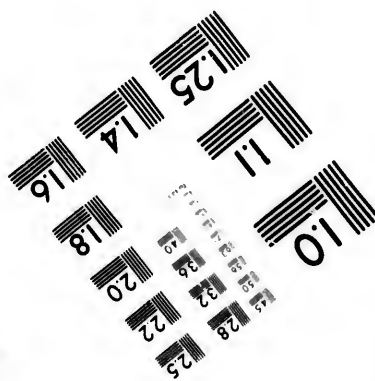
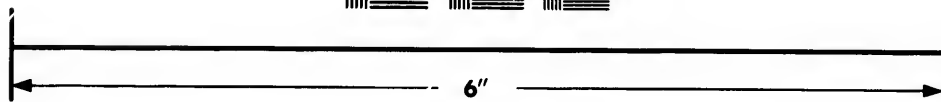
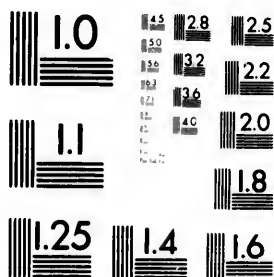


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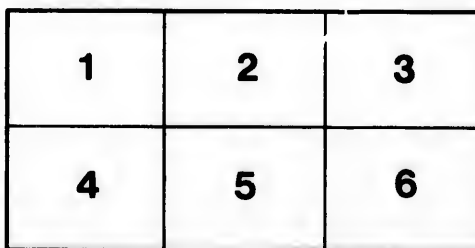
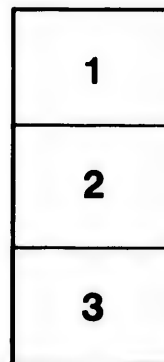
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# HAMILTON T 6 AND ITS INDUSTRIES

BEING A HISTORICAL AND DESCRIPTIVE SKETCH OF THE  
CITY OF HAMILTON  
AND ITS  
PUBLIC AND PRIVATE INSTITUTIONS

Manufacturing and Industrial Interests,  
Public Citizens, etc.

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PUBLISHED BY

E. P. MORGAN AND F. L. HARVEY

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HAMILTON:  
SPECTATOR PRINTING COMPANY.

Sept., 1884.

1884  
(96)

## TO OUR PATRONS AND READERS.

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To the casual reader the compilation of this little work might seem a light undertaking, but by those who will examine its pages with some diligence a more correct idea of the great labor involved in its production will be gathered. The object of the publishers has been to present those interested in this city's welfare or trade a bird's eye view of its history and industry. Fully conscious of having fell short of their own best conceptions, the publishers have done the best they could. One thing is certain, in the face of the testimony it presents of the patriotic and energetic character of the men who have made Hamilton the busy hive of industry that it is, the claims of the Ambitious City upon the trade of the west cannot easily be disputed. We offer our sincere thanks to a large list of the oldest inhabitants and to the great firms of the city, who have kindly aided us in the undertaking. Trusting that the work may in some degree help the city for good, we speed it on the wings of the morning over all our fair Dominion, from the Atlantic to the Pacific.

THE PUBLISHERS:

Hamilton, Sept. 1884.

## THE CITY OF HAMILTON.

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**T**HE first white man who ever trod the site upon which the beautiful City of Hamilton now stands was a Frenchman named Sieur De La Salle, who, in the year 1669, started from Lachine, in lower Canada, at the head of an exploring party of twenty-four white men and several Indians. Their objective point was the Pacific Ocean; this party, after coasting the eastern and southern shores of Lake Ontario, passing the mouth of the Niagara River, reached the head of Burlington Bay in September of that year. Landing at the spot where the Great Western railway station now stands, they determined to camp and hunt the plateau for some days; it was a, sorry and desolate place that these hardy Frenchmen found. The plateau was marshy and covered with tall, rank Indian grass, interspersed with patches of elm trees and shrubbery, the latter being used as shelter by countless hordes of wolves, and night was hideous with their savage cries, while the myriads of huge bull-frogs added their awful croaking to the unwelcome din. The sides of the mountain were said to be literally swarming with rattlesnakes. In a sketch of La Salle's travels, written by Father Galinee, a Roman Catholic priest of literary reputation, numerous adventures of La Salle with wolves, bears, rattlesnakes and other wild beasts and reptiles in this locality are chronicled. The site now known as the Market Square, swampy and covered with shrubbery, was the favored resort of the wolves, and La Salle and his companions looking down from the mountain side one day saw and heard these congregated brutes howling in countless myriads as the sands of the sea.

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



children escaped, tracked him to his place of concealment, and finding some blood, concluded that he had been killed. In despair the broken-hearted woman and her children fled to New Brunswick; but little is known of her life of hardships for several years.

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

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

Colonel Robert Land, grandson of the first Robert, and his family, occupy the old homestead at present. It is a fine old residence, surrounded by well laid out grounds, and hidden by trees and shrubbery, situate on Wentworth street, a few rods below Barton street. Colonel Land is now an old man in his 78th year. He is hale and hearty, and tells romantic stories of Indians, whom he regarded with extreme friendship; but his memory for names and dates is not good. In a conversation of some hours the writer gathered from him such facts as he could remember having learned from his father, which may be summarized as follows:—After the arrival of the two sons, Robert and Ephraim, who were about 16 and 18 years of age respectively, the re-united family got to work farming in good earnest. In a few years two other sons and three daughters, who were married in New Brunswick came to the settlement. The daughters were married to men

named Briney, Horning and Hughson. They all came together, and with three others named Macasie, Kirkland, Ferguson and many others, took up the land along which Hughson street now runs, and Ferguson where the street of that name runs. A hundred acres of land, bounded by Main street on the south, Barton on the north, and east and west by Emerald street and Victoria avenue, was part of a tract settled by one of those early arrivals, and was actually sold for a barrel of pork and a yolk of steers, and Robert Land bought it from the purchaser for a slight advance. Col. Land, though but seven years of age at the time, remembers quite well hearing the firing at the celebrated battle of Stony Creek. This battle, between 500 Canadian volunteers, under Col. Hardy, and 2,000 Americans, was undoubtedly one of the most decisive in the war of 1812. It was fought on the evening of June 5th, 1813, and the disastrous retreat of the Americans saved this settlement, then growing apace, from a bloody scene which might have changed the fate of all Ontario. Col. Land says that one of the reasons for his so distinctly remembering this exciting incident was that June 4th being the birthday of the King and that as the soldiers were short of powder, the usual salute was omitted, and the ammunition saved for more effective use. For this wise foresight the commander was highly commended. The sudden growth of Hamilton by the influx of settlers who came to work on the Burlington Bay and the Desjardins canals, Col. Land remembers well. The first foundry established by Fisher & McQuesten, on the site where now stands the Royal hotel, and other manufacturing establishments, helped to extend the commercial importance of Hamilton. When the rebellion broke out in Lower Canada and spread to Upper Canada the people of Hamilton were loyal. Major Head, Governor-General of Upper Canada, afterwards Sir Francis Head, had such faith in the loyalty of the people that he sent all the regular troops to Lower Canada, and relied upon the loyalty of the people, in which he was not disappointed. About 1840 Hamilton's future as a city of first-rate importance was established. From other sources we continue the story of the settlement of Hamilton from Land's time to the present.

Other settlers began to come in, but not very rapidly, as the neighborhood offered few inducements to emigrants. Wolves and rattlesnakes continued to abound. The soil was poor and unproductive, and it was found almost impossible to eradicate the Indian grass. Farther east the soil presented no such difficulties, and Stony Creek soon became a thriving little settlement. The high land above the mountain was another locality to which emigrants resorted in considerable numbers; so that for many years Ancaster and Stony Creek were both far in advance of the settlement on Burlington Bay. The geographical position of the latter, however, was such that it could not remain permanently neglected. In the year 1795 the Freemasons of the neighboring settlements organized a lodge there, holding their meeting at a tavern kept by a man named Smith. This tavern stood on the corner of King and Wellington streets, on the site now occupied by Charlton's Vinegar Works.

Specie, in those days, was a thing almost unknown in the district, and nearly all transactions took the form of barter. The farmers paid their bills in grain; and even the dues of the Masonic lodge was discharged in the same

manner. It is said that a good ox was exchanged for a pair of boots, and that a hundred acres of land in one of the best parts of Hamilton were given in exchange for a barrel of pork.

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

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

In the early part of the summer of 1832, it became known in Hamilton that that fell scourge of humanity, the cholera, had reached Quebec and Montreal and that it was advancing westward. A public meeting was at once called,

and measures were taken for the improvement of the sanitary condition of the streets and houses. Notwithstanding all precautions, the cholera made its appearance on the twelfth of July, and a number of the inhabitants fell victims to it. It broke out in the gaol, and the gaoler and his wife both succumbed to it. The Medical Board expressed their opinion that the prisoners, unless speedily released from durance, were all likely to be attacked. Accordingly Mr. (afterwards Sir Allan) McNab and another gentleman named Steven became securities to the magistrates, who authorized the Sheriff to release from custody all the prisoners, except one who had been sentenced to be hanged. Upon this authority the prisoners, with the one exception mentioned, were liberated. In the following November a destructive fire reduced a large part of the town to ashes, but the part destroyed was speedily rebuilt; and on the 12th of February, 1833, the town had increased to such an extent that an act was passed to define its limits and to establish a market and police.

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

### THE BOARD OF TRADE AND ITS WORK.

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

who first formed the Hamilton Board of Trade on the 29th day of April 1845. Following are the names:—

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

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

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

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

"That, during the past season, when so many and such important changes took place in our commercial relations with the mother country, when the whole system of protection was done away with, your committee did not fail in their duty to their constituents, but petitioned Her Most Gracious Majesty the Queen, craving time in order that the colony might accustom

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



itself to the change. To this petition a reply was received adverse to the prayer thereof. They subsequently forwarded to Her Majesty another petition, praying for such a modification of the Navigation Laws as might place Canadian produce in a more favorable position. To this no answer has been received.

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

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

The completion of the canals on the St. Lawrence will do much to facilitate our intercourse with our seaport towns, and should the British navigation laws be so far altered as to permit foreign vessels to load at Quebec and Montreal for ports in Britain, and also allow foreign ships to bring to Canada the produce of any part of the globe, then your committee trust, that so far from there being any necessity for Upper Canada merchants to import or export *via* New York, that on the other hand, cheapness of inland transport will induce the merchants of the Western States of America to import their bulky and heavy goods by way of the St. Lawrence, and the present strange anomaly of our position be done away with, permission being given to import through a foreign port, and foreign canals in foreign ships, and to be denied the privilege of importing in the same ships through a Canadian port and Canadian canals. Your committee, judging from the late debate in the Imperial House of Commons, trust the day is not far distant when their hopes will be realised and the cities of Hamilton and Quebec assume the commanding positions laid out for them by nature, and so improved by art.

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

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

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

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

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

"JOHN YOUNG,

"President, H. B. T.

"WM. ATKINSON,

"Sec., H. B. T."

Hamilton, 28 April, 1847.

Through all the years of its existence the Board of Trade has taken a leading part in all the questions of interest to the City. The construction of the Great Western Railway, and the Hamilton & N. W. and other arteries of trade, are all mainly owing to the agitation of this body. Every hindrance to trade has had the attention of this Board. For example, the abolition of the tolls on the Burlington Bay Canal was advocated as early as 1840, and has continued to this day. More than that, it is safe to predict that the Board of Trade will never cease until such a barbarious stumbling block to trade shall have been removed, as the following extract from the President's annual report for 1834, hereto appended, shows. After a brief but hopeful review of trade, and recording its hope that Parliament will soon pass a bill for the equitable distribution of insolvent estates, the report continues:—

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

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

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

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

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

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

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

#### PROOF OF PROSPERITY.

As to the prosperous condition of the city's industries, the fact that within a few years 31 firms have either enlarged their premises or otherwise added to their facilities to meet the growing proportions of their trade, is sufficient



and positive proof and testimony. Following is a list of the firms who so report :—

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

New industries established within the last six years :

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

#### WHAT THE "SPECTATOR" RECENTLY SAID.

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

## MISCELLANEOUS DETAILS.

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

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

The Court House, the Canada Life Assurance Company's building, the Banks, the Wesleyan Ladies' College, John Winer & Co's building, W. E. Sanford & Co's building, the chemical works of Dalley & Co., the Canada Business College, the new Post Office in course of construction, the Custom House and many other public and private buildings too numerous to mention, are fine specimens of architecture, not excelled in any city of Hamilton's size on the continent. The public halls and theatres are numerous and well adapted to the city's needs. The retail trade of the city is mainly devoted to James, King, John, McNab street and the Market Square. Besides the Common Schools and the Collegiate Institute—a sort of high school—Hamilton can boast of the best and largest colleges devoted to specialties in the Dominion. The Wesleyan Ladies' College has no rival worthy of comparison within a thousand miles, and the Canada Business College, without doubt, leads the Dominion in its line. The Masonic and a large number of social and benevolent institutions are well supported and numerous.

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

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

From the return made by the city authorities, Sept. 1st, 1884, we find the total population set down at 39,216. The value of the real property within the city limits is set down at \$14,841,300; income, \$715,420; personal, \$3,261,610.—Total, \$18,818,330.

