firm is 425 Atwater Avenue, Montreal, and his residence is at 467 Mount Pleasant Avenue, Westmount, Que.

**Mr. WILLIAM RUTHERFORD.**

Mr. William Rutherford, sometime Mayor of Westmount and a municipal worker, occupies the important position of Treasurer of the William Rutherford & Sons Company, Montreal. He was born in this city, April 22nd, 1864. His mother, Elizabeth Jackson, was also a native of Scotland. Mr. Rutherford was educated in the High School, Montreal, afterwards taking a course under Professor Edward Spring-Rice, and then commenced work in



a junior capacity with Messrs. Gillespie, Moffatt & Co., passing from their establishment to the Pillow Hersey Mfg. Co. Thence he proceeded to the Lumber Sashes and Blinds business of The Wm. Rutherford & Co. (founded by his father) and which is now known as The William Rutherford & Sons Co., Ltd. incorporated in 1898, and to-day one of the most extensive in its character in Canada. They also control the Dominion Box Co. Mr. Rutherford was an Alderman of Westmount for three years and two years as its Mayor after an election by acclamation. He is president of the Dominion Box Co. and of the Adirondack Silo Co., of Canada and the Drummond Park Realty Co. Mr. Rutherford is an enthusiastic supporter of outdoor sports and belongs to the Curling and Bowling Clubs. Mr. Rutherford was married May 16, 1894, to Miss Ida Bulmer, daughter of John Bulmer of this city and has issue William Jackson Rutherford, John Bulmer Rutherford, Jean Rutherford, Andrew Scott Rutherford and Marjorie Rutherford.

**THE WM. RUTHERFORD & SONS CO.****Mr. ANDREW RUTHERFORD.**

Mr. Andrew Rutherford is a Director of the firm of William Rutherford & Sons, Co. He was born in Montreal, December 18, 1865, and commenced his business career with the firm of Wm. Rutherford & Sons, Co., in the year 1882, rising to position of Vice-President. He is also a Director of the Dominion Box and Package Co., was educated at the Cote St. Antoine School, and the



Montreal High School. He married in 1905, Miss Paris, and has four children, three sons and one daughter. He has been a member of the Board of Trade since 1904. Is a life Governor of the Western and General Hospital, is a member of the following clubs: St. George Snow-Shoe, Westmount Bowling, M. A. A. A., St. Andrews Society, Caledonia Society, Kammeron, and Canadian Clubs. He resides at 49 Aberdeen Avenue, Westmount.

**Mr. STEWART FLEMING RUTHERFORD.**

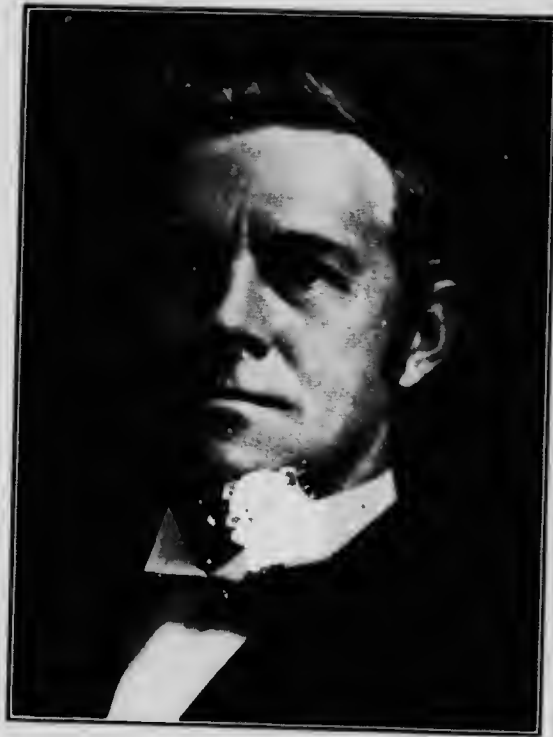
Mr. S. F. Rutherford is the youngest of the four partners making up the noted firm. He was born at Westmount, October 19, 1875, son of the late William Rutherford. He commenced his career as a Civil Engineer with the C. P. R., being stationed at McLeod, Alberta, in 1897-1900. He became Manager of the Box Department of the William Rutherford & Sons, 1900, and held



the office until 1910, when this department was formed into The Dominion Box and Package Co. He was educated at the Cote St. Antoine School, Montreal High School and McGill University, graduating in electrical engineering in 1896, joining the engineering staff of the C. P. R. during the construction of the Crows Nest branch, in 1897. He entered the firm of Wm. Rutherford & Sons, Co., in charge of the Power Installation, supervisor of machinery and the Box Department. In addition to being a Director of the William Rutherford and Sons, Co., he is Vice-President and Managing Director of the Dominion Box and Package Co., Director of the Redfern Lumber Co. He belongs to the University Club and the M. A. A. A., and resides at 465 Mount Pleasant Ave., Westmount.

### Mr. J. WALTER GAGE.

J. Walter Gage, the President of the Model City Annex Company, was born on the 22nd June, 1861, in the Township of Barton, now the City of Hamilton, a son of James and Eleanor B. Gage. He comes of that branch of the Gage family whose direct ancestor, William Gage, left New York state in 1784, on account of troubles common to all P. E. Loyalists, and settled on the high land overlooking the Valley where the battle of Stony Creek was subsequently fought.



After receiving education at the Central School, Hamilton, Ontario, he assisted on his father's farm. Later he became a fruit grower and dealer in standing timber.

In 1903 he commenced doing a regular real estate business, first opening an office in Hamilton, and then followed branches in London, Preston, Ingersoll, Buffalo, N. Y., Rochester, N. Y., as well as Montreal. He has been Right of Way purchasing agent and valuator of lands for the Dominion Power and Transmission Line, the Brantford & Hamilton Electric Railway, and many of the leading Canadian Corporations. In addition to the Presidency of the Model City Annex Co., he also holds the following important positions: President of the J. Walter Gage Realty Company, Summit Park Improvement Co., Buffalo, N. Y., the Hamilton Land & Building Co., the Hamilton & Rochester Land & Building Co., Limited and several other successful realty companies.

Mr. Walter Gage is a Real Estate operator well known, not alone through the Dominion but in the United States; as one of the most astute and far seeing men in his line of business. This, he carries on in Montreal at 667 St. Catherine Street, West. In Montreal he has attained a position of the greatest prominence in matters pertaining to real estate. His firm is associated with the Model City Annex, and the Torquay Beach properties. The fame of the establishment of Mr. Gage, has been raised on the rock of absolute fairness to all his customers and strict faithfulness in all his business transactions.

To an adherence to these principles the success of the J. Walter Gage Realty Company is due, a success which is not only in evidence in the commercial capital of the Dominion but in the United States. In Buffalo, Rochester and other transborder cities the operations of this noted firm are in evidence. A good idea of the plan on which the Gage firm works may be gleaned from a statement made descriptive of its operations in connection with the sale of Summit Park, Buffalo, N. Y., U. S., two years ago. In this case the Company made an agreement with the purchasers that if, during the first year of purchase, the property was sold through their office, no commissions or charges would be made; furthermore, that if payments were regularly made as per contract, and the purchaser desired to sell at the end of the year, the firm would refund all payments made upon the property and guarantee the seller a profit of \$2 per front foot. This showed the absolute faith the Gage concern had in the investment they offered their patrons, and this principle has in effect been put into practice in the Montreal dealings of the firm. Mr. Gage is a decided "futurist". In a recent interview he said "a review of the growth of any city will show that the mass of new building each year occurs invariably at that point in the city which at the time demands the least sacrifice of time or car fare or offers the greatest convenience in transit and this building is continued at that point until these conditions are no longer true or the values have become prohibitive, when the force of the building movement will turn into whatever other section is then the most convenient in time, fare, convenience, etc. Increase in population forces rising values to follow the lines of least resistance away from the centres of greatest attraction. This is as natural as water running down." Montreal has of late years afforded a striking proof of the truth of this theory and Mr. Gage is putting it into practice in this city. And as to Montreal he looks upon the present period of depression as but a temporary hindrance to a busy market, and unlike some of his contemporaries. He does not believe that Montreal City and suburban property is losing or has lost any of its value. And, as a keen observer of the trend of affairs he rightly holds the opinion that city real estate operates positively under the laws of supply and demand. And in view of the present position of Montreal it will be seen that Mr. Gage's pre-echoing, of the future one not in the slightest degree optimistic.



**GEORGE FREDERIC BENSON****(Manufacturer)**

George Frederick Benson is the only son of the late Wm. T. Benson, M. P., for the county of Grenville, Ont., a native of Parkside, Westmoreland, England. He was born in Montreal, and educated in England at Uppingham School and Oxford University. He married in October, 1890, Ethelred Norton, daughter of the late George Frothingham. Mr. Benson is the head of the firm



of W. T. Benson & Co., Montreal, importers of foreign wools, chemicals, etc., and President and Managing Director of the Canada Starch Co. This Company is a consolidation of the Edwardsburg and Brantford Starch Companies, of the former of which Mr. Benson's father was the founder. He is a Director of the West Kootenay Power & Light Co., an Anglican in religion and a Conservative in politics. His residence is 15 Ontario Avenue. He belongs to the following clubs: St. James Club; Mount Royal Club; Canada Club; Canadian Club; Forest and Stream Club; Montreal Hunt Club; Montreal Racket Club; Royal Montreal Golf Club; Royal St. Lawrence Yacht Club. Mr. Benson held the office of Treasurer of the Board of Trade in the year 1913.

**THE CANADA STARCH COMPANY, Limited.**

Controlling fully seventy per cent. of its special lines of industry, the Canada Starch Company, Limited, is easily the leader of the starch, glucose and corn syrup industry of the country. This Company is a consolidation of the Edwardsburg Starch Company and the Brantford Starch Company, the former having been established in 1858 by the late W. T. Benson, M. P., for Grenville, Ont., who was the pioneer of the industry in Canada. The Edwardsburg Starch Company was incorporated in 1866, some of the most prominent citizens of that day, being associated on the directorate, among whom may be mentioned the late Peter Redpath, Walter Shanly and Alexander Buntin.

Mr. George F. Benson, the son of the founder, is the President of the Canada Starch Company, and was the President of the Edwardsburg Starch Company from 1894 up to the time of the consolidation made in 1906. The



other Directors are: Charles R. Hosmer, 1st Vice-President; Lloyd Harris, 2nd Vice-President; Hon Robert McKay, William R. Miller and W. B. Blackader, of Montreal; Sir Edmund Osler, W. D. Matthews and James J. Warren, of Toronto; A. M. Nanton, of Winnipeg; and Joseph Ruddy, of Brantford, Secretary and General Manager.

The largest works of the Company are the Edwardsburg Works at Cardinal, Ontario, where all forms of corn products are turned out. They also have a plant for the manufacture of starch only at Brantford, Ontario, and have also recently constructed an entirely modern fire-proof plant at Fort William, Ontario.

The Company has for many years manufactured corn, wheat and potato starch, and in recent years has also developed a very large trade in confectioners crystal, glucose, grape sugar and corn syrup, the production of which has now become a large and important branch of the Company's business. All the Company's goods are widely distributed and bear a high reputation throughout the Dominion, the starch products being familiarly known as Benson's Prepared Corn, Edwardsburg Silver Gloss Starch and the "Caseo" brand of steam laundry starch, while their "Crown Brand" and "Lily White" Corn Syrups have gone very largely into household use during the past ten years. This "Crown Brand" Syrup is in fact one of the most important specialties manufactured by this Company, as they produce more than half the amount of Syrup consumed in Canada.

The offices of the Company are in the London and Lancashire Building, 164 St. James Street, Montreal.

SEPTEMBER 4—1889

# Larivière

INCORPORÉE

25 YEARS SUCCESS

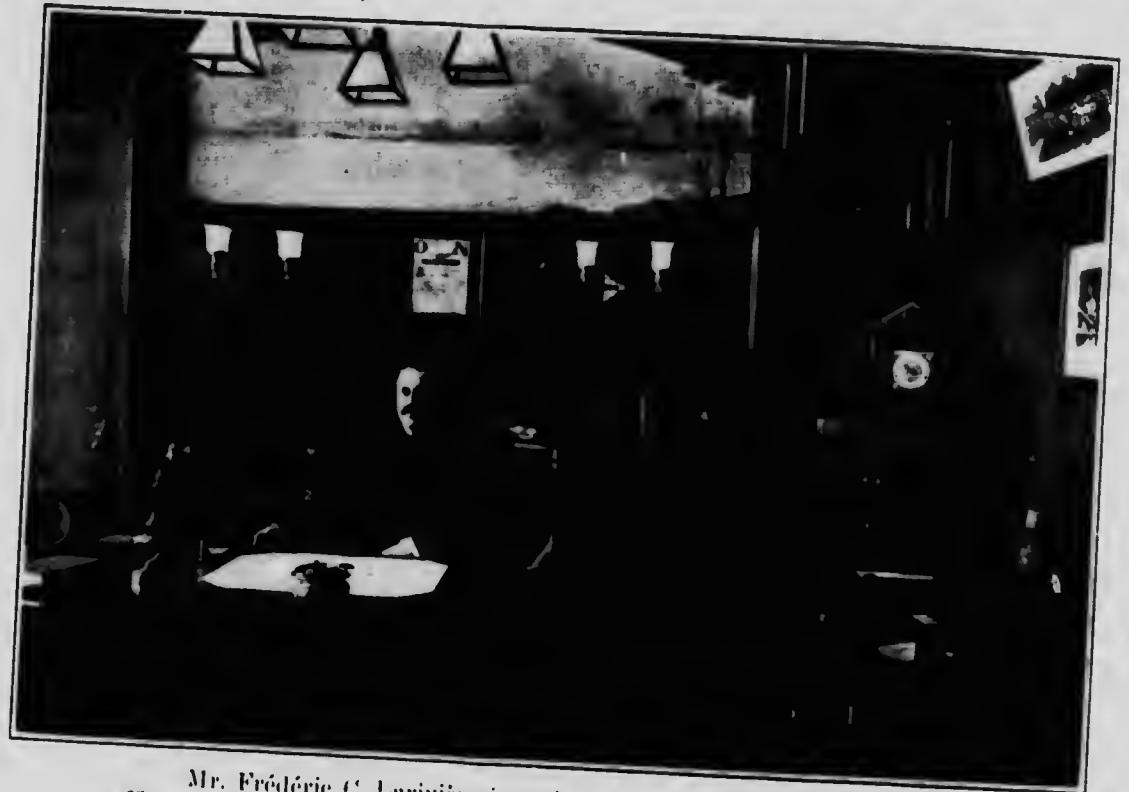
The firm of LARIVIERE INCORPORÉE, Wholesale and Retail Hardware business is one conducted on the most modern methods and principles. It was established twenty-five years ago and the annual turn-over has grown from \$20,000 to more than \$650,000. The secret of this great success is found in the policy of the store, which is to serve the public honestly and to give entire satisfaction to its customers at whatever cost to the firm fostering its trade by means of reliable goods at reasonable prices. Accommodation, window and interior displays and above all service with the directing power and executive ability of its President, Mr. Frédéric C. Larivière; the cooperation of the faithful and competent employees that he has gathered around him and to whom every fatherly attention is given, have also largely contributed to the continued success of this house.

On January 1st, 1892, Mr. Frédéric C. Larivière joined the two successful partners, Mr. Albert Amiot and Mr. J. Ernest Lecours, who had started business on September 4th, 1889, with the small capital of \$419.78 under the name of "Amiot & Lecours" and established the firm of "Amiot, Lecours & Larivière."

In January 1902 the firm was incorporated under the name of "Amiot, Lecours & Larivière, Incorporée", with Mr. Frédéric C. Larivière as President and Mr. J. Ed. Charbonneau as Director and Sec'y-Treasurer with a paid-up capital of \$100,000 which amount represented the earnings of the firm since its organization; since 1902, 6 per cent. yearly dividends have been paid and over \$100,000 placed to reserve.

In October 1909, the name of the Company was changed to "Larivière Incorporée" owing to the death of Mr. Amiot in 1902 and to the retirement of Mr. J. E. Lecours, in 1906.

Mr. Larivière has two sons with him, one of whom Mr. Arthur is the Vice-President of the Company.



Mr. Frédéric C. Larivière is recognized as one of the keenest men of affairs in Canada; a man who has made his reputation by his systematic and painstaking attention to business, a man who is willing and knows how to give the benefit of his wise and long experience either privately or at conventions. A very busy man, Mr. Larivière is always sociable, with considerate qualities which have brought him so many staunch friends and customers.

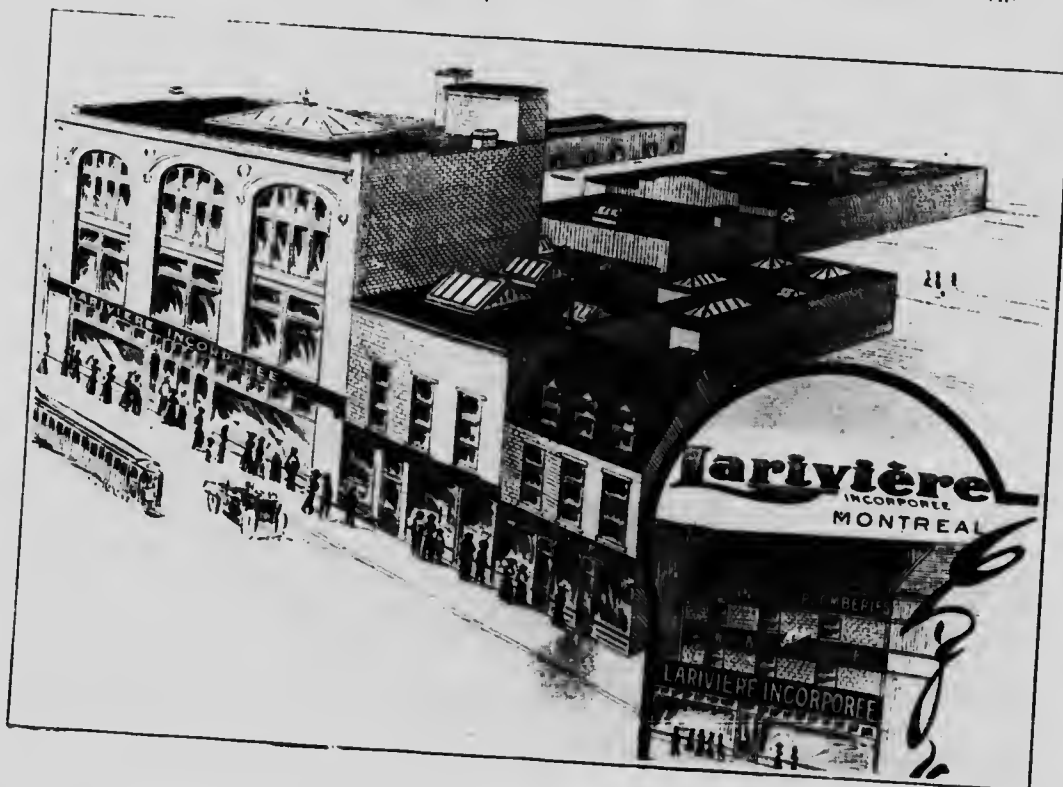
Commercial travellers are always heartily welcome and special attention is given them so as to avoid any unnecessary loss of time. On receiving notification of the visit of a commercial traveller, the stock is immediately looked over and generally the order is ready when the traveller calls.

Mr. Larivière disclaims all credit for the phenomenal success of LARIVIERE INCORPORÉE and generously attributes the extensive growth of the business to the good and intelligent service of the employees some of whom have been with the firm since its formation and a large number for over fifteen years.

Just how Mr. Larivière appreciates the services of his employees is shown by the fact that they are allowed to invest their savings and a 10 per cent. annual dividend has always been paid.

The Company's Store at 911 St. Lawrence Street, is one of the most completely equipped in the country, and the accounting-room and officers' quarters are marvels of beauty and neatness. The walls are wainscotted in quartered oak with furniture of the same wood, the chairs and couches are upholstered in red leather. The educational and social needs of the employees are a feature of this splendid organization.

A handsomely furnished receiving hall is located in the building where the staff can meet after business hours. The appointments include cards, dominos and billiards; and there are also to be found a piano and a phonograph, all exclusively reserved for the staff.





DUE TO GOOD WILL OF OUR CUSTOMERS.

SEPTEMBER 1914

VICE-PRES.

DIR., SFC. and TR.



A. DESORMEAULT  
1894



J. D. LEMIEUX  
1901



J. E. GOODMAN  
1896



ARTHUR C. LARIVIERE  
1907



J. E. CHARBONNEAU  
1892



F. X. DESRIVIERES  
1889



A. S. DALY  
1892



J. VILLENEUVE  
1877



V. SENECAI  
1905



O. LAFLAMME  
1901



G. M. DAMIEN  
1900



AIME C. LARIVIERE  
1911



R. H. AREL  
1903



E. H. LAFRENIERE  
1903



J. O. DION  
1902



A. FONTAINE  
1902



J. E. CHAPLEAU  
1905



E. HOTTE  
1909



J. W. J. NELSON  
1908



A. NADEAU  
1902



J. A. DUHAMEL  
1910



E. E. PARENT  
1912



A. LAMBERT  
1913



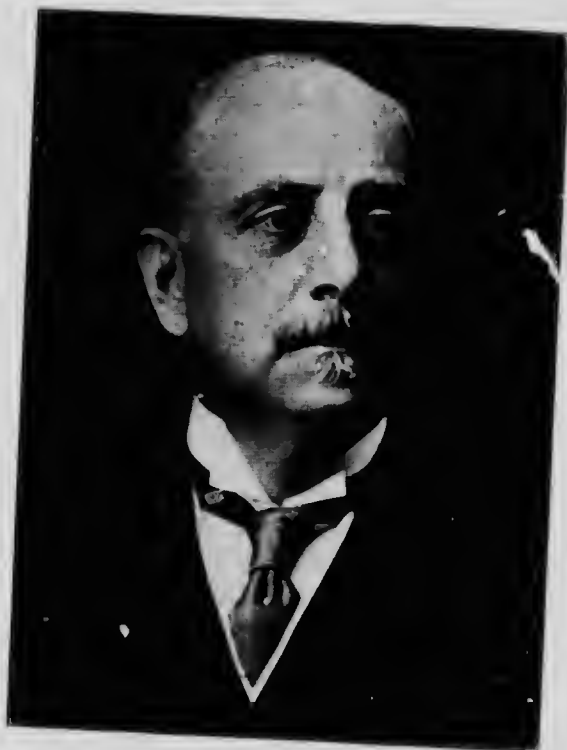
D. DANSERE  
1912

MEMBERS OF THE STAFF WHOSE INTEREST IN AND FOR THE COMPANY ARE WELL KNOWN.

**Larivière**  
INCORPORÉE

**Mr. EDSON L. PEASE**

Mr. Edson L. Pease, Vice-President, and General Manager of The Royal Bank of Canada, was born at Coteau Landing, P. Q., September 2nd, 1856. He first entered the service of the Canadian Bank of Commerce at Montreal, as Accountant, in 1874. He later became a member of the staff of the Merchants Bank of Halifax, a financial institution which extended its operations so exten-



sively that it was deemed desirable to change its name to that of The Royal Bank of Canada, as it is known to-day throughout the Dominion. Removing to Montreal in the year 1887, he became Branch Manager. Ten years later he was appointed Joint General Manager, and in 1900, General Manager. In 1907 he was appointed a Director, and Vice-President in 1908. Mr. Pease is also a Director of the Montreal Trust Company, and the North British and Mercantile Insurance Co. He is a member of the Mercant Royal, St. James, Forest and Stream, Auto, Montreal Jockey and St. George's Snow Shoe Clubs. Mr. Pease married Miss Diana Rea. He resides at 718 Sherbrooke Street West, Montreal.



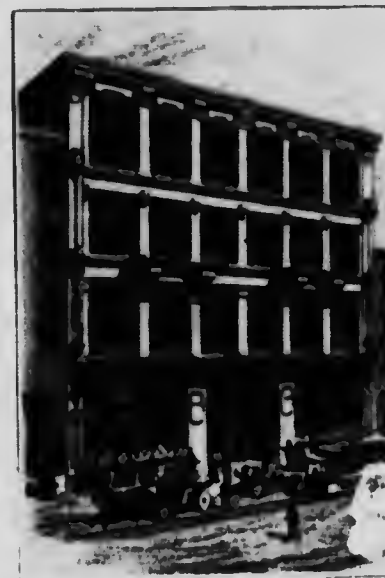
ROYAL BANK OF CANADA BUILDING.

**MENDOZA LANGLOIS**

Mr. Mendoza Langlois, Real Estate expert, carries on the business of valuing real estate, and buying and selling real estate on commission or speculation at Rooms 401-402 Power Building, Montreal. Mr. Langlois was born in Montreal, May 12, 1874. He began his business life in the wholesale flour, grain and coal business, from which he retired in 1898, to establish



his present line of endeavor, and has successfully carried on the real estate business since that time. He has been offered various positions of public honor and responsibility but has always declined. He is connected as a director or otherwise, with several industries, among which are the Lionne Varnish and Leather Company Ltd., of Boston and Montreal; King Paper Box Company Ltd., of Maisonneuve; Recollet Land Company, Federal Realty and Trust Company and others. He has been a member of the Board of Trade for ten years and for eighteen years has been associated with the Chamber of Commerce, and has held the position of Councillor in same. Mr. Langlois is a member of the Reform, Le Canadien, Le Montagnard Clubs, and is also a member of the Knights of Columbus. He is a Roman Catholic and a Liberal in politics. He resides at the "Lutetia", 935 St. Hubert Street, Montreal.

**J. M. ORKIN COMPANY, Limited.**

MONTREAL BUILDING



QUEBEC BUILDING

The well established house of J. M. Orkin Company, Limited, was founded sixteen years ago; since then it has grown to be one of the leading houses in the Wholesale Millinery Trade, having branches at Quebec, Ottawa, Paris, Lyon and St. Etienne.

The firm formerly occupied the premises at 1827 Notre Dame street West; in 1904 they moved to their new fire-proof building at number 214 of the same street. Business further increased and they erected a magnificent building in the city of Quebec, considered one of the finest structures of that city.

The firm carries every branch of Wholesale Millinery. And in the last year or so they have gone in extensively for the manufacturing of artificial flowers and fancy feathers.

Established 1837

*Holt, Rensfrew & Co. Limited* Furriers

By Appointment  
Furriers



**QUEBEC**

35-43 Buade St.

**MONTREAL**

399-405 St. Catherine St. W

**TORONTO**

Corner Yonge & Adelaide Sts

**WINNIPEG**

430 Main St

To H. M. King George V.



INTERIOR VIEW OF MONTREAL STORE

**MORTIMER B. DAVIS**

President, Imperial Tobacco Company of Canada, Ltd.

Born in Montreal, 1866.

Educated Montreal High School.

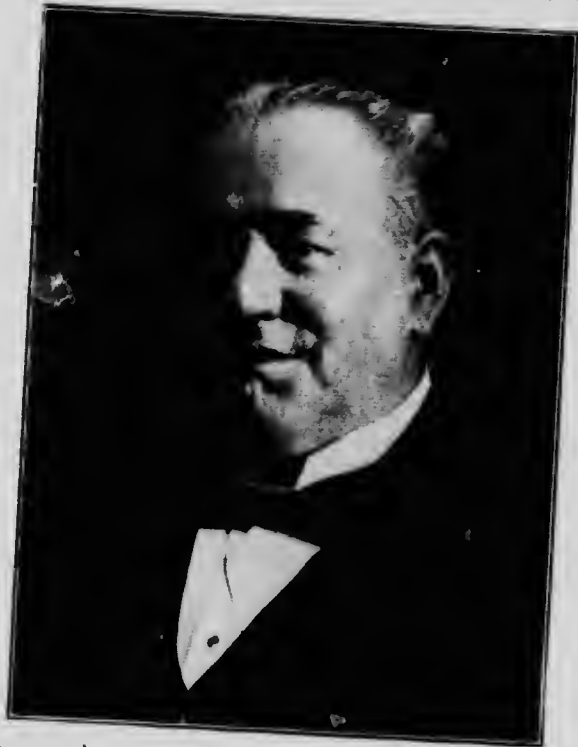
Address: Montreal, Que.





**Mr. WALTER PAUL,****Grocer.**

The name and commercial fame of Mr. Walter Paul, have been household words in the city fifty one years. For more than thirty-five years of this period he carried on one of the largest and best known retail establishments in the city, at the corner of St. Catherine and Metcalfe streets. He has now opened a large, and new store in a commodious building at the corner of University and Burnside Place. Mr. Paul's uniform success, had for its foun-



...dation a rigid personal attention to the details of his establishment: his study of the needs of his customers and his care that nothing entered or left his extensive premises that could not be branded with the mark "first class" Mr. Paul's name has, in consequence, come to be known all over the Dominion, he being constantly called on to ship, to all parts of the country. The reputation he has gained has, built up the largest retail grocery business in the country, one which is yearly increasing by leaps and bounds. In private life, social and religious circles, he is equally highly esteemed. His charities have always been extensive, most judiciously bestowed, and he has associated himself with many philanthropic and benevolent institutions in the city, prominent among which are those whose end and object is to promote temperance. He has often been requested to serve his fellow citizens in some public capacity, but he has always refused on the ground that his business demanded all his attention. Mr. Paul has been a valuable member of the Board of Trade since the year 1887.



INTERIOR VIEW OF WALTER PAUL'S STORE.



EXTERIOR VIEW OF WALTER PAUL'S STORE.

**Mr. WALTER H. BARRY**

Mr. Walter H. Barry is at the head of the noted firm doing business under the style of Walter H. Barry and Company, a corporation very fitly and extensively distinguished by the description, "The Ribbon House of Canada." Its offices are situated at No. 6 St. Helen St., where it carries on a specialty business in ribbons. In this respect it stands alone in the Dominion and it has been conducted by Mr. Barry so ably and effectively on this line



that it has reached the very highest possible degree of success. Mr. Barry was born in Toronto, June 1870, his father being George Barry and his mother Margaret (Bond) Barry. He was educated at the Montreal High School having come to this city in the year 1876 and, ten years later, passed into an admirable commercial school, entering the eminent firm of Gault Bros. Ltd., as a junior clerk. In 1904 he established his present firm under the name of Walter H. Barry and Co. Mr. Barry married, in 1896, Isabella, daughter of Mr. Robert Logie. He has been one of the most prominent members of the Board of Trade since 1892. In religion he belongs to the Church of England and he is a Conservative in politics. His private residence is at 338 Mountain Street.

**Mr. J. HOLLISTER WILSON**

Mr. Wilson is the President of the Wilson Paterson Co., doing business under the name of the Wilson, Paterson Co., established in 1866, one of the largest establishments in the city in the wholesale coal, chemical oils, mineral stores, etc., line. The business address of the company is at the Board of Trade Building, Montreal, Room 127. Mr. Wilson is a native of this city, having



been born within its limits, May 6, 1872. His business career commenced in the year 1890 as a junior in the firm of Wilson, Paterson. Mr. Wilson has been a member of the Board of Trade since the year 1903. Mr. Wilson belongs to the following clubs: St. James, Montreal Hunt, Royal Montreal Golf and is a life member of the M. A. A. A. Mr. Wilson is a Presbyterian in religion and a conservative in politics. Residence 150 Drummond Street, Montreal.





A. F. REVOL

### Mr. A. F. REVOL

Mr. Auguste Franz Revol is known in our commercial circles as the General Manager of the firm Perrin Frères & Company whose head office for their extensive glove and hosiery business is at 28 Victoria Square, Montreal. The firm has its seat of manufacture at Grenoble, France, where it was established in 1860. Mr. Revol was born at Lyon and received his early education at Grenoble proceeding to Lyon for more advanced courses where he received a diploma from the School of Higher Commercial Studies. He at once commenced practical work in London with a commission house dealing with the export trade in gloves. He was engaged by the Perrin firm in 1899 and sent to the United States, and in 1905 made general manager in Canada. Since residing here, he has not contented himself with the special business he is engaged in but has studied the general commercial conditions of the country and for six consecutive years was secretary to the Chambre de Commerce Française and for three its President. Mr. Revol was President of the French Refuge in 1913, he is now President of the Canadian Section of the Republican Committee of Commerce, Vice-President of the Alliance Française, a member of the Board of Export (France) and has been honored by the government of that country with the appointment of Officer of Public Instruction. Mr. Revol has served as a private and non-commissioned officer in the French Army at Grenoble (France) in 1898. He has been a member of the Board of Trade since 1906. He is a member of the Montreal, Engineers, St. Denis, Canadian and Automobile Clubs; is a Roman Catholic in religion and a Liberal in politics. He resides at 267 Peel Street.