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

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

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

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

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

### FIFTY YEARS AGO.

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

Fifty years ago this month, (in 1833) our family came from Norfolk, England, in the New York packet ship Ontario. We were on the ocean six weeks, and two weeks on the Erie Canal to Oswego. Then we took passage on a schooner to Port Dalhousie, and from thence to Hamilton in royal style in a farmer's hay rack. Hamilton was but a small place then. There were but three brick houses in it, and the bush came up to the corner of Wellington and King. Wellington street was called Lover's Lane. It was beautifully shaded with forest trees at that time, and for some years after. Mr. Peter Hamilton's fields reached down John street close to the wood market, and the boys used to have grand times gathering hickory nuts. His residence was on the spot where Mr. W. Hendrie now lives, and the farm gate was on Main street. At Dundurn the woods commenced again, and there was a crooked, narrow, sandy road to the old bridge. Splendid duck shooting was to be had at the heights; black duck, mallard, teal, and now and then a canvas-back. Red-heads and coweens were not carried home in those days. Thousands of wild pigeons also would fly over this place, and as they would come up to the high ground from over the lake and bay they could be knocked down by sticks or shot by hundreds. This bird seems to have left this part of the country altogether now. On the southeast side of the city there were but very few houses south of Main street. The old Springer homestead was located near the corner of Hunter and Spring streets, and in the fall, in cider-making time, it was the spot where the boys most did congregate, and good long straws were in requisition. The lakeside was in summer a busy place then, as the wharves were building, and there were

soon a good many hotels built down there. Some of them have disappeared. The old hospital is one of them, the Burlington Glass Works is another, and the roughcast building on the corner of McNab and Burlington streets another, but the glory of that locality has departed. The opening of the Great Western railway changed the travel and traffic to other parts of the city. Hamilton was noted for its dust and dirt. On a windy day it was almost unbearable. The clouds of dust would sweep down York and King and Main streets, so as to put a stop to business, and all trade suffered very much from this cause. It was after one of those days of dust and wind that I wrote a petition to the Mayor to call a meeting to take into consideration what was the best plan to provide water for the city. The meeting was held. John Fisher, Mayor, was chairman, myself secretary, and from that meeting sprung our waterworks, which have been of such vast benefit to this community. The Gore was a very Sahara—dust, sand and mud the most of the year. I have seen this spot nearly filled with long, white-covered emigrant wagons, on their way from the eastern States to the then far west of Illinois, Western Ohio and Indiana. They would camp there for the night with their cattle and horses, sleep in the wagons, or prairie schooners, as we used to call them, and at the break of day they were gone. Next evening another lot would be resting. What has been the result of this migration? Look at the cities, towns and farms of these States to-day. I was told then that the farm was sold to the first man on it for one dollar an acre, and if not taken up the first year after survey then 75 cents; next 50 cents, and if not taken up then they were called swamp lands, and sold to any one who would give 25 cents an acre for them. But the first sale was to actual settlers only. It is evident that railway scoops, Temperance society grabs and Ministerial boomers had not then come into existence, as almost all the tillable land of those States were taken up by actual settlers. I remember the day of the Queen's coronation. It was the first celebration of the kind held here, and a jolly time we had—bonfires and fireworks of a primitive kind. I don't think we had any fire-crackers. Any way, the boys were better then than they are now, and wouldn't use them if they had. There were some hotels of note. The old Promenade House was the principal one. It stood where the Bank of British North America stands now. It was the stage house. The arrival and departure of the stage was quite an event, and caused a great stir, as it was the most rapid and stylish mode of travel. This house was also the resort of commercial men, and the host (Burly) was well known by all travellers. The Cambria House was kept by a Mr. Cattermole, who was also an emigrant agent, whose tracts and books were very severely commented on, as he, like those of that ilk of this day, was apt to draw the long bow. This house was situated at the corner of John and Main streets, and was principally patronized by old country emigrants of the better sort, and it was celebrated as a place where they got rid of a good deal of money and a good deal of whiskey, which could be had then pure at 16 cents a gallon. There was also another hotel on the spot where Wanzer's factory is now, kept by Mr. Chatfield, and it was noted as the house where all the big bugs put up, and at that house we stayed our first night in Hamilton. It was found on that occasion that those individuals did reside at this establishment, and they nearly ate us up; and its reputation was a correct one. There is now but one building on the Gore that was there then—I mean Messrs. D. Moore & Co's., on King street East. The buildings in this section were all one or two stories, of wood. I do not know of but two men who are in business now who were doing business then, and that is Messrs. John Winer and Dennis Moore. All have passed away, and I now find more names of acquaintances in our cemetery than I can in the city. Such is life. Times were hard soon after this. In '34, '35, and '36 business was bad; no money, prices were low. All trade and truck: no cash for anything. The storekeepers used to print their own shinplasters, and each run a bank of his own. He was president and board of directors both, until the Government put a stop to it. Wages were very low. Laboring men, 50 cents to 75 cents per day, or less. Mechanics, not much more, paid in truck. Produce was very cheap. Butter, 7 to 9 cents; eggs, 5 cents; whitefish, three to four large ones for a quarter; potatoes, 15 cents a bushel; wood, \$1 to \$2 a cord; meats, grains and flour equally low, but still hard to get, as there was no trade, business or money. General discontent prevailed, and the rebellion of '37 took place. The Family Compact were wiped out; responsible government became a fact, and the country prospered. Some years after this the Indians surrendered the townships of Seneca and Oneida, and they were surveyed and sold to actual settlers at \$4 and \$5 an acre. The lands were taken up at once, and many of the lands were paid for by half the price in timber on it. I helped to survey this land under the late Mr. Kirkpatrick, P. L. S.

I mention this to show the extraordinary rise in the value of timber and lumber since then. These fine large pines were then sold at from \$1 to \$2 apiece. Mr. Bradley, of this city, informs me that he pays from \$80 to \$100 for each of them. There was plenty of very fine walnut, also cut into lumber at \$15 and \$20 a thousand, which is now worth \$100 for the same quality, and none to be had in this locality. These lands are now worth from \$50 to \$80 an acre.

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

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

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

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



All the varieties of fruit and vegetables suitable to this climate are grown here and and vicinity to perfection, as our market will demonstrate. I joined with a few of the people on Park street in planting the first street with shade trees, and now almost all the private streets are planted with them. We have copied a good deal in this matter from the States, and we have considerable to learn. The habit of throwing old boots, stovepipes, etc., into the street will have to be got rid of, many of the ugly high front fences taken away, and the old leaves from the trees swept up tidily, good asphalt sidewalks provided, the streets kept in better repair, and last and most important of all, two or more good parks set apart and made free to the people, before we can be called a first-class city. I hope to see this done. We had once the opportunity to purchase Dundurn for less than \$20,000. It was prevented by a few who would oppose any improvement, and though we would have been greatly benefitted by the purchase, the opportunity was lost, and now we must do the next best thing.

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

### HAMILTON SIXTY-FIVE YEARS AGO.

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

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

was in high feather in those days, and the writer of this sketch saw a man who had imbibed too much "black-strap" committed to the cells for 48 hours for saying "d—n the King,"—he referred to his Majesty George IV. The first man hanged in the old Gore district was from this jail. His name was Vincent; he had murdered his wife. A miserable job was made of this execution, as the colored man who officiated as hangman had to swing by the culprit's legs for some minutes before death relieved the sufferer. Two young "ladies" were at one time exposed in the pillory for about two hours, much to the amusement of the inhabitants of the village. Both the murderer Vincent and the girls were from Beverly. This jail was pulled down at the completion of the stone edifice in Prince's Square in 1829.

### FIRST CHURCH BUILT IN HAMILTON.

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

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

# Hamilton and its Industries.

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## HISTORICAL AND DESCRIPTIVE SKETCHES

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—OF—

## PROMINENT MANUFACTURING AND BUSINESS HOUSES.

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



## ORR, HARVEY &amp; CO.,

MANUFACTURERS AND DEALERS IN

## BOOTS, SHOES AND RUBBERS,

21 King Street West.

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

21 KING STREET WEST,

Hamilton, Ont., 1st Nov., 1884.

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Dear Sir:

Having about completed our arrangements for the coming Spring Trade, we have pleasure in inviting your inspection of the same, either by a personal visit to our Warehouse and Sample Rooms, or through our Representatives, one of whom will wait upon you during this month or early in December.

We have some exceedingly good values to offer, our PRICES in every line being at the BOTTOM of the market. Our STYLES are varied. We have everything new as it comes out, as we are determined to keep pace with the demands of the times. Our TERMS will be found as liberal as any house in Canada. With these advantages we have every confidence in soliciting a continuance of favors from our old patrons, and in asking for a trial from those with whom we have not yet had business relations.

We remain,

Yours truly,

ORR, HARVEY & CO.

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

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

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

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

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

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

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

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

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

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

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

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

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



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

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

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

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

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

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

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

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

## J. WINER &amp; CO.

## Wholesale Druggists, King Street East

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



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

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

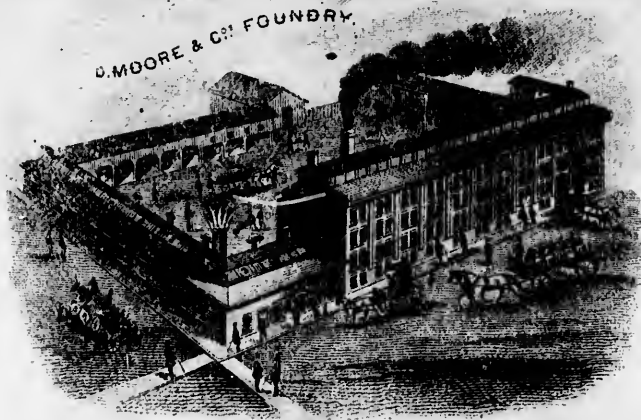




## ROBERT DUNCAN & CO.

### Booksellers, Stationers, and Lithographers.

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



### DENNIS MOORE & CO., FOUNDERS AND TINSMITHS.

This is a house in writing of which ~~than~~ permits of the use of nothing less than the superlative mood. The oldest, first and best of its kind, the house is both a credit and a tower of strength to our thriving city. Edward Jackson, who is mentioned in the historical sketch of the city as the first to open a tin store here before the place was large enough to be dignified by the name of village, was the founder of this house; and Dennis Moore learned his trade with Jackson. The very shop which was erected by Jackson after his business had grown to considerable proportions is still preserved, and used by Messrs. Moore & Co. as a storehouse. Mr. Moore came to Hamilton in 1832, and Mr. Jackson was then doing business in partnership with a man named Nickenson. After learning his trade Mr. Moore invested in the business in 1839. Jackson remained a silent partner until his death in 1873. For over 20 years Messrs. Moore & Co. still occupied the old stand. In 1857 Messrs. Moore and Co. erected the handsome four storey building now occupied by them, adjoining the old shop. As years rolled by the business increased, and the old foundry on Catherine street has been enlarged to many times its original size. The firm employs about 100 men in the manufacture of cooking, heating and parlor stoves, and thousands of the best housewives in the Dominion are proud to boast the possession of the product of this house.

By his long and honorable career the principal of the house has made his name a household word in Hamilton. No public or private enterprise with good for its end starts out in this city unless it bears among its patrons Dennis Moore. Though well up in years Mr. Moore is still a very active man, and every day performs more work than many business men of first-rate ability do in two. Besides managing his own great business, he finds time to devote to a large number of other enterprises and institutions. He is President of the Wesleyan Ladies' College, of the Farmers' and Traders' Bank, and of the J. H. Stone Manufacturing Company; was the first projector and still is an active director of the Ontario Cotton Mills; is a director of the Bank of Hamilton, of the Canada Life Assurance Company, of the Landed, Banking and Loan Company, of the Hamilton Bridge and Tool Company, of the Hamilton Forging Company, and of the Saskatchewan Land and Loan Company, and takes his full share of the duties involved in the direction of each of these institutions. While he is a most careful and successful business man his heart has never been shrunk by money making; for, as we in effect said before, his purse is open with his share for everything for the good of the city, or for the benefit of his fellow-men. A frequent item in the papers chronicles some act of kindness to employees or some deed of benevolence. There need therefore be no wonder that, in Hamilton, where the chief is known so long and so well, the house and its head are extremely popular.



REID, GOERING, &amp; CO.

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

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

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

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

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

## THE FEDERAL BANK.

This is one of the strongest and most popular of our Canadian Banks; and is purely a Dominion institution. Among the directorate will be found some of our strongest Canadian names, E. Gurney, junior, of Hamilton, being a member of the Board. The capital of the Bank is three millions of dollars, nearly all paid up, and its Rest Fund is a million and a half. The Bank was instituted in 1873, immediately after the Consolidated Bank of Canada was wound up, and inherited a large share of the business of that institution. From the last annual report we gather that the net earnings of the Bank for the year ending May 31st, 1884, was \$312,334 03. As showing the confidence of the public in the Bank, we quote its deposits for last year at \$6,161,259 08. It has earned during the past year nearly 11 per cent. on its paid up capital, and it is, therefore, in every sense a highly prosperous institution. The Federal Bank has branches in Aurora, Chatham, Guelph, Kingston, London, Montreal, Newmarket, Petrolia, St. Mary's, Simcoe, Strathroy, Tilsonburg, Winnipeg, and this city, with headquarters at Toronto. Mr. J. M. Burns, the Hamilton Manager, is a banker of long years of experience, of whom a prominent manufacturer said to the writer, "He is one of the most prudent bank officers in the Dominion." During the many years Mr. Burns has been identified with the financial institutions of Hamilton, he has always occupied a leading position, and while more speculative men have been able to show larger gains, Mr. Burns' well known sagacity has kept him free from entanglements that in a majority of cases are apt to result in losses. When there is any safe business to be done, Mr. Burns' eye is upon it, and he is ready to embrace his opportunity, while most careful to keep clear of dangerous shoals. The Federal Bank has therefore been fortunate in its manager in Hamilton, and continues to receive its full share of business from our leading merchants and manufacturers.



### THE HAMILTON PROVIDENT AND LOAN SOCIETY.

This is one of the most popular, successful, and useful institutions in the entire Dominion,—popular in that it was founded by, and is still the especial favorite with a long list of our strongest public citizens, and successful and useful, because it has done more to make Hamilton a city of beautiful homes, than all other building societies.

It was established in June, 1871, with the following splendid names on its articles of incorporation:—J. Brown, W. N. Anderson, Adam Hope, Dennis Moore, Alex. Turner, John McPherson, Wm. McGiverin, Matthew Leggat, A. Harvey, John Winer, E. Gurney, H. W. Routh, Thos. Christie, Donald Nicholson, J. N. Tarbox, W. E. Sanford, John Proctor, A. F. Skinner, Chas. Jas. Hope, John Harvey, Adam Brown, Thos. Saunders, P. W. Dayfoot, A. T. Wood, John Stuart, C. Gurney, John W. Bickle, James Turner, J. I. Mackenzie.

It commenced business under the act of parliament, respecting Building societies, with a subscribed capital of about a quarter of a million of dollars, which, in thirteen years has had such a prodigious growth, as to reach a million and a half, of which a million and one hundred thousand dollars have been paid up, notwithstanding that one hundred thousand dollars of the reserve was divided among the shareholders in the form of stock, with 20% paid. There is now at the credit of reserve \$110,000. The Provident and Loan combines the functions of a Building Society and Savings Bank. In the latter department, the deposits for last year amounted to considerable over a million dollars, which is the strongest possible proof of its popularity with the people of limited means, whom it has aided in building homes by the hundred. Its popular treasurer and manager is Mr. H. D. Cameron. Its officers and directors are:—George H. Gillespie, *President*; John Harvey, *Vice-President*; Charles Gurney; Alexander Harvey; Æmilius Irving, Q. C.; Walter R. Macdonald; Alexander Turner; J. M. Williams; A. T. Wood.

The following description of the building appeared in the *Toronto Globe*, May 31st, 1881: "The Hamilton Provident and Loan Society have removed from their offices, James street, to their own new premises, corner of King and Hughson streets. The building is one of the best in the city, is 42x140 feet, and four storeys high. It is built of the best quality of the Ohio buff-stone. The banking office is one of the most handsome and complete in the Dominion. The departments of the different clerks face the main entrance in a semi-circular form, the fittings of massive walnut, richly carved, with panels of cut glass. The floor is handsomely inlaid with minton tile of chaste design,

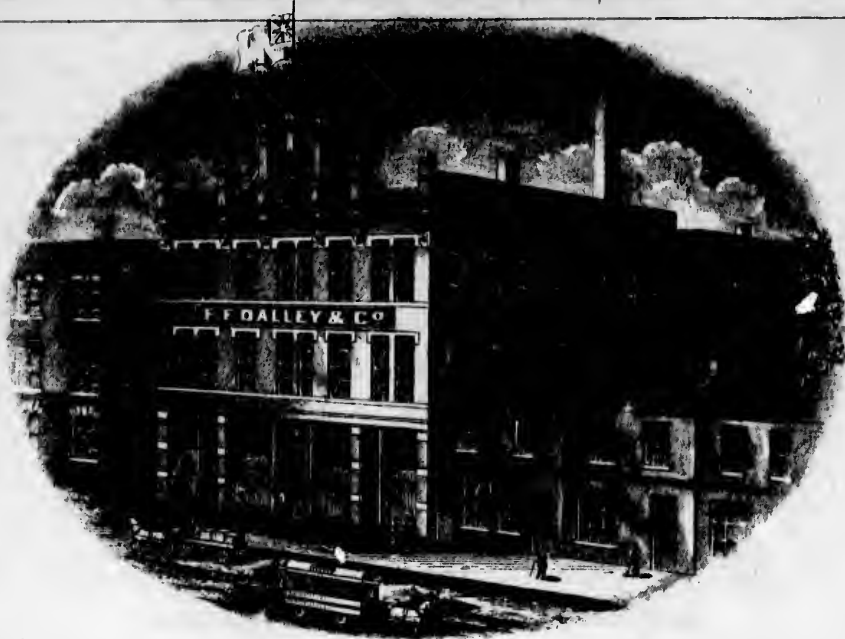


specially prepared for this room. The entrance, a very magnificent one, is from the corner. Off the banking-room is the manager's room, occupied by Mr. H. D. Cameron, and also the Board-room, both finished with butternut in oil, panels of cut glass, and marble mantles in each room. The furniture is walnut, covered with red morocco leather. On the manager's table is an electric stand, with calls to any clerk in the banking office, while at his side by tubes he can communicate with the Company's solicitors in the chambers in another part of the building, also with the inspector and caretaker. Over the mantel in the Board-room is the portrait of the President, Hon. Adam Hope. The entrance to the chambers is from Hughson street. The chambers are fitted up with all modern conveniences—speaking tubes, electric bells, and spacious vaults to each flat, and an elevator runs to the fourth story, the car of which is elegantly fitted up with heavy plate glass mirrors, electric annunciators, etc. One of the important conveniences of the Society's building is the spacious vaults for the safe-keeping of the Society's securities. There are model in structure. They are two in number, twenty feet by ten feet, inside measurement. The doors are fitted with Hennessy Bros.' combination locks, specially made. Above the main entrance, on the top of the building, is a large clock facing the Gore, which is illuminated every night. The clock is of Edinburgh make, Richie & Sons' best manufacture. The basement is fitted with lavatories, lunch rooms, while in the centre is the heating boiler for heating the building. The heating is by the low pressure system, the heat being distributed throughout the whole building by bronzed radiators with marble tops. Messrs. McPhie & Co., of this city, are the contractors. They also fitted up the basins, ventilating, plumbing, etc., in first-class style. In fact everything in the building is A 1, the total cost of the lot and building being over \$80,000. The whole reflects the greatest credit on the architect, Mr. D. B. Dick, of Toronto, and the contractor, Mr. Robert Chisholm, of this city."

### BANK OF BRITISH NORTH AMERICA.

One of the most substantial structures in Hamilton is the building owned and occupied by the branch of this Bank on the south side of the Gore, adjoining the Canada Life Assurance building. It is the oldest existing Bank doing business in Hamilton. The first building will be remembered by old citizens as standing back from the street in grandeur. About ten years ago part of the old front was taken down, and the Bank rebuilt out to the street. It is three stories high, of modern architectural design, and quite worthy of its owners. The Bank of British North America is an English institution, with head office in London, but nearly all its business is done in Canada. The Canadian General Manager is R. R. Grindley, Esq., with Canadian headquarters at Montreal. The Hamilton Manager is D. G. MacGregor, Esq., a banker of considerable experience. The highest commendation which the humble editors of this work can give such a substantial institution is to state that its business is mainly done with the large wholesale dealers and the manufacturers, and then to quote a few figures showing the financial strength and success of the Bank. The last annual report for the year ending December 31st, 1883, showed a profit from that year's business of £78,783 os. 7d., or nearly four hundred thousand dollars. Its capital is one million pounds sterling, and although it has always paid liberal dividends to its shareholders, the Bank has a net rest or undivided profit of £201,601 19s. 8d. Its bills are largely circulated throughout Canada, and being made somewhat after the fashion of the Bank of England, with whitey brown backs, they are always accepted with the greatest confidence. When financial crisis have ingloriously closed the career of many banks in Canada, this grand old concern has kept right along in its useful work of paying and receiving that upon which all industry depends. Being a British Bank, and firmly established with abundant capital, it has been a bulwark of strength to many of our industries in the day of financial battle. With the growth of our manufacturing houses the Bank of British North America has year by year shown an increase of its volume of business. The confidence of the people in this institution is evidenced by the fact that its deposits last year reached the magnificent figure of £1,343,790 14s. 8d. The Bank does business from the Atlantic to the Pacific, and its New York business is quite extensive. It issues bills of exchange and letters of credit upon all parts of the world.

## HAMILTON AND ITS INDUSTRIES.



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

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

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

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

### BUNTIN, GILLIES & CO.,

#### Manufacturers and Wholesale Paper and Stationery Dealers.

The paper and stationery trade of Hamilton, also that particular feature devoted to its manufacture, is most thoroughly and extensively represented by the house in the above caption. The example of this firm in the production of an unvarying good article, in each grade the best of its kind that could be afforded for the money, has exerted a telling influence upon the standard of paper products. Hamilton may point with pride to this firm as a representative, and for this reason we deemed it necessary to the completeness of our work to give them a conspicuous place in a review of the noted enterprises of the Ambitious City, whose splendid paper and stationery warehouses occupy one of the finest modern commercial edifices in the city, consisting of a four-story and basement structure of 150x50 feet, located at King street west. The entire storage capacity of this warehouse is taxed to its utmost extent in the display of what is probably the largest and most varied assortment of wrapping, print, writing, book and note paper and envelopes in the Dominion. It would be impossible to conceive anything more thoroughly systematised and pleasing to the eye of the visitor than the order which pervades the different floors, each divided into separate well-maintained departments. A complete equipment of speaking tubes and modern hoisting elevators facilitates the issue of instructions and general communications from the office in the basement and the rapid transfer of freight to all parts of the building. It is heated by hot air, lit by gas, and is flooded with an abundance of light throughout. The basement, which we first inspected, contains large reserves of wrapping and building paper in rolls; there are also stored large quantities of straw board, and slates in bulk.

Their stock of *building paper* is very comprehensive and comprises plain, building, roofing and tarred felts and carpet linings. On the first floor is located a fine modern suite of offices, both private and general, substantially furnished with all the latest counting-house conveniences. Here is also the sample and sales rooms and shipping and packing departments. The storage area brings to view a heavy stock of printing and heavy papers in every grade and number and weight. Among the specialties displayed on this floor we would mention in note paper, the Burnside, Windsor, Victoria and Queen Anne styles, also envelopes to match each, and the Gillot's series of steel pens. The second floor is given mainly to a heavy stock of stationery, envelopes, letter, writing, note and book papers in great profusion of tints, quality, sizes and prices. On the third floor the visitor again comes into a much frequented series of departments. Here is found a large stock of general stationery, cover papers, cardboard suitable for railway and sundry tickets and cards of every kind; paper bags in completed sizes attract the eye. Here is also the working department of the house, where all the cutting and ruling is done. Some very superior card and paper cutting machines are here in operation, whilst the ruling machine, which is of recent introduction, is one of the newest improved make, and one of the finest in the Dominion. The fourth and final floor is devoted to reserve stock, consisting of miscellaneous grades of stationery, twines in bulk, sundries, &c. Their trade extends all over the Dominion, and the success of this house has done much to carry the fame of our city as a distributing point throughout the entire Dominion.



## McILLWRAITH & McMASTER,

Dry G Millinery, & Co., 12 James Street North.

This firm takes rank as one of the leading retail dry goods houses of the Dominion. The partners of the firm are James G. McIlwraith and John McMaster, and it would be difficult to find two stronger men or better qualified to take a lead in their line than they are. Mr. McIlwraith has been in Hamilton nearly all his days, and was for many years in the employ of A. Murray & Co. as buyer. His long experience in visiting European markets has made him an expert in taste and judgment and is turned to good account for his firm, as he goes to London, Paris, and other foreign markets twice every year. His selections are looked upon as the pattern stock in this market. Careful buying, by one so well versed in the art, gives the firm a very great advantage over rivals. The markets of the world are great and unlimited, and skill and experience such as his inevitably tells among the best posted among our ladies, for the ladies of Hamilton are invariably as eager to attend the opening of the house as they are to hear some new classical heroine upon the lyric stage. Something new and beautiful may always be found at this house. Mr. McMaster, the other member of the firm, has also his specialty, and he too is wise in his generation. His particular forte is home popularity. He was formerly in business in St. Johns, New Brunswick. In years as a business house the firm is comparatively young, for it was in 1877 that Mr. McIlwraith purchased the stock of Messrs. Egan & Brothers, and in 1879 Mr. McMaster joined him; the latter gentleman is president of the noble St. Andrew's Society, and takes pride and pleasure in its good work. Busy as he may be he has always time for a deed of benevolence. Among business men the firm is highly esteemed, and with the public generally they have made a character for skill, wisdom and integrity in placing in their salesrooms the choicest and best the world affords at prices that absolutely defy competition. The building at No 12 James street is three stories high, with a capacious basement filled with staple goods. The ground floor is of course the main store, the second flat is devoted to millinery and dressmaking, while the third storey is used as a workroom. The firm in busy seasons employ from 25 to 55 hands. In spring and fall, after Mr. McIlwraith's return from Europe, there is always a great flutter in the millinery department, as the offerings of the firm command the enthusiastic attention of the ladies. The best and choicest of every line seem to be the aim of the house, and in cheaper grades of goods the house competes with the cheapest, while never descending to the handling of the trash that is too frequently palmed off upon those who seek the most for the money by less scrupulous houses. Situated in the very heart of the city, the store of Messrs. McIlwraith & McMaster is a house of usefulness as well as ornament to our thriving and growing city. Just as we go to press the firm are making their grand autumn display of French, English and American millinery, bonnets, hats, flowers, and feathers, mantles and Paris novelties, which invariably crowds the building with the elite of Hamilton. Ladies from a distance visiting the Central Fair will miss one of the most interesting exhibitions in the city by failing to drop in at this house. In exchanging money for goods, particularly dry goods, in this age of sham, it is of the utmost importance that buyers should be posted as to the high character of such firms as this one. "Substantial and full value for money of the best goods obtainable" is the ruling motto of Messrs. McIlwraith & McMaster.

## ECKERSON &amp; MILLMAN,

## Photographers.

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

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

Now, almost every country village has its Photograph Gallery, and even there the proprietors at least attempt cabinet photographs. But it is left to a few firms in the leading cities of this continent to produce really artistic work, among which Messrs. Eckerson & Millman certainly take first rank. The writer has had the opportunity of inspecting work in most of the leading galleries in Canada and the United States, and has in no place seen anything finer than that produced by Messrs. Eckerson & Millman, and seldom its equal. In this establishment is to be found everything pertaining to the art, and their premises are the largest in Canada. When this firm commenced business they had keen competition, but of all then in the field Eckerson & Millman alone remain, and point with pardonable pride to their long and successful career. That their work is fully appreciated in the highest quarters, is sustained by the fact of their having photographed Admiral Sir E. Inglefield, Admiral and Lady McClintock, Sir Patrick MacDougal, Sir Rose and Lady Price, and a long list of prominent Canadians. When the late and well known actor E. A. Sothorn visited Canada he was photographed by Eckerson & Millman, and declared that they were the best pictures he ever had taken, although he had sat for his photograph in most of the leading galleries in the world. And even to the present time his son has the engraving of his father upon his advertising cards throughout the world taken from the photographs produced by Eckerson & Millman.