### Mr. DONALD FORBES ANGUS

Mr. Donald Forbes Angus, prominent in business circles, was born in Montreal, March 22nd, 1866, son of Mr. R. B. Angus, for some time President of the Bank of Montreal. He was educated at private schools in Montreal and Lennoxville. He also took a course at Lennington College and later at Heidelberg, Germany. Mr. Angus first business position was that of a junior clerk in the Traffic Department of the Canadian Pacific Railroad, under Mr. Olds, following that as Assistant Secretary to the Dominion Bridge Co., and subsequently in the International Coal Mining Company of which he was President. Mr. Angus is a Director of the Bank of Montreal, of the Patent Manufacturing Company, Vice-President of the Guardian Accident and Insurance Company, all Canadian Institutions, and is also a Director and stockholder in a number of other enterprises. He is a member of the following Montreal Clubs: Mount Royal, St. James, Forest and Stream and the Hunt. Mr. Angus was married February 17th, 1894 to Mary Ethel Henshaw, daughter of the late Mr. F. W. Henshaw of this city, and has four sons, Donald, Richard, William and Alexander.

**Mr. ARCHIBALD HENRY CHAVE**

Mr. Archibald H. Chave occupies the important position of General Assistant to the Executive of the Canadian Car and Foundry Co. Limited, which carries on business under the name of the Canadian Steel Foundries Limited and was established in 1909. The business may be generally described as one supplying Passenger, Freight and Street Cars and their necessities, and Steel Castings of all descriptions. This important establishment carries on its business in the Transportation Building, St. James Street,



Montreal. Mr. Chave is also associated in business interests with various institutions being Vice-President Pratt & Letchworth Co. Ltd., Secretary and Treasurer Dominion Mahogany and Veneer Co. Ltd.; Director of the Canadian Steel Foundries, Ltd.; The Pratt & Letchworth Co. Ltd.; The Dominion Mahogany & Veneer Co. Ltd., and the St. Lawrence Laundry Ltd. Mr. Chave is an American by birth having first seen the light at Williamsbridge, in the State of New York, December 26, 1872. His business career has covered a wide field. He was first as a junior clerk with the grocery firm of Luby Bros., Chicago, in 1883, foreman with the firm of Nelson Morris & Co., of the same city in 1888; Assistant General Auditor of the Hammond Packing Co., in

1890 and acted as "General Utility Man" with the Simplex Railway Appliance Co., of the same city in the following year. He became Secretary for the latter Company in the same business under its Canadian incorporation in 1892 with his office in Montreal and Secretary of the Dominion Steel Car Co. Ltd., and Secretary and Treasurer of the Dominion Car and Foundry Co., shortly afterwards. He started in his present business as General Purchasing Agent, December 1910 and General Assistant to the Executive in February 1913. Mr. Chave has been a member of the Board of Trade since 1911. He belongs to the Montreal Club, The Isleway and American Clubs. He is a conservative in politics. His private residence is at 421 Roslyn Avenue, Westmount.

**Mr. DAVID MORRICE, Sr.**

Mr. David Morrice was born at St. Martin's, Perthshire, Scotland, August 11, 1829 and received his education there, afterwards being engaged in business in Dullin, Liverpool, London and Manchester. He came to Canada in 1855, first taking up his residence at Toronto and a few years later removing to Montreal where he established the now eminent firm of D. Morrice and Co. (incorporated by letters patent in 1908) as Manufacturers Agents and General Merchants. More than forty cotton and woollen mills have passed

under the control of the firm which, later, confined its business to the marketing of the Canadian Cotton Ltd., under the title of the D. Morrice Co. He is a Director of the Bank of Montreal, President of the Montreal Freehold Investment Co.; a Director of the Penman's Ltd., the Royal Trust Co. and the Dominion Textile Co. and the Cumberland Ry. & Coal Co., The Crows Nest Pass Coal Co., the Royal Victoria Life Ins. Co., are among the commercial corporations with which his name is prominently associated. Mr. Morrice has also taken a wide and munificent part in the social and charitable institutions of the city. He is a Vice-President of the Montreal Tuberculosis Association, the General Hospital and Montreal Sailors Institute, MacKay Institute for the Deaf and Dumb, a Life Governor of the Montreal



Bay's Home, Vice-President of the Quebec S. S. Union, and President of the Presbyterian Sunday School Association. His public benefactions have been on a large scale, among them being the erection in 1882 of the David Morrice Hall, Montreal Presbyterian College. This imposing building cost over \$80,000. He also gave \$25,000 to the Montreal General Hospital and \$10,000 to the Montreal Art Association. Mr. Morrice is a member of the St. James, the Mount Royal, Montreal, Montreal Hunt, and Forest and Stream Clubs. He was married in 1861 to Miss Annie S. Anderson, six children being the issue of the union: William James, David, James Wilson, Robert Bruce, Arthur Anderson and Mrs. Alan Law. Mr. Morrice, who was one of the original members of the Board of Trade, resides at 10 Redpath Street.

UNITED SHOE MACHINERY COMPANY OF CANADA



As evidence of the wonderful progress made within the last few years in the art of shoemaking the magnificent factory erected by the United Shoe Machinery Co. of Canada at Mississauga in 1911 stands foremost to-day as one of the up-to-date and best equipped factories in Canada. The location selected is an ideal one, as a large number of Shoe Manufacturers have their factories close by and prompt deliveries can be made at all times, while the wants of other customers situated up town are taken care of by a branch office and warehouse right in the very heart of the city. The photograph of this splendid factory shown here gives one but a slight idea of the layout and the daily any conception of the care taken in the design to provide proper light and good sanitary conditions. The tools and machinery used are the very best that can be procured and the most modern facilities are installed throughout to lessen labor and for prevention of accidents. New buildings have

completed to take care of the increased demand in the Shoe Trade for goods bearing the unique and widely known trade mark of the Company **USMC**. The welfare of employees is given special attention, an Athletic Association having been formed for those interested in sports, and grants are now being prepared to take care of all branches. A Mutual Relief Association has been in existence for some time, and the men may by payment of a small amount protect themselves while sick or disabled. A Sick and Accident Association funds. Lounging and recreation are provided for office employees where they can rest comfortably. A lunch and refreshment room is in the charge of a competent chef, where a good meal can be had at a low cost of all. A visitor to this plant is well worth the time spent all times pleased to show visitors through

WITHIN  
OF IT

**Mr. THEODORE LABATT**

Mr. Theodore Labatt, former Vice-President of the St. Lawrence Sugar Refining Company was born April 10th, 1839, in the City of New York, son of Mr. Edward Labatt of Hamburg, Germany, and Georgina (Ahrens) Labatt, of Lubeck, Germany. After his preliminary education he proceeded to Hamburg where he completed it. Afterwards he commenced his business career in New



York City in 1860 where he was employed by J. W. Schmidt and Co. and from that he went with the hardware house of Weilbusch, Hilger & Co. In 1867 he moved to Montreal, and became associated with Thomas May & Co. Mr. Labatt next established himself in the Cigar and Tobacco business and in 1876 he joined the Decastro Syrup Co. In 1879, together with Mr. Baumgarten, they founded The St. Lawrence Sugar Refining Co., which concern is doing very successful business at the present day. Mr. Labatt was Vice-President of the corporation, and while many other business opportunities have been presented to him, he devoted his entire commercial life to that one industry and was not connected with any other company. He is a member of the Mount Royal, the Montreal, the Montreal Hunt and of the Forest and Stream Clubs. He was married in April, 1878, to Maria Ribighini. Mr. Labatt retired from business after half a century of success in all his undertakings, and with the unbounded respect of all with whom he came in contact.

**Mr. GONZALVE DESAULNIERS, K.C.**

Mr. Gonzalve Desaulniers was born in the year 1863 at St. Guillaume d'Upton and, having completed his elementary education, continued his advanced and classical courses under the masterly guidance of the Jesuit Fathers, a nursery whence have come so many illustrious men. Before his admission to the Bar, Mr. Desaulniers had acquired a very enviable reputation in the field of journalism. He made his debut in the office of L'Étendard, in



1883, and founded in 1889, Le National, a liberal journal. At this period, Mr. Desaulniers decided to study law and having applied himself, with his characteristic application he obtained his diploma in 1895, and without abandoning either literature or journalism, fields in which he loved to roam, applied himself with perseverance to the practice of his new profession. He continued to contribute to our leading publications and to give free to the deliverance of interesting lectures on various subjects. As an advocate, he has for some time made his mark at the Bar and has frequently pleaded causes of the very highest importance. He now practises in the firm of Desaulniers and Vallée, Hochelaga Bank Building, St. James St. In politics Mr. Desaulniers is a Liberal. Parliamentary nominations have several times been offered him, but he has always refused.



**Mr. W. H. CLARENDON MUSSEN**

Mr. W. H. Clarendon Mussen, President of Mussen's Limited of Montreal, is the largest dealer in Railroad Contractors, Mining and Municipal Supplies in the Dominion. He is also identified with many other enterprises. He was born April 12th, 1870 in Montreal, the son of Mr. William Whitehead Mussen, who was for years connected with the Dry Goods business, and of Georgiana Victoria (Hurlbut) Mussen, of Coburg, Ont. The family on both maternal and paternal sides are pioneers in civic business and political affairs, and long prominent in Canada.

Leaving Montreal High School at the age of 16, he accepted a minor position with the old established firm of Cooper, Fairman & Co., railway supplies, etc., at Montreal, and beginning at the bottom he mastered every detail of the business and finally became travelling salesman. In 1889, the firm was changed to James Cooper. In 1901, Mr. Mussen decided to embark in business on his own account, and on June 15th of that year established the firm of W. H. C. Mussen & Company. In 1906, it was changed to Mussen's Limited, of which he became President and General Manager. The Corporation deals in Railroad, Contractors, Mining and Municipal Supplies, and is the most important in these lines in Canada, having various branches

and warehouses located throughout the Dominion of Canada, at Toronto, Cobalt, Winnipeg, Calgary and Vancouver. He is also a Director in the Marsh & Hawthorn Co. Limited, of Belleville, Ont., a Director in the Meaford Wheelbarrow Co. Limited, of Meaford, Ont., a Director in the Ideal Concrete Machinery Co. Limited, of London, Ont., and other enterprises. Mr. Mussen is greatly interested in club and athletic life and is President of Montreal Thistle Curling Club, a member of Montreal Jockey Club, St. James Club, Forest and Stream, Engineers Club, Canada Club, Royal Montreal Golf Club, Beaconsfield Golf Club, Country Club, Royal St. Lawrence Yacht Club, Montreal Amateur Athletic Association, St. George's Snow Shoe Club, Automobile Club of Canada, Canadian Society of Civil Engineers, Canadian Manufacturers Association and Board of Trade. Mr. Mussen was married on April 28th, 1903, to Mima Linton Sharpe, daughter of Edward Shaw Sharpe, of Montreal, and they have one daughter, Mary Eddeline Mussen. Mr. Mussen is fond of all outdoor sports and athletics and is prominent as an automobilist. His residence in Montreal is at 121 Crescent St., and he has a Summer residence at Dorval. He is a member of the Board of Aldermen, Dorval.

**Col. JOHN WALLACE CARSON**

Colonel Carson is one of the best known of our citizens, alike in business and military circles. He was born in Montreal, October 13th, 1884, the son of William and Mary (Johnston) Carson and was educated in the schools of Montreal, early in life starting in the fire insurance business in which he has been eminently successful, now heading the firm of Carson Bros., Insurance and Financial Agents. He is a Director of the Union Bank of Canada, Vice-



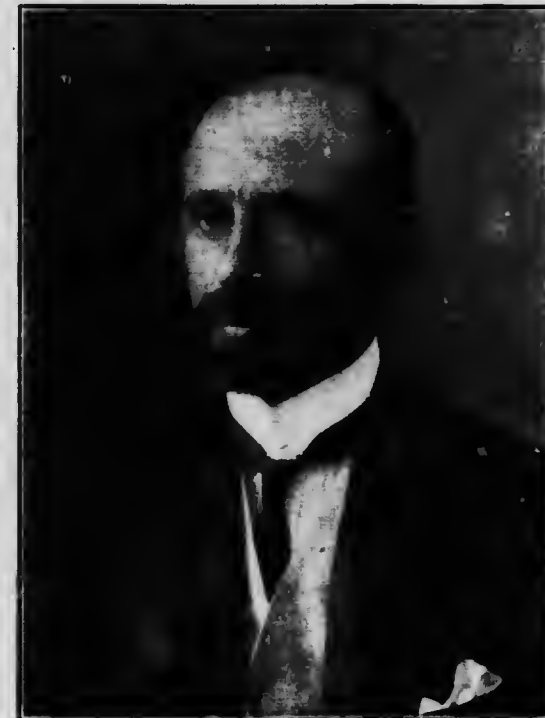
President and Managing Director of the Crown Trust Company and is prominently identified with many of Canada's most famous producing mining properties including the Crown Reserve Mining Co. Ltd. and the Porcupine Crown Mines Ltd., of which he is the President. He is also a Director of Cassidy's Ltd., Montreal, a Director of the Lake of the Woods Milling Company and is connected with many other important commercial undertakings. He is a member of the Board of Trade and a Justice of the Peace for the District of Montreal. Colonel Carson was honored by being invited to the coronation of the late King Edward and

Queen Alexandra in Westminster Abbey and also to the coronation of King George and Queen Mary. He has been in the Canadian Militia for twenty-seven years and wears the long service decoration. He retired as Lieutenant-Colonel of the 5th Royal Highlanders of Canada in 1909, and re-entered the service in December 1911 as commanding officer of the newly organized First Regiment "The Grenadier Guards of Canada." He is a member of the Council of the Dominion Rifle Association and takes an active interest in the Boy Scout movement. He is Governor of the Montreal General Hospital, the Western Hospital and the Montreal Diocesan Theological College. Colonel Carson is a member of the Canada Club, the Montreal Club, and the British Empire Club, London, England.

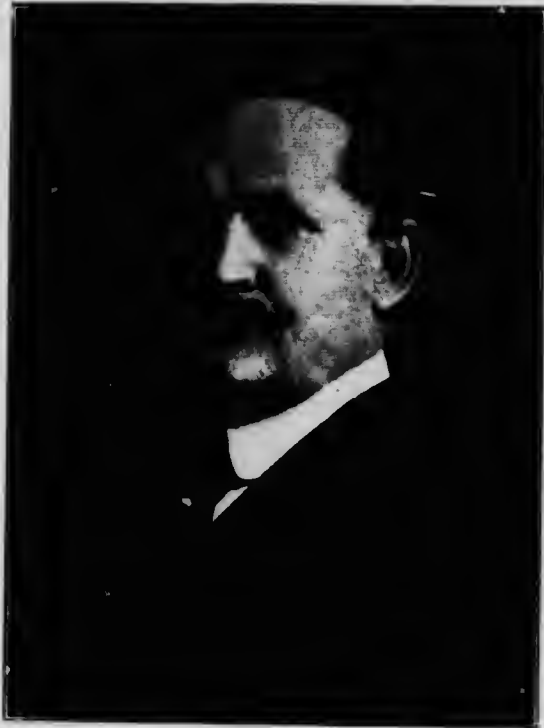
**Mr. BENJAMIN BURLAND**

Mr. Benjamin Burland, of the Burland Realty Company Limited, is one of the best known business men in the city and he has accomplished a great deal by his efforts to relieve residential congestion by enabling people to cross the river. The future of the South Shore is evidently going to be a bright one and in its making Mr. Burland has taken a leading part. He was born in Clumhly Canton, July 10, 1860, son of Mr. Benjamin and Maria

(Simons) Burland and received his early education at St. John's High School. He was connected with the Burland Lithographing Co. Ltd., Montreal, from 1881 to 1905. He now carries on his extensive business in the offices 3034 in the Board of Trade Building, and is the President of the Burland Realty Co., and also of the Canadian Circulation Corporation Ltd. He is Managing Director of the Southern Counties Realty Co. Ltd., and a Director of the Corporation Estates Ltd., and Suburban Home Sites. He has been a member of the Montreal Board of Trade since 1896 and is a member of the South Shore Board of Trade. He is also



Honorary Vice-President of the St. Lambert Horticultural Society and a member of the Montreal Drama League. He married, firstly, Miss Mary Craig, daughter of Mr. James Craig, M.P., Glen Walter, Glengarry, March 20, 1890, and secondly, Miss Bertha E. S. Belasco, daughter of Mr. Walter Belasco, of Barbadoes, B. W. I., October 12, 1897, and has one son and two daughters. He belongs to the Canadian and Commercial Travellers and Overseas Clubs. Mr. Burland employs his leisure time in the pursuit of horticulture, driving and field sports. In politics he is a Conservative. His address is Marben Lodge, St. Lambert de Montreal.

**Mr. GEORGE CAVERHILL**

Mr. George Caverhill of the noted firm of Caverhill, Learmont and Co., Ltd., was born October 18th, 1858, at Beauhar nois, P. Q., the son of Mr. Thomas Caverhill, a Scotch gentleman, and Elizabeth Speirs (Buchanan) Caverhill, born in Quebec. The name Caverhill is one of the oldest English names in the Dominion and can be traced back to the famous Border Family of that name in Scotland. Mr. George Caverhill received his education at the Montreal High School, later attending the Galt Collegiate Institute and finishing at McGill University. He began his commercial life in the hardware business as a clerk with Craithern & Caverhill (one of the pioneer hardware houses in Canada), and has practically devoted his entire business career to that one concern. In

1882, on the death of Thomas Caverhill and John Caverhill (two of the founders of the firm), in company with Mr. Frank Caverhill he took over a portion of the business under the name of Caverhill, Learmont & Co., and in 1895 absorbed the entire business, which is to-day the most extensive hardware house in the Dominion of Canada. Mr. Caverhill was President of the Montreal Board of Trade in 1907, and at present (in addition to the above mentioned) holds the following offices: Director in Montreal Light, Heat and Power Company and its subsidiary companies; in the Canadian Cottons Ltd., in the Montreal Trust Company; in the Dominion Steel Corporation Ltd., and is Vice-President of the Montreal Loan and Mortgage Company. He is a member of the Mount Royal, the St. James, the Montreal, the Royal Montreal Golf, the Forest and Stream, the Canada and of the St. Lawrence Yacht Clubs. He is a Governor of the Montreal General Hospital. Mr. Caverhill has taken some three hundred prizes with his kennel of skye terriers and is a lover of fine animals. He has travelled extensively having visited nearly all the important points of the inhabitable globe. Mr. Caverhill was married February 2nd, 1887, to Margaret Emily Caverhill, the union being blessed with two children Marjorie Caverhill and G. Rutherford Caverhill.



CAVERHILL BUILDING

**Mr. JOHN FINDLAY**

Mr. John Findlay, President John Findlay, Limited, Real Estate Brokers, Montreal, is one of the best known real estate operators of the Metropolis. He was born January 31st, 1863, at Carnoustie, near Dundee, Scotland, and received a sound education at Broughty Ferry, also near Dundee. He commenced his business career in a Legal Estate Office in Dundee with which firm he spent the next twenty-seven years. He arrived in



Montreal September 1904, where he became Manager of the Ross Realty Co. Ltd. and while connected with this firm became strongly impressed with the possibilities of Montreal real estate, and left their employ on the 28th of February, 1908 to start business on his own account. Since then he has built up what is probably the largest Real Estate business in Montreal. Mr. Findlay is President of the Caledonian Realities Ltd. and The Realty Syndicate Ltd. He is also Managing-Director of the St. Lawrence Investment and Trust Co., Anglo-Canadian Estates, Ltd. Applemount, Birnam, Dominion, Drummond, Investment, Kelvinside, Kenmore, Lindores, Shannon, Tayside, Viewbank and Westlea Realty Companies, Ltd. Mr. Findlay has been a member of the Board of Trade since 1908; is a Presbyterian, Independent in politics and a member of the Royal St. Lawrence Yacht Club.



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REALTY COMPANY'S, LIMITED.



**HONORABLE NATHANIEL CURRY, L.L.D.**

Among the recent appointments to the Senate of the Dominion, following the political "debacle" of September 21, 1911, that of the Honorable Nathaniel Curry stands among the most important, as it brought into the Red Chamber an active, prominent and experienced representative of the industrial interests of the Dominion. He has during his brief term of office, he having only received his summons in November 1912, proved himself, alike in Committee and on the floor of the Chamber, one of the kind of men Parliament and the Country need. He was born at Port William, Kings, N.S., of Scotch-Irish-English descent, March 1851, the son of Charles and Eunice

Among other benefactions he gave \$85,000 for the endowment of three chairs of Engineering in Acadia University. Not long since he gave McGill University \$25,000 for its General Fund, and has benefited the General Hospital, of which he is a Life Governor, and other charities in Montreal. Mr. Curry's undertakings and the position he occupies among them are as follows: President, Canadian Car and Foundry Co. Ltd., President Canadian Steel Foundries Ltd., President Rhodes-Curry Co. Ltd., Canada Land Co., Director Bank of Nova Scotia; Director, Canada Light and Power Co.; President, General Railway Signal Co. of Canada Ltd.; Director, Montreal Trust Co.;

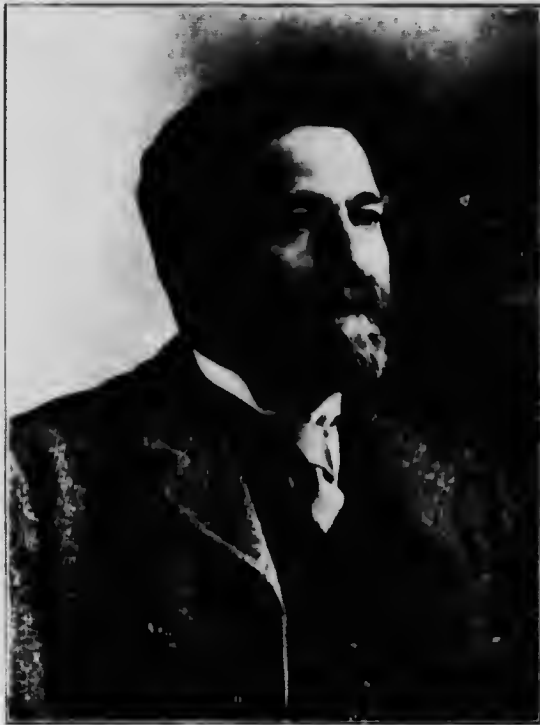


(born Davidson) Curry. He was educated at the Public Schools in the County of Kings, N.S., and received the degree of L.L.D. (Hon.) from Acadia University in 1912. Senator Curry has led a life of business activity, commencing in mercantile association in 1877 with his brother-in-law, the late Mr. N. H. Rhodes, in building and manufacturing at Amherst, a concern which rapidly expanded. At the same time he did not overlook his duties as a citizen, and served three terms as Mayor of Amherst. In 1910 he removed to Montreal. Senator Curry organized and became Manager of the Rhodes-Curry Co. Ltd., Amherst, N.S., 1877, incorporated the firm and became its President and General Manager, 1902; established and was made Managing-Director, Sheet Harbor Lumber Co., 1899; organized and was chosen President of the Canadian Car Foundry Co., December 1909; (this Company later absorbed the Dominion Car Foundry Co., and Canada Car Co.) organized and was elected President of the Canadian Steel Foundries, 1911. This company absorbed the Montreal Steel Works and Ontario Iron and Steel Co. Senator Curry has been prominent as a contributor to works of all public benefit.

Director, Western Coal and Coke Co.; President, Pratt & Letchworth Co., Brantford; Director, Lethbridge Collieries; Director, Travellers' Life Insurance Co.; Director, Camaguey Co., (Cuba); Director, Maritime Coal Railway and Power Co.; Director, Montreal Island Land Co. He was elected Vice-President of the Canadian Manufacturers Association in 1910 and President in 1911. Senator Curry married Mary H. Hall, daughter of David Hall, Annapolis County, N.S., September 1881 and has four sons. He is a Conservative in politics and was one of the most determined opponents of the reciprocal trade agreements with the United States, proposed by the late Government and which led to its defeat. Senator Curry belongs to the following clubs: Mount Royal, St. James, Forest and Stream, Hunt, Montreal, Marshlands, Amherst, National, (Toronto), Albany (Toronto), Halifax Club, (Halifax), Rideau and County Clubs (Ottawa). He resides at 581 Sherbrooke Street West, and has a farm at Amherst, N.S. in a high state of cultivation which is of value to the Province as an experimental and educational institution as well of gratification to himself.

**Mr. HUGH PATON**

Mr. Hugh Paton was born at Johnstone, Renfrew, Scotland, in the year 1852, October 5th, the son of William and Mary (Shedden) Paton. He was educated at the Grammar School, Paisley. At the age of nineteen he journeyed to Canada to join his uncle, the late Mr. John Shedden, a prominent railroad contractor, remaining in his office until 1873. In that year Mr. John Shedden was accidentally killed by a train on the occasion of the opening of the Toronto and Nipissing Railway, of which he was the President. After



his death a branch of the business which he had established as general forwarder, carrier and cartage agent for the Grand Trunk Railway, under the title of "The Shedden Forwarding Co. Ltd." was practically assumed by Mr. Hugh Paton, who occupied the offices of Secretary and Treasurer, and making his headquarters at Montreal, where he has since resided. He continued in these offices until 1879, and became Manager and Secretary and later President, which office he now holds. He is the principal shareholder of this important company and is also chairman of the allied company in the United States, with its head offices at Detroit. He is director of the following companies: The Bell Telephone Co. Ltd., of Canada, Royal Bank of Can-

ada, Canadian Transfer Co. Ltd., Montreal Trust Co., Canadian Express Co., London & Lancashire Assurance Co., Northern Electric Co. Ltd., and the Sincennes-McNaughton Co. He also holds an interest in the firm of William Paton, Ltd., Johnstone, Scotland, originated by his father, and now conducted by his brothers. He was for four years Honorary Secretary-Treasurer of the Montreal Tancien Club, and from 1879 to 1886, of the Montreal Hunt Club and became M. F. H. in 1887. In 1896 Mr. Paton was elected vice-president of the St. Andrew's Society of Montreal, and president in the following year. He married in 1884 Isabella, (daughter of the late Andrew Robertson). Mr. Paton is a member of the following clubs: Mount Royal, St. James, Canada, Montreal, Royal Montreal Golf, Montreal Racquet, Forest and Stream, Montreal Hunt, Toronto, The Manitoba (Winnipeg), Manhattan Club (New York), and the Junior Athenaeum Club, (London, England.)

**ALDERMAN JOSEPH WARD**

Alderman Joseph Ward, in addition to being one of the most prominent and aggressive among our reforming civic fathers, is equally prominent as a member of the Board of Trade of very long standing. Alderman Ward was born at Richelieu, Que., sixty years ago. He received his rudimentary education at Chambly, completing a commercial course at the Monar Business College, and he speaks French and English with equal fluency. Alderman Ward has been a resident of Montreal for forty-five years and has

had a stirring business career, beginning the same with Messrs. David Robertson, and he was afterwards with A. G. McBean & Co., both wholesale grain and produce merchants. Thirty-five years ago he founded the firm of "Joseph Ward & Co." which is now considered the leading wholesale food produce and general produce business of Montreal. Alderman Ward has been actively connected with many other commercial enterprises. He was pioneer in the commercial introduction of cream separators in Canada, which developed into the "Canadian Dairy Supply Co." supplying modern equipment to fully two-thirds of the butter factories of Eastern Canada. He is a director of the "Laval Cream Separator Manufacturing Co." and was the pioneer capitalist in establishing (mechanical) public cold storage in Canada. The Canada Cold



Storage plant is still the largest in Montreal. It is admitted by thousands who enjoy the service of these enterprises, whether dairymen or dealers, that at the time of their organization they met an urgent public need hitherto unprovided for, all of which has rendered unparalleled service in the modern development of the Canadian dairy interest; to dairymen, to dealers and to the consumer of dairy products in Canada. Alderman Ward is also a member of the Montreal Corn Exchange, the Protestant Board of School Commissioners, a Life Governor of the Montreal General and Western Hospitals, a member of the St. George's Society and other charitable societies. He also has served his country as a volunteer in the Montreal Garrison Artillery and in the 5th Royal Scots. He is a large real estate owner, both in this city and in the province. So practical and admirable have Mr. Ward's schemes of municipal improvement been, it is not any matter for surprise that he has often been spoken of as a desirable candidate for the Mayoralty when it comes to be the turn of an English representative.

### THE GAULT BROTHERS COMPANY, LIMITED

This is one of the leading Wholesale Dry Goods Companies, not only in the City of Montreal, but also in the Dominion of Canada, and has been in existence for over sixty years, having been founded by the late Mr. Andrew Frederic Gault in the year 1853.

About eighteen years ago it was considered advisable to form a joint-stock company to carry on the old business, which for forty-five years previous to that had been carried on as a commercial firm, and the late Mr. A. F. Gault was the first President of the Company, and continued as such until his decease in 1903, when Mr. Leslie Hamilton Gault was elected in his place, and remained in that position until he removed to England, two or three years ago.

The present officers of the Company are, Mr. A. Hamilton Gault, President, Mr. James Rodger, Vice-President, and Messrs. Leslie H. Gault, R. W. MacDongall, H. B. Picken, S. H. Bethune, C. H. Alves, W. E. Cushing, H. S. S. Molson, C. G. Mussell and W. A. Williams, Directors, all of these having for many years been actively connected with the business.

During the long period which this Company has been in business it has extended its connection throughout the entire Dominion, as also in Newfoundland. It was considered



advisable some few years ago, in view of the extension of its trade, that a new organization should be formed to look after that portion of its business carried on in the Western Provinces, and for this purpose a company under the name of Gaults Limited was incorporated, with headquarters in Winnipeg, and another company, under the name of Gault Brothers, Limited, to carry on business in British Columbia, with headquarters in Vancouver.

The Company, after having done business at St. Helen Street for over forty years, intend removing during the coming winter to large and commodious premises, No. 240 Craig Street West, which they have leased for a term of years and where they will be in a better position to attend to the wants of their many friends throughout the country, and where will be found a stock such as the nature of their business requires to be carried.

Mr. A. Hamilton Gault, the President of this Company, in August last made an offer to the Dominion Government to equip, at his own expense, a regiment of soldiers for service in the war in which Great Britain is at present engaged and this offer having been accepted, he accompanied the regiment to the front when, a few weeks ago, they sailed from this side.



**Mr. CLARENCE F. SMITH.**

Holden Ltd. was amalgamated with the company in 1911 and the present corporation of the Ames-Holden-McCreedy Co. Ltd., organized and for this Mr. Smith was chosen Vice-President and General Manager which position he held until July last when he retired from the firm. Mr. Smith is the chairman of the Relief Committee of the Patriotic Fund and has worked most energetically for the cause. He has taken a very active part in the organization of the new 55th Irish Canadian Rangers formed in Montreal. He is the executor of his late father's estate and that of the late Mr. James McCreedy, already referred to. He devotes most of his time looking after the welfare of the estate. Mr. Smith is also a Director in the Prudential Trust Co., Montreal, and Goodwin's Ltd., and is Vice-President of the Comet Motor Company, President and Director of the Anglo-Canadian Estates Ltd., Director LaSalle Realty Co. Ltd. He is a member of the Mount Royal Club, St. James Club, Forest and Stream Club, Montreal Racket Club, Beaconsfield Golf Club, Isaway Fish and Game Club, Winthrop Yacht Club, (Winthrop Muss.) the

Mr. Clarence F. Smith, of Montreal, was born September 2nd, 1874 in this city, the son of Mr. C. F. Smith, a native of Aylesford, Hampshire, England, and grandson of Mr. John Smith (who served in the British Army.) His father Mr. C. F. Smith who also served in the British Army and who was in the 16th Regiment which, in 1864, came to this country being stationed in Montreal and Toronto successively. Retiring from the Army he went into business on what was then St. Mary's St., and was later associated with the late James McCreedy and founded the Shoe Manufacturing business of James McCreedy and Co., a firm which obtained a very wide reputation. On the death of Mr. McCreedy Mr. Smith became the sole proprietor and in 1902 founded a limited company enabling the employees to share in the profits made by the corporation. Mr. Smith died September, 30th, 1911, generally lamented after forty-five years of an honored career as a citizen of Montreal, and the founder and builder up of the large business with which his name will always be associated. His son, the subject of the present sketch, was educated at St. Mary's College, concluding his studies at Mount St. Louis College. After leaving the latter institution he associated himself with his father in the manufacture of boots and shoes in the year 1893, becoming Vice-President and General Manager of the James McCreedy Co. Ltd., in 1904. The Ames-



**Late Mr. C. F. SMITH.**

Catholic Club of New York, Automobile Club of Canada, Montreal Board of Trade, Chambre de Commerce, Montreal Amateur Athletic Association, the Knights of Columbus. He is a Governor of the Montreal General Hospital, Western Hospital, Notre Dame Hospital, Maternity Hospital of Montreal. He is a Governor of the Laval University, Honorary Treasurer of the Charity Organization Society, a Trustee of the St. Patrick's Orphan Asylum (Outremont), and a member of the Committee of Management of the Notre Dame Hospital. He married February 15th, 1898, Miss Clara Tooke, daughter of R. J. Tooke, one of the best known of our city's merchants and has issue Doris Edith Smith, born December 1899, Kenneth Francis Smith, born June 1902, and Murray Douglas Smith, born December 1907. Mr. Smith is an automobilist and was President, and is a Director of the Automobile Club of Canada for several years and has as a natural consequence been a very earnest and effective champion of the good roads movement in the Dominion.