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

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

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

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

Hamilton contains no other artists of such general information regarding photography as Eckerson & Millman, and many a mother has left this gallery delighted with the picture of her child and wondering at the patience and tact by which the little one was kept quiet. Eckerson & Millman have also been very successful in photographing scenery; many beautiful samples are to be seen in the show-room. The third flat contains still another operating-room 20x45 feet, completely furnished, solar-rooms and negative-rooms. In addition to the

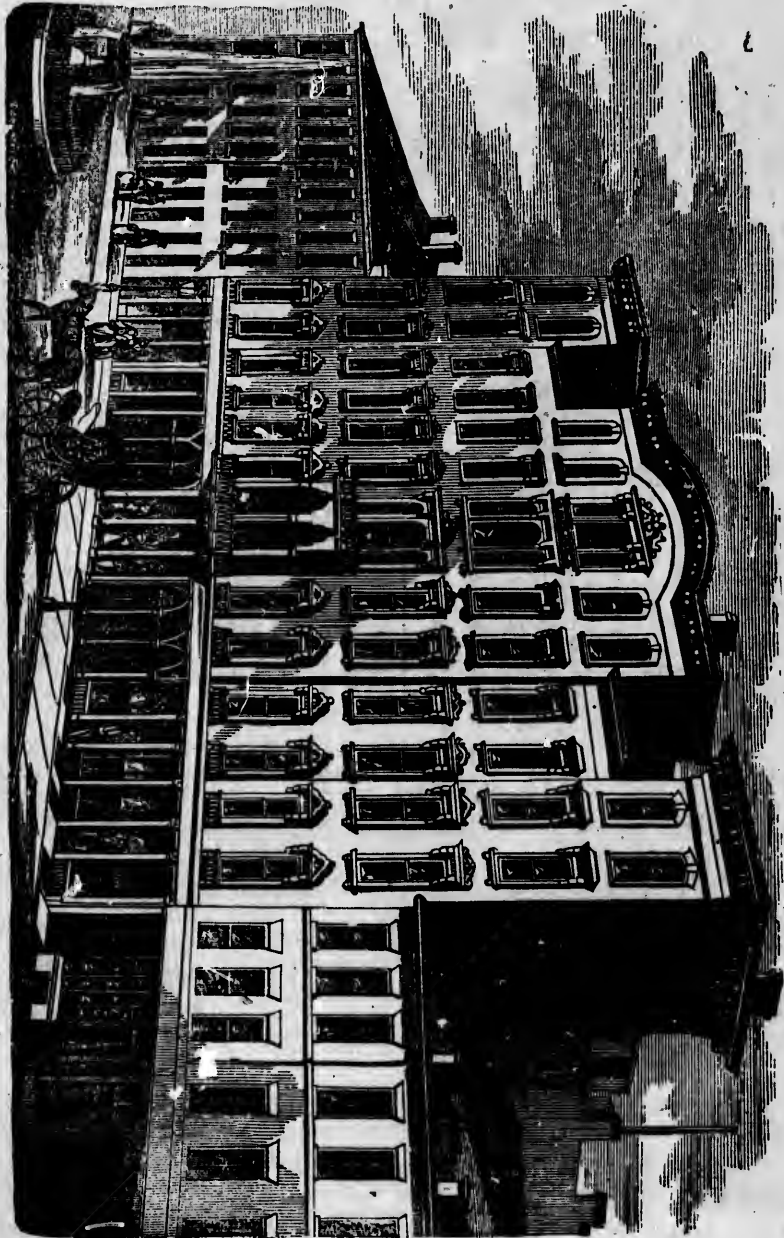
premises already described there is a large cellar where all toneing and washing of photographs is done by the aid of modern sinks worked with syphons. True to their practice of adopting every improvement invented, Messrs. Eckerson & Millman have introduced electric light to their galleries, and are enabled to accommodate parties unable to spare time through the day.

In conclusion we would say that Hamilton has reason to be proud in the possession of the largest and best appointed Photograph Gallery in Canada, and we trust Messrs. Eckerson & Millman may continue in the future as they have been in the past, the leaders of their profession.

## WESLEYAN LADIES' COLLEGE.

Situated on King Street, facing the Gore, in the very heart of the city, this grand five story building, of a composite style of architecture with corinthian pillars, will attract the stranger's eye as being something more than common. Originally erected for a grand hotel at a cost of \$110,00, it was found to be too large for the city, and was purchased by a few enterprising citizens and converted into a Ladies' College. It was the first of the kind and is now the best in the Dominion in every respect. Established in 1861, it has had a noble career, having educated over two thousand young ladies; its graduates number over one hundred and eighty. It is without doubt the finest and most extensive Ladies' College within a thousand miles. The building contains over 150 rooms, besides magnificent parlors and bath rooms, of which it has twice as many as the best hotel in the city. Its ceilings are high, halls wide, and extensive play grounds in the rear, thus insuring to its pupils everything conducive and necessary to recreation and health. The course of study is the most comprehensive of its kind anywhere, embracing music, all modern languages and all the arts and sciences. Its faculty includes over twenty highly accomplished ladies and gentlemen, and is presided over by Rev. A. Burns, D.D., LL.D., who fills the office of Governor and Principal. Through most of its history it was presided over by the venerable Rev. Dr. Rice, who resigned six years ago and was succeeded by Dr. Burns. Dr. Burns is an experienced educator, having presided for years over the faculty of a university, and having devoted most of his life to the useful calling. As the head of this splendid institution the principal is exceedingly popular, and the success which is crowning his efforts is a source of extreme satisfaction to the citizens of Hamilton, who have so wisely devoted their means to the good work. One thing should not be omitted in this brief notice, that is, while the name of the College is denominational its doors are open to all; and its graduates and pupils belong to all religions. Higher education of the young ladies is the sole aim of the institution, and while the strictest watch is kept over the conduct of the pupils by Mrs. Burns and her assistants, they are in no wise convent-bound or biased by creed or theory. Culture in all that is beautiful and useful is the one aim of the College, and the highest praise for its performance of its work is none too good. The Board of Directors consists of the following gentlemen: Dennis Moore, Esq., President; W. E. Sanford, Esq., Vice President; Joseph Lister, Esq.; Edward Gurney, Esq.; J. W. Rosebrugh, Esq., M. D.; George Roach, Esq.; W. A. Robinson, Esq.; S. F. Lazier, Esq., LL.B.; A. Burns, D.D., LL.D., Secretary-Treasurer.

## WESLEYAN LADIES' COLLEGE.



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## CANADA BUSINESS COLLEGE.

Arcade Building, James Street North.

As we near the end of this nineteenth century we naturally look back and note the advance made in the greatest of all things pertaining to this world—education. Even in the last generation the strides made and the enterprise manifested has been wonderful. Twenty-five years ago our young men had very limited facilities for fitting themselves to competently fill positions they might aspire to. Few of our schools then gave any young man a practical business education, and the same may be said of the schools to-day, without in any way reflecting upon their systems or utility in the branches which they devote themselves to. No matter how thorough the training of young men in public or private schools, they cannot possibly, while devoting their minds to the multitude of studies required of them, acquire even the rudiments of a business education.

This truth was recognized many years ago, and the remedy applied by opening Colleges especially devoted to the business training of young men and women. The success of these institutions has been most remarkable. No city of any size is now without its Business College, and Hamilton can proudly boast of having, in the Canada Business College, the peer of them all. Established twenty-two years ago it has steadily advanced, and to-day offers educational facilities to young men and women that cannot be equalled in the Dominion. No single branch of a business education is neglected, and it matters not what business or profession the pupil intends pursuing, he or she can be thoroughly instructed in this institution, and on leaving it be fully competent to at once assume advanced positions in any calling they may prefer. The training in this college is pre-eminently practical, the pupils actually transacting business of all kinds here, just as they will find it done in any mercantile establishment. No branch is neglected, and all are under the supervision of the best instructors that can be obtained. Book-keeping is properly one of the most carefully conducted studies, as no business man can succeed without a knowledge of this science. Banking is practically taught, the pupils having actual transactions with each other, thus receiving an insight into this intricate business in a few months which they would in vain endeavor to acquire by years of work in any of our banks. Commercial arithmetic receives special attention at the hands of the instructor in charge of this class, and the success of the methods taught is proven by the fact of the graduates of this college holding positions as accountants in many of the large concerns on this continent, good penmanship being an actual necessity to every individual, whatever line he or she may choose, the Canada Business College has taken especial pains to procure the best exponents of this art, and that it was successful is proved by the numbers of teachers of writing in the public schools who received their training in this institution. First prizes were awarded this College for business and ornamental penmanship for many successive years at the Provincial Exhibitions. Commercial law, the art of letter-writing and phonography classes are all conducted by competent instructors, who are themselves practical. Now a word about the building. Special regard has been paid to the sanitary and ventilating arrangements of the college, each room is completely surrounded with ventilating flues, rendering it impossible for foul air to remain. The seating capacity of the college is about two hundred, and the class rooms are furnished with every requisite for comfort. The building is heated by steam, is supplied with fire escapes, hat and cloak and wash rooms, and is furnished throughout without regard to expense, giving it a most elegant and artistic appearance.

The Canada Business College about seven years ago passed into the hands of Mr. R. E. Gallagher, its present principal and proprietor. This gentleman, although yet, comparatively speaking, a young man, has devoted ten years to practical business instruction. Previous to his assuming control of this institution he was a practical accountant, and for some time commercial master in the Normal and Public Schools at Ottawa, which fact speaks volumes for his ability. Mr. Gallagher has been appointed Local Examiner of the Civil Service Board in Hamilton, and at the July Convocation of the Business Educators he was elected Vice-President and representative for Canada. These appointments are no empty compliments, but attest the fact of Mr. Gallagher's ability being recognized by discriminating judges.

Mr. Gallagher is heart and soul in his work, making his pupils his friends, and carrying his interest in them beyond the college walls. He is careful to procure proper boarding





accommodation for the pupils, and eminently successful in retaining the friendship of all with whom he has intercourse, long after they leave his charge. In conclusion we would earnestly urge every young man and woman to take a course of tuition at this excellent College. Without a business education no man or woman can expect to succeed in life. Hundreds of graduates of this institution can be found in Canada and the United States, and other parts of the world.

Dr. Johnson said: "Let no man enter into business while he is ignorant of the manner of regulating books. *Never let him imagine that any degree of natural ability will supply the deficiency, or preserve a multiplicity of affairs from inextricable confusion.* Book-keeping is an art which *no condition of life can render useless*, which must contribute to the advantage of all who desire to be rich, and of all who desire to be wise."

## FLATT & BRADLEY,

Timber Manufacturers and Lumber Dealers, corner of Barton and Wellington Streets.

The timber business of Canada is one of its most important industries, requiring immense capital and giving employment to thousands. One of the most prominent and successful firms in this province is that of Flatt & Bradley, who commenced getting out and rafting timber to Quebec in 1874. A large portion of the timber they manufacture in Canada, is brought to Hamilton and Toronto by rail and there put together in drams, each containing from twenty-four to thirty thousand cubic feet, which, when five or six of them are strung together, form a raft and in this way are towed to Quebec and there remeasured and shipped to the home market. The quality of their timber and the careful manner in which it is selected and made, always insures for them a ready sale. This season they made and delivered to Quebec, 247,000 cubic feet, which is less than former years, owing to the dulness of this trade. Besides manufacturing timber and staves, this firm is the only one shipping into Quebec masts and spars, having taken there this season some 600 pieces, where they are trimmed to suit customers, and a large number sent on to Halifax, St. Johns, N. S., and other eastern ports. This firm own in fee simple a large tract of land at Casselman on the Canada Atlantic Railway, where they have just completed a saw-mill with capacity for cutting 100,000 feet a day, as well as shingles and laths. Their head office is located at the corner of Barton and Wellington streets, being a handsome two-story building with yard accommodation of about three hundred acres; their stock, composed of over one million feet of all kinds of hardwoods, dimension timber, shingles, laths, cedar posts, telegraph poles, etc., comprising an assortment of almost every description of domestic lumber. Intending purchasers will find this firm can offer inducements equalled by few and excelled by no house in Hamilton.

## WALTER WOODS—Brooms, Woodenware and Grocers' Sundries.

The business enterprise that never accepts defeat, that will not be kept down, that pushes and forges and shoves its way ahead, as resistless in its onward course as the waters of mighty Niagara, is always a pleasant theme to write about, to the writer who has not only the commercial but the general welfare of his city and his country at heart. For these reasons alone it is an agreeable task to fill one page of this record of Canada's Birmingham with a description of the business of Mr. Walter Woods, manufacturer of brooms, wood and willow-ware, brushes, twines and grocers' sundries generally. Mr. Woods began business in a humble way in Brantford, in 1871. For the first year he was his own traveller, packer and shipper. He attended to all that part of the business totally unaided; but he had made a specialty of fine goods at close prices, and took first prizes at all exhibitions where he put his wares on exhibition. He paid strict attention to his business, and through this and the sterling excellence of his goods, it grew so rapidly that every year he was forced to seek larger quarters. In 1875 he came to Hamilton and added to his already extensive business, the lines of woodenware and grocers' sundries, and, in fact, any specialty connected with the grocery or general trade. Since coming to Hamilton, his business has grown with the city he adopted for his headquarters; as it increased, his business increased; as it prospered, so he prospered; and his stake in the fortunes of the city has assumed large proportions. Now he employs four travellers, and finds his own time entirely occupied in managing his extensive trade. Since he removed to Hamilton, his business has shown a yearly increase of from 10 to 40—generally 40—per cent. over the business of the previous year, and during the past three years it has increased four-fold. The patent Globe wash-board is among the leading specialties manufactured by Mr. Woods. It has met with great favor through Ontario, and, in fact, throughout the Dominion generally, and is in great demand, and in 1883 seventeen car loads of these goods alone were shipped from the warehouse. The Novelty clothes wringer is another of Mr. Woods' leading specialties. Its advantages are many, and on its introduction to the retail trade of the country, it has met with great favor over opposition styles, and is generally agreed to be far superior to the wringers manufactured in and imported from the States. Mr. Woods is also Canadian agent for the famous Redlich rubber-soaked faucets, which prevent leakage from casks and barrels, at the tap. Gentlemen who have casks and barrels in their cellars find the Redlich faucet a very superior article, and that it succeeds effectually in keeping the liquid inside, when there are no tipping servants around. The world-renowned Jacquot & Co's French blacking is also sold by Mr. Woods, and the large sale it has proves that consumers are highly pleased with it. To return once more to the special goods manufactured by Mr. Woods, the fine lines of brooms and whisks in his establishment command attention. His brooms, consisting of hearth, stable and carpet lines, are famous over the entire country, and his name upon them is always a guarantee to housekeepers and purchasers generally, of their excellence. In whisks, he is about introducing a novelty to the trade in the shape of whisks with fine plain and ornamental bone handles. Then, again, Mr. Woods is an extensive dealer in brushes of all kinds—brushes for horses, brushes for walls, brushes for floors, brushes for boots, brushes for clothes, brushes for the hair, brushes for shaving, brushes for the teeth, brushes for the nails, in fact, brushes of every conceivable size, shape, sort and description. The ingenuity displayed in his stock of baskets, which embraces every known kind, shows what scope there is for the employment of clever fingers in the manufacture of these useful articles. In addition to these there are bags for all kinds of uses in a mercantile way, wrapping paper, note paper and envelopes, butter churns, tubs, bowls, plates, prints and ladles of every conceivable style, size and pattern, step ladders, egg boxes, pasteboards, knife boards, tubs, wooden pails, kegs, clothes pins, matches, blueing, axe-handles, wire sieves, bird cages, apple parers, children's express waggon and carriages, mouse traps, lamp chimneys and a whole host of miscellaneous goods in this line, besides a vast stock of grocers' sundries, embracing hair oil, turpentine, twines, ropes, harness, castor and olive oils, stove polish, galvanized wire and a long list of similar articles that the brain fails to remember. Mr. Woods is also an extensive importer of fancy baskets, pipes and general sundries from England, France and Germany, and the latest grocers'

novelties from the United States. Altogether, Mr. Woods' stock is very complete, and while the close attention he gives to his business no doubt helps to extend it in no small extent, it is the great excellence of his goods that has made his name known over the entire country.

Mr Woods occupies a large and handsome stone building, No. 62 McNab street north. Go inside and the air is full of the infection of the constant rush and bustle of a great business. Mr. Woods is identified with Hamilton's commercial prosperity, and there are none who know him that do not hope that his house will flourish and prosper as it has in the past, and that it will ever continue to be, as at present, one of Hamilton's foremost industries.

## THE CANADIAN BANK OF COMMERCE.

This Bank, although its headquarters are at Toronto, has a large number of shareholders among the citizens of Hamilton; and taking into account the great amount of business it transacts in this city, it may well be considered largely a Hamilton institution. The Bank was established in 1867, the birth year of the Confederation of the Dominion, and when but a year old—in 1868—the Hamilton branch was opened. The authorized capital of \$6,000,000 is all paid up, and the business has been so great and successful that a dividend of eight per cent. has always been paid; while the Rest Fund has reached the substantial figure of two million dollars. The Bank has branches at Montreal and in almost every city and town of moment in Ontario. Its first president, holding that high office to this day in the enjoyment of the fullest confidence of the directors and shareholders. Senator the Hon. William McMaster may be said to be the founder of the Bank, and its giant success must be largely credited to his wise oversight and influence in its management. He continues to devote to it his unchanging care. The Hamilton branch is, and has been for the past three years, under the management of Edward Mitchell, Esq., who entered the service of the Bank as teller when it first opened in Hamilton. The second officer in command is Mr. H. H. Morris. It is quite safe to say that the business of the Bank of Commerce in Hamilton will grow and prosper, for among our manufacturers and merchants and farming community there is not a monetary institution that enjoys a greater degree of confidence than does this Bank. In spite of the large deficiency in the crops last year, the Bank, as will be seen by the following figures from the annual report for July, 1884, paid its usual eight per cent. dividend, and increased its Rest Fund by \$100,000:

Balance at credit of Profit and Loss Account, June, 1883, carried forward	\$67,550 90
The profits of the year, after deducting charges of management, interest accrued on deposits, and providing for bad and doubtful debts, amount to.....	635,919 65
	<u>\$703,470 55</u>

Which has been disposed of in the following manner:—

Dividend No. 33, payable January, 1884.....	\$240,000 00
Dividend No. 34, payable July, 1884.....	240,000 00
Carried to Rest Account.....	100,000 00
Placed at credit of Contingent Fund Account.....	75,000 00
	<u>\$655,000 00</u>

Balance remaining at credit of Profit and Loss Account.....	<u>\$48,470 55</u>
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The Directors are: Hon. W. McMaster, President; Wm. Elliott, Esq., Vice-President; T. S. Stayner, Esq.; George Taylor, Esq.; John Waldie, Esq.; Hon. S. C. Wood, James Crathern, Esq.; W. B. Hamilton, Esq. W. N. Anderson, Esq., is General Manager, and John C. Kemp, Esq., Assistant General Manager.

## THE SINGER MANUFACTURING COMPANY.

Principal Office: 34 Union Square, New York.

Hamilton Office: 92 King Street East.

Among the countless manufacturing industries of the world, the making of sewing machines is perhaps the most important. The various factories give employment to tens of thousands of men, and the number that the machines produced give work to must be counted by millions. In the old days of hand sewing the thread used was too often wet with the tears of the seamstress, wrung from her by the hopeless attempt to earn her living by her needle. But the sewing machine was invented, and brought hope and joy to many a weary, heart-broken soul. Its merry hum took the place of the wail of hunger and want, and enabled the poor and rich alike to make machinery the medium of a better and pleasanter life.

The first effort in the making of sewing machines was, like all first efforts, crude. The Singer Machine was one of the earliest made, and has, from its inception, continued to be foremost in public esteem. The Singer Manufacturing Company is one of the largest corporations of the day, having five large factories in different countries, of the world, and numbering its employees over fourteen thousand. The Company has two thousand offices in the United States and Canada, and three thousand in the old world and South America. They print their instruction books in all civilized languages, and boldly say that they supply three-fourths of all the sewing machines sold throughout the world. The best certificate the Singer company can have of the esteem in which their machines are held is the fact of the number of imitations put on the market. Since the Singer machine was first produced it has been copied by hundreds of rival concerns, and has this honor almost entirely to itself. Mr. Hardy, the Hamilton manager, asks why other machines are not imitated, and very pertinently remarks that gold is being continually counterfeited, but brass and iron never. Another circumstance speaks loudly in favor of the popularity of the Singer. After the Chicago fire the relief committee undertook to furnish sewing machines to the women sufferers by that great calamity. Applicants were allowed a choice of sixteen different makes of machines. Two thousand, nine hundred and forty-five persons were furnished with sewing machines, and of these two thousand, four hundred and twenty-seven selected the Singer, leaving five hundred and seventeen to distribute their choice among the remaining fifteen brands. These women were to earn their living by these machines, and the fact that such an overwhelming majority preferred the Singer is the highest tribute to its worth that could possibly be obtained. Women who live by sewing machines are necessarily the best judges of what they need, and the Singer can count its friends among the working-classes by millions. In manufacturing establishments where sewing machines are used, the Singer has ever held first place, and the operators unite in saying that they can always rely upon the Singer. The large business done by the various offices of the Singer company in Canada, in direct competition with the large Canadian factories, is another proof of the hold the machine has upon the public. The new high arm Singer is meeting with unprecedented success. So great is the demand that the company find it impossible, even with their five factories in full operation and their unlimited resources, to supply the growing trade. The new machine is adapted to all classes of work, from the finest to the coarsest fabrics. It is so perfectly adjusted that it has in an eminent degree that greatest of all requirements in sewing machines, easy and almost silent motion. We would advise intending purchasers to see the Singer before buying other makes, as in an impartial trial the Singer is seldom worsted. One great advantage to purchasers offered by the Singer company is their guarantee, given with every machine and carried out to the letter. The Hamilton office was established in 1875, and year after year the business has steadily advanced, until to-day it ranks second to no retail establishment in the city. Great credit is due to Mr. W. R. Hardy for his energetic and systematic management. Practical knowledge is always desirable, and Mr. Hardy thoroughly understands the mechanical construction of the Singer, and can thus intelligently explain the working of the machine to buyers.

Energy and push, backed by honest dealing and truthful representation, invariably meet with reward, and Mr. Hardy has the satisfaction of knowing that under his direction

the business of the company is in a most prosperous condition. Mr. Hardy has a large staff of assistants, and in the sale-room is always to be found a competent lady, thorough mistress of the Singer, as the beautiful work on exhibition attests. A visit to this establishment will well repay the time it will take, as it is always pleasant to see good artistic work. We wish Mr. Hardy the success he so richly deserves, and have no doubt that with the Singer machine at his back he will always be well to the front in any competitive race he may enter.

## DOMINION HAT COMPANY,

### Manufacturers of All Kinds of Soft and Stiff Felt and Silk Hats.

In February, 1882, Mr. John Tunstead and a few other gentlemen formed this company. Their career was a short one, not on account of lack of business or ability, but through an accident that, besides wrecking the business, nearly cost Mr. Tunstead his life. On the 22nd of March, 1882, the boiler in the factory exploded, causing loss and damage that the new enterprise could not stand. Mr. Tunstead was so severely injured that his life was for a long while despaired of, and nothing but his strong constitution and will power saved him. But the company had made such a successful start that it was not an impossible task to revive it, notwithstanding the heavy loss sustained. It was necessary to infuse new blood to keep the enterprise alive, and Mr. James Walker, Hamilton's well-known old citizen, supplied the need. In July, 1882, Mr. Walker bought the plant, put in what new machinery was needed, and under the management of Mr. Tunstead, the Dominion Hat Company again lived. Its career from that time to the present has been one of marked success. Their business to-day is simply astonishing. Finding their factory at the corner of Catharine and Rebecca streets too small to accommodate their growing trade, Mr. Walker, the proprietor, with his usual enterprise, erected the splendid building now occupied by the company on King street east, near Wellington. This structure has a frontage of forty by a depth of one hundred and twenty feet, and is four stories high. A short description of the different departments will be interesting. The basement is one large room, 30x40 feet, where is stored the raw material used in the business. The second flat is divided into several compartments, comprising the packing room, 30x40 feet, supplied with the latest hoisting apparatus; the chemical room, 40x20 feet, used for the storage of dye stuffs, shellac, glue, &c.; pouncing and engine room—the engine being twenty-five horsepower and the boiler sixty five—making department 48x38 feet; here the felt is made and the bodies prepared for the finishing room. Forming and blowing department—where the fur is cleaned and all dirt, &c., removed by ingenious machinery. The fur leaves this room ready for manufacturing into felt; this room is 48x20. Third flat; the trimming room, 30x40 feet, is where the leather and silk linings are put in and the hats bound, bands put on, &c., ready for shipping. The satin room and curling department occupies a room 40x20 feet, where the satin bands, bindings, &c., are kept, and where the hats are curled ready for the finishers; then comes the dyeing room, supplied with hot-air pipes for drying the hats, preparatory to their being shaped. The fourth flat contains another finishing room, where the hats are blocked and prepared for shipping and curling; the flue room, where the irons are heated by hot-air apparatus for the finishers. The factory is heated by steam throughout, is lit by gas and every room has its fire escape, making the establishment in every respect a first-class one. The whole manufacturing is done under the superintendence of Mr. Tunstead. This gentleman has perhaps more experience in the manufacture of hats than any other man in Canada. He served his time with the well-known firm of Vale & Yates, of Newark, New Jersey, and was in the employ of Yates & Wharton for twenty years, thus gaining a thorough knowledge of the business. To Mr. Tunstead's energetic management is due to a great extent the success of the company. The trade of the company to-day extends from the Maritime Provinces to the extreme North-west, and the majority of the hats for sale by the retail trade bear the brand of the Dominion Hat Company. The company make a specialty of supplying the retail merchants direct from the factory, and do not sell to the wholesale or jobbing houses at all. They send out their own travellers, and thus save to the retailer the middle man's profits. They manufacture all grades of fine fur, soft and



stiff felt and silk hats. Their exhibits at the Central Fair in the year 1882 and 1883 were awarded diplomas. The factory turns out on an average one hundred dozen hats per week, and gives employment to from sixty-five to eighty hands. This sketch would be incomplete without further mention being made of Mr. Walker, the proprietor of the company. This gentleman has been in business in Hamilton for over fifty years, and is identified with many of its leading industries. Although seventy-six years of age, Mr. Walker is in the enjoyment of vigorous health, and attends to business with as much energy as many a man twenty years younger could do. Mr. Tunstead takes delight in speaking in glowing terms of praise of Mr. Walker, and says that but for his pluck in reviving the business after the accident, there would have been no Dominion Hat Company in existence, and Hamilton would have had one less flourishing enterprise in its long list. Mr. Walker is well known in the city for his unostentatious acts of charity and kindness, and as one who is always ready to aid those industriously inclined. He is entitled to much credit for the part he has taken in building up Hamilton, and for his business enterprise generally. The Dominion Hat Company is an institution that any man might well be proud of having created, and it stands a monument to Mr. Walker's courage and pluck, and we trust and believe that there is a long and successful career in store for this company.

### BANK OF HAMILTON.

This deservedly popular Bank was first opened for business in September 1872, with a capital of \$1,000,000, and now has a rest fund of \$250,000. What a thoroughly good local bank can contribute to the building up and sustaining of home industry has been significantly illustrated in the career of this institution. Starting out with a long list of the best and most successful business men of Hamilton as its shareholders, the Bank of Hamilton received and has ever since enjoyed the confidence of the entire community. Its first president was Donald McInnes, and H. C. Hammond, Esq., formerly of the Bank of Montreal, was appointed its first cashier. At the annual meetings of the shareholders in 1881, when Mr. McInnes resigned the presidency, and a year later, when Mr. Hammond resigned the cashiership, there could be possible no better evidence of their ability and integrity than the successful status of the bank itself, and the directors and stockholders manifested their hearty appreciation of the services rendered by unanimously passing resolutions of thanks in the most cordial fashion. At the first General Annual Meeting of the Shareholders, held June 17th, 1873, the business of the bank for the first half year of its existence ending May 31st 1873, showed a profit of \$5,499.27, after paying a dividend at the rate of eight per cent per annum on its paid up capital. John Stuart, Esq., was elected president upon the resignation of Mr. McInnes in 1881, and has been re-elected at each annual meeting ever since. Upon the resignation of Mr. Hammond in 1882, E. A. Colquhoun, Esq., who had successfully conducted a branch at Beeton, was appointed Cashier. Under the able charge of the present directors and officers the Bank of Hamilton continues to prosper and grow. It has established some successful branches along the line of the Wellington, Grey & Bruce and N. & N. W. Railways, though the bulk of its business is local. The Bank of Hamilton issues bills of exchange on England, buys and sells New York Exchange, etc. The Annual Report of the cashier, E. A. Colquhoun, Esq., for 1883, showed a net profit from the past years' operations, of \$122,445.54. Of this handsome sum \$50,000 was carried to rest account, bringing that fund up to 25 per cent. of the capital. A dividend of eight per cent per annum has generally been paid, and the Bank enjoys the good opinion of the public which its efficient management earns. The Directors for 1884 are: John Stuart, President; James Turner, Vice President; Edward Gurney, Dennis Moore, John Proctor, Georg Roach, A. G. Ramsay.