**FRANK ASHMORE SKELTON**

Mr. Skelton is the Secretary-Treasurer of the Canadian Car and Foundry, Limited and subsidiaries, which was established in 1909. The firm builds freight and passenger cars, car specialties and manufactures castings of all kinds. He is also a director of the Canadian Steel Foundries, Limited, Pratt, and Letchwood, Ltd., Rhodes Curry Co. Ltd., and the Cheticamp Gypsum Mining Co. Ltd., and Vice-President and Director of the Storage Transfer Co. Ltd.,



of Hamilton, Ont. Mr. Skelton was born at the great manufacturing city of Sheffield, England, in 1870. When only seventeen years old he became machine helper with the Rhode Island Tool Works at Providence and, in the following year, a clerk in the auditor's office of the Vandalia Railroad, Terre Haute, Ind., and from 1889 to 1900 occupied various positions with the same Railway Co. In 1902 he assumed the position of Assistant Auditor in the Pressed Steel Car Company, Pittsburgh, Pa. In the year 1906 he became the Secretary-Treasurer of the Canada Car Co., and established his present business at the inception of the Canada Car Foundry Co. Ltd., in

1910. He held the position of Secretary of the County Democratic Committee of Terre Haute, Ind., in 1893. Mr. Skelton is a member of the New York Club, New York City, Engineer's Club, Montreal, Montreal County Club, St. Georges Snow Shoe Club, St. Lawrence Yacht Club, the Manitou Club, Ste. Agathe and the Montreal Amateur Athletic Association. He is a conservative in politics and a member of the Church of England. His residence is 649 Belmont Avenue, Westmount.

**Mr. STEPHEN B. WHITE**

Mr. White was born at Liverpool, February 2nd, 1884. He is the manager of the Montreal Agencies Limited, which was established in the year 1910. The firm carried on the business of Real Estate, Insurance and Financial Agents at 142, Notre Dame St. West. He is also a director of the Montreal Southern Realities and several other Real Estate Companies. The Montreal Agencies, Limited, is a subsidiary company formed in the year mentioned to

handle all the work of the Real Estate Department of the Montreal Trust Company besides doing a general Real Estate, Insurance and Financial business. It has bought and sold about four million dollars worth of Montreal real estate each year. Some idea of the amount of business done by the company, over which Mr. White presides, may be obtained when it is realized that it acts as Agent only and does not operate itself. Its income is derived solely from commissions earned in the buying and selling of property for clients, the management of the same, the placing of insurance and the obtaining of mortgage loans. In its supervision of the property of its clients and estates the Company



has the management of every class of Real Estate including flats, office buildings, etc., etc. Among these may be mentioned the Metropolitan Bank Building, 179 St. James St., the Mechanic's Institute Building, the Campbell Building, St. James St., the Unity Building, St. Alexander St., and the Havelock Building, Union Avenue. Mr. White is a member of the following clubs: Montreal Montreal Racquet, Canadian, Mount Royal Golf and the Beaconsfield Golf. He is a member of the Church of England and in politics a Conservative. His private residence is 906 Comte Street.

**Mr. GEORGE HAMPDEN SMITHERS**

Mr. George Hampden Smithers, is at the head of the well known firm of Stock Brokers of this city and stands in the position of one of the most prominent figures on the roll of our business men, a man who has gained his present pinnacle of financial fame by his own energy, ability and foresight. He was born April 7th, 1863, at Brooklyn, N.Y. His father (Charles F.) a banker, his mother, Martha B. (Sherman) Smithers. The paternal ancestors



were from London, England, the maternal from Ireland. His education was obtained in the schools of his native city. He moved to Canada, locating at Montreal, where he became a clerk in the Bank of Montreal. In 1881 he entered the stock brokerage firm of Burnett & Co., and became a partner in the firm in 1887. On the death of the senior member, Mr. Smithers became the head of the concern. While Mr. Smithers has always taken due interest in the welfare of his city, he at all times refused to accept any political positions, preferring to give his whole time to the business in which he is engaged. He was elected President

of the Montreal Stock Exchange in 1901 having previously been Secretary-Treasurer thereof. He is a Life Governor of the Montreal General Hospital and a Director of the Montreal Association for the Blind. Mr. Smithers was married in 1890 to Miss Frances C. Cook, the union bringing two daughters. Among many Clubs and Societies, Mr. Smithers belongs to the following: Mount Royal Club, St. James Club, Royal Montreal Golf Club, Montreal Club, Forest and Stream Club, Royal St. Lawrence Yacht Club, St. George Snow Shoe Club, Manitou Club. Mr. Smithers resides at 247 Drummond Street.

**Mr. FREDERICK WILLIAM EVANS**

Mr. F. W. Evans is the President of the prominent firm of Fred. W. Evans, Limited, established in the present year 1914, carrying on the business of Insurance at 26 St. Sacrement Street. He was born at Cote St. Paul, Montreal, December 11th, 1850, and commenced his business career in the year 1855 as a clerk in the house of Thomson, Chixton & Co., and then with Robert Wood in 1868. He became a partner in the establishment of Messrs.

Wood and Evans in 1876 and ten years later head of the firm and in 1899 assumed the position of senior partner in the house of Evans and Johnson. He, in addition to being the head of his firm is also the President of the Dominion Gresham Guarantee and Casualty Co., of the Canada Envelope Co., of the West End Land Co., and is chairman of the Canada Board of the Gresham Life Assurance Society, Limited, of London, England and a director of the Montreal Water & Power Co. Mr. Evans has served as Councillor, Chairman of Finance and Mayor, at various dates, in the municipalities of Cote St. Antoine and Westmount



between the years 1892 and 1902. Mr. Evans is a prominent member of the Board of Trade and has held offices in it as follows: Vice President 1901, Treasurer, 1899-1900, and was a member of the Council in 1897-98. Mr. Evans is a member of the Canadian, Montreal, Comdry and Westmount Bowling Clubs. In religion Mr. Evans is a member of the Church of England and a Conservative in politics. His address is 619 Sydenham Avenue, Westmount, and he resides in summer at St. Hilaire, P. Q.

**WILLIAM H. DUNN**

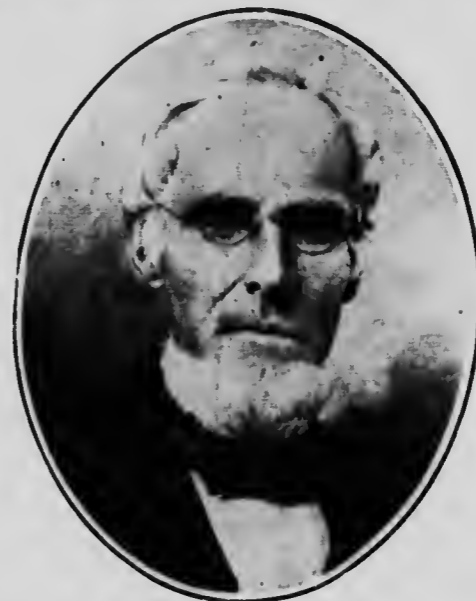
Mr. William H. Dunn, President of Wm. H. Dunn Limited, Montreal, also President Dunn Hortop Limited, Toronto, was born, educated, and is located in business within a radius of a quarter of a mile of the Montreal Board of Trade, he having been born on the Queen's birthday, May 1868, where to-day stands the Power Office Building, educated at the Montreal Business College, Place d'Armes Square, and now for nearly a quarter of a century



has been in business, continuously at 396 St. Paul Street, so it is not surprising that he has an extensive acquaintanceship in the Montreal "congested district." While Mr. Dunn is head of the Grocery Commission Houses at Montreal and Toronto which bear his name, the management is vested with his associates or directors who have so long been connected with these concerns, he devoting his time to the interests of the Borden Milk Co., filling the important positions of Sales Manager also that of Assistant Secretary. Mr. Dunn started his business career in the salesrooms of Turner, Rose & Co., Wholesale Grocers, who were then located where now stands the Bell Telephone Building. He gained much experience during the five years with his concern while filling various positions on their sales staff, but it was later, when acting as Manufacturers' Agent that he became generally known throughout Canada, while introducing the products of Borden's Condensed Milk Co., Carr's English Biscuits, Knox's Gelatine, B. T. Babbitt's Soap, and some twenty-five other grocery proprietary lines. Mr. Dunn established his Brokerage business in 1890, which is known from the Atlantic to the Pacific. He has been a member of the Board of Trade for twenty-five years and is a member of the Montreal Club, and for many years was prominent in athletic circles. His private address is 432 Stratheona Avenue, Westmount.

**Mr. GAIL BORDEN**

Mr. Gail Borden was a man who may, in summarized terms, be described as "The man who invented the process which made it possible for the entire world to have pure milk" and thereby stands in the position of a benefactor of humanity. His system, which was inaugurated in 1857, marked the beginning of the scientific handling of milk by established sanitary regulations, which are enforced with rigidity to ensure purity.



The Borden Milk Co. Limited was organized in Canada June 1912 and incorporated by a Dominion Charter taking over the interest of the Borden Condensed Milk Co., New York. In furtherance of the objects of the Company condensories have been located in the principal dairy sections such as Ingersoll, Ont.; Tilsonburg, Ont.; Norwich, Ont.; Huntingdon, Que.; Truro, N.S.; and at all these Borden plants cleanliness is placed in the forefront. Each one is thoroughly equipped with the most sanitary milk utensils known to science; the whole milk supply comes from nearby dairies same being under the closest supervision of the Borden experts, and even the cattle feeding is on a scientific basis, no milk is accepted which does not pass the severest test as to quality, butter fat, nutriment, temperature and this supply, coming under rigid regulations and from the best dairy animals is bound to be of full pure food value and quality. The Borden Company seeing that Montreal afforded a good field for pure fresh milk and cream delivered in sterilized bottles under took to meet the deficiency and some months ago established at Ormstown, Que., an up-to-date bottling plant and are now shipping daily to the city in refrigerator cars. So great has been the results of this venture that the business has grown beyond this capacity, necessitating a supplementary plant in the city. The business is carried from 396 St. Paul Street, with branch offices on St. Catherine St. West and Murray St.

**Mr. A. P. LESPERANCE**

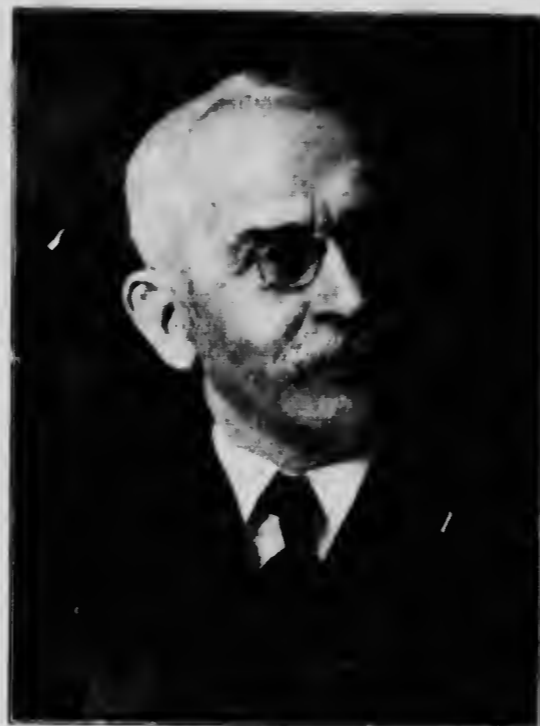
The name of Mr. A. P. Lesperance at once suggests one of the most important financial institutions of the City for he has been the General Manager of the City and District Savings Bank since the death



of his honored predecessor, Mr. Henry Barbeau, in 1901. He was born at Longueuil, P.Q., in the year 1860 and educated there and at the Montreal Business College in Montreal. Entering the service of the Montreal City and District Bank, as a junior clerk in 1879, he has successfully filled every position in that institution. He was appointed to the position of Inspector in 1890, Assistant Manager in 1900 and General Manager in 1901. Mr. Lesperance is a member of the Board of Trade and the Chambre de Commerce and a Life Governor of the Notre Dame Hospital. He resides at 25 Laval Avenue.

**Mr. WILLIAM K. GRAFFTEY**

The Montreal Lumber Company Limited is one of the leading firms carrying on its special line of business and is ably headed, officially, by Mr. W. K. Grafftey, the Managing Director. He is by birth an Englishman having been born in England, March 4,



1819, the son of Mr. George Grafftey and Sarah (Beach) Grafftey. He came to Canada when only nine years of age and was educated at the High School, Owen Sound, taking up his residence in Montreal in 1869. After following the business of hardware traveller for some time he went into the lumber business in 1876, becoming the Managing Director of the Montreal Lumber Company in 1898. He has taken part in municipal affairs and sat as Alderman in the Westmount City Council for six years. Mr. Grafftey married Emma, daughter of Mr. Alexander Stewart, of Durham, Ont., and the union has been blessed with three sons and two daughters. He is a member of the Sons of England and is an adherent of the Baptist Church. His address is Westmount, Que.

**Mr. F. de SALES A. BASTIEN, K.C.**

Mr. Francois de Sales A. Bastien, K.C., a leading member of the Bar of the Province, and head of the firm of Bastien, Cousineau and Jasmin, was born at Vaudreuil, May 9, 1858, his father being the late Mr. F. de S. Bastien, Notary Public and Registrar of Vaudreuil, and his mother, Mlle. Elzira Melina



(Prevost) Bastien. He was educated at Montreal College and Laval University, being admitted to the practice of law as advocate, August 18th, 1880, and has practised throughout his career at the Montreal Bar. He was appointed a Queen's Counsellor in 1893, and was elected District Batonnier 1914, and to the still higher distinction of Batonnier General of the Bar of the Province of Quebec, 1914. Mr. Bastien is a leading Conservative in politics and at the general election for the House of Commons, in 1904, contested the constituency of Vaudreuil, but his effort was not crowned with success. He married January 1885, Josephine Adele, eldest daughter of L. P. R. Mason, of Terrebonne, Advocate, and he is one of the executors of the "Masson Estate," Montreal. He resides at 231 Prince Arthur St., and his office address is 76 St. James Street, Montreal.

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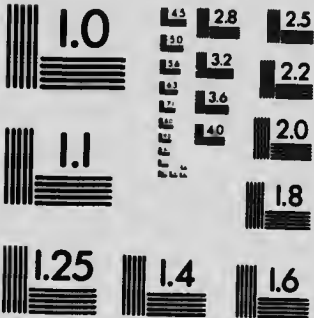
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**Mr. THOMAS HENRY FLETT**

Mr. Thomas Henry Flett is familiar in business circles as the District Manager for R. G. Dunn & Co., the well known Mercantile Agency whose office is in the Board of Trade Building. Mr. Flett is a Hamiltonian by birth and in business ability he has done credit to the "Ambitious City." He was born



August 12th, 1864, and at an early age entered the agency of R. G. Dunn at Hamilton in a junior capacity. In 1877, fourteen years later, he was appointed to the position of Manager of the Ottawa Agency. In 1901 Mr. Flett assumed the position of District Manager of the Montreal Agency. Mr. Flett is a member of the Montreal Travellers and St. George's Club, Thistle Curling Club. Is prominent in Fraternal circles. He is a Presbyterian in religion, and a Conservative in politics. He resides at 20 St. Matthew Street.

**HONORABLE ACHILLE BERGEVIN**

The Honorable Achille Bergevin was born at Valleyfield, March 3rd, 1870, the son of Mr. Gilbert Bergevin and Anna Daoust, and received his early education at the Model School, Valleyfield, later at the English Academy of that town and the Commercial College at Varennes, P.Q. He married Sep-



tember 17, 1895, Mademoiselle Flora Faucher, of Montreal. He was connected with the Press as Manager and Editorial writer, on political and social subjects and is an effective and forcible speaker. By profession he is a broker and carries on his business at Versailles Bldg., 90 St. James St. Mr. Bergevin is a member of the Club Canadien, the St. Denis and Fish and Game Clubs and is an Ex-President of the Province of Quebec Association for the protection of Fish and Game. He has delivered many lectures on public questions, especially those concerning the conservation of our natural resources.

**Mr. CHARLES S. J. PHILLIPS**

Charles Samuel John Phillips, of the eminent Notre Dame St. firm of Stationers and Printers is by birth a native of Quebec City having been born there October 13, 1844, the son of the late Thomas Osmond and Agnes Ritchie (Leslie) Phillips. He received his education in this city and established his



present business so extensively known in 1869. Mr. Phillips is Vice-President and Director of the Citizens' Association, Honorary Treasurer of the Boys' Home, the Boys' Home and Training School, Shawbridge, and also the Montreal Dispensary. He married Miss Jessie Amelia Thomson, daughter of William A. Thomson in 1873 (she died May 1910). He is a member of the Montreal and Canadian Clubs. He is a staunch Conservative in politics. His address is 33 St. Mark St., Montreal and his country seat is "Mes Délices" Notre Dame du Portage, P.Q.

**Mr. JOSEPH AINEY**

Mr. Joseph Ainey, one of the most energetic and popular of the Board of Commissioners of Montreal, was born in the city fifty years ago, November 23rd, 1863. His early studies were made at the school of the Christian Brothers, and he made scholastic progress which enabled him to commence



working for his living when only thirteen years of age, and three years later he was apprenticed to the carpentering business. Mr. Ainey has always been an earnest supporter of the principle of Labor Organization, and he became a member of the Knights of Labor in 1885, and the American Brotherhood of Carpenters in 1887, of which he became President and Secretary. He later became one of the organizers of the American Federation of Labor. He was also President of the Trades and Labor Council for several successive terms. He was labor candidate in St. Mary's ward for the House of Commons in the year 1908, but was not successful. He was elected to the Board of Control, Montreal, February 1st, 1910. He married Miss Lea Brazean, of this city. Mr. Ainey is a member of the Board of Trade.

**Mr. J. A. VAILLANCOURT**

Mr. Janvier Arthur Vaillancourt, President of the Banque d'Hochelega and Wholesale Provision Dealer of the 580 St. Paul Street, was born at St. Janvier, P.Q., February 26th, 1851. His father was Mr. Jacques Vaillancourt and his mother Madame Josephite (Paquette) Vaillancourt. He commenced



his business life with Messrs. John Morris and Sons, Ste. Therese de Blainville, Que., until 1871; with Gravel Brothers, Grocers, Montreal, 1871-1874; with L. Chaput & Sons, 1874-1876 and established his present business in 1876. He was President of the St. Hyacinthe Dairy School, and of the Montreal Produce Association, in 1909-1910; President of the New Nationalist Newspaper Company. He was active in organizing the Citizen's Association, Montreal. He was Vice-President of the Bank of Hochelega in 1910-1912 and President since December 1912. Mr. Vaillancourt is member of Council of Montreal Board of Trade; member Chambre de Commerce; Governor Notre Dame Hospital and Governor of the Montreal General Hospital. He is a member of the Liberal Club. He resides at 90 Mance Street, Montreal.

**Mr. PAUL GALIBERT**

Mr. Paul Galibert, leather manufacturer, actively interested in many of Canada's most important business enterprises, was born November 1, 1856, in France. He came to Canada when a boy of seven, and was educated in the public schools of Montreal, his first occupation being in his father's



establishment, where he learned the tanner's trade. In 1880 he embarked in business for himself, and now owns one of the largest plants in the tanning trade in Canada. Chairman of the Montreal Turnpike Trust, (since 1896), he was mayor of Longue Pointe for five years. He is a director in the Canada Securities Corporation, Quebec Railway, Light, Heat & Power Co., Director of the Advisory Board of the Richelieu & Ontario Navigation Company, the Prudential Trust Co., Ltd., International Portland Cement Co., of Spokane and many others. He is a Governor of Montreal General Hospital, Western Hospital, Notre Dame Hospital, and takes an interest in benevolent and charitable work. Mr. Galibert is a member of the Canada, St. Denis and Canadian Clubs, all of Montreal, and resides at 881 Cherrier Street, Montreal.

**Mr. HENRI G. BISSON**

Mr. H. G. Bisson, who occupies the responsible position of General Manager for the firm of Boivin, Wilson, Limited, 250 St. Paul Street, Montreal was born at St. Louis de Gonzague, County of Beauhar-



nois, July 8th, 1868, the son of Elie Herente and Virginie (Rapin) Bisson. He was educated at Montreal College, Varennes College and St. Joseph's College, Burlington, Vermont, U. S. A., and has been associated with his present business for twenty seven years. He is also a Director of the noted Melcher's Gin and Spirit Distillery Co., Ltd. Mr. Bisson is a member of the St. Denis, Canadian, Isleway, Royal St. Lawrence Yacht Club and Reform Club, and is a member of the Canadian Society and St. George's. In politics he is a Liberal and in religion he is a Roman Catholic. His business address is 520 St. Paul Street, and his residence 58 Metcalfe Street, Montreal.

**Mr. R. A. S. ALLAN**

Mr. R. A. S. Allan, Commission Merchant of the firm of Robert Allan and Co., St. Nicholas St., was born at Harbor Grace, Newfoundland, and is engaged in the trade of Cod Oil (Wholesale Only) Seal Oil, Whale Oil, Porpoise Oil, Green Cod, Herrings, Cod Liver Oil, Salmon, Prepared Cod Fish, Peas, Beans, etc. He represents the firm of Morris



& Co., packers of Chicago. The business was established in 1895. Mr. Allan has no outside interests and confines himself wholly to the affairs of his firm. He has had a long experience in his business, first with Messrs R. Hunter Craig and Co., Glasgow, Scotland, 1878; T. A. Denny and Co., London, 1881; and John Currie, Havre, France, 1882; and was Foreign Correspondent for August Blumenthal, Hamburg, 1885; and later with Stewart Mann & Co., Montreal 1889. He established his present business on May 1st 1895. Mr. Allan is a fluent speaker in French, English and German. He has also had much military experience having served in the 1st Regiment of Lanarkshire Rifle Volunteers, Glasgow, and for eight years in the Victoria Rifles, Montreal. Mr. Allan has been a member of the Board of Trade since 1895. He resides at Elm Avenue, Westmount, is a Presbyterian in religion and an Independent in politics. Bereaved of his wife he has one son living.

**Mr. WALTER ISIDORE JOSEPH**

Mr. W. I. Joseph was born at Edgbaston, Birmingham, England, August 2, 1863, his father being Joseph Joseph and his mother Elizabeth (Nerwich) Joseph. He received his education at private schools at his birthplace and at Brussels, Belgium. He was



associated with his father in Birmingham under the firm name of J. Joseph & Sons., from 1880 to 1885. In the latter year he came to Canada, entering the service of the Union Mutual Life Insurance Co., of Portland, Me., as agent in Montreal acting as such for some five years and becoming manager in 1893 continuing so to the present time. Mr. Joseph is an earnest devotee of athletics, physical culture and military discipline and is a Life Member of the Montreal Amateur Athletic Association and a yachtsman, horseman, tennis player and pedestrian. He is a member of the following clubs: Montreal, Royal St. Lawrence Yacht, Kanawaka Golf, and Engineers. He belongs to the St. George Society. In politics he is an independent and protectionist. He resides at "The Sherbrooke" and his business address is Suite 502, McGill Building.



**Mr. HENRY HOLGATE, C. E.**

Mr. Henry Holgate, Civil Engineer, was born at Milton, Ont., September 14th, 1863, the son of John and Jane (Brown) Holgate. He was appointed to the Northern Railway Co., of Canada, in 1878 and was connected for many years with railway construction and maintenance, bridge work and structural designing. Moving to Montreal he entered the service of the Royal Electric Company and built and operated the Montreal Park and Island Railway. In



1898 he went to Jamaica as Manager of the West India Electric Co., and built and operated the Hydro Electric plants System in Kingston. Returning to Montreal he entered into partnership with Mr. Robert A. Ross, C.E. During the ten years existence of the firm it acted as engineers for many enterprises and constructed a number of Hydro electric plants among them being those of the West Kootenay Power Co., and the Canadian Copper Co. Mr. Holgate has not confined his efforts exclusively to hydro-electric development and has had an extensive general practice. He was appointed chairman of the Royal Commission

enquiring into the collapse of the Quebec Bridge 1907 and his report, unique in engineering literature, was signed in 1908. He was one of the Board of Consulting Engineers reporting on the Harbour of Montreal and President of the Cedar Rapids Power, Co., 1911. He is connected with many enterprises in a consulting capacity and acted on many arbitration cases. He belongs to the American S. of C. E. and the American Institute of C. E., and is a member of the Board of management of the Montreal General Hospital. He married Miss Bessie Bell Hadley of Milford, Del., in September 1888, and has two sons. He belongs to the Engineers Club and resides at 44 Rosemount Avenue, Westmount. His business address is 9 Victoria Square.

**THE A. A. AYER CO., LIMITED.**

Butter and cheese have long been among the most important articles of trade in the port of Montreal and an industry of national importance to the Dominion. In this business the A. A. Ayer Co. Ltd., stands in the front rank of this section of the mercantile community doing business in the special line indicated and were for many years the largest exporters of butter and cheese in Canada. The firm was established by Mr. A. A. Ayer

in 1867 under the name of A. A. Ayer & Co. The present company's place of business is at 576 St. Paul street where they own and occupy very extensive warehouses. The firm operates a large cold storage plant in connection with its business. It has buyers throughout Canada, who purchase direct from the farmers, store keepers, creameries and cheese factories. The chief market for cheese is Great Britain, but the A. A. Ayer Co., do a large home trade especially in butter. They were among the first exporters of Canadian cheese and their business has grown with the increase in the make of dairy products in Canada. The



good name enjoyed by these products may be largely attributed to this firm's efforts in the early years of this industry to keep up the high standard of quality. Mr. Ayer came to Montreal in 1865, and was with the firm of Chandler and Haman, until he engaged in business on his own account. He is a member of the Canada and Montreal Clubs and has served several terms on the Council of the Board of Trade. He has been and is President and Director of several industrial companies. He is the Board of Trade representative on the Board of Directors of the Montreal Technical School; a member of the Board of the Boy's Home and of the Boy's Farm and Training School, and a Governor of McMaster University of Toronto

**Mr. JOHN EDWARD MARTIN, K.C.**

Mr. John Edward Martin, K.C., was born at Shefford, P.Q., September 20th, 1859, son of Mr. C. B. Martin and Catherine (Cassidy) of Shefford. Educated in the public schools at Waterloo, P.Q., he proceeded to the McGill Normal School and later to McGill University, where he took the degree of



Bachelor of Civil Law in 1883, becoming a medalist in the same year. Admitted to practise in 1864, he has reached the highest position. He had been a member of the Council and was elected to the position of Batonnier of the Bar of the Province for the term 1913-1914. He was also elected an honorary member of the American Bar Association. For twenty years he has been a member of the firm of Foster, Martin, Mann, MacKinnon and Hackett and has been a successful practitioner before all the courts of the Province, the Supreme Court and frequently the highest Court in the Empire, the Privy Council. Mr. Martin is in politics a Conservative and indulges in no special hobby unless it be his work, the Law. He has given strict and exclusive attention to the practice of his profession for thirty years, but finds time for relaxation and is a member of the Mount Royal Club, the Forest and Stream Club, the Canada Club and the Laurentian Club. His residence is No. 374 Wood Avenue, Westmount, Montreal. The offices of the firm are in the Royal Insurance Bldg. Place d'Armes Square, Montreal.

**STANISLAS D. JOUBERT**

President Lamontagne Limited, Montreal, wholesale saddlery and manufacturing saddlers; was born at Sault au Recollet, Que., in 1853, the son of Jean Didier Zephrin Joubert and Clemence David. He was educated in the public schools, Montreal and



Boston Mass, U.S.A. Commenced as a clerk with Prevost, Hebert & Co., Montreal, 1871, remaining until 1874, when he became a clerk in the employ of Hector Lamontagne, in which capacity he remained until 1894, when he entered into partnership with Mr. Lamontagne under the firm name of Lamontagne & Co. Remained partner until 1899, when Lamontagne Limited, purchased the interest and good-will of the Lamontagne Company, with Mr. Joubert as president of the company. Is a member of the Commercial Travellers' Association, council of the Chamber of Commerce, Board of Trade and Manufacturers' Association. Is Warden of Outremont Parish and governor Notre Dame Hospital. Married 1879, Marie Charlotte, daughter of Henry Carpentier, N.P., and has three sons and three daughters. Clubs: St. Lawrence Hunt, Outremont Curling Club, Society; St. Jean Baptiste. Recreations: Fishing, shooting, riding, billiards, curling, and is a supporter of all kinds of sports. Politics: Independent. Religion: Catholic. Business address: 338 Notre Dame St. West, residence 336 St. Catherine Road, Outremont, Que.

**Mr. ARTHUR J. HODGSON**

Mr. Arthur J. Hodgson, formerly of Hodgson, Bros. & Rowson, was born and educated at Birkenhead, England, April 3rd, 1860, and was from 1878 to 1884 with the firm of Hodgson Bros., Liverpool, founded by his father in 1856. He came to Mon-



treuil in 1885 in connection with the same firm. He established his present business as successor to Hodgson Bros. and Rowson Ltd., in 1911. He has been a member of the Board of Trade since the year 1885 and has held the offices of Member of Council, 1889 and 1900, Treasurer 1901, Vice-President 1902, and President 1903. He was also chairman of the Canadian Committee of Arrangements of the Fifth Congress of the Chambers of Commerce of the Empire, Montreal, 1903, a body which received the approval of the Federal Government of Canada. Mr. Hodgson has also an interest in the firm of Rowson, Hodgson and Co. Ltd., London, England. He is a member of the following clubs: St. James, Canada, Canadian, Royal Montreal Golf, Manitoa and the Royal Colonial Institute, London. His office is at 655-67-69 William St., and his private address is 469 Strathcona Avenue.

**Mr. JOHN P. ATKINSON**

Mr. John P. Atkinson, well known in business circles as Manager of the N. K. Fairbank Co., Montreal, oil refiners, manufacturers of lard compound, cottonlaine, soap and Gold Dust Washing Powder, was born at Amherstburg, Ont., in March 1873, the son of Richard Atkinson and Jessie Campbell. He was



educated at the public schools, Amherstburg, and the University, Detroit, Mich. He started his career with Wm. H. Elliott, dry goods, in Detroit, where he remained for two years. In 1900 he went to Chicago, Ill., with the N. K. Fairbank Co., Ltd., and in September 1902, came to Montreal, where he became chief clerk and was appointed manager in 1908, controlling the Canadian business from Montreal. He married on July 3rd, 1902, Caroline, daughter of James McArthur, Windsor, Ont. He belongs to the Canadian Club and to the following Societies: I. O. F., Royal Arcanum, Mt. Stephen Council. In politics he is a Liberal and in religion a Presbyterian. His business address is 46 St. Alexander St., Montreal, and residence address is 35 Windsor Ave., Westmount, Quebec.

**Mr. E. R. CARRINGTON**

Mr. Carrington, Vice-President of the Thiel Detective Service Co., is a well known figure in Montreal public places of resort. His is the most extensive concern engaged in the detective business in America and has its Montreal office in the McGill.



The work of the establishment extends over a very wide area. It has offices in New York, St. Louis, Denver, St. Paul, Portland, Oregon, Seattle, Chicago, Kansas City, Toronto and the City of Mexico, Vancouver, Winnipeg, Atlanta, Los Angeles, Spokane, San Francisco, El Paso and Dallas. Agents are located in the different European countries, South Africa and Australia. Its patrons are financial houses, railroad companies, manufacturing establishments, mining companies and large corporations. Operations are carried on in all parts of the world, and no other detective company in business has such unequalled facilities for successful service.

**Mr. W. M. COUPER, B.C.L.**

Mr. W. M. Couper, B.C.L., occupies a prominent place in the ranks of the profession in this Province. He was born in Montreal in 1874 and educated at the Public School, the Collegiate Institute, the High School and McGill University, where he took his law course and graduated with the degree of Bachelor of Civil Law. For some time he was a member



of the firm of Crankshaw (Mr. James Crankshaw, K.C.) and Couper but for several years past he has been practising alone and has built up a very large civil practice. While his practice is largely in the civil courts he has made a mark in criminal cases and has been called to appear in many of the serious cases which periodically come before the Court of King's Bench. He is an able pleader and attained a position which in more than one instance has won for him high compliments from the Bench. He is a Conservative in politics and Vice-President of the Westmount Conservative Association, taking an active part in the political battles which, at times, have to be fought. He takes much interest in fraternal work and is active in Society circles.

### Mr. C. W. VOLLMANN

Mr. Carl W. Vollmann, C.E., is the President of the Linde Canadian Refrigeration Company, manufacturers of ice and refrigerating machinery of Montreal. He was born in Eppendorf, Germany, December 24th, 1861, the son of August and Luise (Plate) Vollmann, receiving his education privately and at the University of Mittweida, afterwards taking the position of Chief



Draughtsman and Assistant Director of Engine Works at Tilsit, Prussia, which he held for two years. After studying conditions in the United States for a year and a half he went to England and took a position with the Linde Refrigeration Company, remaining with them as Chief Engineer for some twelve years. In 1895, he came to Canada and inaugurated the Linde-Canadian Refrigeration Company in 1896, which was incorporated by Dominion Charter for the purpose of manufacturing the famous "Linde" machines in Canada. The possibilities of refrigerating machinery are very great.

While the principal use will doubtless continue to be for the preservation of perishable food products and ice making there is hardly a trade in which artificially produced cold, cannot with advantage be used, for example, Distilleries, Iron Blast Furnaces, Explosives Works, Chemical Works, etc. The Linde Canadian Refrigeration Co. is the only firm who manufacture this class of machinery in Canada and make it a rule to supply and manufacture none but the best machinery and their adherence to this salutary principle has resulted in its building up a high reputation as to efficiency and workmanship. Their machines have been installed in all the chief establishments throughout the Dominion and so great has been the development of its business since its commencement that whereas eighteen years ago, they had one small office in Montreal, to-day they occupy branch offices in Toronto, Winnipeg, Calgary and Vancouver with permanent engineering and office staffs in each place. To Mr. Vollmann's management may be attributed the rapid advance and success of the company. He is a naturalized Canadian citizen and is a member of the St. James and Teutonia Clubs of Montreal and the Engineers Club of New-York, and also of the following societies: Naval Architects and Marine Engineers, Society of Refrigerating Engineers, New York, Society Deutscher Ingenieur, Berlin, Germany. He spends his leisure time in equestrian exercises, shooting and fishing. In religion he belongs to the Church of England. His business address is 37 St. Peter Street.



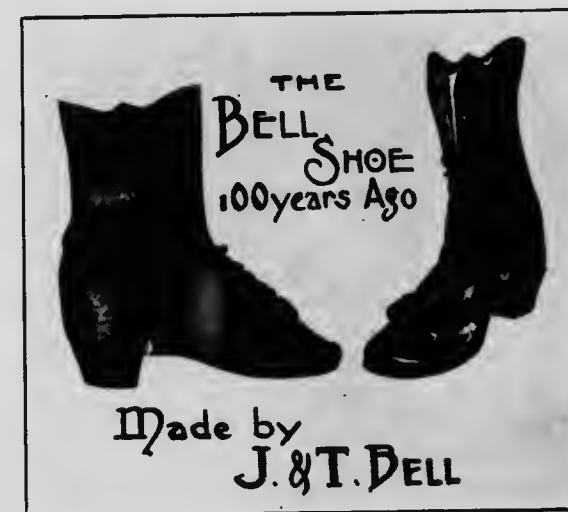
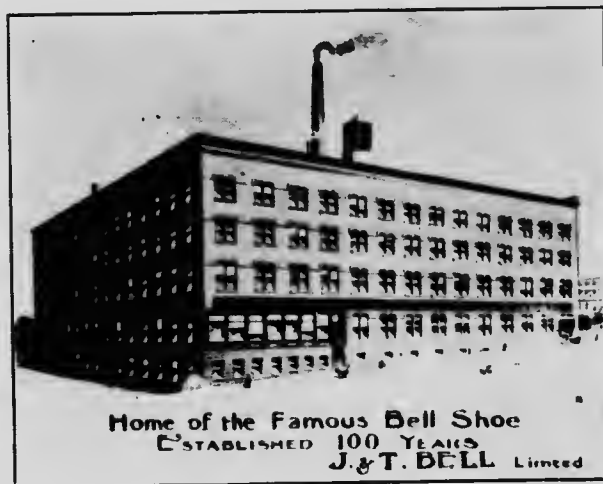
The largest artificial ice Hockey Rink on the Pacific Coast—  
Installed by The LINDE CANADIAN REFRIGERATION COMPANY.

**Mr. HILLYARD E. MOLES**

Mr. Hillyard E. Moles is the Vice-President and Managing-Director of an historic firm J. & T. Bell Ltd., which has continued under the same name over one hundred years, a commercial record which very few establishments in Canada can boast of possessing. In 1814, Mr. Alex. Bell began to manufacture in a small way in a "little squat factory" on Notre Dame Street where St. Lawrence Boulevard commences, and was succeeded in 1824 by Joshua and Thomas Bell. A century has passed away and now a large and commodious factory, with every modern equipment on Inspector Street, stands out as a conspicuous monument perpetuating the name and business of the old firm. The two brothers, Joshua and Thomas Bell, launched out as makers of women's prunella cloth buskins exclusively and, on the death of the latter, the business passed into the hands of Samuel Bell, his brother, who in turn sold it to his nephew, the late John T. Hagar and John Stephens, a part-



nership which was not long since dissolved, Mr. John T. Hagar continuing the business alone. In 1909, the business was formed into a joint stock company, Mr. Moles assuming the position he now occupies, the other officers being Dr. C. B. Keenan, President, representing the Hagar Estate interests; Mr. A. A. Bradley, Secretary-Treasurer, John Loughton Sales Manager and F. N. De Launcey, Superintendent. Age does not wither the reputation of this fine establishment and during the past few years there has been a notable expansion in its business which deals in high grade wets for both men and women, and several specialties. The company is fortunate in possessing so able a manager as Mr. Moles who, after acquiring experience with the Goodyear Rubber Company of Canada, became associated with the firm in 1895. Mr. Moles was born at Athens Ont., January 20th, 1865. He is a member of the Engineers Club and has been a member of the Board of Trade for four years.





**Mr. R. E. LUNHAM**

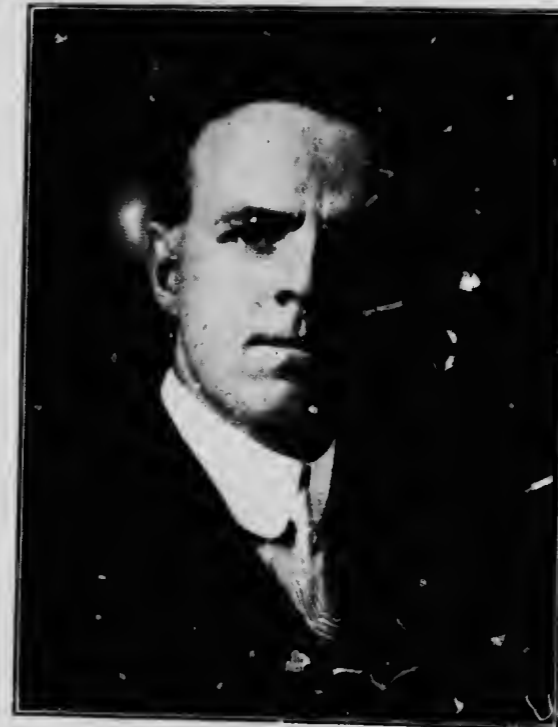
Mr. R. E. Lunham, produce merchant, of the firm of Lunham and Graham, carrying on business as General Produce Merchants, established in 1909, originally dealt only in butter (Corom Brand). Since, the firm has added all the lines pertaining to a general produce business. Mr. Lunham was born in Liverpool, England, July 28th, 1881 and commenced as Superintendent of the Montreal Packing Company in 1906. The present firm com-



menced business May 1st, 1908. Mr. Lunham has been a member of the Board of Trade since 1913, but has, thus far, not held any office in the same. The firm is one of the best known in the trade in which it is engaged and Mr. Lunham is regarded as one of the most expert men in the line and is generally respected in commercial circles. He is a thoughtful conservative in politics but has never sought the suffrages of the public. His private residence is at 790 Maplewood Avenue.

**Mr. R. E. GRAHAM**

Mr. R. E. Graham is a partner in the firm of Messrs. Lunham and Graham, produce merchants, who carry on their extensive business at 606 St. Paul Street, Montreal. The portrait and biographical notes of Mr. Lunham appear elsewhere on these pages. Mr. Graham was born in this city April 15th, 1879. He commenced his business career as Sales Manager for the Montreal Packing Company in this city, in the year 1906, and in 1908 the present estab-

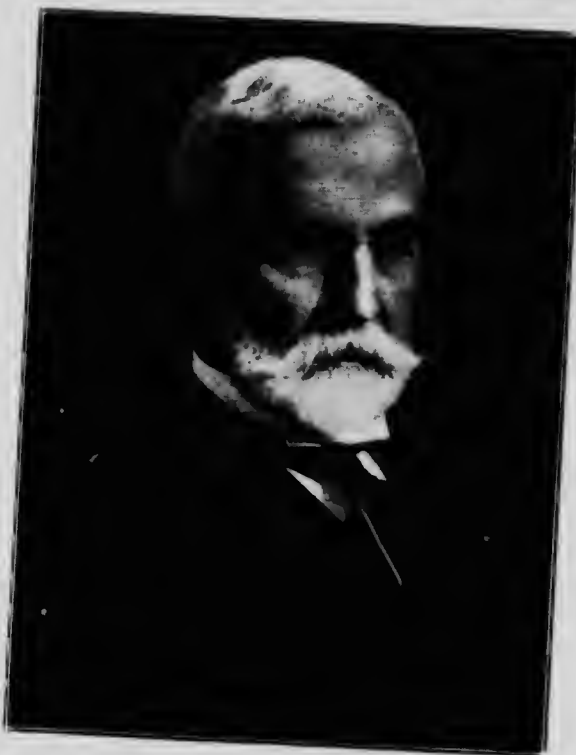


lishment was started. Previous to his association with the Montreal Packing Company, Mr. Graham worked for eight years with the well known Laing Packing Company and, on severing his connection with it, joined the former firm. On the closing of this business his present firm was established May 1st 1908. Mr. Graham has been an interested member of the Board of Trade since 1910. He is a Conservative by political conviction. His private residence is 2359 Hutchison Street.

**Mr. JAMES DAVIDSON**

Mr. James Davidson, President of the Thomas Davidson Manufacturing Co., Ltd. (enamelled and stamped ware) Montreal, was born in Montreal Sept. 25th, 1854, his father being Mr. Thomas Davidson, and his mother Mary (born Ritchie) Davidson, both of Scotland. He was educated in public schools at Montreal and Edinburgh. He entered the service of the Thomas Davidson Manufacturing Co., Ltd., when eighteen years of age. The firm was founded by his father in 1860. In the year 1880 he became a partner and, in 1894, on the death of his father he assumed the full control of the business, which was incorporated 1895 under the name of the Thomas Davidson Manufacturing Co., of which he has been the President ever since. He became a member of the 1st Prince of Wales' Rifles in 1870, at a moment when active service was in the atmosphere and remained with it for five years. He was a Councillor in Waterloo during the terms of 1911-12-13-14. He was elected Mayor for 1913. Mr. Davidson is an earnest promoter of the agricultural interests of the Province, and is the owner of one of the finest farms in the Province "Ayrmount",

Shefford County. He is a Director of the Shefford Agricultural Society. Mr. Davidson is a member of the Montreal Board of Trade and La Chambre de Commerce, a Governor of the Montreal General Hospital and Western General Hospital and the Hospital at Sweetsburg, P.Q. Mr. Davidson has been married twice, in 1877 to Henrietta G. Douglas, who died in the following year and in 1882 to Alice, daughter of Mr. William Goodwill of Waterloo. He has three sons and two daughters. Mr. Davidson is the President of the McDonald Car Buffer Co., Ltd., Montreal; the Brome Lake Electric Co., Waterloo, P.Q.; and the Shefford County Conservative Association, and he also belongs to the St. James, Montreal Hunt, Beaconsfield Golf, Canada, Canadian, M.A.A.A., Montreal Art Association and the British Empire Club. Mr. Davidson resides at Waterloo, Que.; winter residence, 292 Stanley St., Montreal, the business of the firm being carried on at Ste. Cécile Ward, Head Office, 187 Delisle St., Montreal, with branches at 354 St. Paul St., Montreal and at Toronto and Winnipeg.

**Mr. RICHARD BLADWORTH ANGUS**

Mr. Richard Bladworth Angus, whose name as a financier is of world wide note, was born at Bathgate, Scotland, May 28th, 1831, and early in life went to England where he entered the service of the Manchester and Liverpool Bank. Coming to Canada, in 1857, he took a position on the staff of the Bank of Montreal. His ability brought him quick promotion and, in 1861, he was appointed to the charge of the Chicago branch of the Bank and, three years later, one of the New York Agents and in 1869 was called on to succeed the late Mr. E. H. King in the responsible position of General Manager at Montreal. Ten years later he resigned his office to assume the Vice-Presidency of the St. Paul, Minneapolis and Manitoba Railway. In the following year, looking into the near future, and appreciating the vital importance to the Dominion of the prompt construction of the Canadian Pacific, he became one of the Syndicate, formed by Mr. George Stephen, (Lord Mount Stephen) Mr. Donald A. Smith (Lord Strathcona) and others for the purpose of carrying out the work. It was a critical time and an opposition to the construction of the road which, to-day, seems as incomprehensible as it was unpatriotic, was carried on with vitriolic oratory which fills hundreds of pages in the official reports of Parliament and was more than quadrupled at public meetings throughout the country, happily in vain. But how the great work was carried to a successful end in 1885, and with what splendid national results in the development of the Dominion is now a matter of history. Mr. Angus returned

to Montreal in 1881 and resides at 240 Drummond Street and has a country seat near Ste. Anne de Bellevue on the Lake of the Two Mountains. Mr. Angus is a patron of Art and possesses a valuable gallery and has generously aided the Montreal Art Association, of which he was formerly President, with contributions of paintings and money. His charities have been on a wide scale but with no publicity. He has notably been a generous supporter of the Royal Victoria Hospital, of which he is an Ex-President, and the Alexandra Contagious Diseases Hospital, Montreal, which he helped to found and became a Governor thereof. The General Hospital has also been the recipient of his bounty and he also held the office of Governor. He has several times been President of the St. Andrew's Society. His commercial connections are very extended. He is a Director and Ex-President of the Bank of Montreal and Director of the Canadian Pacific Railway, the Dominion Bridge Co., the Royal Trust Co., Grand Falls Power Co., are among institutions with which he is and has been, officially connected. In civic matters he was one of the promoters of the Board of Control. He was offered, but declined Knighthood. Mr. Angus married Miss Mary Daniels in 1854 and has nine children. He is a member of the following clubs: St. James, Mount Royal, Montreal Jockey, Auto and Aero, Forest and Stream, Winter, Rideau (Ottawa) and Manitoba (Winnipeg). In business circles he has been termed "a man of peace" a very complimentary term and the career of Mr. Angus proves that in commerce "peace hath its victories not less renowned than war."

**Mr. GUY TOMBS, J.P.**

Mr. Guy Tombs, J.P., holds the position of General Freight Agent with the Canadian Northern Railway and Steamships, his office being at 230 St. James Street, Montreal. He was born near Lacchute, November 22, 1877. He commenced his career



as a railway clerk with the C. P. R. in 1892 and three years later was appointed Secretary of the United Counties Railway with office at St. Hyacinthe, came back to Montreal with the Central Vermont Ry., and afterwards the Grand Trunk. Went to Quebec in 1901 as General Freight and Passenger Agent, Great Northern Railway, assuming his present position in 1904. He is a member of the Canadian, National, and Montreal Advertising Clubs, President of the Quebec Association for the Protection of Fish and Game, Vice-President of the Summit Fish and Game Club; member of the National History Society and Director Montreal Sailors' Institute, member of the M.A.A.A. and the Y.M.C.A. Board of Trade, Chambre de Commerce, and A.F. and A.M. Resides at 503 Mount Pleasant Avenue, Westmount.

**Mr. ADOLPHUS W. D. HOWELL**

Mr. Adolphus W. D. Howell, Real Estate Broker, 120 St. James Street, Montreal, was born in Montreal, his father being Mr. E. S. Howell. Educated in the public schools of Quebec and Ontario, he commenced his business career as clerk with Messrs. Walter MacFarlane and Baird, Montreal, with whom



he remained four years and for the next sixteen years was book-keeper and general manager for Messrs. J. Y. Gilmour & Co., then entering into partnership with Brophy Cairns & Co., as Financial Manager, a connection which lasted for eighteen years. He commenced his present business as Broker in Real Estate, Mortgages, Loans and Insurance in 1905. Mr. Howell is a member of the Board of Trade and was President of the Wholesale Dry Goods section. Mr. Howell is a Mason, member of the St. Georges' Society, and National History Society. He married January 1883, Annie, daughter of Mr. John Freligh, of L'Original, Ont., and has two sons and two daughters. He is a member of the following Clubs: Canada, Canadian, Country and Westmount Lawn Bowling. In politics he is a Conservative. He resides at 4380 Montrose Avenue, Westmount.

**CAPTAIN H. H. VACHELL KOELLE**

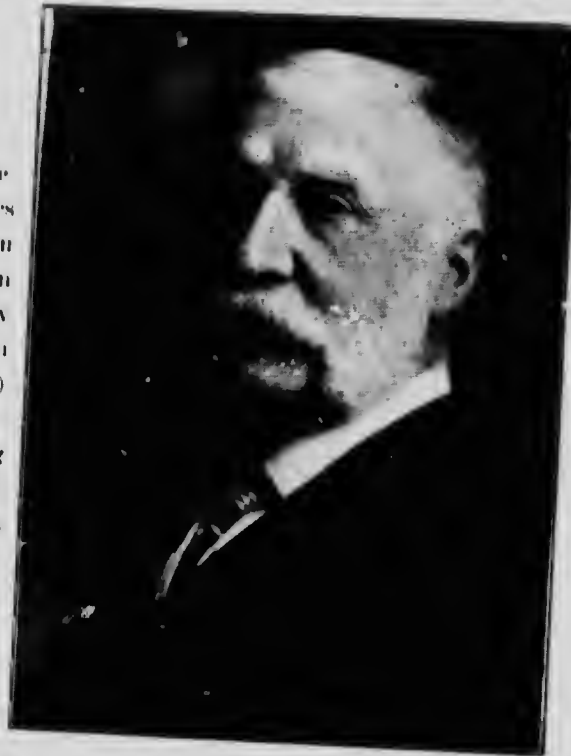
Captain H. H. Vachell Koelle, the son of Reverend S. W. Koelle, Ph.D., L.L.D., etc., a British subject, was born at Constantinople, February 18th, 1856, and educated at Robert College in that city. He became a clerk with the firm of Dent, Allcroft and Co., in London in 1878. Coming to Canada he entered the service of the



Dominion Bank, Toronto, in the year 1883, the Molsons Bank in 1886 and the Banque Nationale in 1894, establishing his present business in 1903. He served in the 15th Regiment, Belleville, and later with the 90th at Winnipeg and on the staff of the North West Police in 1889, later as Captain, 1st Prince of Wales' Fusiliers, now newly organized as 1st Regiment, Grenadier Guards. He married Miss E. F. Tiffin, granddaughter of Joseph Tiffin, Sr., in 1895. Mrs. Koelle is associated with the Daughters of the Empire, the Canadian Women's Club, the Art Association, the Samaritan Hospital for Women. Captain Koelle belongs to the St. James, Montreal, Canadian and the St. Maurice Fish and Game Clubs. He is a member of the A.F. and A.M., the Art Association and the Montreal Board of Trade. He resides at "Woodlands" Montreal. His business address is 59 St. Gabriel Street.

**Mr. ROBERT MACFARLANE**

Mr. Robert MacFarlane is the President of the R. MacFarlane and Co., Ltd., Lumber Merchants and Manufacturers of Sashes, Doors, Blinds, Mouldings, etc., etc., at the junction of St. James and Richmond Streets, Montreal. He was born in Montreal, May 8th, 1842, and is the son of the late Andrew and Ann (Thomson) MacFarlane. He received his education at Phillips School, Montreal (known as Lower Canada College) and at the Glasgow Academy, Glasgow, Scotland. He established the present business in 1874, the business later being converted into a limited company and, under the management of Mr. MacFarlane, has grown to be one of the largest of its kind in the Dominion of Canada. Mr. MacFarlane has been



associated with the military forces of the country having served with the Royal Guides, a military organization, now disbanded but during its existence a corps d'élite. He married Alice Smith, daughter of the late Mr. Charles Stuart Smith, of Boston, Mass., of which union there has been five children, of which there are only two living, (one son and one daughter.) He was interested in athletic exercises, is an enthusiastic horseman and very fond of horses. Mr. MacFarlane is a Governor of the Western Hospital. In politics he is a Conservative and in religion a Presbyterian. His residence address is 748 Pine Avenue West, Montreal.





**Mr. MEDERIC MARTIN**

Mr. Mederic Martin, Mayor of the City of Montreal, sits for St. Mary's Division in the Dominion House of Commons. He was born in Papineau Ward, Montreal, and therefore is a "Montrealer" through and through but, undoubtedly, has the welfare of the whole Dominion very much at heart. The Mayor is forty-five years of age. His career is one that the youth of this country may well emulate as he has always been a hard worker. Having completed his

sequently he has been criticised but the fact remains that during the short time he has been Mayor he has put more radical changes into force than any of his predecessors. Almost at the outset he became the champion of the laboring classes and fought a gallant fight in an endeavor to secure employment for all; he has initiated drastic changes in many directions in a fearless manner and is thoroughly prepared to take full responsibility for his acts. Almost as



apprenticeship to the cigar making trade he steadily advanced and eventually owned and controlled a factory of his own which he sold some years ago. It is interesting to note that the one who now occupies the lofty position of Chief Magistrate of our city in the person of the Mayor and the one who is regarded as our wealthiest citizen, viz: Sir Wm. Macdonald, both got their start in the tobacco industry. Mayor Martin has had a long public career, being elected Alderman ten years ago and a member of the Dominion Parliament eight years ago. In 1911, when the Liberal party went down to defeat Alderman Martin nearly doubled his majority in St. Mary's Division getting over two thousand majority. It has been said: "Any man who rises to the top must do things. Any man who does things will be criticized and must bear criticism." Mayor Martin certainly "does things" and con-

we go to press the Mayor has taken strenuous action in an endeavor to prevent prices for the necessities of life being raised exorbitantly owing to the great European War now raging and has already received assurance from the Dominion Government that they will help him to prevent such a disaster. Owing to his great popularity a great number of his fellow citizens forced him to accept a memento of their esteem through a subscription raised solely by those who were anxious to contribute. In order to get a fair unbiased opinion of a man who is as much in the lime-light as Mayor Martin it is essential to get away from a "biased" press. If this is done without political or civic prejudice it is certain that when the history of this great city of Montreal is written the name "Mederic Martin" will stand out in letters of undying lustre.

### Mr. ZEPHIRIN HEBERT

Mr. Hebert needs no introduction to the commercial community of Montreal, for he occupies a position in the front rank of our business men, and the firm of which he is President, The Hudon, Hebert and Company, Limited, Wholesale Grocers and Wine Merchants, has not merely a Canadian reputation but one which extends to Europe, China, Japan, Asia and the



United States. From all these countries beyond the seas the Company presided over by Mr. Hebert, imports their goods direct and the firm stands first in the list of Canadian firms doing business in the same trade as the one over which he presides. This eminent business house was founded by Mr. Victor Hudon in 1839, a gentleman who not only engaged in the trade especially under consideration but was the originator also of the Cotton Manufacturing Industry in Canada, he having established the Hudon Cotton Mills at Hochelaga in the "sixties" of the last century. He was succeeded by Mr. Joseph Hudon, who took as a partner Mr. Chas. P. Hebert and the firm continued its business under the name of Messrs. Joseph Hudon & Coy., until 1883, when the firm changed style under the name of Hudon, Hebert & Coy., until 1906, when the firm was formed into a joint company. Some seven or eight years ago Mr. Chas. Hebert died and he was followed to the grave only two years

later by his partner Mr. Hudon and they were succeeded in the business by Mr. Albert Hebert and Mr. Zephirin Hebert, the subject of the present sketch, and Mr. Leander Brault. Mr. Albert Hebert died two years ago while traveling in Switzerland and the firm continued under its present name. Mr. Hebert who is now the head of the establishment, was born at Montreal, February 6th, 1866 and is the son of Mr. Chas. P. and Rose (Bussan). After passing with distinction, his educational career at the Catholic Commercial Academy and St. Mary's College, he commenced his present business career with his present house, when only 17 years of age. So able did he prove that twenty years later, in 1893, he was admitted to partnership and, in 1906, he became a Director and was appointed to the highly responsible position of Assistant-Manager. Two years later he became Vice-President and in 1911 reached the Presidency of the Company. It will thus be seen that Mr. Hebert has, in a comparatively short time, passed from one of the lowest to the highest office the firm can give. The late Mr. C. P. Hebert was the first President. The growth of the business has been solid and of a steady expansion. Since its inception its staff has grown to 170 and in addition to this large corps the firm has twenty-five travelling salesman visiting all the business centers in the Dominion from the Atlantic to the Pacific, selling their goods. The returns are eminently satisfactory and during the year ending January 31st, 1913, their turnover amounted to the handsome sum of \$4,000,000.00, this being an increase of \$1,000,000.00 over the business done in the two previous years. Mr. Hebert has, for twenty-five years, been a member of the Board of Trade and has always taken a lively interest in its proceedings and was appointed a member of the Council in 1913. He was elected a member of the Transportation Bureau in the same year. He has held many important offices in various corporations: President of the Dominion Grocers Guild, Chairman of the Price Committee, Province of Quebec and President Montreal Wholesale Liquor Association. He is a Governor of the Montreal General Hospital and also of Laval University, and Governor of Notre Dame Hospital. In his capacity of Treasurer he has continued the traditions of his father and brother who for many years, occupied the same position. Mr. Hebert is one of the most enterprising members of all the commercial guilds of which he is a member. In his business he is something more than merely the manager of his gigantic firm. He is a political economist and brings the principles of the science into operation in his business. It has been said that at times his office looks like a debating society, for he is in the habit of holding conclaves of his large traveling and local staffs for consultation and the interchange of ideas on the current business procedure of the establishment, and this is, it is understood, productive of very beneficial results. Mr. Hebert's enterprising disposition has caused him to wander beyond his purely commercial avocations, for he has served his country in a military capacity, having first entered the 65th Mount Royal Rifles in '82. He saw service during the Northwest Insurrection in 1885 and rose from the ranks successively, reaching the rank of Sergeant, Captain and Major, when he retired after eighteen years of service, but he still retains his interest in the force. Mr. Hebert married Blanche, daughter of Justice J. E. Robidoux in 1894; he has two sons, Charles and Jacques and two daughters, Mariette and Gertrude. He is a member of the Canada and Jockey Clubs.

**Mr. WALTER WILSON**

Mr. Walter Wilson, who is so widely known in Montreal and throughout Canada as the Manager of the Central Agency Limited, is a native of Scotland. He was born in Glasgow, Scotland, in 1851 and educated at the High School there, the Grange, Sunderland, England and the Andersonian University, Glasgow, Scotland. He came to Montreal in 1876, in which year he commenced his commercial career in this city, where he has resided ever since.



His earlier business training was received in the offices of Handyside and Henderson (now Henderson Bros., Anchor Line), the large Shipowners, Glasgow, Scotland, with whom he remained until 1873, when he was transferred to their New York office, where he spent a little over two years. Having secured the Canadian Agencies for John Clark, Jr., & Co., Cotton Thread Manufacturers, Mile End, Glasgow, Scotland, and William Barbour & Sons, (Linen Thread Manufacturers) Lishurn, Ireland, he removed to Montreal which has since been his business headquarters. In 1889 The Central Agency Limited was founded and

Mr. Walter Wilson became Manager, which position he continues to hold. This comprises the representation of Jonas Brooks & Bros., Meltham, England, Clark & Co., Paisley, Scotland, John Clark, Jr., & Co., Glasgow, Scotland, and J. & P. Coats, Limited, Paisley, Scotland, and it may safely be said to be one of the strongest commercial institutions in the world. Mr. Wilson is a most able and energetic man of business, and eminently fitted for the onerous position he holds and is highly esteemed in commercial circles. He joined the Montreal Board of Trade in 1876. He is a Life member of St. Andrews and Caledonian Societies and a Life Governor of the Montreal General and Notre Dame Hospitals.

**Mr. FARQUHAR ROBERTSON**

Mr. Farquhar Robertson, the President of the Farquhar Robertson Company, Limited, was born at North Branch near Murraintown, Glengarry County, Ont., April 14th, 1850, the son of Hugh and Flora (McLennan) Robertson. He was educated at the public schools at Williamstown, Ont., and becoming a farmer, followed the science of Agriculture from 1870 to 1875, then managing the lumber business for the Montreal firm. He established the present business in 1879. Mr. Robertson is a member of the Harbor Commission and was President of the Montreal Board of Trade in the year 1909. He is a Director of the Montreal Transportation Company, Ltd., of the Prudential Trust Company, of the Merchants Bank of Canada, and of the Canada Cement Co., also Director Glengarry & Stormont Ry. Mr. Robertson is Vice-President of the Victoria Order of Nurses, of the Committee of Managers of the King Edward Institute, Vice-President of the Montreal General Hospital and the Parks and Play-grounds Association. He was a member of the City Council of Montreal from the year



1899-1906 and was representative of the Council on the Protestant Board of School Commissioners during the same years. He married Miss Flora Craig, daughter of the late James Craig, Glengarry County and has two daughters. He is a member of the following clubs: St. James, Montreal Hunt, Canada, Montreal Thistle, Curling, and Outremont Golf and of the St. Andrew's Society, (President) Caledonian (Life Member). His recreations is golf, farming and travel. He is a Conservative in politics and a Protestant in religion. He carries on his business at 206 St. James Street, Montreal, and resides at 30 Ontario Avenue, Montreal, Que.

**ROBERT J. DALE**

Mr. Robert John Dale, President of the Dale & Co. Marine and Fire Insurance Underwriters, President of the Montreal Board of Trade, is an insurance expert of world-wide reputation. He is still a young man; was born in 1869, his parents being Robert Norris Dale and Fanny Dale. He was educated at Harrow and Oxford University. Having accepted one public position, no doubt he will be given opportunity to fill many more should he



so desire and the pressure of his own business interests allow. Started business career as clerk in the office of H. B. Sedgewick & Co., London, England. Came to Montreal in 1901, and started the present business. He saw active military service during the South African War. In 1905, was married to Marian Rutherford, daughter of Rev. James Barclay, D.D. Mr. Dale is a member of St. James' Club and Montreal Hunt Club. Business address, Christine Building, Montreal; residence, Dorval, Que.

**JOSEPH QUINTAL**

Mr. Joseph Quintal, First Vice-President, Montreal Board of Trade, of Quintal & Lynch, Grain and Hay merchants, in export and domestic trade. Was born in Montreal, July 16th, 1863, son of P. E. Quintal and E. Bazinet. Was educated at Archambault School, Montreal. Commenced his business career as book-keeper with G. McBean & Company, 1881. Started present business in his own name, 1886. Formed partnership with F. W.



Lynch under the firm name of Quintal & Lynch, 1903; served on Council of Montreal Board of Trade, 1910-1911. Held the following offices: Treasurer, 1912; Second Vice-President, 1913; First Vice-President, 1914. He is a Governor of Notre Dame Hospital. Was twice married, his second wife being V. Beaulieu, daughter of Louis, Ste. Agathe, Quebec, and has one son, Clubs: Montreal, Canadian, Society: St. Jean Baptiste, Religion: Roman Catholic. Business address, 59 St. Peter Street. Residence, 904 St. Hubert Street, Montreal.