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

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

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**CENTRAL PRESBYTERIAN CHURCH.**

## JAMES TURNER &amp; CO.,



## Importers and Wholesale Grocers.

Any work professing to give an outline of Hamilton industries would be incomplete unless it gave prominence to this grand old firm. When the late John Turner and the now senior partner established the house 36 years ago, Hamilton's population did not exceed 8,000, and there were but few industries of any magnitude in the city. From the commencement the firm's career, like Hamilton's, has been one of continued growth and success. The present partners are Hon. James Turner, Alexander Turner, and Alexander Duncan Turner. The senior partner—one of the chosen few who by push and honorable enterprise have really created Hamilton the great trade centre that it now is—has always been among the first to contribute his name, influence and means to any effort and enterprise that aimed to build up the city. Senator Turner is Vice-President of the Bank of Hamilton, a Director of the Hamilton and Northwestern Railway Company, a member of the Executive Committee of the Northern and Northwestern, a director of the Northern & Pacific Junction Railway Company, takes an active part in the affairs of the city, as a member of the executive committee of the Board of Trade, and, to the great satisfaction of his fellow-citizens, has the honor of representing Hamilton in the Dominion Senate. Alexander Turner, brother of the senior, is also a public spirited man, filling the position of director in the Hamilton Provident & Loan Society, and is an active member of the Board of Trade. The junior partner, Alexander Duncan Turner, a son of Senator Turner, from his business capacity, gives promise of perpetuating the good name of the time honored house. The head partner is also the senior in the firm of Turner, Rose & Co., of Montreal, and Turner, MacKeand & Co., of Winnipeg. James Turner & Co. commenced business in Manitoba in 1867, having built the first brick store in that growing metropolis of the Northwest in 1872. The firm employ eight travellers, whose indefatigable journeyings, supplemented by the travellers representing the other branches of the house, periodically cover the entire Dominion. The premises occupied by the firm are really three different buildings, adjoining on the corner of Main and Hughson streets, covering fully an acre of ground, and the immense stock of everything pertaining to the grocery trade is a perfect museum of merchandize. They are heavy importers of teas, coffees and liquors, and West India goods. To attempt a description of the premises would be a useless task. The cellars are devoted to household liquors, fine wine, syrup, &c. The second floor in No. 1 building, facing Hughson street, is devoted to the offices and sample room, which are large and well fitted up, behind which are large rooms filled with canned goods, soaps, &c., while a large house in the rear is filled to repletion with an enormous stock of sugars of every grade. The upper floors of all the buildings are stocked with teas, spices and grocers' sundries. The premises are commodious and well equipped with elevators and hoisting apparatuses; at convenient points are four large doors for shipping and receiving goods. In short, the buildings are fully supplied with every appliance and convenience which abundant means and experience and careful consideration could suggest for the quick handling of goods. The system and appliances are so perfect that an order received before 10 o'clock, no matter what its magnitude, is invariably shipped the same day. The business is of such magnitude as to require, besides travellers, 20 hands for office work and for the handling of goods. Each member of the firm takes an active part in the supervision of the business. To say more of a firm that fills so prominent a part in drawing trade to the city, and thus continually adding to its importance as a centre of trade, would be superfluous. It has made for itself a reputation far and wide, and we confidently hope will grow into proportions yet undreamed of.

## MURTON & REID, COAL DEALERS.

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

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

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

## CANADIAN OIL COMPANY.

This concern has a wide reputation for the safe character of its illuminating oils. During its career, covering over 30 years, while accidents from explosions of petroleum lamps have been frequent, not one has ever been traceable to "Williams' Safe Oil," which is the specialty of this company. In the year 1862, at London, England, when a most extensive exhibition of illuminating oil was made from all parts of the world, this company received the medal for the best illuminating and lubricating oils, and the first manufacturers in Canada. The collector of inland revenue states the Williams' oil stands a test of 120, and commends its use as the safest oil manufactured. It is a fact worthy of note that J. M. Williams, Esq., senior, who for many years occupied a seat in the Ontario Parliament, and who is now Registrar of the County of Wentworth, was the first to ship petroleum out of Canada, and the first to discover it. It happened about on this wise: A man in Mr. Williams' employ, while digging for a well of guinskillen, found oil; so there Canada's first oil well was dug with a pick and shovel. Mr. Williams soon found a market for it, making his first sale of crude oil for about \$200 to a man named Ferris, of New York, who, with others, had succeeded in utilizing the oil for purposes of illumination. In a short time Mr. Williams associated with him John Fisher, I. C. Jamison, and Dean Fisher, and a company with \$40,000 capital was formed, and named the "Canadian Oil Company." Mr. Williams became at first president, and in about two years bought out all his partners, but the name has been retained to this day. The business was at one time quite extensive, as many as 150 men being employed, and the export trade quite large. The works below Wentworth street, near the Great Western Railway, in the beginning quite small, soon extended, until they covered a dozen acres or more; and the capacity of the stills and of refining, while at

first of twenty barrels, were soon supplemented by others of a capacity of 500 barrels or more. But a few years of flourishing oil trade was enjoyed when a large number of floating wells were discovered in the United States, yielding without labor a superior crude oil to that found in Canada, while our oil was all obtained by pumping. In addition to the cost of pumping, Canada's oil industry was clogged with a great drawback, owing to its quality being black, nauseous in odor, and requiring much more expensive chemicals in deodorization than the American oils. Under these disadvantages, all due to nature, Canada's oil trade was doomed, and the market naturally limited to home supply. Much capital was invested by rival concerns. In Hamilton the Ontario Carbon Oil Company, the Hamilton Oil Company, and many other concerns were shortlived; while the father of the business, J. M. Williams, and his Canadian Oil Company is destined to live by virtue of its secret of deodorization, which makes it the safest oil in the world. Some years ago J. M. Williams, senior, when appointed Registrar, sold out to his son, J. C. Williams, who takes pride in the production of the Williams' Safe Oil, and by keeping its quality to the high point of excellence it has always enjoyed, bids fair to retain possession of the Canadian home trade.



## JOHN STUART, SON & CO.,

Importers and Wholesale Grocers.

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

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

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



COURT-HOUSE.



## LEVY BROS. &amp; SCHEUER,

## Wholesale Jewelers.

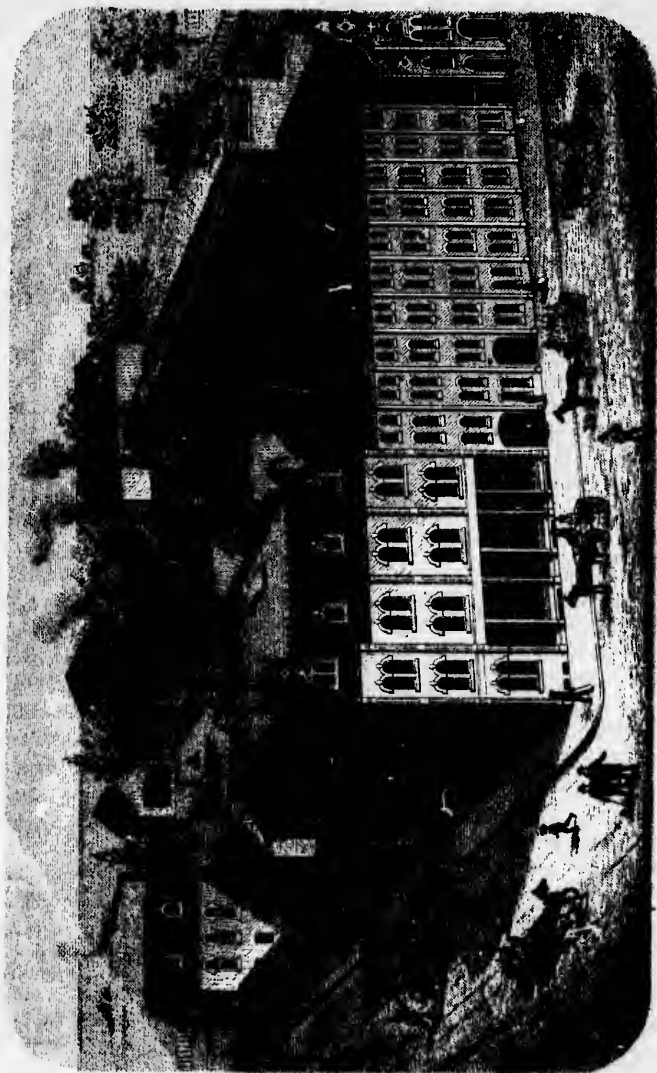
In no department of trade or commerce is Hamilton behind the age. While in other sketches we have written of immense manufacturing and wholesale houses in other lines, it is now our pleasure to attempt a few outlines of the leading wholesale house in the Dominion in jewelry and jewelers' materials; for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

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

The second floor the firm call their sample room for clocks. We should call it a large clock museum, for here are laid out upon tables and shelves in beautiful order over 700 clocks, each of them different to the others, for only one sample of each is displayed. The variety of design, size, style, make and finish exhibit all the ingenuity of the clock makers' art the world over. Here are clocks made in England, France, the United States and Canada; and the Canada Clock Company's goods make a fine show in this grand display of clocks, valued at from \$10 per dozen, to the huge regulators valued at \$200 each. We also noticed that the firm make a fine display of the goods of the Meriden Britannia Company, made in Hamilton, of which they make a large sale.

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





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

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

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

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

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

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

have been for many years active members of the Board of Trade, and both have stock in the Hamilton Forging Company.

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

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

## THE THOMAS PIANO.

Manufactured by C. L. Thomas.

The history of Canadian manufactures has never yet been fully written, and many noble efforts which have contributed to our independence of outside manufactures, and the development of our home resources have not been placed on record. In considering the resources of the enterprising city of Hamilton this fact is made manifest at every step of our investigation; we do not advance that the industries are not known, for the real worth of the products of her factories in special classes of goods has long ago spread their reputation outside of the local circle, but we can state that they are not as widely known as they deserve, and feel every confidence that the new era into which some of the more favored branches are entering will, before many years have past, make its influence felt for the extent of such industries. The manufacture of pianofortes is one of the branches which is for this reason specially worthy of notice, and we have here at least one firm whose pianos are of great excellence—we refer specially to the Thomas piano, manufactured at the factory of Mr. Chas. L. Thomas, No. 92 King street. This is now the oldest piano factory in the Dominion, having been founded in 1832 by the father of the present proprietor, whose practical ability in the manufacture of this instrument was the first to conceive and introduce the metal frame into the interior of the instrument instead of wood, for which a patent was granted to this firm in 1840, which was the first departure of material importance from the old style pianos, and which led to the great and progressive changes in the quality and construction of this instrument which now gives employment to thousands in the factories of the United States, and permanently inspires to exertion some of the finest mechanical talent in the world. The Thomas piano from the outset was destined as a piano to be not merely of fine glossy exterior or made for cheap use, but an instrument in which the purchaser might invest and feel satisfied that with fair treatment it would last a family for a lifetime, and always be prized as a valuable possession. From the first days of public exhibitions these instruments have been subjected to the test of impartial comparison with pianos of other makers, and it seems to have been the policy of the house to invite criticism and impartial comment from all sources, so that their instruments might be improved and perfected by this method, and the retention of as nearly as possible the same staff of workmen (some of which latter have been for over a quarter of a century in their employ). Small improvements have been steadily introduced from year to year, which has enabled this piano to build for itself a standard reputation, which time and a special adaptation to this branch of industrial art alone could realize. The Canadian Commission at the Centennial Exhibition were specially struck with the splendid workmanship and unusually high musical order of this piano, and after some very flattering exconiums upon this as the result of Canadian skill and enterprise, awarded it a diploma and grand medal of honor. It received a gold medal at the Great Central Fair at Hamilton, 1883: whilst the deputation who some years back were engaged in the collection of noted Canadian products with a view to afford official information to Great Britain upon the development of Canadian industries, selected the Thomas piano as their representative instrument. Every provincial exhibition has been a triumph, and the house has never yet failed to receive a prize where exhibiting.

The characteristic energy that has marked the house is shown in the fact that their factory will, during the coming summer, be enlarged, which will enable them to meet the growing demand for good instruments, which the exclusion of the cheap jobbing pianos from our markets is sure to create. Over 3,000 of these pianos have been turned out by this house, consisting of square, grand and upright; they have been shipped to England and even into the United States, where they have given unqualified satisfaction. Canadians may look with just pride on such instances of progressive industry, and should spare no effort to patronize and acknowledge the successful achievements in every field of enterprise of men who have during a lifetime made a specialty of its improvement and perfection. Mr. J. J. Thomas, the manager, is entitled to special mention for his energetic business and mechanical qualifications.

### THOMAS MYLES & SONS, COAL DEALERS,

Wharf, Foot of John Street; Office, Cor. of Main and Hughson Streets.

This firm has its record of 30 years' successful business. Thomas Myles brought the first cargo of coal into Hamilton in 1853, from Cleveland by lake to the wharf at the foot of John street. But for many years the business was quite small. The first year's shipment did not exceed 200 tons; but as wood became scarce and dear, and manufactures were multiplied, the coal business extended, until it took large capital and extended facilities to supply the demand. During the past two years the shipments of coal by this firm exceeded 40,000 per annum. For many years Thomas Myles has been ably assisted by his son, C. J. Myles, who four years ago was admitted to partnership, and the title of the house was changed to Thos. Myles & Son, as at present. This year the firm has a contract to supply one concern, the Hamilton and Northwestern Railway, with 20,000 tons; and it is estimated that their total shipments for the coming year will exceed 50,000 tons. The firm are sole agents for the celebrated Fairmount Standard Gas Coal, mined at Fairmount city, Pennsylvania. This coal is invariably acknowledged to be the best steam coal that comes to this market, and the firm supplies a large number of the manufacturing institutions of the city with it. They are also the only firm in the city who handle the Delaware and Hudson and the celebrated Lackawana coal for domestic use. This coal comes direct by rail, and Messrs. Myles & Son are shipping direct from the mines by rail to all parts of Ontario in car load lots at wholesale prices without transshipment. It comes in grate, egg, stove and No. 4 chestnut sizes. They also ship by rail McIntyre's Blossburg and Star Brand, Lehigh Warp Coal, and all other kinds of coal in the market. Thomas Myles & Son are also sole agents for the Ohio brown and blue building stone, as they represent solely the Ohio Building Stone Company. The firm supplied the stone in the beautiful building known as the Hamilton Court House and Hamilton Provident & Loan building. Through these same firms Messrs. Myles & Son supply the best grindstone trade of this vicinity. In short Messrs. Myles & Son count a good one of the active business houses that make up Hamilton.

## F. W. FEARMAN'S PORK PACKING HOUSE.

The fluctuations in the prices of articles of daily consumption in foreign markets, as they appear from day to day in the columns of the daily newspapers, do not interest the general reader; people even whose hours of rest are governed by them.

One of the articles that calls for attention just now is pork.

Pork packing is carried on in this city, not so extensively as in Cincinnati or Chicago, extensive enough to be remunerative to those engaged in it, and to take a prominent place among the industries of Hamilton—the center of Canada's manufactures. A tour through a pork house for the purpose of inspecting the process by which the pig is made pork, does not promise much pleasure to those who are in search of the beautiful, but to those of a practical turn of mind it is interesting. In order to give the public an outline of the pork packing process, a writer called at Mr. F. W. Fearman's packing house, and was conducted through the extensive establishment by Mr. Chester Fearman.

The hogs are weighed in the yard, from which they are driven up a series of gangways until they reach the top flat. This is one of the points in modern pork packing. The hog walks to the top flat where he is killed, and every move after this being a downward one, the attraction of gravitation is the motive power. Fifteen to twenty-five at a time the hogs are admitted into the striking pen, where each hog is stunned by a blow from a peculiarly shaped hammer. The hog then is slung by one leg to a hook which moves along a bar to the sticker, a couple of feet below the striker. After the sticker gets through with him, the hog, now quite dead, is again moved along the bar, which brings him over the scalding vat. The trip by which the hog is suspended is acted upon by a lever in the hands of the scaldier, and the hog is dropped into an immense vat of boiling water. When the hair is sufficiently loosened, the carcass is dumped out of the vat upon a table. It then passes through the hands of the scuttlers or scrapers, who, when they do their work properly, leave no hair on the hog. The porker is kept moving. The next into whose hands he falls is the "gambler"—probably corrupted from gambrel—whose title does not necessarily indicate just his habits. The gambler's business with the hog is to slit the hind legs and introduce a stick called a gambrel under the ham strings. By this gambrel the hog is again suspended on another bar on an incline, along which it slides, passing under a stream of cold water to the shaver, who takes off the remaining hair. The pig next encounters the man who, in technical phraseology, is called the gutter, who removes the viscera and washes the inside of the carcass. The hog then passes along the bar to another part of the building, where it is split down the back. The sides remain hanging for ten hours, until thoroughly cold. After the cleaver has divided them into hams, bacon and shoulders, these pieces are spread upon the trimming tables. After they are cut into the proper shapes they are sent into the cellar. If intended to be smoked, the meat is put in pickle, and if for pale-curing it is dry-salted. If intended for the English market, the meat is cured with salt and sugar, and not smoked. The hams for the English market are different in shape from those intended for home consumption. The English market demands long cut hams, while those for home consumption are generally short and round. The bacon is sometimes put up and smoked in rolls; after the ribs have been cut out.

The trimmings are separated, fat from lean, the fat to be made into lard and the lean into sausage meat. The fat is taken from the trimming tables and placed in iron tanks, where it is rendered by steam. The lard is then drawn off and refined by a patent process. After being properly chilled, the lard is run off into pails, tubs, tierces and other vessels, for shipment and retail use.

Every part of the hog is useful. The entrails are used for sausage casings and the offal for manure. Mr. Fearman does not clean the casings used in his sausage department, those used by him being imported from England. Large quantities of sausages are made of the very best quality and sold in all parts of the country. Bolognas are also made and disposed of to the trade. Mr. Fearman has put in machinery capable of making two tons per day. The shanks which are cut from the bacon intended for rolling are boiled for head-cheese or braw, and sold retail. Large quantities of pigs' feet are sold at Mr. Fearman's retail store, but only half of them are disposed of in this



way. The remaining feet are sold to the glue factories in this city and elsewhere. Frank's, in this city, and a glue factory at Woodstock are the principal factories supplied from Fearman's pork house. The hair taken from the hogs is used for upholstery and the manufacturing of brushes.

Corn-fed hogs of the Suffolk, Berkshire and Cheshire breeds, weighing from 180 pounds up, are the best for the packer's use.

#### FEARMAN'S PORK HOUSE.

It is impossible to kill, clean and pack pork without creating offensive odors, but in Mr. Fearman's establishment the offensive smell is reduced to a minimum, and though it is situated in a central part of the city, complaints are very scarce. Thirty to forty hands are employed in the building, and in the busy season from four to five thousand hogs are handled each month. The great bulk of Mr. Fearman's goods is pickled for home consumption, but he carries on a pretty extensive export trade to the English markets, where his goods command good prices. A large number of dressed hogs, sold by farmers on this market, are packed at his establishment.

The different cuts of meat made at this establishment are celebrated all over the Dominion for their excellence. They consist of hams, shoulders, spiced rolls, breakfast bacon, backs, mess pork, short cut pork, lard, sausages and bologna, large quantities of which are shipped to the trade everywhere. This house has been established thirty years, and does the largest trade in this line in the Dominion, and is constantly increasing its business. Mr. Fearman also deals largely in CHEESE, of which he is known to be one of the best judges in the country.

#### MATTHEW HOWLES.

112 King Street West, Manufacturer of Stoves, Furniture, Tinware, Refrigerators, etc.

This gentleman can justly claim the honor of having the most variously assorted stock of hardware in the city. It is by far easier to mention what he has not than what he has. Mr. Howles has made the requirements of the housewives a specialty, and holds himself in readiness to supply anything from a furnace to a dipper. He has himself invented a number of useful and labor-saving contrivances for household use. His large warerooms are filled with an endless variety of tinware, stoves, furnaces, baths, patent fixtures for closets, bird cages, table furniture in silver, steel, and nickel, fancy articles of ornament, refrigerators, ice cream freezers, oil cans, milk cans, coffee and tea cans, fly traps, weather strips, rat and mouse traps, watering cans, garden implements, snow shovels, lawn sprinklers, and a bewildering show of goods, of which a full description would fill this book. Now a few words about Mr. Howles personally will not be out of place or uninteresting.

After serving seven years apprenticeship in England Mr. Howles determined to try his fortunes in the colony over the sea. In looking over an old fyle of the Oldham, Lancashire county, England, Standard of June 1862, we find an article which shows the high esteem in which this gentleman was held, even as a young man. The brethren composing the leaders of the Methodist New Connection society met and passed resolutions of regret at the loss of an active and zealous worker in the person of Mr. Howles. The wishes expressed for his welfare in the new land of his choice were most hearty, and the language used expressive of their sorrow at his departure, most affecting. If earnest prayers by good people are of avail, then the young man then leaving Oldham was sure of success. It would appear that some good influence was at work, for Mr. Howles prospered beyond his most sanguine expectations. He came direct to Hamilton, and worked for a short time at his trade as a journeyman. But his native enterprise would not allow him to hold a subordinate position for any length of time, and we find him, shortly after his arrival in this city in business on his own account. His beginning was small, he doing most of the work himself at first. But Mr. Howles had the right go in him, and soon built up a business which warranted the employment of mechanics. His business from that time to the present has constantly increased,



and to-day he employs a large number of workmen in his shop, besides giving employment to a number outside. His close application to business, his inventive genius, and obliging disposition have made for him a ready demand for his manufactures.

Notwithstanding Mr. Howles' busy life he has always found sufficient time to take an active and intelligent interest in the city's affairs. We find from newspaper reports that he was requested in 1874, by many prominent citizens, to represent his ward in the City Council, but Mr. Howles' business engagements were too pressing, and he declined the honor. We will now touch on Mr. Howles' society life. Perhaps no man in Hamilton has been more identified with, or taken a greater interest in newly arrived immigrants than this gentleman. No charitable or benevolent society is complete unless it counts Mr. Howles among its members. St. George's society has no more active or generous member on its roll than Matthew Howles. There is many a family living in Hamilton to-day that delight in telling of Mr. Howles' kindness to them when they arrived here as strangers. So much had Mr. Howles interested himself in the affairs of emigrants that his name became familiar to the London Emigration society, and when he recently visited London he found to his great surprise that he was in constant request to address public gatherings of people. But Mr. Howles did not altogether suit his audiences, as he strongly denounced the practice of sending pauper emigrants to Canada, and he attracted so much notice that he was sent for by the President of the Society, Earl Shaftsbury, and had a long interview with him. So strong an impression did Mr. Howles make that the Earl has corresponded with him ever since, as the writer learned from a sly glance at a scrap book. Mr. Howles is among the most prominent society men in Hamilton, being either a past or present office holder in the Masonic body, Ancient Order of United Workmen, Select Knights, Grand Lodge of Ontario, Royal Arcanum, Knights of Pythias, Independent Order of Oddfellows, Home Circle, Legion of Honor, Independent Order of Foresters, and a host of other benevolent and beneficent organizations. His collection of jewels, engrossed addresses, emblems, etc., is most magnificent and valuable. A beautifully executed life-size portrait of himself, presented by the Select Knights, is especially worthy of notice. Mr. Howles is a living example of what a live, energetic man can do. No figure in Hamilton would be more missed than that of this gentleman, and we trust he has many more prosperous and pleasant years in store.

## G. C. BRIGGS & SONS.

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

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

Messrs. G. C. Briggs & Sons have a long career in this useful calling, having been established in 1848, under the name of Briggs & Williams, finally under the present name of G. C. Briggs & Sons; and are now proprietors of some of the most valuable medicines before the public, among which we would mention Briggs Black Oil, which has been before the public for over thirty years, and is widely known and much approved. They are also proprietors of Briggs Life Pills, of which over thirty thousand boxes are sold annually; and of a medicine called Briggs Electric Oil, which has become a leading article in the market for the treatment of Rheumatism, Neuralgia, and all nervous diseases. They also manufacture Briggs Magic Relief, one of the wonders of the age as a Pain Killer. It is no stretch of imagination to call it magic, as the effect of it is almost instantaneous in cases of Cholera, Cholera Morbus, Bowel Complaint or pain from any cause. They are also proprietors of the following popular medicines: Hopes' Magnetic Ointment, Wistars' Pulmonic Syrup, Lamontes' Baby Cordial, Sitzers' Worm Candy, Golden Eye Salve, Leicestershire Tick and Vermin Destroyer, Botanic Bitters, Star Cement, Condition Powders, Sticking Salve, Fly Poison, call "Shoe Fly." They are also agents for the sale of Edison's Electric Belts, Buffalo Baking Powder, &c.

## J. D. CLIMIE,

## Boots, Shoes and Trunks, 28 King Street East.

This business is carried on in a handsome double store with two large front windows, and was established in 1878 by Messrs. Farley & Oliver, of Toronto. Mr. Climie bought out the business in 1881, and during the first year, commencing in January, 1882, increased the sales \$11,333 over the former firm's best year. During the second year the sales exceeded the previous year's increase over \$3,000, and Mr. Climie expects, if business continues as brisk to the end of the year as it has been so far, to see this year's sales exceed those of last year by at least \$7,000. This wonderful increase of business is attributable to Mr. Climie's thorough knowledge of the trade and of the requirements of the public. There is no retail establishment in Ontario that carries a larger or better assorted stock. Every grade of goods is represented, from the coarsest and cheapest to the fanciest and best, in boots, shoes, slippers, rubbers and overshoes. Mr. Climie is the largest retail shoe buyer in the city, and as he buys for cash, he cannot be undersold. Any discount he receives by paying cash, he makes it a practice to give his customers the benefit of. Only one price is asked or accepted in this store, and all goods are marked in plain figures. During his business career in this city, Mr. Climie has made for himself the reputation of never misrepresenting anything, and of always being anxious and willing to promptly rectify any mistake unwittingly made. The store is handsomely furnished throughout with every regard to the comfort and convenience of the public. The goods on the shelves and in the show cases cannot be excelled for beauty of design and finish in any establishment in the country. We feel confident that purchasers cannot do better than call at Mr. Climie's for anything in footwear. His stock of trunks, valises, travelling bags, &c., is also large and elegant. In the store hangs a diploma awarded to Mr. Climie at the Central Fair, in 1882, for the best display of boots and shoes exhibited.

## ROBERT RAW &amp; CO.,

## Printers and Publishers, 31 John Street, Cor. King William.

Mr. Robert Raw is a native of this city, and a son of one of its oldest inhabitants. He began life as a printer, and by industry and business tact soon was in business for himself. Twenty years ago, Robert Raw, jr., opened a job printing office in Hamilton, and has diligently prosecuted the business of printing and publishing ever since. Mr. Raw's is today the oldest established printing business in Hamilton. His establishment is complete in every department. On the ground flat are six presses of the latest patterns, including some of the best known American makes. Last February Mr. Raw purchased the letter press department of the late Tribune Printing Co., all new material, consisting of the newest styles of English, Scotch and American type, paper and card cutting machines, mitering machine, and all the appurtenances which go to make up a first-class office. So celebrated has Mr. Raw become as a fine printer, that he is daily in receipt of orders from Toronto, Winnipeg, London, Guelph, St. Catharines, Thorold, Galt, St. Marys and various places north and west of Hamilton. Mr. Raw is prepared at any time to print books, pamphlets, posters, cards or anything that may be required. He employs none but first-class printers and pressmen, and personally superintends all departments, giving special attention to proof-reading, in which he is most expert. Mr. Raw, being thoroughly practical himself, can guarantee to turn out work equal to that produced by the largest printing establishments in Canada, and at prices as low as those of any reputable house. One specialty of the firm is the printing of custom and legal blanks, in which they do a large business. The office is connected by telephone with the business houses in the city, and with many towns and cities in the Province. Generally speaking, we have no hesitancy in saying that Mr. Raw conducts as well appointed an office as we have visited for a long while, and he, himself, is ever ready and anxious to please both in work and promptitude.



## BUFFALO BAKING POWDER

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

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

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

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

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

### RECIPES FOR COOKING.

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

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

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

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

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

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

**SILVER CAKE.**—The whites of eight eggs, two cups sugar, half cup butter, three-

fourths cup sweet milk, three cups flour, and two teaspoonfuls Buffalo Baking Powder ; flavor to suit the taste.

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

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

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

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

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

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

## HOW MEN SHOULD DRESS.

By Happle Hutcheson.

In many of the leading journals of the day a good deal of space is devoted to reporting the latest or most popular styles of ladies' dress, advising them how, when, where and under what circumstances certain costumes should be worn. Gentlemen, however, are seldom favored with such advice ; we make a new departure from the general rule. From an able article on this subject, written by our esteemed citizen, Mr. Happle Hutcheson, the Tailor, of 118 King Street East, and published in one of the London monthly journals, we quote the following extracts which will doubtless be found worthy of the attention of our young and not a few of our aged readers.

Neatness in dress is the true characteristic of a gentleman ; he avoids gaudy colors and all incongruity of shades. If he has an equal liking for several colors he will judiciously avoid wearing them all at the same time, and if any of them be of an extreme brightness he will carefully arrange that the remaining portions of his attire possess some neutralizing influence over the colored garments, so as not to demonstrate any individual peculiarity or eccentricity of character. Color is well understood to be entirely a matter of taste ; and the taste of the individual, vulgar or refined, may be easily surmised from the color or colors he may wear, and by the *tout ensemble* of his appearance. It is to be said, however, that some colors look well on some people that do not on others, the complexion or general appearance of the individual rendering a good or bad effect, on some looking well, on others disagreeably repugnant. A man may, however, be very certain not to offend if he acts with a little caution, by selecting colors termed "quiet" ; a sober black never looking out of fashion, but always becoming, genteel or elegant, according to the class of wearer. A man may conceal his bad taste or perhaps no taste at all, by strictly adhering to a little forethought previous to making a selection. Some individuals pretend to say that, in making a choice, they please themselves, do not care what people may think about them, don't study to be thought anything of how they appear, but will wear any color with impunity, however it may contrast with their general appearance, not seeing, or else won't see the horrid contrast, and thus appear conspicuously absurd in the eyes of the million.

1. In dress, study to please the many ; to do this, neatness must be the predominant feature of the garments.

2. Let it not be said of a man, what a well dressed person he is, but, how gentlemanly he dresses.

3. Study not the extreme going fashion, but strike a happy medium so as not to appear conspicuous to the multitude.

4. When once dressed, think not you are so, but appear easy, as grace is a great assistance to the fitting of the garments.