**Mr. J. STANLEY COOK**

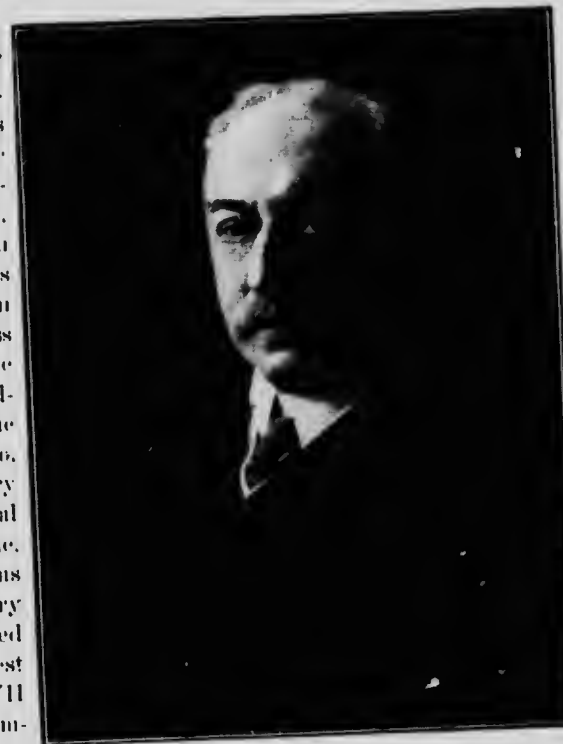
Mr. John Stanley Alexander Cook is well known to a very large portion of our citizens, more especially to those in commercial circles, as the genial and active Assistant-Secretary of the Montreal Board of Trade. Mr. Cook was born in Montreal, January, 8th, 1876. He became associated with the Board first as a junior in the year 1891, and was appointed to the office of Assistant-



Secretary in the year 1898, a position which he has held, to the satisfaction of all who have occasion to meet him, with general approval. He is also Secretary-Treasurer of the Dominion Wholesale Grocers' Guild, which office he has held for twelve years. In 1913 Mr. Cook married Miss Jeannette M. Diemer of Cleveland, Ohio. Mr. Cook is a member of the Canada and National Clubs. He resides at 381 Prince Albert Avenue, Westmount.

**Mr. GEORGE HADRILL**

Mr. George Hadrill, the popular and able Secretary of the Board of Trade, is one of the best known personalities in the City. He was born in London, August 2nd, 1848, and spent the earlier years of his business life in that city. As a result of a prolonged visit to his parents in 1874-5, who had settled in Montreal, he returned there in 1877, becoming a member of the office staff of the Montreal Board of Trade, of which he was appointed Assistant-Secretary in 1880 and Secretary in June 1886. Mr. Hadrill has been one of the Montreal Board's delegates to all the Congresses of Chambers of Commerce of the Empire from 1900, including that held at Sydney, Australia in 1909, and, in acknowledgement of his courtesies and services in connection with the Congress held in Montreal in 1903, he was presented with a handsome testimonial from the Overseas delegate thereto. He was elected an Honorary member of the International Board of Foreign Trade, New York, 1905, and has acted as Honorary Secretary of many Committees formed for special objects, the latest being the King Edward VII Montreal Memorial Committee 1911-14. On the completion of his twenty-fifth year as Secretary of the Montreal Board of Trade in June 1911 Mr. Hadrill was presented by the Council and past officers of the Board with an illuminated address and a cabinet of silverware. Recently Mr. Hadrill was one of the delegates from the Montreal Board to the International Congress of Chambers of Commerce, held in Paris in June. Mr. Hadrill was married in 1891 to Emmeline Lilian, daughter of Mr. J. Albert Copland, of Chelmsford, England; Mrs. Hadrill died in December 1902. Mr. Hadrill's present address is 17 "The Claridge Apartments" 47 St. Mark Street, Montreal.





**THE LATE HONORABLE JAMES O'BRIEN**

For many years there was no more familiar figure in business and social circles than that of the late Honorable James O'Brien who occupied the position of one of the foremost, and prosperous merchants in Montreal. His wholesale establishment was not only as familiar to our citizens as the General Post Office but known to a much more extended circle all over the Dominion, his commercial associations extending from the Atlantic to the Pacific. And his



career was not only characterized by his attention to the business which he built up to such large proportions but he did not fail in his duty as a good citizen and, in an undemonstrative manner did the State much service and for this he was very fittingly the recipient of Senatorial honors. In politics he was a Conservative. In the Red Chamber his knowledge of business methods and practice made him an invaluable member of the committees in which practical legislation is either framed, revised and finished. Mr. O'Brien was born in the County of Tyrone, Ireland, in the year 1836 and received his early education at Anghmagar School. At the age of fourteen he came to Montreal and the remainder of his life, which terminated in the year 1903, was spent in the city. His business career commenced early, for he commenced his wholesale business in company with a partner, when he was only twenty-two years of age, a combination which continued until the year 1862, when he took over the business in his own name and it rapidly grew to the dimensions which it occupied at the time of his death. Mr. O'Brien seems to have been born to be successful and his commercial ability, far seeing enterprise and personal integrity were valuable allies in his efforts. His business standing made him an authority in his line often referred to by others and his advice and opinion were always freely given to those in need of it. It was almost a necessary consequence of Mr. O'Brien's success in his own business that he should be sought for in other institutions and so he was called upon to serve as a Director of the Montreal City and District Savings Bank and the Beaver Line Shipping Co. He was a Life Governor of the Montreal General and the Western Hospitals. Hearty sports and athletics always found a good friend when he

**Mr. WILLIAM P. O'BRIEN**

was appealed to, as our Lacrosse and other clubs found. Senator O'Brien became Vice-President of the Belair Jockey Club, and also a member of the Forest and Stream Club. The social clubs of St. James and Metropolitan also enjoyed his membership. It is almost needless to add that Mr. O'Brien was one of the most valued members of the Board of Trade to which he was elected in 1880. The important estate left by the deceased Senator is now administered



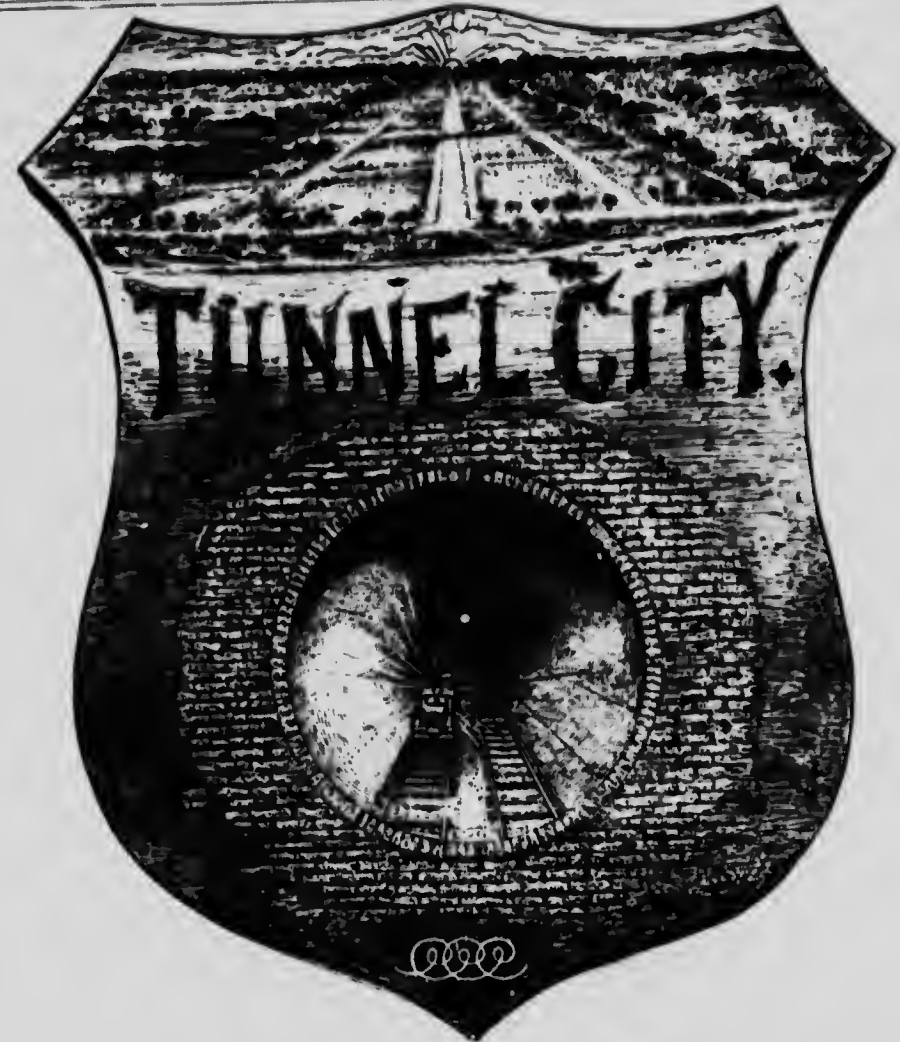
by the Honorable C. J. Doherty, ex-judge and at present the Minister of Justice in the Dominion Cabinet, and Senator O'Brien's youngest son. The business instinct and capacity of Senator O'Brien has been inherited by his son Mr. William P. O'Brien who, however, has not followed in the same commercial path as his father but has chosen stock brokerage as his choice, and in this he has been in a relative sense as successful as his honored parent. He is the youngest son of the late Senator and was born in the city of Montreal and received his education at various institutions within its limits, notably the famous St. Mary's College. Mr. O'Brien was first elected a member of the Montreal Stock Exchange in October 1902. He afterwards sold his seat but was again elected in September 1906, and is now carrying on his business as the senior member of the firm of O'Brien and Williams, their office being at 513-4-5-6 Dominion Express Building, St. James Street. Mr. O'Brien is also a Director of the Capital Trust Company. He married Miss Yvonne Beaubien and has two daughters and one son. Like his father, Mr. O'Brien is a faithful adherent of the Roman Catholic Church. A member of both St. James and Mount Royal Clubs, he, at the same time, shows his sympathy with honest and clean sports by his connection with the M.A.A.A. and Mount Royal Tennis and Montreal Racquet Clubs. He also belongs to the Montreal Club. Mr. O'Brien resides at St. Catherine Road, Outremont, Montreal. Mr. O'Brien has recently entrusted himself in military affairs and has been gazetted as Senior Major to the 55th Irish Canadian Rangers.

**Mr. C. C. COTTRELL**

Mr. C. C. Cottrell, one of the foremost real estate men of the city, 532 St. Catherine Street West, was born at Breslau, August 30th, 1865, son of George and Ann M. (Challenor) Cottrell. He received his elementary education at the Public School at Breslau proceeding for the higher course at the High School at Berlin, Ont. Having acquired a knowledge of practical electricity, he became an operator, with the Grand Trunk Railway, and the Can-



adian Pacific Railway successively. He followed this calling from 1884 to 1898 in which year he entered commercial life and, in his new calling traveled extensively in Canada and well over the United States. In 1901 he was placed in charge of the Jones Underfeed Stoker Company at Montreal and a few years later joined the well known real estate firm of George Marcil & Co. In the following year he established his present business and introduced many new clients into its administration. He was the pioneer Uptown Real Estate Broker and introduced the use of automobiles for the carriage of prospective purchasers so as to enable the poorest people to obtain building property in for the same purpose. He also introduced the window advertisement of properties. He was also the first real estate dealer to make special terms with the purchasers so as to enable the poorest people to obtain building property in accordance with their means. In all these things Mr. Cottrell has been a public benefactor and the appreciation of the people is shown in his successful career as a real estate dealer. Mr. Cottrell married Miss Theresa A. Walker, a daughter of Mr. D. Walker, of Toronto, a name familiar as a household word in business circles in that city, and throughout Canada, in 1889, a union blessed with a son, Harold, and a daughter, Gertrude. He is a Methodist in religious form and attends the Church, still bearing the historic name St. James, after its former site, but now transferred to St. Catherine Street in a new form. He lives at 4789 St. Catherine St. West. (Westmount) and also has a summer residence at Pine Beach. (Dorval).



After carefully and conscientiously investigating every investment offering it must be honestly confessed that there is none so safe, at the same time offering such possibilities of rich returns, as an investment in good Real Estate at the right prices, around Montreal. Property at present low prices, across the river from a congested commercial and manufacturing district, with every prospect of much needed additional bridge connections being furnished early, is certainly the right kind of investment and one that will undoubtedly bring rich returns. The Armstrong Withworth Steel Plant, a mammoth English industry, partially completed, and located near "Tunnel City" will employ 5,000 skilled mechanics and increase the population by 20,000. This with the present population will prove the nucleus of a big city across the river that will surely make a present Real Estate investment in that quarter the finest in the world.

*Cottrell*

### Mr. SOLOMON VINEBERG

Mr. Solomon Vineberg is well known throughout the city as one of our most energetic and successful business men. He is a native citizen of Montreal, having been born in the city in the year 1872. Mr. Vineberg is proprietor of the well known firm The Scottish Rubber Company, 316 Notre Dame Street West, which business he established in the year 1900. He is also the proprietor of the Globe Theatre and a large owner of real estate. Mr. Vineberg is a member of the Board of Trade for the last eight years. He is in politics a



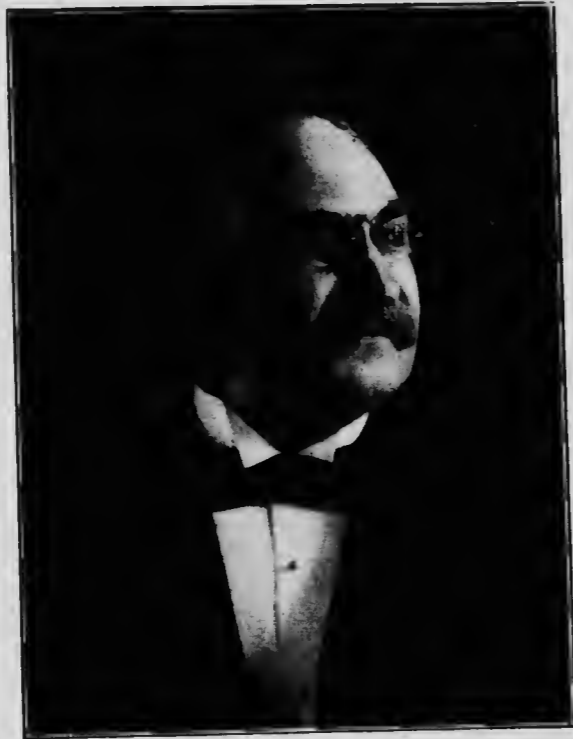
follower of the Conservative party. Apart from the cares of business he indulges in many phases of recreation and is expert with the gun and the fishing rod and is generally a lover of outdoor sports. Being an able equestrian he follows the hounds and also rides for health and exercise. He is a member of the Canadian Manufacturers Association, and the Canadian Order of Foresters; a Life Governor of the Montreal General Hospital, the Baron de Hirsch Institute and the Mount Sinai Sanatorium. He is also a donor of the Hebrew Free Loan Society and belongs to many other institutions. Mr. Vineberg resides at 359 Melville Avenue, Westmount.



HOME OF THE SCOTTISH RUBBER CO.

**Mr. HENRY WARD**

Mr. Henry Ward is the head of the well known firm of Henry Ward and Co., which carries on its business at the Bank of Toronto Chambers, 286 St. James Street, (Imperial Bank Chambers.) He stands in the front rank of our business men and his firm occupies itself in matters of finance, insurance and real estate, and also acts as commissioners for taking affidavits. The



prominent firm headed by Mr. Ward was founded thirty years ago, and Mr. Ward's success from the very outset of his career has been unbroken and his clients uniformly concede that it has been wholly due to the thorough way he goes into every matter of business placed in his hands. He never leaves anything undone or to chance. And knowing this they form an ever increasing phalanx. It may be noted that Mr. Ward by birth is a native of the grand old county of Glengarry, which has contributed so many names to our roll of prominent men, who, to-day are leading in all kinds of affairs, and particularly those connected with trade and commerce. Descendant of the United Empire Loyalists, he was in his younger days quite enthusiastic in all outdoor sports.

**Mr. CHARLES FERGIE**

Mr. Charles Fergie, the well known consulting and mining engineer, President and Managing Director of the Intercolonial Coal Company, Ltd., was born at Wigan, Lancashire, England, November 29th, 1857. He became in time President and Managing Director of the Intercolonial Coal Mining Co.,



Limited, Westville, N. S., 1887-1890, and Chief Superintendent of Mines, Dominion Coal Mining Company, Limited, Sydney, C.B., 1905-1908. He has been in professional practice in Montreal since 1908. He was elected a member of the Canadian Society of Civil Engineers (1900); of the Canadian Mining Institute (1901-1905); of the American Institute of Civil Engineers; and of the North of England Mining and Mechanical Institute. He has been a member of the Board of Trade since 1909, and belongs to the following clubs: Montreal, St. James, Montreal Jockey, Winter, Halifax (Halifax), Mount Royal and the Montreal Hunt. He resides at 704 Mountain Street, Montreal, Que.





# FOREST & STREAM TOBACCO



When I go for  
moose or trout—

When I take a  
tramp about

Silent woods, in  
moonlight gleam,

I always smoke  
FOREST and STREAM.

## THE MAJOR MANUFACTURING COMPANY, LIMITED

This well known manufactory of paper boxes and wire goods commenced its business in February 1884, under an act of incorporation obtained from the Legislature of the Province of Quebec. On the organization of the company Mr. E. J. Major, who was a well known citizen, and a life member of the Board of Trade was chosen as the first President. He died, generally regretted, in April 1912. Mr. C. P. Bingham who, at the time was Managing



Director, succeeded Mr. Major in the office of President and is now the last surviving member of the original charter granted to the corporation. At the outset of its career the premises of the company were situated on Cote Street but in 1893 were moved to the corner of St. Francis Xavier and Craig Streets which were occupied for twenty years. In the year 1913 the company built the imposing factory they now occupy at 314-316 St. Antoine Street, for their work in connection with the manufacture of paper boxes and also for wire and iron work. They manufacture everything pertaining to paper boxes, wire grilles, wire cloth, and general wire work is carried on by the firm in its new premises. The officers of the company are, at present: Mr. C. P. Bingham, President; Mr. N. K. MacDonald, Managing Director, whose connections with the company extends over a period of twenty-eight years, and Mr. E. A. Wight, Director.



## THE MERCHANTS' BANK OF CANADA

Fifty years of business has stamped the Merchants' Bank of Canada as one of the most prosperous institutions of the country, and the expiration of that time finds it still improving its previous record. Founded at Montreal, in 1864, by the late Sir Hugh Allan, the first president, with Mr. Jackson Rae, as Cashier, the business grew steadily and in 1868, when its charter from the Dominion of Canada was amended to enable it to absorb the Commercial Bank, the business included extensive connections in the Provinces of Ontario and Quebec. In 1877, Sir Hugh Allan retired from the presidency and was succeeded by the Hon. John Hamilton. During the same year Mr. George Hague became general manager, holding the reins of management for twenty years, when in 1897, Mr. Thomas Fyshe became associated with him as joint general manager. After two years more of active duty, Mr. Hague retired, and Mr. Fyshe assumed undivided charge. The management being far-sighted in discerning the possibilities of the Canadian Northwest, the bank was a pioneer in establishing a branch at Winnipeg in 1873, and from that time on has taken an active part in the development of the magnificent agricultural country extending from Manitoba to the fertile valleys of Saskatchewan and Alberta and the foothills of the Rocky Mountains. The bank has been keeping pace with the remarkable progress of Canada, and has now 218 branches throughout the Dominion, ranging from Halifax and St. John on the Atlantic Seaboard to Victoria and Vancouver on the Pacific Ocean, the head office being in Montreal, with connections and correspondents in all the larger cities of the world. Its paid-up capital has been increased to \$7,000,000.00 in order to provide for the growing commercial needs of the country, and it is possessed of a substantial reserve fund of an equal amount. Conducting its business on sound principles, and along safe and conservative lines, the bank has a reputation for the striking progress made in recent years. The accompanying comparative figures testify to the really remarkable growth of the bank:

Year	Paid-up Capital	Reserve fund & undivided profits	Total Deposits	Total Assets
1885	\$5,724,976.	\$1,382,566.	\$ 8,122,968.	\$19,491,951.
1890	5,799,200.	2,340,904.	8,745,841.	20,717,737.
1895	6,000,000.	3,057,277.	10,364,301.	22,928,248.
1900	6,000,000.	2,650,686.	16,178,408.	29,583,521.
1905	6,000,000.	3,473,197.	27,066,248.	41,477,589.
1910	6,000,000.	4,999,297.	54,091,275.	71,600,058.
1914	7,000,000.	7,248,134.	59,256,044.	83,120,741.

Sir H. Montagu Allan, a son of the founder Sir Hugh Allan, is president of the institution, with Mr. K. W. Blackwell as vice-president, and the Board of Directors is composed of men prominent in the commercial and industrial life of Canada. The General Manager, Mr. E. F. Hebden, became executive head of the Branch in 1905, in succession to Mr. Thomas Fyshe. Mr. Hebden entered the institution in 1871, and has therefore been with the bank forty-three years. Before assuming the general managership, he was for the preceding ten years superintendent of branches and chief inspector, which office is now occupied by Mr. T. E. Merrett, at one time agent of the bank in New York. The agency of the Bank in New York was established in 1874, forty years ago, and is located at 63-65 Wall Street. Mr. W. M. Ramsay and Mr. C. J. Crookall, are the bank's representatives. Mr. Ramsay before going to New York, in 1906, being the local manager of the bank in Montreal, Mr. K. D. C. Macarow, the present incumbent, succeeding him.



MERCHANTS BANK BUILDING.

**ALEXANDRE MICHAUD**

Alexandre Michaud, Mayor of Maisonneuve, a leading real estate operator in the city of Montreal, was born at Back River, Quebec, January, 27th, 1868, son of J. B. Michaud, a prominent miller and flour merchant and Norah (Connolly) Michaud, thus being of French and Irish descent. Having passed some years in business with his father with whom he remained for four years, he became connected with the firm of A. L. Hurtubise & Co., as book-keeper, from which firm he resigned the managership to enter business for himself under the firm name of Michaud Brothers & Company, wholesale Grain and Exports in 1892, retiring in 1907, to enter into the real estate business and in which he has been most successful. He was appointed by the

Provincial Government a member of the Metropolitan Parks Commission for five years. Mr. Michaud took a prominent part in the foundation of the Dominion Light, Heat & Power Co., finally absorbed by the Montreal Tramways & Power Co., and it was due to his efforts that this undertaking was brought to the successful climax that it now is. Mr. Michaud served as Alderman in the City of Maisonneuve four years, from 1905 to 1909, and was elected Mayor of Maisonneuve in 1909 and re-elected three consecutive times by acclamation, thus showing the high esteem he is held in by his fellow-citizens. Mr. Michaud has been a member of the Montreal Board of Trade since 1890.

**Mr. CHARLES POWER CLEGHORN.**

Mr. Cleghorn, Insurance broker, 14 Hospital Street, was born in Montreal, in 1876, the son of late James Power Cleghorn, who was President of the Board of Trade, and Anna (Splading) Cleghorn. Educated at the High School, Montreal, he commenced his career as a junior in the Guardian Assurance Company, in 1885, and became cashier for the company in 1901. In



1904 he started in business for himself, being appointed by the Hartford Fire Insurance Company, special agent. He represents numerous English and American Insurance companies. Mr. Cleghorn married November 1st, 1909, Florence, daughter of late Sigmund Feilheimer, of New York, and has one son and one daughter. He belongs to the following clubs: Life member M. A. A. A., Como, Golf Club, and Whitlock Golf Clubs, North Lake Fish and Game Club. In politics, he is a Conservative and in religion he is a member of the Church of England. He resides at 536 Clarke Avenue, Westmount.

**Mr. J. P. CLEGHORN.**

The late Mr. J. P. Cleghorn, formerly Managing partner of the firm of J. C. Mackenzie & Company, dry goods, was born in this city, in 1830, and commenced his commercial career in 1853, being admitted as a member of the firm named above in 1867. His ability was generally recognized by the members of the trade, and he occupied a position in the front rank.

He was one of the most prominent members of the Board of Trade, and sat on the Council for sixteen years. Was twice elected President, 1899, and



1890, and was also a member of the Board of Arbitrators. The selection of the present building of the Board of Trade was greatly due to his efforts. He held, during his honored life many important positions. He was president of the Intercolonial Mining Company; a director of the Merchants Manufacturing Company; the Sun Life Assurance Company; Molsons Bank; life-governor of the Montreal General Hospital and many other and kindred organizations.

He was also a promotor of many philanthropic projects up to the time of his lamented death, 14 December 1911.

**Mr. ABRAHAM SOMMER**

Mr. Abraham Sommer is well known as the head of the A. Sommer & Co. Ltd., Manufacturers of Ladies Garments. The huge building known as the Sommer Building on Ontario Street West is a monument to his name. His business address is



37-41 Mayor St. The firm name is A. Sommer & Co. Ltd. It was established in the year 1903. Mr. Sommer was born at Lodz, Russian Poland, February 1st, 1878. In addition to his large personal business, he is President of the Queen Dress and Waist Co. Ltd; Vosburg's Limited, Vice-President of the Fairweather & Co. Ltd., and President of the Metropolitan Realty Co. Ltd. Mr. Sommer is also Treasurer of the Temple Emanu-El Congregation. He is a Life Governor of the Montreal General Hospital and of the Baron de Hirsch Institute. He is a member of the Montefiore Club and has been a member of the Montreal Board of Trade since 1909. In religion he is a member of the Hebrew Faith and resides at 50 Westmount Boulevard, Montreal.



THE SOMMER BUILDING.

**Mr. JOSEPH HECTOR TESSIER**

Mr. J. H. Tessier, broker, is of the firm of H. Tessier and Company, Stock Brokers, Bonds, Grains, Provisions and Cotton etc., 18 Hospital Street, was born in the city December 17th, 1881, the son of Mr. Joseph Octave Tessier and Madame Amanda (Lafortune) Tessier. He received his education in the Commercial Academy of Montreal, and commenced his commercial



career with the establishment of W. D. Chandler, Montreal, with whom he was associated from the year 1903 to 1910 in which year he established his present business which is known as one of the most prominent in the trade circles of the commercial capital. Mr. Tessier married Miss Mary Kate Quinn on September 20th 1905, and has two sons. He is a member of the St. George's Snowshoe Club and is a lover of other outdoor recreations such as fishing and shooting. Mr. Tessier is a Liberal in politics; he resides at 563 Durocher Street, Outremont.

**STEWART BOTTLING COMPANY, LIMITED**

This enterprising firm which carries on the business of aerated water manufacture, is one of the largest in Canada, and occupies extensive premises at 297 William Street, Montreal. It has been said that the success of many modern business enterprises may be due to an idea, originated in the mind of its founder, and to which he persistently adhered until the realization of his ambition was accomplished, and that this theory is correct is proved by the

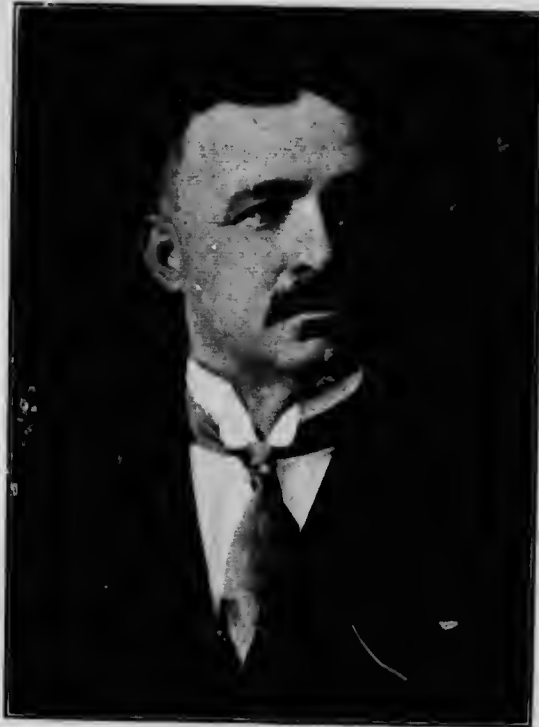


present position of the firm under notice. It was founded by the late Mr. William Stewart in the year 1898. He became impressed with the idea that it would be possible to substitute a large twenty ounce bottle of ginger ale, and the soft drinks in vogue, for the small bottles in common use for the same price. To make such an experiment a success entailed the manufacture, as well as the sale, of a very high class of drink and correspondingly a greatly increased consumption. Failure was confidently prophesied by Mr. Stewart's competitors, but "failure" was not a word in his vocabulary and he stood to his guns and his ideas triumphed, for the public very promptly appreciated the change and a great expansion of business followed, so much so, that the company has had difficulty in keeping up with the increase of their business. Only recently the plant has been increased by the addition of two bottling machines, each of a capacity of 2000 bottles a day. The firm is the maker of the famous drink Hoxie Tonic, and its enterprise is becoming more and more in favor with the public.



**Mr. JOHN H. GRIMM**

Mr. John H. Grimm, was born in Cleveland, Ohio, U.S.A., October 19th, 1864. He commenced his business career as messenger boy in the firm of G. H. Grimm & Company, Hudson, Ohio, in 1880. His rise in the business world was rapid and in 1891 he was appointed Superintendent of the Company at Rutland, Vermont. In 1893 he was admitted to the firm, from which he resigned in 1900, at which time he purchased the Canadian interests of the Grimm Manufacturing Company, and in 1910, organized it into a Limited



Company, known as the Grimm Manufacturing Company, Limited, being one of the largest maple sugar manufacturers in the country, and a large dealer in sugar makers' supplies. The company's factory is located on Wellington Street, Montreal. Mr. Grimm the president of the company, and also president of the Grimm Manufacturing Company, Cleveland, Ohio, is also connected with other business enterprises, being Second Vice-President of the Mount Royal Foundry; President of the Maple Tree Producers Association, producers and dealers in pure maple syrups and sugars. He is also interested in the Canada Maple Products Company of London, England. Mr. Grimm was appointed inspector and instructor in the manu-

facture of maple products, by the Provincial Government of the Province of Quebec, and after thirteen years effort, succeeded in having an Act passed by the Legislature, which Act is entitled "An Act Respecting the Adulteration of Food," which came into force on January 1st, 1915, which will insure the sale of absolutely pure maple sugar and syrup, etc. Mr. Grimm was married in 1906 to Miss Anna Herrington, of Albany, N. Y. He has been an active member of the Montreal Board of Trade since 1904. Mr. Grimm resides at 561 Lansdowne Avenue, Westmount, Que.

**Mr. HENRY TIMMIS**

Mr. Henry Timmis, company organizer, dealer in bonds, stocks, timber limits and real estate, carries on his business in the Coristine Building. He was born in Montreal, March 13th, 1872. Commencing as a clerk with Messrs Dale & Co., Marine and Fire Insurance Agents in 1888, he remained with them until 1906, then he organized the Missisquoi Marble Company. He has taken part in Parliamentary and Municipal politics, and his name has been brought forward as a parliament-

ary candidate. As a citizen of Westmount he has taken an active part in the affairs of the municipality, and was secretary to the Citizen's Committee, which took action with reference to the establishment of a light and power plant in Westmount and which provided the citizens with competition against electric lighting monopoly. Mr. Timmis is vice-president of the Missisquoi Lantz Corporation, Ltd.; President of the Eastern Canada Fisheries Ltd., Canada Jewellers, Vice-President of the Brick & Construction Products Co., Ltd., Secretary-Treasurer Winnipeg Northern Real-



ties, President Raymo Cement Products Co. Ltd., Director Alexander Building Ltd., and the Smith Marble and Construction Co., etc. Mr. Timmis established his present business in 1910, and has been a member of the Board of Trade since 1906. He is a member of the following clubs: Canada, Canadian, Montreal Reform, Country and Engineers of Toronto. Mr. Timmis is a Liberal in politics, President of the Westmount Municipal Association and is a member of the Council of the Montreal Reform Club. Mr. Timmis residence is at 4686 Westmount Ave., Westmount, and his country residence is at Phillipsburg, Que.

**THE LATE WILLIAM STRACHAN**

The late Mr. Strachan was during his life time, the largest individual soap manufacturer in Canada. He was established eighty four years ago, and its chief product, the "Gilt Edge" soap is probably one of the most famous of any brand of soap on the market. His activities in this line of endeavor extended from Halifax to Vancouver, and his strict business integrity and untiring energy enabled him to become the leader among the soap manufacturers of the country, respected alike by his business associates as well as



his contemporaries in the soap trade. Mr. Strachan was interested in several other important business enterprises during his life time. He was President and the largest share holder in the Montreal Stock Yards Company, whose premises were located at a very advantageous point along the Grand Trunk Railway, in Point St. Charles, and where every facility was had for the expeditious handling of stock from the Canadian West to British ports. Mr. Strachan was elected President of the Company unanimously to succeed the late Mr. C. M. Acer. He was also President of the East and West End Abattoirs, previous to their being taken over by the Corporation of Montreal, the details of the transfer of which Mr. Strachan

was engaged very actively in, and which were successfully carried to a satisfactory conclusion. He was also a Director and shareholder in the Edwardsburg Starch Company. He was a large holder of real estate in Montreal and the suburbs, having owned a beautiful summer home at Strathmore. He purchased considerable real estate at Strathmore, and resold it at a price as to enable numerous people to secure their own summer residence. While ostensibly this was a business transaction, still it was in a sense a philanthropic move, and simply affirms the knowledge that he was interested in many philanthropic enterprises in secret, never boastful of any of his many acts of kindness. Mr. Strachan's entire business career was marked by his strict attention to his many duties, and his unflinching honesty and integrity, and in his death, which occurred October 4th, 1904, Montreal, and indeed the entire Dominion lost a man who was a valuable asset to any business community, and whose memory will ever be respected, and whose works will be shown as an example of an honest, upright, Canadian gentleman. He along with the late Peter Lyall built His Majesty's Theatre and later Mr. Strachan built the Corona Hotel which property the estate now owns. He left six sons and one daughter, all of whom are still alive.

**MR. WALTER BRYSON STRACHAN.**

This well known member of the Montreal business fraternity is a member of the firm of Gillett and Strachan, who carry on the business of Stock and Bond brokers at No. 4 Hospital Street. Born in this city, thirty-six years ago, Mr. Strachan has passed through many phases of business experience, commencing in a good school, the Bank of Toronto, at its Montreal branch.



In the year 1902 he established his present business, and has continued in a very successful course ever since, during which time his firm has reached the prominent position it now occupies. Mr. Strachan is Vice President of the Montreal Stock Yards, the West End Land and Improvement Company and the John Miller Company and is also a Director of the Montreal Abattoir Co., the Union Cold Storage Co., and Stanfords Limited. Mr. Strachan has been a member of the Board of Trade since the year 1908 and belongs to the following clubs: St. Lawrence Yacht, Montreal, Beaconsfield Golf Club and the M.A.A.A.

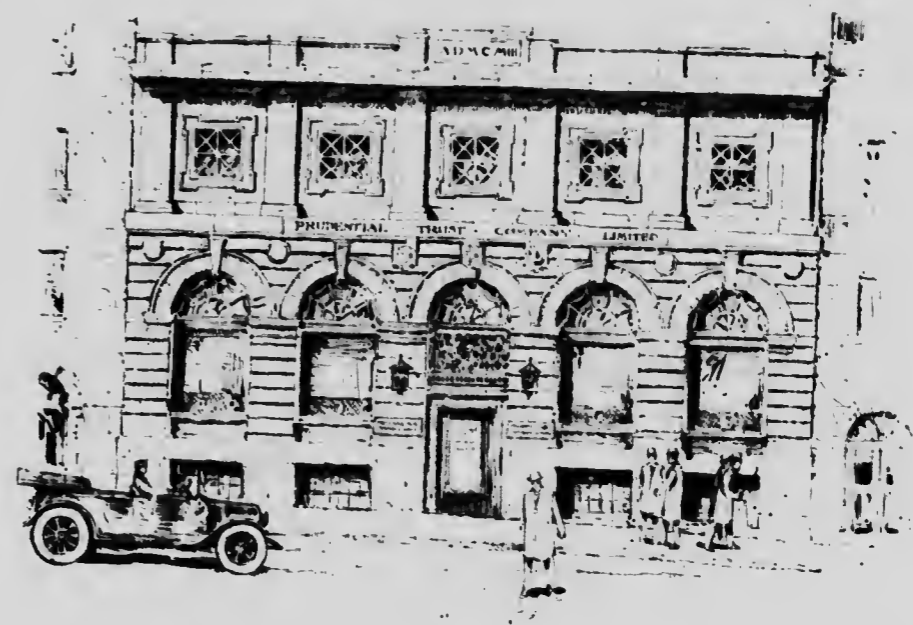
**Mr. B. HAL BROWN, F.S.S. J.P.**

President and General Manager, Prudential Trust Co. Ltd., Director, Toronto Safe Deposit and Agency Co.; Born Whithy, Ont., December 1857, son of Sherman Brown and Sarah Dennis. Educated, King's Academy; Whithy High School; Brantford Collegiate Institute; Normal Schools, Toronto and Ottawa. Taught School, making a specialty of Higher



Mathematics, 1879-83; studied law and insurance, becoming Inspector of Agents, London and Lancashire Life Insurance Co.; General Manager for Canada, London and Lancashire Life Insurance Co., 1889-1910. One of founders and ex-President, Montreal Insurance Institute; elected President, Canadian Life Offices Association, 1902; President Permanent Agencies; Fellow, Royal Statistical Society; (Special Auditor, G. T. R.; Pension Fund Expert, having made the actuarial calculations and assumed responsibility in advising as to the establishment and maintenance of the Pension Funds of the C. P. R., the Dominion Express Co., the Montreal Tramways, and the G. T. R., of which latter company

he is one of the Trustees of the Superannuation and Provident Fund Association.) Past Honorary Director, Montreal Amateur Athletic Association; Past President, St. George's Snow Shoe Club, Member Board of Trade, Governor, Montreal General Hospital. Clubs: St. James, Mount Royal, Montreal Hunt, Canada, M. A. A. A., York (Toronto), Presbyterian, (Trustee and Secretary St. Paul's Presbyterian Church). Address: 880 Dorchester Street West, Montreal, Que.: "Inverlochen," Mount St. Bruno, Que.

**PRUDENTIAL TRUST BUILDING**

The above is a view of the offices of the Prudential Trust Company, Limited, 9 St. John Street, Montreal. This important Corporation acts under the authority of the Dominion Parliament, and Provincial Legislatures and transacts a general Trust Business. The scope of its operations may be summarized as follows. It acts as Guardian, Agent, Receiver, Trustee, Administrator, etc., takes entire charge of estates; advises and consults with clients when investing funds and assists in the making of wills and acts as custodian thereof.

**Mr. GEORGE FRANKLIN JOHNSTON**

Mr. George Franklin Johnston, who carries on the business of Financial Broker in the Transportation Building, is well known as one of the most prominent men in his calling. He has an exceptionally extensive clientele and, as the following lines will show, is associated with many great corporations. Mr. Johnston was born at Oxford, Grenville County, Ontario, July 3rd, 1862. His father, Isaac Johnston, was a native of Ireland but of Scotch descent. His mother, Margaret Johnston, was born in England (the daughter of an English landlord.) His education was obtained at Chesterville and Morrisburg, Ontario



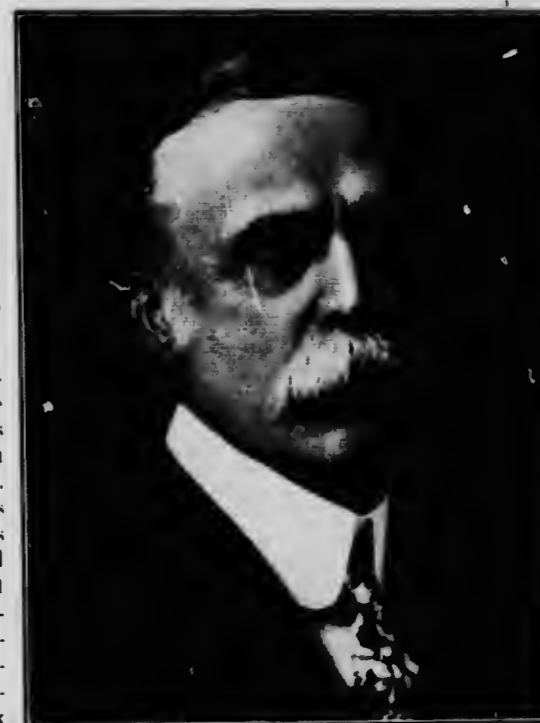
schools, and finished at McGill University, Montreal, intending to enter upon a professional career, but throat affliction prevented. He commenced his business life by becoming a school teacher and from that he entered the field of insurance and made a remarkable success from the very beginning. At first he went with the Sun Life (when he was about 27 years of age) as general agent, and in a very short time after he held the office of manager of foreign agencies. Next he became superintendent of agencies and was in entire charge of the business of the company outside the office. He was with the Sun Life for over ten years, when he was offered the position of general manager of Canada for the New York Life, which he ac-

cepted. Some two years later he was advanced to the office of Supervisor of Agencies for the Dominion of Canada and the States of New York, New Jersey, Connecticut and Rhode Island, with headquarters at Montreal. In 1906, Mr. Johnston retired from the insurance business (while at the very acme of success) and went into financial promoting with Mr. J. W. McConnell and Mr. H. J. Allison (a nephew) as partners. This firm has met with wonderful success and has handled many millions of dollars worth of securities and has well earned the confidence of its numerous clientele throughout the Dominion of Canada, Great Britain and United States. Mr. Johnston is at present personally connected with the following corporations: President, Canadian Lumber Yard Co., Ltd.; President, British Empire Security Ltd.; The Canadian Western Land Co., Ltd.; The Canadian Light & Power Co., Ltd.; the Montreal Street Railway Co.; The Sherwin-Williams Paint Co.; Goodwin's Ltd.; The British Canadian Lumber Corporation, Ltd., and at the same time with many of the notable financial corporations throughout the Dominion of Canada. He is a member of the Montreal Club, and was married May 22nd, 1889, to Mary Jane MacFarlane of Perth, Ontario, the union bringing four children. Mr. Johnston is Governor of the Montreal General Hospital, Governor of the Wesleyan Theological College, a Director in the Y.M.C.A., and is a very prominent church worker.

**Mr. GUILLAUME NARCISSE DUCHARME**

Guillaume Narcisse Ducharme, Montreal, was born at the village of Chateauguay, Que., January 3rd, 1851, the son of Vincent-Valerie and Marie (St. Denis) Ducharme. At the age of 14 years he started into the world on his own account, as clerk in the store of St. Denis & Millier, Danville, Quebec. In 1870 he removed to Montreal and until 1882 was in the employ of James Williamson & Co., and, later, of John Murphy & Co. Mr. Ducharme became identified with municipal affairs in the then village, now city, of Ste. Cene-

gonde, in 1878, being appointed Secretary-Treasurer of the school municipality, and in 1882 Postmaster, holding the latter appointment until 1897. In 1884, he was appointed clerk and treasurer of the town, resigning in order to devote his whole energy to his own business. He was elected to the council of Aldermen sitting as such until 1899, when he was elected by a large majority to the mayoralty of the city of Ste. Cene-gonde, which position he held until 1902, when he was compelled to retire through pressure of private business. At this period, besides his private business, he was President of the Provincial Bank of Canada, President of the Montreal Union Abattoir Co., which is now controlled by the Canadian Pacific Railway, and Vice-President of the Montreal Stock Yards Company. Ste. Cene-



gonde, now one of the finest wards in the city, underwent a complete transformation during Mr. Ducharme's administration. Every street was paved with asphalt, the sewers and a complete water system were installed, and modern street car service and lighting system introduced. These improvements were made under conditions which enabled the city of Ste. Cene-gonde to meet the requirements of its administration with a taxation of one per cent, a unique achievement. Mr. Ducharme has refused nomination for Parliamentary honors. He is identified with many financial institutions. He is President of the newspaper "Le Devoir"; president of the Life Insurance Company, "La Sauvegarde"; President of the Fidelity, Limited; Director of the Union Coal Company, Limited; etc., etc. He is a member of the Montreal Board of Trade and of "La Chambre de Commerce." Mr. Ducharme was married at Ste. Cene-gonde, July 6, 1880, to Marie Mathilde Delia Rivet, daughter of Mr. Leon Rivet, engineer.



**Mr. ROBERT BICKERDIKE, M. P.**

Mr. Robert Bickerdike is known as one of the most prominent and practical of the business men of the city, his knowledge having been taken advantage of by many of our most prominent commercial undertakings. He



was born at Kingston, Ont., August 17th, 1843, son of Thomas and Agnes (Cowan) Bickerdike, and received his education at the public school during a residence in the county of Beauharnois, Que. His early years were spent on his father's farm where he acquired a knowledge of agriculture which stood

him in good stead later on when he launched out into the Live Stock trade a few years later. He may be regarded as the pioneer of the Live Stock exporting business on a large scale, a branch of business in which he led, and became Managing Director of the Dominion Abattoirs and Union Stock Yards Co., and took the leading part in the formation of the Live Stock Association. He also promoted the Live Stock Insurance Co. He long contended for, what is now an accomplished fact, a floating dry dock at Montreal, and has, very rightly been a determined opponent of the needless and unjust embargo placed by the Imperial authorities on Canadian cattle. He is an advocate of Canadian interests, while of unswerving loyalty to the mother country.

Another matter of great moment to Canada, the admission of Newfoundland to the Dominion of Canada, receives his warmest support. Mr. Bickerdike's business connections are as extensive as they are varied. He is a director of the Canada Life Assurance Co., of the Western Assurance Co. (of which he is the Branch Manager), the British American Assurance Co., Imperial Guarantee and Accident Insurance Co., Mount Royal Investment Co., an ex-president of the Montreal Board of Trade. This body, representative of the Trade and Commerce of the City gave a banquet in his honor in 1899, in recognition of his services at Quebec in connection with the Montreal City Charter bill. He is also a director of the following companies:—Smith Marble & Construction Co., Marconi Wireless Co., and has acted as Chairman of the Montreal Board of Harbour Commissioners; is honorary President of the Montreal Western Hospital; a life governor of the Montreal General Hospital, and a member of the Protestant Committee of Public Instruction for the Province of Quebec, and also of the National Battlefields Commission. He is also identified with the Anti-alcoholic League, with whose purposes he is in fullest sympathy. Mr. Bickerdike has also been prominent in political life. He was chosen as representative of St. Antoine political division of Montreal in the Provincial Legislature in 1897, and to the House of Commons for the St. Lawrence Division in 1900, and at the subsequent elections in 1904, 1908 and 1911. He was the founder of the town of Summerlea of which he became Mayor. Mr. Bickerdike married Miss Helen Thompson Reid, in the year 1866, who died in 1907, and has a large family. In social circles he is a member of the Montreal Club, the Rideau (Ottawa), the Canadian and the Canada (Montreal).

His characteristics may be summarized in the words of some contemporary reviewers:—

"Champion in Parliament and elsewhere of Prison Reform and abolition of Capital Punishment in the Dominion of Canada."—*Montreal Herald & Telegraph.*

"Universally claimed as one of the pillars of the Liberal Party."—*Ottawa Citizen.*

"A man of exceptional intelligence and of considerable practical education."—*Montreal Argus.*

"A man of few words, but known as a good counsellor and solid business man."—*Canadian Courier.*

"A strenuous and unremitting foe, from the beginning, of the British Embargo on Canadian Cattle."—*Toronto Globe.*



**HUDON AND ORSALI, LIMITED.**

The firm of Hudon & Orsali, Limited, was established in 1875, by Mr. Firmin Hudon and Alexander Orsali, for the general carrying on of a grocery, wines and liquor business. The present firm is one of the largest and most progressive of its kind in Canada, their present premises occupying an entire city block, bounded by St. Paul, Vandrenil, St. Therese and St. Vincent streets, Montreal, their premises having recently been enlarged to accommodate their fast increasing business.

In 1897, Mr. Firmin Hudon died, and the business interests of the founder were taken over by his son, Mr. Albert Hudon, the present president

of the concern. Mr. Alexander Orsali is vice-president, and Mr. Jules Huysmann, Secretary-Treasurer, and under their capable management the prospects for an ever increasing trade is very bright, as the executive staff, as at present composed, is one of progressive and up-to-date gentlemen, who have the best interests of the company at heart, and who are sparing no pains, to make the firm of Hudon & Orsali, Limited, the leading one of its kind in the Dominion, an ambition that is rapidly being consummated.

This company was incorporated into a Limited Joint Stock Company, in 1912.

**W. CLARK, LIMITED.****Packers of High Class Food Products.**

Originated in the year 1877, by Mr. Wm. Clark, its President, this Company has made rapid strides and today may safely be said to take premier rank among Canada's many producers of prepared foods. The head office and main factory are situated on Amherst Street, Montreal, with another large establishment in operation at St. Remi de Napierville, in the Province of Quebec while branch offices are maintained in all the principal cities of the Dominion of Canada.

Probably the most popular of all the company's productions are their celebrated PORK and BEANS, a succulent, nutritious and truly favorite Canadian dish. Using only the highest grade of Beans, the purest and most carefully selected materials in the preparation of sauces, the Beans are prepared in three different varieties, viz.:—with Plain Sauce, Chili Sauce and Tomato Sauce, each in six different sizes. So universal is the demand for this line that it is almost impossible to walk into a grocery store in the Dominion without seeing the familiar Pink, Blue, or Red and Gold labels.

Pork and Beans however are not by any means the only lines for which CLARK'S are justly noted. Their TOMATO KETCHUP which is prepared exclusively at the St. Remi establishment from only the finest red ripe tomatoes has no peer in any of the world's markets. Clark's Tomato Ketchup is one of the highest class table delicacies one can desire.

Another popular line is PEANUT BUTTER. This also is a preparation of the finest quality. Only the very finest peanuts are used, there is no adulteration of any kind, the delicious flavour peculiar to Clark's Peanut Butter being due entirely to the Clark method of blending, roasting and pulverizing. The public are only beginning to realize the value of Peanut Butter as an article of food. Highly nutritious, eminently palatable, cheaper than dairy butter, it is necessary to try it but once only to appreciate the truth of the Clark claim that it is "Better than butter — Nicer than jam."

The number of Clark productions does not however end here. Amongst the hundred odd articles enumerated on their list, we might mention—Canned Roast, Boiled and Canned Beef, Mutton, etc., Beef Steak and Onions, Minced Collops, Jellied Veal, Jellied Hocks, Lard Ham, Tripe, Pig's Feet, etc., Ox and Lamb Tongues (prepared and cooked to perfection and second to none), English Plum Pudding, Mince Meat, Soups in all varieties, Potted and Devilled Meats, etc.—many of which articles are packed in glass as well as in cans.

A visit to the Clark establishments discloses modern and fully equipped plants, the greatest of care being exercised to ensure absolute cleanliness and the elimination as far as possible of the handling of the foods during preparation. The Clark motto has always been Purity and Quality and if any further guarantee be needed, it is provided by the fact that the establishments are operated under the supervision of Dominion Government Inspectors who are permanently stationed there.

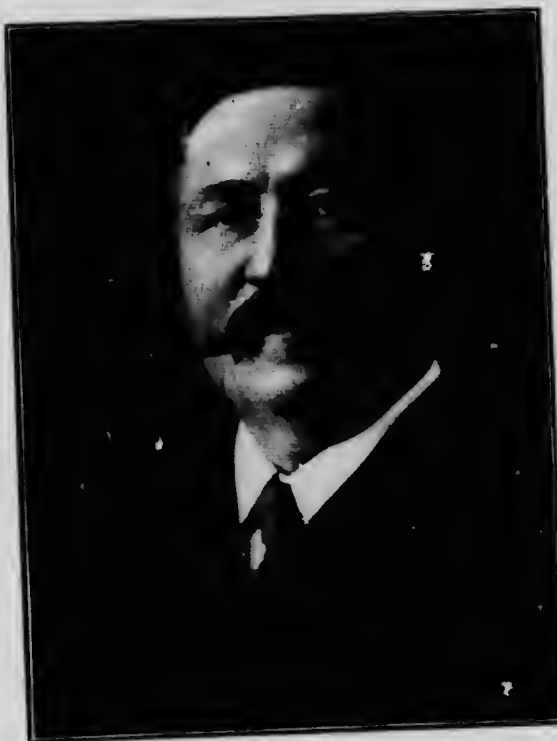
It might be mentioned incidentally that the St. Remi factory provides the parish and municipality with an efficient electric light and power service.



W. CLARK, LIMITED, MONTREAL PLANT.

**Mr. JOSEPH DAOUST.**

Mr. Joseph Daoust is President of the Daoust, Lalonde and Co., Montreal, is the son of the late Antoine Daoust, Tannier of St. Eastache and Montreal. He was educated at the Christian Brother's School, Montreal, St. Mary's and Ottawa University. He was born in 1865, and commenced his business career with the firm of P. P. Martin and Co., Montreal, where he passed, in the course of seventeen years upon and from invoice clerk to General Manager. On retiring therefrom he initiated in association with Mr. Lalonde, firm of Daoust, Lalonde & Co., Ltd., in the year 1891, Mr. Daoust being the President. Nine years later manufacturing was added to the business, and also tanning which Mr. Daoust had, in his youth, seen seeing in operation. The firm also established a shoe factory at Acton Vale, P. Q., which was moved to Montreal and largely extended. So great were the results that two years later, in 1905, Mr. Daoust bought out the interests of his partners and assumed the entire control of the rapidly extending business, and, three years later, 1908, the premises formerly occupied by the Ames Holden Co., were secured and the



Acton Tannery removed to the city in the same year and from years later the business was changed into a limited liability corporation with the capital of \$750,000. The employes of the establishment were offered an opportunity of becoming shareholders and a large number availed themselves of it. The output of the present company is very large, more than 15,000 pairs of boots being turned out every week. Most of the leather used in the manufacture, comes from the factory of the corporation itself.

Mr. Daoust's two sons study and practice, in the firm in all its branches. One is in the tannery and is what is termed a "leather chemist". Mr. Daoust is a firm believer in the possibilities of his native Province, regarding them as being second to none in the world. He has been an active member of the Board of Trade for some time, and President of the Wholesale Rubber and Shoe Association of Canada and is Treasurer thereof and was the first President of the Boot and Shoe Section of the Montreal branch of the Canadian Manufacturers Association.



### THE JAMES SHEARER COMPANY, LTD.

The James Shearer Company, was founded by Mr. James Shearer who came to Canada from Rosegill, Caithnessshire, Scotland, in 1843, in the lumber business and the manufacturing of interior woodwork and trim for houses, steamboats, etc. In 1895, Mr. Jonathan Brown was admitted as a partner, and the firm name changed to The Shearer and Brown Company, and the manufacture of dimension timber was begun. In 1903, by an amalgamation of two concerns the firm became known as the Shearer, Brown and Willis Co. Ltd., with Mr. Shearer as President, and the company took over the company's present mill properties at St. Gabriel Locks of the Laehine Canal. Upon the retirement of Mr. James Shearer from active business, his son, James T. Shearer, took over the interests of his father, assuming the office of president, in which capacity he continued until his death, January 8, 1908.

In 1912, the firm name was changed to its original name of the James Shearer Company, Limited, with Mr. James Gilman Shearer, the grandson of the founder, as president and General Manager.



SHOWING A 63 ft TIMBER STICK GOING THROUGH.



INTERIOR VIEW OF MILL.

The Company owns and operates an up-to-date saw and planing mill, and have every facility for the supplying of lumber and timber from their various yards. In addition to manufacturing lumber and timber, they carry a large supply of millwork, mouldings, baled shavings, etc., etc. The Company maintains an efficient contracting department, which has successfully built numerous manufacturing plants, schools, etc., their specialty being factories and foundries. The firm, though one of the oldest in Montreal, is up-to-date in every particular, and have recently installed the most modern band resaws, planers, matchers, dry kilns, and other machines used in their line of industry.

Their different yards are located along the Laehine Canal, and the Canadian Pacific and Grand Trunk Railways tracks, giving them unexcelled facilities for shipping or receiving the forest products.

They are in a position to give prompt estimates at short notice for erection of complete buildings of every description, or for anything in wood required for ship or other building purposes.

This is a Canadian firm, employing Canadians and, as far as is possible, is using nothing but Canadian products.



**Mr. WILLIAM HUNTER HARLING.**

Mr. Harling is the junior member of the firm of Thomas Harling & Son, Steamship and Freight Brokers, whose offices are at 406 Board of Trade Building, Montreal.



Mr. Harling was born in 1885 at Liverpool, England, and has been in business in this country since about the year 1900. He has been associated with the Dominion Coal Company, and with Messrs. B. & S. H. Thompson & Company, Limited, being for several years sales manager and a director of the latter concern.

In October, 1914, Mr. Harling, resigning his directorship with the Messrs. Thompson, became associated with Mr. Thomas Harling in establishing the firm of Thomas Harling & Son.

Mr. Harling is a member of the National, Country, and Montreal Amateur Athletic Clubs. Holds a commission as Lieutenant in the 58th Westmount Regiment. He is a member of the Church of England. Mr. Harling resides at 379 Roslyn Avenue, Westmount, Que.

**Mr. THOMAS HARLING.**

Mr. Thomas Harling, Shipping Agent, Board of Trade Building, Montreal, is by birth a native of the great sea port City of Liverpool, where he was born in the year 1859, the son of Mark and Agnes Harling. He was educated at St. Peter's School and Liverpool College and commenced his business life in 1873 in the shipping office of William Hunter & Co., and suc-



ceeded to the firm in 1883 and continuing on his own account in Liverpool. In 1892 he opened an office in Canada under the corporate name of Harling Ronald & Co., Mr. J. R. Ronald being the resident partner. The firm was later absorbed by the Elder Dempster Co. The C. P. R. absorbing the latter company, Mr. Harling joined the Fredrick Leyland Co., of Liverpool, as their agent in Canada. That company was absorbed by American interests and he has since been in business independently. He was for some time agent for the Bristol Docks. He was a member of the Westmount School Commission, 1896-1910 and chairman of the School Board. He has also been one of the most active and valued members of the Council of the Board of Trade during the years 1897 to 1898 wherein, as a representative on the Shipping interests, he rendered most valuable service. He has also sat on the Council of the Corn Exchange with like effect. Mr. Harling was also Managing-Director of the Quebec Transport Co., 1905 and 1906; a Director of the Union Cold Storage Co., Montreal, and was one of the promoters of the Union Cold Storage Co. He has been officially indentified with the Montreal General Hospital, of which he is a life Governor, and the Montreal Sailor's Institute. Mr. Harling was married in the year 1884, to Grace, daughter of the late Henry Parry, and has two sons and three daughters surviving. He belongs to the following societies: St. George's, S. O. E., R. A., A.F. and A.M. In religion, he is a member of the Church of England and in politics independent. He resides at 379 Roslyn Avenue, Westmount.



# The SIMONDS CANADA SAW COMPANY, Limited



## FACTORY OF THE SIMONDS CANADA SAW COMPANY, LIMITED

ST. REMI STREET and ACORN AVENUE, MONTREAL, Que.

The above Factory, established January 1906, with branches, 55 Water Street, St. John, N. B. and Vancouver, B. C., corner Powell and Columbia Avenue, are the largest Saw Manufacturers in Canada, and all Steel of which their Saws and Machine Knives are made is manufactured by Simonds Steel Mill, Lockport, N. Y.

The success and large growth of the business which necessitated the construction of a large addition to the Plant which has just been completed

is due to Mr. D. E. Hamilton, its Manager and Secretary, who has occupied this position for the past eight years, also to Mr. W. S. Adams, its Superintendent, who has held this position since 1907.

The company employs a number of salesmen to cover their territory from the Atlantic to the Pacific, and carry large stocks on hand at their works in Montreal as well as the Branches at Vancouver, B. C. and St. John N. B., consequently, they are in a position to serve the trade satisfactorily.

### UNION BANK OF CANADA

The Union Bank of Canada was incorporated in 1865 under the title of the Union Bank of Lower Canada, under which name it existed for some years. Subsequently it was deemed advisable, owing to the fact that a large number of the branches were situated in other Provinces, to change the name to the Union Bank of Canada. This Bank was probably the first to realize the tremendous advantages offered by the territory lying West of the Great Lakes, and opened branches along the lines of railways as opportunity offered. This policy has been eminently successful and the high standing of the Union Bank of Canada to-day, is, in a great measure, due to their foresight in appreciating the possibilities of the West. In 1812, the Head Office was moved from Quebec to Winnipeg. This move was considered desirable, owing to the fact, that the Bank had then a greater number of branches West of Lake Superior than East, and Winnipeg was considered a more central point for the Executive Offices.

The Union Bank of Canada was the first to appoint a Board of Western Directors, as it was felt that the special conditions of this growing country would be best served by the business being placed under a Board conversant with all the conditions. Some idea of the rapid growth of this Institution will be seen from the fact that in 1904 the Bank had 84 branches, while in 1914, a period of ten years, this number has grown to 314, an increase of 230 within ten years. During the same period the capital has increased from \$2,500,000 to \$5,000,000. The net profits from \$384,000.00 to \$750,000. Total deposits from \$16,000,000 to \$67,000,000. Total assets from \$22,000,000 to \$80,000,000.

The Union Bank may justly claim to be a typical Canadian Bank, embodying in its ramifications and its systems all the best features, which have been tried and adopted by the very able men who have managed and directed Canadian Banks in the past.

It is the product of exceptional circumstances and opportunities, and all those connected with it are proud of its growth, of the work it is doing and of its intimate association with the development of the country.



**MR. J. B. BELL.**

The Carter White Lead Company of Canada, Limited, was established with American capital in 1905, to manufacture White Lead by what is known as the "Carter process" of corrosion. Prior to this period, the whole of the White Lead used in Canada had been imported, mainly from Great Britain, Germany and the United States. The production of Pig Lead in British Columbia, however, providing within the country a steady supply of the raw



material, the time appeared ripe for the introduction of this new industry to the Dominion. After the setbacks consequent upon the establishment of a highly technical manufacture new to the country, the works have for some years been very successful, supplying practically the entire needs of the country in Dry White Lead. For the past few years the company has turned its attention also to the manufacture of the Lead Oxides — Red Lead, Orange Lead and Litharge. The capital stock of the company is now mainly held in Canada.

Mr. J. B. Bell is a native of Liverpool, coming in the early nineties to this country, where he represented the National Lead Company of the United States from its formation in 1892, severing his connection with that company to join the manufacturing venture in Montreal as Managing Director, in which office he continues. Mr. Bell has been a member of the Board of Trade for over twenty years.

**DENT'S GLOVES**

It is almost impossible that this publication can come under the eye of any reader who has not heard of Dent's gloves, the more likely chance is that one and all are familiar with the products of Messrs. Dent, Allcroft & Co.

From a very small beginning the business has grown through two centuries of progressive development, until it is to-day the greatest individual glove enterprise in the Universe. Dressing, staining and cutting of the leather,



Mr. H. P. PEARCE.

sewing and finishing, in fact every step in the manufacture of gloves, from the hide upon the live animal to the last stitch in the finished article, is undertaken by Dent's own factories and skin dressing yards.

Warehouses, where stocks suited to the countries concerned are carried, are located at London, England, Paris, France, New York, U. S. A., Melbourne, Australia, and Montreal, Canada, and in addition a system of direct representation obtains in all other countries throughout the civilized world.

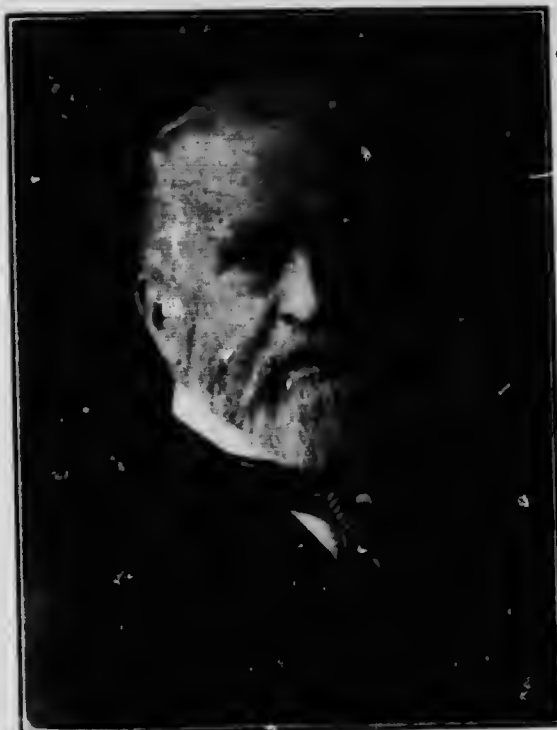
Whilst operating in the Canadian market for a number of years previously, it was not until the year 1909 that Dent's established their warehouse in Montreal. Since that time the business has manifested a great expansion and the demand of the public for gloves with the registered "D" button continues to increase with unabated vigor.

The firm's Canadian branch is established at 52, Victoria Square, and the management has been in the hands of Mr. H. P. Pearce, during the last three years, he coming from England to reside in Canada for this purpose at the beginning of 1912.

Entering Messrs. Dent, Allcroft & Co's. service some twenty years ago, Mr. Pearce was prior to his present appointment, Manager of the colonial section of the firm's export department in London, and was well known in dry goods shipping circles.

**Mr. GEORGE DURNFORD, J. P., C. A.**

Mr. George Durnford, President of the George Durnford Ltd., Auditors and Accountants, 214 St. Louis Street, was born in Toronto 1838, his father being Captain Durnford, 68th Durham Light Infantry, son of Lt. General Durnford, R. E., constable



of the Citadelle, Quebec. He has occupied many important positions in banks and other commercial institutions, establishing his present business in 1886, and taken an active part in public affairs, becoming first councillor for the village and, subsequently, on its becoming a town, the Treasurer of the municipality of Côte St. Antoine. Of a famous military family, Mr. Durnford has naturally taken an active interest in warlike affairs serving as an Ensign in the 11th Battalion of Montreal Militia and Captain and Adjutant in a second battalion during the Fenian Raid. He is a member of the Montreal Board of Trade, Treasurer of the Homeopathic Hospital, the Historical Landmark Association and the Numismatic and Antiquarian Association. Mr. Durnford is a member of the Mount Royal Club, the Junior Conservative Club, London, England, and the Hermitage County Club. He resides at the Sherbrooke Apartment.

**Mr. DANIEL KOCHENBERGER.**

Mr. Kochenberger carries on the business of Sewer Contractor, as a firm name, his office and business address being 2743 St. Hubert Street.

He is, it may be noted in passing, associated with other interests, for example, the Julian Toussaint Company, of which he is the President.



Mr. Kochenberger is a native of Lorraine, where he was born in 1868, in a Province at the time of writing a scene of bitter warfare, but which has been virtually restored to its ancient position.

Mr. Kochenberger was for fifteen years with a leading firm of plumbers. He has resided in Montreal for twenty eight years, and established his present contracting building thirteen years ago, and his name as an able and scientific plumber, and general contractor, and as an authority in the matter of drainage has become quite familiar to our citizens. He established a reputation by his construction of the Elgin Basin tunnel, (1911-1912), commonly known as Section 8 on Sherbrooke street, in a manner which earned for him general praise. The work was one of much difficulty, and is allowed to be a masterpiece.

Mr. Kochenberger has served as an officer of the Garde Nationale Française.

**Mr. ARTHUR RICHARD DOBLE.**

Mr. A. R. Doble is by profession a Banker, and is Vice-President of Royal Securities Corporation Limited, who carry on business in investment securities. He was born in London, England, January 5th, 1872, and educated there. He entered the service of the Bank of Montreal at Toronto in 1887



and was transferred to New York in 1891, becoming Secretary to the General Manager in Montreal in 1902. As Vice-President of the Royal Securities he commenced his present business in October 1912. Mr. Doble has taken a prominent part in the organization and direction of several important power and industrial enterprises. He is President of the Canadian Handicrafts Guild and a Governor of the Western, Montreal General, Lachine and Laurentian Hospitals, and is the Honorary Secretary of the Finance Committee of the Montreal Branch of the Canadian Patriotic Fund. Mr. Doble is a member of the following Clubs: St. James's, Hunt, Forest and Stream, Montreal, Royal St. Lawrence Yacht Club (of which he has been Commodore since 1912), Canadian, (President 1913-1914), (Provincial Vice-President of the Association of Canadian Clubs 1914-1915), Thousand Islands Yacht, Royal Thames Yacht (London, Eng.), Rideau (Ottawa), York, (Toronto). His business address is 164, St. James Street, Montreal.

**J. H. BLUMENTHAL SONS, Limited.**

This Firm well and widely known in and around the district of Montreal was started in 1867 by J. H. Blumenthal, Esq., and was succeeded by his two sons, Mr. Israel Blumenthal and Mr. Robert H. Blumenthal in the year 1888.

Their success was remarkable, and to-day stands the finest establishment of its kind in Canada — The Blumenthal building — on St. Catherine Street West — a monument to their business ability and a credit to the Commercial Metropolis of Canada.

Mr. I. Blumenthal is President of the Company and Mr. R. H. Blumenthal Vice President and Managing Director.

The Mr. Blumenthals, born in Montreal, are both Life Governors of the Montreal General Hospital, Life Governors of the Baron de Hirsch Institute, Members of the Board of Trade, members of the Montefiore Club, and assume active interests in all the important charitable institutions of Montreal.



I. BLUMENTHAL

Blumenthal Building  
St. Catherine and George St.

ROBERT H. BLUMENTHAL



**Mc LAURIN BROS., LIMITED.**

**J. P. MacLAURIN**  
Vice-President



**ALEXANDER MacLAURIN**  
President



**ARTHUR L. McLAURIN**  
Managing Director



**L. K. Mc LAURIN**  
Director

The well known firm of Mc Laurin Bros., Limited, was established about the year 1885, under the name of Mc Laurin Bros., lumber merchants, and as retail and export dealers continued under the same title until 1906 when it was incorporated as a limited company as described in the above head line. The late Mr. W. T. McLaurin was the active manager of the concern until the year 1906, when he opened up a business of his own, although he continued to retain an interest in the new corporation. The company is one of the largest lumber firms in Montreal and gives constant employment in their factory and yards at Lachine, to from sixty to one hundred men. The greater part of these are employed in the factory and may be classed as skilled laborers. The firm does a very large trade in telegraph cross arms and wire reels. The President of the company is Mr. Alexander Mac-Laurin and he is also President of the Campbell-McLaurin Lumber Co., and of the Canada Electric Co., Vice-President of the Upper Fraser River Lumber Co., Director Yorkshire Insurance Co., a Director of the Union Bag and Paper Co., Limited, of New York and is in charge of its Canadian business. The Vice-President, Mr. J. P. Mac-Laurin is manager of the St. Gabriel Lumber Co., Limited, which has its mills at St. Gabriel de Brandon, P. Q. Mr. Arthur L. Mc Laurin is the managing director and devotes all his attention to the affairs of the Company.

Mr. J. R. Mc Laurin is actively engaged in the lumber business of the Western States of the neighbouring Republic, giving his attention chiefly to the Lake Superior Lumber Co., Limited, its head office being at Kansas City, Mo. He is also President of the C. C. Isley Lumber Co., of Cimmeron, Kansas, U. S. A., but makes a couple of business trips to Montreal each year. Mr L. K. Mc Laurin is a director of the firm of Mc Laurin Bros., Limited, but has Timber Limits in Quebec and other interests in the Provinces of Quebec and Ontario.



**J. R. McLAURIN**  
Director

**Mr. W. J. POUPORE.**

Mr. W. J. Poupore, a distinguished member of the Dominion Parliament and Provincial Legislature, was born April 29, 1846, at Ahmette Island, P.Q., the son of William and Susan (McAdam) Poupore, descendants of an old Norman family, and early settlers in Canada. He was educated at the local schools and later at the Ottawa Commercial Academy. He studied law for a time, but did not complete his course, and took up the business of lumbering and contracting, in which he has met with success.



He has carried out several important contracts. In 1891, in conjunction with J. B. Fraser he contracted for and completed two sections of the Morrisburg Canal, at a cost of about \$1,500,000.00. He also built the "Tarte Pier" in Montreal Harbor, considered one of the finest piers in America. In 1893 he constructed the Chateaugay and Northern Railway from Joliette to Bout d'Isle, which included the building of the highway and railway bridges over the Ottawa River at Bout d'Isle. He also carried out a large contract for the Lachine Rapids Hydraulic & Land Co., and a contract for the Government at Sorel. His first contract was on the Ottawa River at Roche Fouldu, in 1879, followed

by dredging and other work. In 1888, he constructed a lock on the Rivière du Lièvre.

He was Mayor of Chichester, 1872-1882; Warden of Pontiac 1881-1882; Elected to the Quebec Legislature for his county, sitting for twelve years, and at the request of Sir Charles Tupper, was elected to Parliament in 1896, serving until 1900, when he resigned his seat, succeeding Mr. John Brison, for Pontiac, (deceased).

He has spent considerable time and money on the promotion of the Georgian Bay Canal construction. In Parliament, in 1898, he moved a resolution asserting the need of this canal, which resulted in surveys being made of the route, of this proposed waterway.

Mr. Poupore is a member of the Montreal Board of Trade and the Chambre de Commerce.

He is President and general manager of the W. J. Poupore Co. Ltd., and was a promoter of the McArthur Construction Co., and other organizations. Is Vice-President of the Canadian Federation of Boards of Trade and Municipalities; a director National Real Estate and Investment Co.; is a large owner privately of real estate in the city.

His business address is in the McGill Building, and he resides at 388 Wood Avenue, Westmount, Que.

**THE BRITISH AMERICAN IMPORT CO.**

The British American Import Company was established in the year 1889, by Mr. Carl Rosenberg, who is still the head of the business, which, from its inception, proved one of the most prosperous wholesale dry goods and woollen businesses in Montreal. Although its commencement was, after the manner of such things generally, modest and of small degree, yet its controller was enterprising and possessed of sterling business ability, and almost phenomenal expansion fol-

lowed and the circle of Mr. Rosenberg's customers rapidly extended to the four points of the compass and now covers the whole Dominion from the Atlantic to the Pacific. With a progressive policy always before him, Mr. Rosenberg's enterprise has made the name of his company synonymous with excellence in its output and very naturally for he has always taken care to import only the highest class of dry goods and woolens from Manchester, Bradford Leeds and the other principal manufacturing centres of Great Britain. The British American Import Co. is consequently famed in the city of Montreal, and the country in general, for



the high quality of the goods they sell. The name of the firm is a guarantee that the purchaser will be satisfied. The company also deals in domestic manufactures thus encouraging native industries but in this respect Mr. Rosenberg exercises the same vigilance as to the quality of his merchandise and handles nothing but the highest class of home made goods, which have to compare favorably with the imported goods from Great Britain or foreign countries. Mr. Carl Rosenberg was born in Russia, July 15, 1871, and commenced his present business in this city in 1889, became a member of the Board of Trade in 1904. In 1911 he was chosen as a director in the following year of the Mont Sinai Sanatorium. He was President of the Eagle Publishing Co., for six years. At the present time he is the Vice-President of the Herzl Dispensary. He is a member of the Montreal Reform Club being an adherent to the Liberal party. He belongs to the Hebrew Church. The business of the firm is carried on at the commodious premises 516 St. Lawrence Boulevard. He resides at 60 Sherbrooke Street, West.

**Mr. GEORGE WALTER SADLER.**

Mr. George Walter Sadler, is the head of the firm of Sadler & Haworth, and with him is associated as a partner, his nephew, Mr. Walter James Sadler, whose personal notes are to be seen in an adjoining column. The firm carries on the business of manufacturers of leather belting and tanners, of Montreal and Toronto, with extensive factory premises at Stanbridge East. He is

**Mr. WALTER JAMES SADLER.**

Mr. Walter James Sadler, son of Mr. John T. Sadler, a native of Montreal, nephew of Mr. G. W. Sadler, elsewhere referred to, and a partner in his business, was born at Montreal, April 16th, 1878, and commenced his office career in a junior capacity in 1894 in his uncle's firm and continued in various positions until he became a partner in his well known and extensive establish-

**SADLER & HAWORTH BUILDING.**

President of the People's Mutual Building Society. He was born at Montreal, March 7, 1852, son of John T. and Ann (Peckett) Sadler, and educated at the Model School. He is a member of the Montreal Board of Trade; a member of the Executive Committee of the Canadian Manufacturers' Association, Chairman of the local branch in 1909. Mr. Sadler was an Alderman of the city of Montreal, in 1898, and is ex-chairman of the Finance Committee. He also acted as chairman of the Duke of York (now King George), Reception Committee, in 1901. Mr. Sadler is a Governor of the Montreal General Hospital; Governor of the Montreal Western Hospital, and a Governor of the Protestant Hospital for the Insane, Verdun. He married Miss McNiece. He is a life member of the M. A. A. A. and past President Montreal Caledonia Club. He belongs to the St. James Club and resides at Montreal, Que., his home being 87 Crescent St., and his business residence William & Seigneurs Sts.

ment. Mr. Sadler has been a member of the Board of Trade for four years. He has been actively engaged with the Canadian Army Service Corps for fifteen years and is Lieutenant Colonel of the 4th Divisional Train, Montreal. He is a member of the Montreal Club, M. A. A. A. He is also a member of the Executive Committee of the Canadian Manufacturers Association (Montreal Branch). Col Sadler is a horseman, fisherman and sportsman using his gun with great skill. In politics, Col Sadler is a conservative. He married, in 1905, Miss Lillian Morris. He resides at 43 St. Mark Street.

**DOUGLAS LORNE MCGIBBON.**

Douglas Lorne McGibbon, Montreal industrial organizer, philanthropist and executive head of some of the most important manufacturing industries in Canada, was born November 24, 1870, at Montreal. He is a son of the late Major Alexander McGibbon, formerly a merchant of Montreal, and subsequently Commissioner of Indian Agencies and Affairs of Northwest Territories, Canada, and of Harriet Davidson who died in 1897, both of Scotch

at the present time. He is also president of the Canadian Consolidated Felt Co. Limited, President of the Ames-Holden-McCreedy, Limited, President of La Rose Consolidated Mines; Director Eastern Trust Company; Director of United States Rubber Company; Director Atlantic Coast Lumber Company. All of the above companies are among the largest in their respective lines both in capitalization and volume of business. M. McGibbon is a member of the St.



ancestry Major McGibbon died in 1904.

Douglas Lorne McGibbon was educated at the Montreal High School and at the age of fifteen entered the fire insurance business in Montreal. In 1887 when still a lad in his teens he engaged in the wholesale coal business in St. Paul and Duluth, where he met with success. Returning to Canada in 1893, he went further west, settling in Medicine Hat, Alberta, and there organized the Medicine Hat Trading Company, of which he was elected Managing Director in 1895. In 1897 he was appointed Purchasing Agent of Laurentide Paper Company, at Grand Mère, Quebec, and returned east to fill that position, being made General Manager a year later. His next appointment was as General Manager of the Canadian Rubber Company, of Montreal, in 1901. He organized the Canadian Consolidated Rubber Company in 1906, and has been actively connected with that corporation ever since, being its President

James Club; Montreal Hunt Club; Royal St. Lawrence Yacht Club; Royal Montreal Golf Club; Canada Club of Montreal; Toronto Club; York Club of Toronto; and Rideau Club of Ottawa. He was married July 6, 1897, at Woodstock, Ontario, to Ethelwyn Wallock, of Woodstock.

A few years ago Mr. McGibbon developed symptoms of tuberculosis, and went to Saranac Lake, where he was successful in completely regaining his health. Since that time he has taken great interest in the fight against the "White Plague" and founded the Laurentian Society for the Treatment and Control of Tuberculosis, and through his efforts the fine sanitarium of the Society at Ste. Agathe des Monts in the Laurentian Mountains, was built.

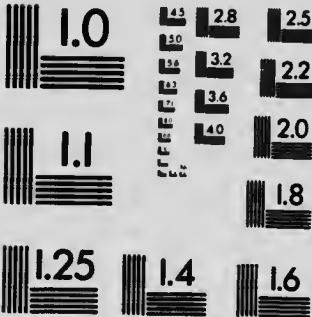
In politics, Mr. McGibbon is a Conservative. He is an extensive traveler; takes keen interest in sports, especially in the winter sports at Ste. Agathe des Monts, where he has a fine estate "Stoucheven". Resides in Montreal.





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**DUCHESNEAU, DUCHESNEAU CO., LTD.**

This prominent firm, importers of French, English, German and American goods, are wholesale dealers in Dry goods and notions. Their stock consists of the most varied goods that can be thought of, and merchants can find in it anything they require with the exception of groceries and hardware. Its trade-mark, a Noah's Ark, is a very appropriate and proper symbol of the contents of the warehouse of the firm. The founders were M. M. Joseph and Edmond Duchesneau; Mr. Joseph Duchesneau was a man conversant in

**Edifice Duchesneau Duchesneau & Cie. Limitée****Building Duchesneau Duchesneau & Co. Limited.**

“notions” and no manufacturer or manufacturer's agents ever passed the establishment without coming in to see him. He was a friend to every one and always ready to help. He was a member of the Board of Trade until his death which took place in April 1914. The other partner, Mr. Edmond Duchesneau who died in September 1912, was a very keen shrewd business man and a financier. In his intercourse with both salesmen and purchasers the business of this firm made great headway. From a small store with only 6,000 square feet floor space he increased the turnover to such an extent that in 1910 the partnership was reorganized as a joint stock company who built the present warehouse, 8 storeys high with 35,000 square feet of floor space, now well covered with the newest novelties of all kinds. The present administration is composed of the estates of both the old members of the firm and their sons are following in their fathers footsteps. The present general manager of the company is Mr. J. H. L. Pelletier, who is well acquainted with the requirements of merchants, both City and Country. Mr. Pelletier is a member of La Chambre de Commerce and director in many commercial and financial companies. The firm carries on its extensive business at 251 St. Paul Street, Montreal.

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**L. GNAEDINGER, SON & CO.**

L. Gnaedinger, Son & Co., who carry on their business at 94 St. Peter Street, are manufacturers of the Moose Head Brand of Furs, and dealers in Raw Furs, Skins and Trimmings for furriers. This business was established in 1852. The present partners being Frederick G. Gnaedinger, J. Theodore Gnaedinger and Victor E. Gnaedinger. The manufactured line specializes particularly in high material embracing Ladies' furs, Men's furs, and sleigh robes. In conjunction with furs and skins a branch of the business is devoted to felt hats and straws.

**DOMINION PAPER COMPANY.**

One of the most important concerns engaged in the Canadian paper industry is that of the Dominion Paper Company, established some forty years ago, by Messrs. William and F. B. Currie, of Montreal. The Mills are at Kingsey Falls, Quebec; their head offices and warerooms at 345 St. James Street Montreal. Mr. Robert Currie is the Managing Director. The firm manufacture Manilla Wrapping, Brown Wrapping, Hardware and Fibre Manilla paper, and also genuine Kraft Wrapping. Their make "Empire Brand", being recognized as the best in Canada. This Company are heavy jobbers in several other lines, such as News Print, Book papers, Special colored Posters papers, Pleated Carpet Lining, Carpet Felt, Butter Dishes, Skewers, Clothing boxes, Paper Bags, Flour Sacks and Millinery Bags, and their "Empire Brand" of dry and tarred building paper is unexcelled, and sold all over Canada. They are also Agents for Canada for the Sanitary Toilet Paper Fixtures and Paper, and sell all other Toilet papers in rolls, sheets and ovals. The Company has three Mills at Kingsey Falls, one for making Ground Wood Pulp, one making Kraft Pulp and one making Finished Wrapping papers. The Company's Mills are lighted by its own electric lighting plant.

**MR. JAMES R. GORDON**

James R. Gordon, the only surviving member of John Gordon & Son, the largest manufacturers agents in Canada, was born in Montreal, January 7, 1870, and was educated at the Montreal High School. He commenced his business career in 1887 and four years later became a member of the present firm which his father had just organized. John Gordon & Son are selling agents for Penmans, Limited, manufacturers of all classes of socks, hosiery, men's and



ladies' underwear, sweaters, blankets, etc., and operate the largest mills in Canada. They also handle the product of the Canadian Converters Co., Limited, which manufactures all kinds of shirts, collars, overalls, ladies' white wear, skirts, dresses and blouses, and the output of the Eclipse Umbrella Co., Limited, which manufactures every description of men's and ladies' umbrellas. In addition to these agencies, John Gordon & Son represent makers of cotton threads, linen threads, boot laces and various other lines of smallwares. The head office and warehouse of the firm is located at No. 316 St. James Street, and branches are maintained at Toronto and Winnipeg. Since the time of its establishment in 1891, the business has had a phenomenal growth. The sales have increased substantially each year until they now amount to millions of dollars, and the output in 1913 eclipsed any of the previous twenty-one years. In addition to being sole partner of John Gordon & Son, Mr. Gordon is president of the Canadian Converters Company, Ltd., president of the Eclipse Umbrella Co., Limited, a director of Penmans, Limited, and president of Gordon, Willecocks & Co., Ltd., agents and merchants in all kinds of silks. Mr. Gordon is a member of the St. James Club, Beaconsfield Golf Club, the St. Andrews Society and many other social organizations. His residence is at No. 816 Sherbrooke Street West.

**Mr. ROBERT WILSON REFORL.**

Mr. Reford is well known throughout the country as the President of the Robert Reford Co. Ltd., Steamship Agents of 30 Hospital Street, Montreal, representing the Cunard, Donaldson, Thomson and other well known steamship lines. He is the eldest son of the late Mr. Robert Reford and was born at Montreal, being educated at Montreal High School and Lincoln Col-



lege. He is necessarily one of the most prominent members of the Board of Trade, having been elected its President in 1912 and Vice-President in the previous year. He is also a director of the New Brunswick Railway, the Crown Trust Co., and the Intercolonial Coal Co., and belongs to the following clubs: Mount Royal, Montreal Hunt, Jockey, Canada, Kanawaki Golf and the Canadian British Empire. He is Councillor of the Montreal Sailors Institute and of the Shipping Federation. Mr. Reford resides at 300 Drummond Street, and his summer residence is at Grand Metis.

**Mr. DOUGLAS WATSON OGILVIE.**

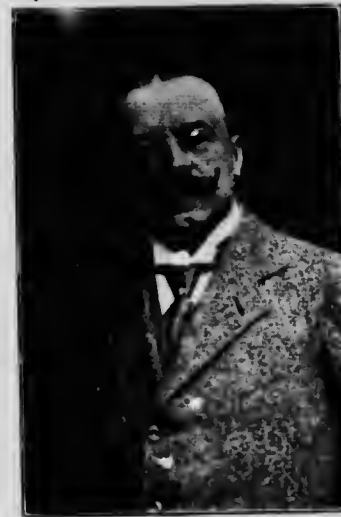
Mr. Douglas Watson Ogilvie, is well known in the city, as a capitalist and Real Estate operator and head of the firm of D. W. Ogilvie and Co., Inc., 11 St. Sarcament Street. He is a President of the Montreal Real Estate Exchange, a Director of the North Montreal Land Co., North Montreal Centre Limited, The San Martin Mining Co., Mexico, and Longneuil Realities Ltd., Rawdon Heights Realities, La Salle Realities Ltd., Industrial and Manufactur-



ing Co., and others. For a young man it will be conceded that he has sprung into commercial prominence with phenomenal rapidity. He was born February 17th, 1873, at Montreal, a son of the late John Ogilvie, a founder of the well known Ogilvie Flour Mills Co., his mother being (born) Margaret Watson. He received his early education at Trinity College School, Port Hope, passing to the University of Trinity College, Toronto, and hence to McGill University. In 1890, he entered the real estate business in Montreal and has since then been one of the foremost representatives of that prosperous businesses in the city. Mr. Ogilvie is the acting executive of the estate of the late John Ogilvie. Mr. Ogilvie is a Governor of the Montreal General Hospital and a member of the St. James' Fores. and Stream, Jockey, Winter, Mount Royal, Kennel and Isleway Clubs. Mr. Ogilvie married in the year 1905 Eileen White, daughter of Alfred White of this city. His residence is at 12 Summerhall Avenue, Montreal, and his summer residence is at Brockville, Ont.

**THE FIRM OF ROUGIER FRERES.**

The firm of Rougier Frère was established by Mr. P. V. Rougier, its present President, in 1893, Mr. Rougier having but a short time before that arrived in Canada from France. In 1901 the company was incorporated. In 1904 Mr. A. Decary entered the firm and assumed the duties as manager of the Drug Department, later becoming the company's Vice-President.



Mr. P. V. ROUGIER



Mr. A. DECARY

The present officers of the firm are Mr. P. V. Rougier, President; Mr. A. Decary, Vice-President; Mr. J. H. Brodeur, Secretary, and Mr. A. De Montgaillard, Treasurer. These four gentlemen comprise the entire Directorate of the Company. The company maintains its offices in Montreal at 63 Notre Dame street East, and has a branch house at 32 Boulevard de la Bastille, Paris, France.

**Mr. RICHARD TEES.**

Mr. Richard Tees is well known as the head of the firm which first manufactured Roll Top Desks in Canada, and the first exporters of them to Great Britain. This probably entitles Mr. Tees to be regarded as a public benefactor. At the time the firm combined the business lines of desk manufacture and undertaking. Now it follows the latter branch exclusively and is one of the best known funeral establishments in the city. The business is carried on at 912 St. Catherine Street, West.

**S. H. EWING & SONS.**

Mr. S. H. Ewing, head of the firm of S. H. Ewing, son of Samuel and Margaret (Hamilton) Ewing, Samuel William Ewing and Andrew Hamilton Ewing, his sons. He came to Canada from Ireland when young, and was educated at local schools in the city of Montreal and rose step by step until to-day he is rated as one of Montreal's millionaires. He is the founder of the firm S. H. Ewing & Sons, and is also connected with many financial and industrial institutions as follows: President, Montreal Cotton Company, Vice-President, Molsons Bank, Canada Coal & Railway Co., Sun Life Assurance Co. Mr. Ewing was a delegate to the 6th Congress of the Chambers of Congress of the Empire, 1906. He is a generous donor to hospitals and charitable institutions.

Mr. Samuel William Ewing was born in Montreal in 1862, and educated at the High School. He is the Manager of S. H. Ewing & Sons, and has held many prominent positions. He was President 1907, of the local branch of the Canadian Manufacturers Association, Governor of the Montreal General Hospital. He is a member of the Montreal Board of Trade, in politics a Conservative, and a strong advocate of Canadian Protection, with a preference in favor of Great Britain. He was a President of the Junior Conservative Club, Montreal, 1904, a member of the Executive Committee, and the Sir John Macdonald Club, during its life time. He is a Freemason, and a Presbyterian. He is a member of the Royal St. Lawrence Yacht Club.

**Mr. LOUIS PANTALEON PELLETIER.**

Mr. Louis Pantaleon Pelletier of the firm of L. P. Pelletier, wholesale Liquor Dealers, 21-23 De Bresole Street, Montreal, was born at St. Flavie, Que., April 24, 1864, the son of Pierre Pelletier and Madame E. (Lapointe) Pelletier. He received his education at the Plateau and Archambault Schools. Mr. Pelletier became associated in business with Mathieu Frères, Montreal, 1884. Being taken into the firm in the year 1900, as silent partner, he continued as such until 1906, when he assumed the entire interest of the above named firm. Mr. Pelletier belongs to the following clubs: Canadian, St. Lawrence Hunting, Montreal Swimming, Conservative. In religion he is a Catholic. He resides at 22, Laval Avenue, Montreal. Mr. Pelletier married February 1911, Mile Amelia Delorme, and has one daughter, Marguerite.

**Mr. L. O. D'ARGENCOURT.**

Mr. L. O. D'Argencourt has been engaged in the grocery business at 379 St. Denis Street, Montreal, since 1892. He was born in Quebec City, in Dec. 1866. He began his present business at the corner of Ontario and St. Denis Streets, in 1892, and three years ago built a new store at the present address, where he has since carried on his business successfully. Mr. D'Argencourt has been a member of the Board of Trade for five years, and has been a member of the Council of the Chambre de Commerce for ten years. He is not affiliated with any clubs. Is a Roman Catholic in religion, and in politics is a Liberal. He was married in 1896, and has two sons, aged fifteen and eleven years respectively.

**LALONDE & DEROCHEs.**

This firm is one of those large wholesale grocery establishments in Montreal, which are so rapidly increasing their lead in the trade of the Dominion. Lalonde and Deroches occupy commodious warehouses and offices at No. 210 St. Paul Street, and No. 61, Commissioners Street. The firm transacts a very large and fast expanding business throughout the provinces of Quebec and Ontario. Established upwards of fifteen years the partners, J. T. Lalonde and A. Deroches, have established a high reputation as handlers of the highest class merchandise. They are sole agents for the Cognacs, Fine Brandy, and Jamaica Rum, brand "Santitas", Cognac & Brillet, France, and rank very high in the sale of rare wines and liquors. Lalonde & Deroches sell direct to the retail trade, and their excellent reputation ensures a constant and permanent expansion of their extensive business.

**JOHN THOMAS BETHUNE.**

Bethune, John Thomas, carries on an important real estate and financial business at 120 St. James Street (Transportation Building) and is a well-known and respected member of society throughout the Dominion, alike in public and private circles.

Mr. Bethune married Mrs. Stanley of Charlotte-town, P. E. I., in 1913.

He is a very enthusiastic supporter of the Conservative party, with which he is closely identified. He resides at 640 Grosvenor Avenue, Westmount.

**Mr. WILLIAM FORREST ANGUS.**

Mr. William Forrest Angus, who occupies the important position of Vice-President and Managing Director of the Canadian Steel Foundries, was born 28th of October, 1873, the son of Mr. Richard B. and Mary (Daniels) Angus. He commenced his professional career as Engineer and Draughtsman with the Dominion Bridge Co., and continued during the years 1896-1898. He was with the Lanrie Engine Company for three months, then joining the Canada Switch and Spring Coy., which was organized as the Montreal Steel Works. Mr. Angus afterwards occupied various positions of importance until January 1st, 1911, and on the formation of the Canada Steel Foundries, he became the Vice-President thereof and Managing Director. He is a member of the Canadian Society of Civil Engineers. Mr. Angus married the daughter of Mr. Sergeant P. Stearns of this city November 9, 1904. He is a member of the following Clubs: Mount Royal, St. James, University, Forest and Stream, Montreal Hunt. He resides in Montreal.

**Mr. HECTOR BOURGOUIN.**

Mr. Hector Bourgoïn is one of the best known wholesale lumber merchants in the city and, in fact, far beyond its limits as his record is long as it is good, and heads the oldest lumber firm in Montreal. He learned the business under his father Mr. Louis Bourgoïn and commenced his professional career in 1898 in the Retail Lumber trade. He started his present business the St. Lawrence Lumber Company in the year 1904. Mr. Bourgoïn was born in Montreal in the year 1861. He holds the office of President and General Manager of the St. Lawrence Lumber Company which carries on its business in the Dominion Express Building, 145 St. James Street. Although on several occasions, Mr. Bourgoïn has been asked to enter the public arena as a candidate for municipal and other honors, he has always refused to comply, preferring to devote his entire attention to his business and personal interests. He is a member of the Canadian and St. Denis Clubs. He has travelled extensively in South America. His residence is 504, Lansdowne Avenue, Westmount.





PLACENTIA ARM, N'FLD.

1890

Reid Newfoundland Co.

1915

Newfoundland and Labrador



FISHEL'S



S.S. LINTROSE



William Duff Reid

President Reid Newfoundland Co.,  
Transportation, Railroad and Steamship Owners,  
St. John's, N'fld.



ST. JOHN'S, N'FLD.



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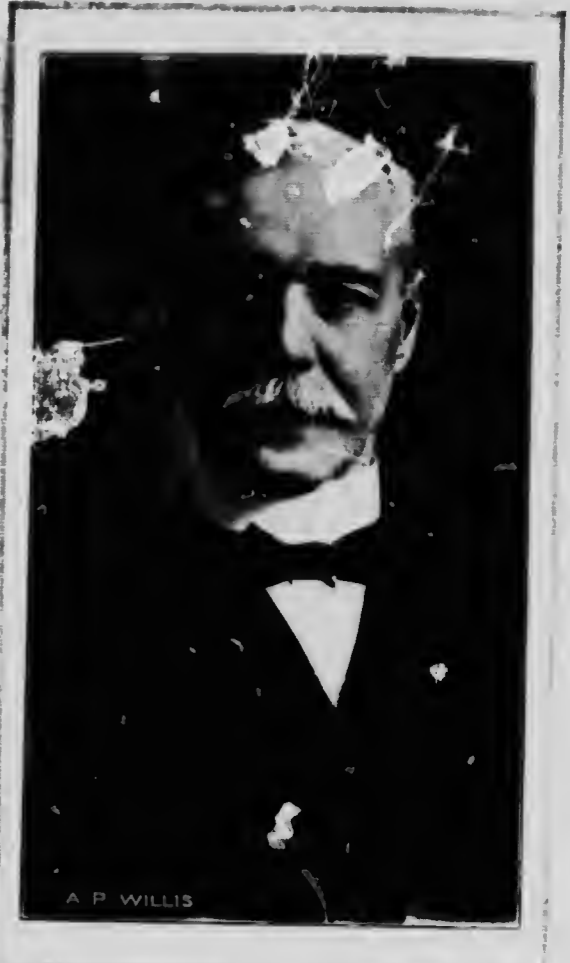
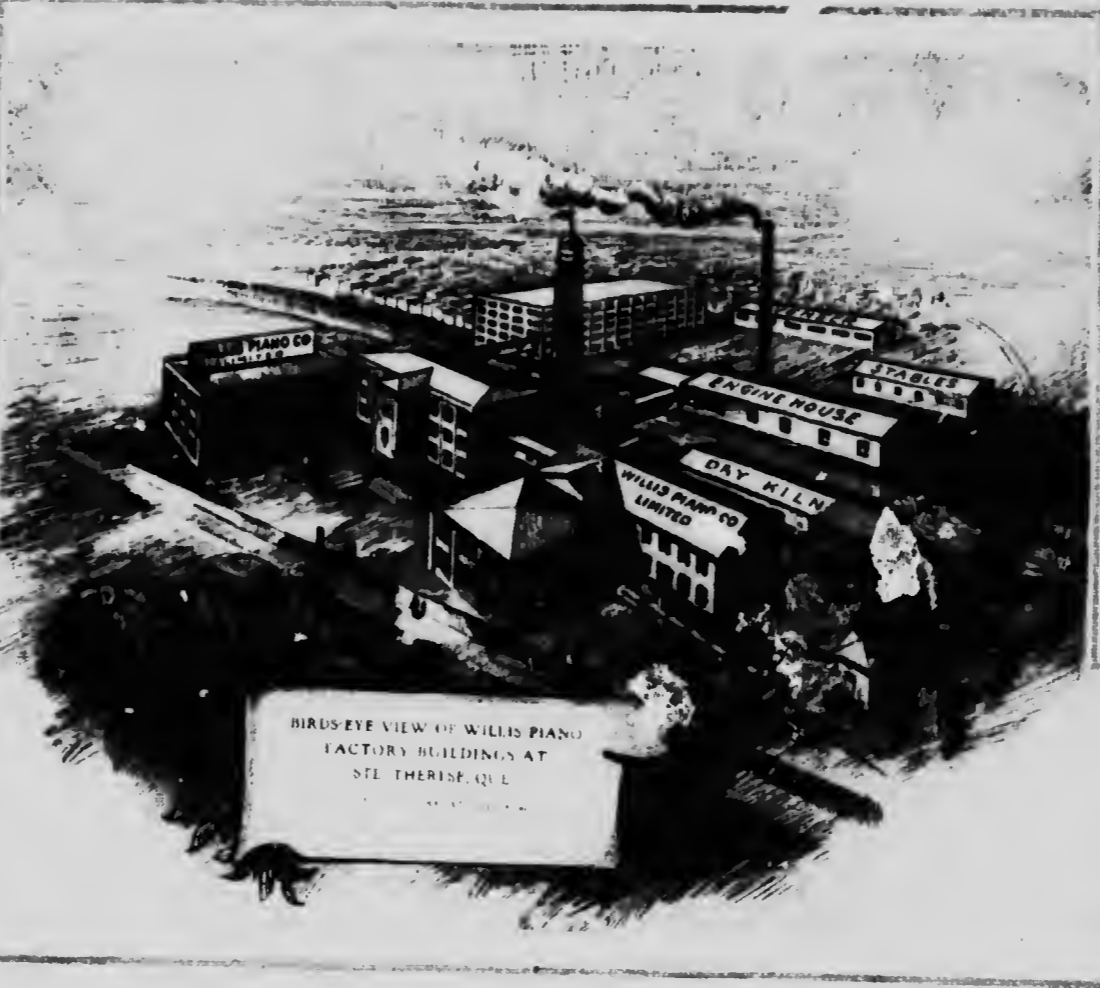
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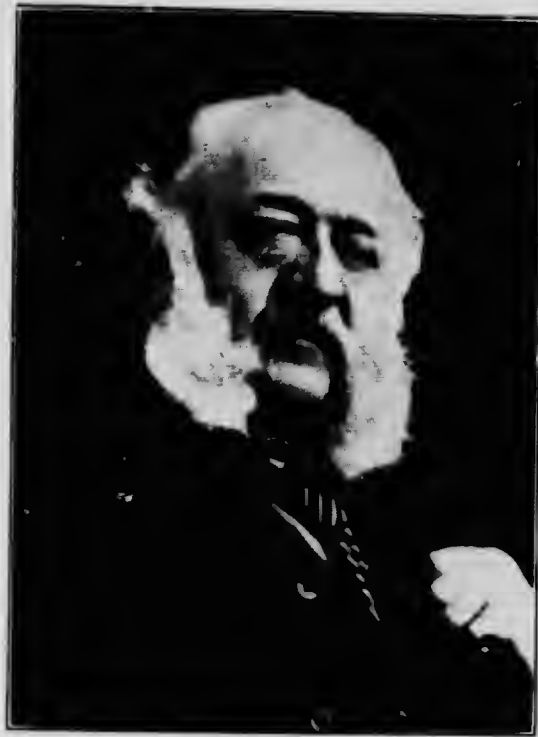


Mr. Alexander Parker Willis, a prominent piano manufacturer of Canada, was born May 11, 1845, at Picton, N. S., the son of a farmer. Was educated at a country school, and graduated from Picton Academy. Started life as a school teacher, and migrated to Montreal, in 1873, where he engaged in the sewing machine business, establishing this line of industry in 1876, adding pianos and organs to this line, with such success that he dropped the sewing machine line entirely, and has devoted his time since to the upbuilding of his piano business with great success. After 25 years of selling, Mr. Willis entered the manufacturing field, and the company's factory at St. Therese is

turning out about 4,000 pianos per annum. In 1911, Mr. Willis formally opened the Willf Building, one of the finest in Montreal's uptown business district. In spite of his large business interests, he finds time to devote to the duties as Governor to the Montreal General Hospital, Western General Hospital, Verdun Hospital for Insane, Children's Memorial Hospital. He is also Chairman of the Financial Committee of Board of Governors of the Diocesan Theological College also Treasurer of the College. Mr. Willis is a member of the Montreal Board of Trade. His business address is at 580 St. Catherine Street West, Montreal, and he resides at 382 Olivier Avenue, Westmount, Que.

**Mr. ALEXANDER RAMSAY, J. P.**

Mr. Ramsay is President of Alexander Ramsay and Son, Co., paint manufacturers and importers, and the leaders in this industry in Canada. The business was established in the year 1842, by Mr. Alexander Ramsay, father of the present head of the firm, and it consequently stands as one of the oldest houses in the city. The firm manufacture white lead, mixed paints, oils, varnishes, vermilion and colors of all kinds, and import plate glass, glues, gold



leaf, painters supplies and artists materials. Their goods bear a reputation second to none and are in almost universal use throughout the entire Dominion of Canada. The firm gives employment to more than one hundred persons principally of British and French nationality, the year round continuously, in the factory and offices situated on Inspector Street, Montreal. Mr. Ramsay was born in Glasgow, Scotland, on August 14, 1840. He first entered the business under his father in the year 1855, in 1860, he was taken into partnership. He was Alderman in the Westmount City Council, and has served on the Council of the Montreal Board of Trade. Mr. Ramsay was a member of the Guides of Montreal and served with them during the Fenian Raid, in 1866, and was out with them on the occasion at Pigeon Hill. He is a member of several clubs. He is a member of the St. Andrew Society.

**W. GRAHAM BROWNE, B. A.**

Mr. W. Graham Browne, of the firm of Messrs. W. Graham Browne & Co., Investment Bankers and Brokers, is one of Montreal's well known brokers and occupies a prominent place in business and financial circles in the City. He was born in Galt, Ontario, on May 28th, 1874, and received his primary education at the Galt Collegiate Institute. Joining the staff of the Canadian Bank of Commerce in Galt he later held several positions in the head office of that institution. In 1893, while still fulfilling his duties with the bank, he decided to resume his studies, and for that purpose attended the Jarvis Street Collegiate Institute in Toronto. He matriculated a year later, and after attending Toronto University graduated a Bachelor of Arts with honours. After graduation he was private secretary to the general manager of the Canadian Bank of Commerce, and subsequently held several important positions in the New York Agency. In 1907 he entered upon business for himself and established the firm of which he is now the head.



He has contributed several articles to Canadian and American financial and commercial journals. In politics Mr. Graham Browne is a Conservative. He is a member of the following clubs: St. James, Montreal Hunt, University Club of Montreal (honorary secretary) Royal Montreal Golf Club, the Canada Club, Toronto and National Clubs of Toronto, Garrison Club of Quebec, University Clubs of Boston and Chicago, and Racquet Club of St. Louis, Mo.

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# **ARMSTRONG, WHITWORTH OF CANADA LIMITED**

22 VICTORIA SQUARE, MONTREAL.

WORKS: LONGUEUIL, Que.

MANUFACTURERS OF

**HIGH SPEED and CARBON TOOL**

**STEEL**

**TWIST DRILLS, REAMERS, MILLING CUTTERS, TAPS, PUNCHES, SHEAR BLADES, ETC.**



The accompanying photograph shows our works at Longueuil (opposite Montreal) and is the first plant for the manufacture of crucible Steel in Canada.





**Mr. T. B. LITTLE****WHOLESALE DEALERS IN FINE PAPERS****T. B. LITTLE & COMPANY,**

ESTABLISHED 1900

63 St. Alexander Street, Montreal, Que.

**Mr. PAUL L. TURGEON, J. P.**

Mr. Turgeon, who carries on his business at 50 St. Frs.-Xavier St., alone under the firm's name of Chartrand & Turgeon, since 1900, is well known in the ranks of the accountants, assignees and curators of insolvent estates in the city. He was born in Montreal, March, 1880, and commenced his business life as a clerk in the Montreal City and District Savings Bank, in 1897, and established his present business in the year 1900 in company with the late regretted Mr. P. J. Chartrand, who died in the April of the present year. Mr. Turgeon has been a member of the Board of Trade since 1908. His residence is 48, Durocher Street.

**Mr. CHARLES LESLIE SHOREY.**

Mr. Charles Leslie Shorey who bears a name which carries the memory back to the times which are described in the references to the Board of Trade and its origin in the introduction to this book, was born at Barnston, Stanstead, Que., in 1854 and became a clerk in the noted firm of H.



Shorey & Co., Montreal, established by the late Mr. Hollis Shorey in the year 1865. This firm made a name known throughout the Dominion. It obtained medals from London, Paris, Sydney, Philadelphia, Jamaica and Trinidad. The firm's interests were afterwards bought out by Mr. C. L. Shorey, who became sole owner and liquidated it in 1905. Mr. C. L. Shorey is now in the real estate business (established 1910), and carries it on 475 St. Catherine St., East. He is President of the Male Attire Co., Ltd., and holds the position of Alderman and Chairman of the Roads Committee of the town of Beaconsfield in which position he has been a main factor, in inaugurating the Good Roads movement on the Island of Montreal. He is Life Governor Montreal General Hospital; and belongs to many clubs.

**Mr. CHARLES CHAPUT.**

Mr. Charles Chaput, President of the firm of the L. Chaput, Fils et Cie, Limitée. He was born in Montreal, 1841. Son of Mr. Leandre Chaput, who founded the firm in 1842, who was born in



L'Assomption, P. Q., in 1817, and died in 1901, generally honored and regretted. He founded in the year named, the firm of L. Chaput. In 1856, this firm name was changed to L. Chaput et Cie, in 1862 to L. Chaput, Fils et Cie, Limitée, Wholesale Grocers. Mr. Charles Chaput has been at the head of the firm since 1875. Mr. Chaput entered the business of his father in 1857; in 1862, becoming a partner and in 1875 the head of the firm. He is an ex-member of the Council of the Board of Trade, (three terms), an ex-director Canada Life Assurance Co., ex-director Bank of Hochelaga, and a member of the Chambre de Commerce, and is associated with other leading business concerns. Mr. Chaput is a strong conservative in political life, and President of the Anti-Reciprocity League of Montreal.

**Mr. ALBERT H. DALRYMPLE**

Mr. Albert H. Dalrymple is the head of the firm of J. S. Dalrymple & Sons., produce merchants and exporters of butter, cheese and eggs, Montreal. Born and educated in Montreal, he started his career as



clerk in his present line of business under his father, James Dalrymple, and was made manager in 1898. He was appointed to a partnership in 1907, and continued under the same firm name after the death of Mr. James Dalrymple in 1910. He married, in 1899, Jennie Ethel, daughter of Mr. P. A. Taylor, Montreal. His business address is 594-596 St. Paul St., Montreal, and his residence 4002 Montrose Avenue, Westmount, P.Q.

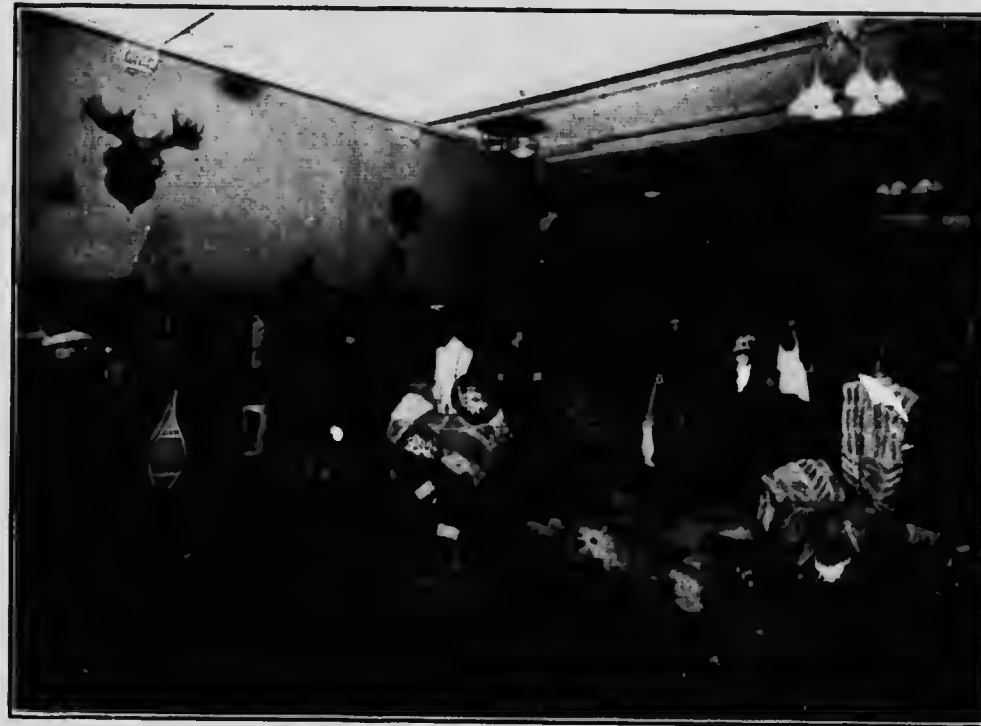
## Fairweathers Limited

### A LITTLE BIT OF HISTORY.

To men in the greater number of the retail businesses of to-day it may seem a far cry to go well back into the "sixties" to find the inaugural date of any appreciable number of the present day larger commercial, financial and industrial enterprises which dominate the business world in their own particular circle, as we cross the threshold of the new century, now so far advanced as to number on the calendar, 1915. But there are such, and that, too, among some of the best known houses, in a period when development and expansion have been so marked and so rapid.

One of these, and one which has borne its name unsullied through many a world's commercial change and crisis, is "Fairweathers, Limited".

In the year 1865, when what is to-day, one of Canada's most forward of the smaller cities, was not more than a Northern hamlet, and lumbering town, there came to it a sturdy young Scotchman from Edinburgh, Scotland, William Fairweather by name. With the cautious insight for which the sons of the heather have earned a name, and the greater knowledge of business gained through his thorough training and experience in the Old Land, he began in a small way, opening what to the older settlers of that day was a store of the better class, and this store soon earned for itself, what would be in the more modern commercial language, the name "Quality Shop", and when one day Peterboro woke up to find itself a City, the business of William Fair-



FUR SHOW ROOM, MONTREAL STORE.



LADIES READY-TO-WEAR GARMENTS, TORONTO.

weather was one of the most important enterprises of the town and associated with it was his son, J. W. T. Fairweather.

In the year 1882, J. W. T. Fairweather, then but sixteen years of age, broke away from the parent house, and in the same City started for himself an exclusive Hat and Fur business, and this date may be set as the time of the establishment of what is to-day Canada's best known chain of specialty stores.

1898 found Mr. Fairweather with a wider business vision, and looking for greater opportunity to exploit his commercial ambitions. Coming to Toronto, he purchased the stock and goodwill of the then well known firm of J. & J. Lugsdin, Manufacturing Furriers, at 101 Yonge Street. Rapid developments in business brought him first to 122 Yonge Street, and later to the present premises at 84 Yonge Street.

In the heart of the retail centre of the City of Toronto, the business has grown to its present magnitude — first occupying just half of the present premises — later the entire building was secured — the property in the rear bought, and a new four storey addition built. This constitutes the present store premises, and in this building is located the firm's principal fur factory, one of the most modernly appointed fur manufacturing plants in Canada, and one which the factory inspectors are free to concede to be amongst the brightest, and most sanitary in the full round of their industrial visits.

## Fairweathers Limited



FUR SHOW ROOM, TORONTO.

Seven years ago, and just when it seemed that much of his business ambition was to be fully realized, death called J. W. T. Fairweather, the mantle of management falling on Robert H. Fairweather, to whose ability and energy the present development owes no small part.

With the development of our greater West the call seemed distinct and clear that Winnipeg offered exceptional opportunities for just such a specialty store as "Fairweathers Limited" were conducting in the East. In this way Winnipeg was invaded, and to-day the firm own one of the most attractive stands in that City - doing a business that to quote figures would seem incredible to the most optimistic business man.

Two years still later "Fairweathers Limited" opened in Montreal the third of their chain of stores. A prominent Montreal furrier remarked "Isn't it like carrying coals to Newcastle to go to Montreal to sell furs"? May be it was, but, nevertheless Montreal seemed to lack just what "Fairweathers Limited" were prepared to offer in this way. Experience has further proved this in a practical way, and to-day the Montreal store holds a distinguished place in the trading of the commercial Metropolis of the Dominion.

From the high standard for quality set by the firm at the faraway beginning came the present day trade mark of "The House of Quality", and to

the customers of "Fairweathers Limited" this means much. It has also come to have its own meaning in the markets of the world in selecting the requisites for the manufacturing of the furs they sell as well as the choosing of the ultra in ladies' attire, for from the practically unknown store of a few years ago, it has become a matter of World wide knowledge that "Fairweathers Limited" demand the best, whether it be in so little a thing as the spool silks used to sew the garments or the most costly Russian Sable skins from which they are made.

To "Fairweathers Limited" rightly belongs much of the credit for developing in Canada Style fur garments and so it is to-day that no where in the fur world will you find more advanced styles than the "Fairweathers" product. Garments that whilst practical enough for the requirements of our cold climate can compete in smartness with the most fancy of the European models.

To-day a trade that a few years ago was limited to Toronto, finds no confines, and from Dominion wide it has become Continental wide, for many a garment and fur piece has found its way over the seas on its quality, style and value merits.

Robert H. Fairweathers, President of "Fairweathers Limited", is a member of the Toronto, Montreal and Winnipeg Boards of Trade.



FUR SHOW ROOM, WINNIPEG.

**Mr. HERBERT B. AMES, M. P.**

Mr. R. B. Ames, M. P., was born in 1863, in Montreal, son of Evan Fisher Ames, founder of the manufacturing concern of Ames, Holden & Co. Mr. Herbert B. Ames was educated at Montreal Amherst College, Mass., graduating B. A. in 1885. In 1885, he entered the firm of Ames, Holden & Company of Montreal, remaining with the firm until 1893. He next became an active worker in, and President of the Volunteer Electoral League, which body



was instrumental in bringing about a reformation of the City Council. In 1898, he was elected a member of the Council from St. Antoine Ward and served for eight years. Mr. Ames was elected as a member of the House of Commons in 1904, 1908 and 1911, by gradually increasing majorities. He was appointed to the important position of chairman of the Select Standing Committee of Banking and Commerce, to which all bills pertaining to Banks, Trust and Insurance Companies, etc., are referred for examination and report. He has always been a worker in the interest of the Conservative party. In 1909 he was chosen to represent the Montreal Board of Trade at the meeting of the same body held at Sydney, Australia, and has been an energetic member of the Council. He was a representative of the Canadian Parliament at the Interparliamentary Congress, held at the Hague in September, 1913, and was elected a member of the governing committee of that body. He has studied, and written, on many social questions. He is a director of the Ames, Holden, McCready Company, and other companies. He is a member of the principal clubs: Montreal Curling, University (of Montreal), Rideau Club, (Ottawa), and others.

**THE KENT COMPANY LIMITED, MONTREAL.**

As a well-known refrigerating engineer has tersely said: "Insulation should be considered in the light of a permanent investment".

Nonpareil Corkboard insulation has been tried and proved to be the best of its kind on the market for the insulation of abattoirs, packing houses, breweries, cold storage warehouses, dairies, etc. In fact, wherever it is a case of keeping out the heat and keeping in the cold, Nonpareil corkboard is invariably specified. Nonpareil corkboard consists of pure granulated cork, slightly compressed, baked at a moderate temperature and passed through a process which insures permanency of form. No foreign binder is used for under the peculiar process of its manufacture, none is necessary. It is pure cork and nothing but cork.

The structural strength of Nonpareil Corkboard and the ease with which it may be erected are two of the strongest points in its favor. It may be cut, sawed and nailed into place just as lumber in buildings of frame construction, or put up with equal readiness in Portland cement mortar against brick, stone, concrete, or hollow tile walls and ceilings. It requires no external support or retaining walls to hold it in place.

On account of its low conductivity and the solid and compact construction which it renders possible, Nonpareil Corkboard insulation requires the least amount of space of any insulating material, and thus saves storage room, a vital point not to be overlooked by the builders of Cold Storage Warehouses.

Closely allied to the Nonpareil Corkboard is the Nonpareil Cork Pipe Covering used for the insulating of Ammonia, brine and cold water lines. Nonpareil Cork Pipe Covering is gradually replacing all other makes of pipe covering and pays for itself in a very short time.

Another manufacture of cork which has proved of considerable benefit to the users is Nonpareil Cork Brick. These bricks are used for flooring cow stalls, horse stalls, dairy, barns, etc., and as cork is non-absorbant, the floors are at all times dry, easy to keep clean and perfectly sanitary. Nonpareil or brick floors are always warm to the touch, both winter and summer and require less bedding than would be used for cement, brick, or wood floors. It has been proved in practice that where Nonpareil Cork Brick floors have been laid in cow stalls, udder troubles have been practically eliminated and all practical men with a knowledge of the dairy industry will realize the benefit of this is to the farmer.

Steam users are all alive to the benefit of insulating hot pipe lines, boiler breechings and other heated surfaces. While excellent coverings for this purpose have been on the market, they all had one draw-back, namely, that when moisture came in contact with them, the covering was gradually destroyed. Nonpareil Steam Pipe Covering has overcome this trouble as the covering can be soaked in water for days and when it is dried out, it is perfectly sound and as good as new and can be applied again to the steam lines where it will be found that its efficiency has not been impaired to the slightest extent.

To meet the demand that has arisen for an insulating material which will combine low heat conductivity with mechanical strength sufficient to enable it to be built in as part of the structure itself, with boiler Nonpareil Insulating Brick has been placed on the market.

Nonpareil Insulating Brick is for use in connection with boiler settings, super heaters, bake ovens and furnaces of various descriptions.

The various Nonpareil lines mentioned above are manufactured by the Armstrong Cork & Insulation Company, Pittsburgh, Pa., and are handled in Canada, by the Kent Company, Limited, Montreal, who are the sole Canadian distributors.



**Mr. CHARLES GURD.**

Mr. Charles Gurd, founder of "Charles Gurd & Co., Ltd." was born in Ireland, February 26th, 1841. He came to Canada in childhood, and was educated at the High School and Watson's Academy, afterwards taking a special course in chemistry and botany at McGill. His first position was



with Lamplough & Campbell, druggists, and afterwards with Kenneth, Campbell & Co., rising to the position of chief confidential clerk, and establishing for that firm, the Aerated Beverage Branch of its business, of which he eventually became proprietor, and his firm took rank in the highest class. In 1907 the business was formed into a company. Mr. Gurd, has retained the managing oversight and is as active as ever. He is a Governor of the Montreal Board of Trade and Manufacturers' Association and other helpful benefactions. His associates in business, attribute the outstanding place of the firm and the excellence of its reputation, to an adherence to the principles of its founder, for "GERD'S" drinks are synonymous with purity. The familiar advertisement of the firm "GERD'S" Ginger Ale, "The Best" is both an announcement of what prevails as to quality, and what also prevails as to the plans and purposes of the Company.

**Mr. GEORGE JANIN.**

Mr. George Janin, Chief Engineer, will be specially remembered as associated with the Montreal Water Works system, having advocated the "Filtration" system and after much discussion asked that experts should report on his own proposi-



tions to the Council. Messrs. Hering and Fuller of New-York, endorsed the recommendations made by Mr. Janin, stating that it would be an excellent one for improving the quality, increasing the quantity and reducing the cost of the city's water supply. It will be thus seen that in this respect alone, Mr. Janin deserves the thanks of his fellow citizens. His work as Chief Engineer in other respects has been of great service to the Commercial Capital. Mr. Janin was born at Poitiers, in France, and came to Canada in 1892. He entered the service of the city in 1898, and subsequently was appointed, successively Assistant Superintendent and Superintendent of the Water Department, and in December 1910, General Municipal Engineer. Mr. Janin has seen military service in the French Army during the war of 1870, being a Franc-Tireur. He raised a corps of Engineers in Montreal for service during the war with Germany.

**Mr. H. J. ROSS.**

Mr. Henry James Ross, Vice-President of the Institute of Accountants and Auditors of the Province of Quebec. He carries on his professional calling of public accountant, real estate broker, auditor, liquidator administrator of estates, etc., at 180 St.



James Street, Montreal. He was born at Montreal, April 23, 1863. Educated at the High School, Montreal. After passing through various offices, he became Manager of the Rubber Co., and established his present business in 1895. Mr. Ross is Secretary-Treasurer of the Beaver Oil Co., Ltd., Managing executor of the estate of the late Theodore Hart. He is a member of the Montreal Board of Trade, and a member of the Union of the Canadian Municipalities; a life member of the Montreal Amateur Athletic Association, and a Governor of the Montreal General Hospital. He retired from military service with rank as Captain in the 6th Fusiliers, now the Grenadier Guards, and was a High School cadet boy. He is a member of the M. A. A. A., and the following societies: I. O. F.; R. A.; R. G. His recreations are athletics boating. He resides at 439 Lansdowne Avenue, Westmount.

**F. TREMBLAY & CIE**

Mr. Ferdinand Tremblay is head of the firm of F. Tremblay and Company, Manufacturers of doors, sashes, blinds, etc., and lumber of all description, and operates a factory at 400 William Street, Montreal. He is also president of the Northmount Land Company, and Vice-President of the P. Vincent Lumber Company, and is a large owner personally and with his company of real estate throughout the Island of Montreal, and Strathmore Beach, Chateau St. Louis, Valois, and owner of the Montreal Carriage works. He is a Governor of Notre Dame Hospital.

He commenced his business life's work with Mr. John Ostell, Montreal, 1879 (sash and doors), and started his present business as F. Tremblay, in 1854; in 1891, taking Mr. J. O. Mathieu into the firm.

Mr. Tremblay was born at St. Hubert, March, 1855. He belongs to the Automobile, Canadian and St. Denis Clubs.

**M. FERDINAND TREMBLAY.****M. J. O. MATHIEU.****OFFICE, FACTORY AND YARDS.**

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AINEY, JOSEPH  
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AIRD, WM. D.  
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ALEXANDER, A. J.  
ALEXANDER, CHAS. M.  
ALEXANDER, JAS.  
ALLAN, ANDREW A.  
ALLAN, HUGH A.  
ALLAN, JAMES A.  
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ANDERSON, ROBERT  
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ANGUS, R. B.  
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BACON, THOS. P.  
BADENACH, THOS.  
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BALLANTYNE, R. M.  
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BARRY, RICH. C.  
BARRY, WALTER H.  
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BASHAW, W. B.  
BAUGH, E. L.  
BAUMGARTEN, A.  
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BEARDMORE, F. N.  
BEATTIE, JNO.  
BEAUBIEN, DE GASPE  
BEAUBIEN, L. G.  
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BELCHER, F. P.  
BELCOURT, E. E.  
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BENNETT, C. M.

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BERGAIN, ACHILLE  
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BROPHY, THOS.  
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BROWN, JONATHAN  
BROWNE, W. GRAHAM  
BROWNE, FITZJAMES E.  
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BURLAND, JEFFREY, H.  
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BUTLER, MATTHEW JOS.  
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CAMERON, D. E.  
CAMERON, R. A.  
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CAMPBELL, ANSON H.  
CAMPBELL, COLIN  
CAMPBELL, DAVID W.  
CAMPBELL, DUNCAN A.  
CAMPION, A. G.  
CAN, NORTHERN RV., per  
E. A. SHAW.  
CAN, NORTHERN QUEBEC  
per GUY TOMBS.  
CAN, PAC. RV., per F. G.  
FRIESER.  
CAN, PAC. RV., per J. F.  
M'ENDLE.  
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CASTLE, JAS. A.  
CASTLE, JAS. A., Jr.  
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CASSIUS, JOHN S.  
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CAVERHILL, JOHN B.  
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CHAPLIN, F. L. M.  
CHAPMAN, J. B.  
CHAPPE, ARMAND  
CHAPPE, CHAS.  
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CHAVE, A. H.  
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CHOFFILOU, C. A.  
CHRISTIE, C. R.

CHRISTIN, J. A.  
CHRISTMAS, T. H.  
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CLARK, GEO.  
CLARK, H.  
CLARK, C. O.  
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CLEGHORN, GEO. S.  
CLEGHORN, JAMES  
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COUGHLIN, D. M.  
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CRAIG, THOS.  
CRAIG, J. OSCAR  
CRAIG, W. W.  
CRANE, T. A.  
CRAWFORD, DAVID  
CRAWFORD, D. LORNE  
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CREAM, DANIEL  
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CROWBY, GEO. J.  
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CURRIE, JAS.  
CURRY, S.  
CUSHING, WALTER F.  
CUNNINGHAM, JOHN  
CUNNINGHAM, WM.  
CURRIE, F. P.  
DALE, ROBT. J.  
DALY, W. J.  
DALRYMPLE, A. H.  
DANDURAND, F. H.  
DAOST, JOS.  
DAOST, MAXIME  
DARLING, ARTHUR J.  
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DAVIDSON, JOY  
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DAVIS, MORTIMER B.  
DAWES, ANDREW J.  
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DAWSON, WM. V.  
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DEAN, C. E.  
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DESOLA, C. L.  
DELMORE, C. E.  
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DENNING, E.  
D'ARGENCOURT, L. O.  
DESBARATS, E.  
DE BRUX, L. V.  
DERY, HECTOR L.  
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DESROSIERS, H.  
DES TROISMAISONS, G.  
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DILLON, GEO. A.  
DOBELL, HY.  
DOBELL, W. M.  
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DONOVAN, F. E.  
DONNELLY, D.  
DORAN, W. E.  
DORION, F. A.  
DORION, G. W.  
DORKEN, E. R.  
DORKEN, H. WALTER  
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DRYSDALE, WM.  
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DEFFRESNE, V.  
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JORDAN, THOS. H.  
JOSEPH, HENRY  
JOSEPH, HORACE  
JOSEPH, WALTER I.  
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JOUBERT, WALTER I.  
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LABELLE, GUSTAVE  
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LAING, JAS. N.  
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LALONDE, ARMAND  
LALONDE, JOS. T.  
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LAPORTE, FREDERIC  
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LAURIN, JOSEPH  
LAURIN, JAS.  
LAVERS, A. H.  
LAW, DAVID  
LAW, JAS.  
LAYTON, H. A.  
LAYTON, P. E.  
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LEE, JOHN  
LEFEBVRE, M. THEO.  
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LEMAI, E. H.  
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LESPERANCE, A. P.  
LETOURNEAU, O.  
LETOURNEAU, JOS.  
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LEVINE, H. M.  
LEVINSON, J. J.  
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LEWIS, G.  
LEWIS, LANSING
- LICHTENHEIN, SAM. E.  
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LIMOGES, Z.  
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LINDSAY, ROBT.  
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LORD, NARCISSE  
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LYMAN, HENRY H.  
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MICHAUD, ALEX.  
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MILLIGAN, GEO.  
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MITCHELL, JAMES M.  
MOLES, H. E.  
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MOLSON, HERBERT  
MOLSON, HERBERT W.
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MORGAN, C. D.  
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MORRICE, D.  
MORRICE, D., Jr.  
MORRICE, W. J.  
MORRIS, GEO. A.  
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MACDOUGALL, R. W.  
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MACFARLANE, J. E.  
MACFARLANE, N.  
MACFARLANE, R.  
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