5. Think well during selection, whether your choice will create unnecessary remarks amongst your friends.

6. Show some little care in the colors you choose, that they may not contrast too extremely with your general appearance.

7. Dress according to the society to which you are about to present yourself, for instance, nothing would be more absurd than paying a visit of condolence to an esteemed friend dressed in light trousers, white vest, gay scarf, straw hat, etc.

8. When you appear on the street, fashionable promenade or public park, dressed in double-breasted dress frock, double-breasted albert, box or coaching-top coat, wear a dress hat or be accepted *a la bon ton* young man from the country.

9. As a man of business, dress according to your trade and profession, you knowing best what will suit your clients; although a man be independent, let him at all events be dependent on the good will of his customers, which is at all times very much influenced by dress and general appearance.

10. Never make a show in dress; dress well at all times, so that on a special occasion when dress is very indispensable, you may not appear extraordinary by any little additional improvement, and by no means show that your study has been to dress for the occasion.

11. Gentlemen, patronize the tailor who takes a pleasure in his work, and who dresses his patrons neither in the fashion nor out of it. Go, I say, to the "schnider" who is efficient in the art of producing clothing suitable to the age, character, style, profession or occupation of his customer, and ever avoid he who simply cuts clothing according to an isosecles triangle, and be especially careful in dressing that you never altogether desert that taste which is general. The world considers eccentricity in great things, genius; in small things, folly. A fool may dress gaudily, but a fool cannot dress well, for to dress well requires judgment. There is more pathos in the style of a collar or the length of a sleeve than the shallow think of. Dress contains the two codes of morality, private and public. Attention is the duty we owe to others; cleanliness, that which we owe to ourselves. Nothing is superficial to a deep observer, it is in trifles that the mind betrays itself. A very benevolent man will never shock the feelings of others by an excess of either inattention or display. You doubt, therefore, the philanthropy of either a sloven or a dude. There is an indifference in a stocking down at heel, but there may be malevolence in a diamond ring. Always bear in mind that inventions in dress should resemble refinements, which are natural without being obvious.

12. Study then neatness, simplicity of color, and avoid an *outré* style of make; rather let it be your aim to have the approbation of others in a moderate light, and don't show the world by extreme notions and colors that you are a "snob," but study to appear what everybody, to some extent, is desirous of appearing—A GENTLEMAN.

Mr. Hutcheson's rank as a teacher of the art of cutting, the high esteem in which he is held by his fellow crafts as an authority, and his integrity, are qualities which are highly recommendable and worthy of your patronage.

Mr. Hutcheson's goods are of the choicest description, and the work he turns out is really first class; we say, when you want clothing, call and see Mr. Hutcheson at 118 King Street East, near Mary.

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## GEO. E. TUCKETT & SON.

### Manufacturers of Canada's Favorite Brand of Smoking Tobacco— Myrtle Navy.

The immense establishment of George E. Tuckett & Son, constitutes one of the principal features of the business on King street west; yet, large as the establishment is, and well provided with the latest labor-saving machinery, it has been found too small to meet the steadily-growing demand for the Myrtle Navy smoking tobacco, and another large factory is now in course of completion, and is almost ready for occupancy. The Myrtle Navy brand of smoking tobacco is known and sought from Halifax to Victoria, and wherever the Canadian is settled in the United States, there will be found the Myrtle Navy. The leaf is grown on Mr. Tuckett's Virginian plantation, selected with the greatest possible care, and manufactured under the personal supervision of the head of the firm. The result is that the Myrtle Navy leads the whole world as a fine flavored smoking tobacco of uniform excellence and reasonable price.





**"THERE IS NO EXCUSE! IF YOU HAD CARRIED A ROCKFORD WATCH  
THIS ACCIDENT WOULD NOT HAVE HAPPENED."**

**DAVIS & McCULLOUGH,**

**Importers of Fine Jewelry, Watches, &c., 12 King Street West.**

This business was established fifteen years ago by Mr. Alex. Campbell on John street, who moved to the present store about twelve years since. In 1879, Messrs. Davis & McCullough purchased the business, and have to-day the handsomest jewelry store in Ontario. The store itself is forty feet in length, and is lined from floor to ceiling with everything known in the trade. The right hand wall is completely covered with clocks of all makes and prices, from seventy-five cents up. On the counter are five large show cases filled with a display sufficient to tempt a hermit. The left hand wall supports four richly finished upright show cases, containing fancy marble and *Alabama* clocks of French manufacture, silver and goldware, knives, forks and spoons. Further along stands three immense burglar and fire-proof safes, filled with solid gold goods of the most expensive styles. These safes were specially made for the firm and are considered by them perfectly secure against any assault. Messrs. Davis & McCullough are heavy importers of solid gold 15 karat sets of ladies' jewelry, ladies' and gentlemen's gold watches and chains, manufactured by the best makers in the world.

They are jobbers in Waltham and Rockford silver watches, and can supply these well known and tried time-pieces at lower prices than any other house in the trade. Eye glasses and spectacles of gold, steel and rubber to suit all sights, are constantly in stock. In the rear of the store is the watchmaking and repairing room, where are kept constantly busy four of the most expert mechanics obtainable. All work done in this department is guaranteed perfect by the firm. Upstairs is the manufacturing jewelry department, where all sorts of jewelry, chains, monograms, emblems, medals, &c., are made to order in any design wanted. Messrs. Davis & McCullough make a specialty of medals, of which some beautiful specimens are shown. This firm also carries a heavy stock of diamonds and other precious stones, which they cut and set to order.

Messrs. Davis & McCullough are already in receipt of their Christmas goods, and the display is fairly bewildering. New designs in all materials are shown, and anyone who cannot be suited in this store, must indeed be difficult to please. The stock carried is undoubtedly the heaviest in Ontario, and the store the handsomest. The members of the firm are both well known for square dealing and faithfully carrying out all representations. While yet young men, they display a knowledge of the jewelry business that many of the older firms cannot boast of. That their enterprise and personal worth are recognized, is proved by the crowds of people who daily visit their establishment. We take pleasure in advising our readers to patronize Messrs. Davis & McCullough, feeling satisfied they will receive nothing but fair and liberal treatment at the hands of these gentlemen.



## THOMAS LEES.

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

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

## CARROLL'S AMERICAN WATCH HOUSE.

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

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

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

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

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

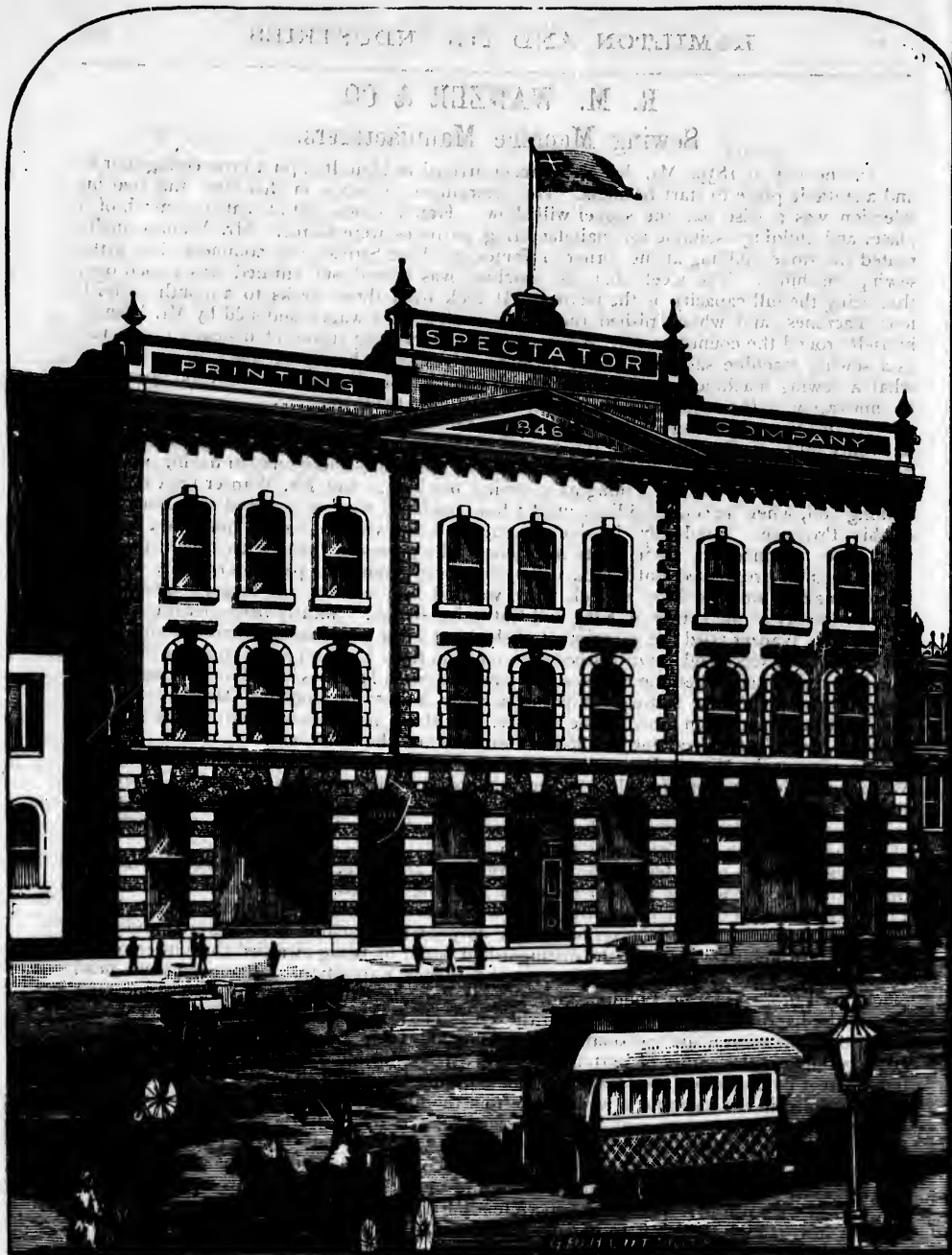
## R. M. WANZER & CO. Sewing Machine Manufacturers.

In the fall of 1859, Mr. R. M. Wanzer arrived in Hamilton on a prospecting tour to find a suitable place to start business. He determined to locate in this city, and that his selection was a wise one the sequel will show. Hamilton was not at that time much of a place, and buildings suitable for manufacturing purposes were scarce. Mr. Wanzer finally rented the stone building at the corner of James and Vine Streets, and commenced to make sewing machines. The week that one machine was turned out finished was a good one, that being the full capacity of the factory. It took from three weeks to a month to finish four machines, and when finished they were loaded on a wagon and sold by Mr. Wanzer himself around the country. Mr. Wanzer tells some amusing stories of his early experience as a sewing machine salesman. The farmers' wives could hardly be made to understand what a sewing machine was, and looked with considerable distrust and suspicion upon such an innovation of the customs of their mothers and grandmothers.

At this time there were only four sewing machines known to be in use within a radius of twenty miles of Hamilton, and the owners of these four were marked people among their neighbors, who shook their heads and doubted the wisdom of these folks in having anything to do with such a new fangled thing as a sewing machine. But Mr. Wanzer kept right on making and, when he could, selling, until a few machines were introduced in various parts of this Province. Gradually the demand grew—those without sewing machines, finding themselves distanced by their rivals in business who possessed them, soon bought too, and so the business progressed until 1864. But four brief years had passed since Mr. Wanzer started making one machine a week when we find him building the large, and now well known, factory at the corner of King and Catharine streets. Shortly before leaving the old factory Mr. Wanzer tried the experiment of shipping a few machines to Great Britain. The venture proved successful. Orders began to come in from England faster than the machines could be made, and it became necessary to have increased facilities for manufacturing, hence the erection of the new factory. Finding a ready market in England, Mr. Wanzer next tried Australia, and again crowned the venture. Next the machines were introduced in South America, the West Indies, and in 1868 to Germany and the Continent.

In 1873 at the Vienna Exposition, the Japanese Commission became interested in the Wanzer machine, and purchased a number to introduce into their native country as a novelty. From a novelty the possession of a Wanzer machine became a necessity to the Japanese ladies as it had already become to her western sisters. Since the first shipment, thousands of Wanzer machines have been sent to Japan.

As an instance of the lasting popularity of the Wanzer machine we may mention the fact that in the 7,000 schools of Ireland no other machine is used. The well-known firm of Pim Bros. (limited) of Dublin, control the sewing machine trade of Ireland, and are Wanzer & Co.'s agents. The Wanzer is also the only sewing machine manufactured under the British flag which ever received the distinguished honor of being awarded the Order of the Iron Cross of Francis Joseph the First, at the Vienna Exposition. The company's head offices for Europe are in London, No. 4 Great Portland Street, Regent Circus, and rank among the handsomest establishments in the great city. Last year Messrs. Wanzer & Co. found their premises again too small to accommodate their growing trade, and erected a large building at the corner of Barton and Elgin Streets, having a frontage of 350 feet on the latter street by 60 feet on the former. This building is divided into the saw mill, where all wood used in the machine is worked up from the log, and where veneers are cut. The carpenter shop comes next, and the screw factory, 120 by 50 feet. The whole building being three stories high, except the screw factory, which is but two. Then comes the engine house, 60 by 60 feet, two storeys high and containing a 300 horse power engine. But not even yet are the premises large enough to meet the demands of this enormous industry, and as we write Mr. Wanzer is superintending the erection of a building, 260 feet by 50, two storeys high, which is to be fully completed in sixty days, the lower flat of which is to be used as the machine shop, and the upper as the assembling rooms. Below this again on Mary Street is to be the foundry 100 by 60 feet. Three hundred and fifty feet on Elgin Street, 360 on Mary Street, and 110 feet on Barton Street are the dimensions of the firm's works, all grown from the smallest beginnings, and all due to the unflagging industry and energy of Mr. R. M. Wanzer, a man whom any city or country may well be proud to count among its sons.



THE "SPECTATOR" BUILDING, JAMES STREET.

## THE HAMILTON "SPECTATOR."

The structure which the SPECTATOR company has acquired and transformed into an establishment fitted for all the requirements of a first-class printing and publishing business, is one of the handsomest and most substantial buildings in the city. It is on the west side of James street, the third structure from King. The three-storied front of dressed stone impresses one with the idea of solidity and strength more than with beauty, but the building has architectural attractions of no mean order. Everything about it is substantial, and the heavy stone walls are as sound and strong as they were in the year of their erection. The SPECTATOR's offices are situated in the southerly section of the building, and its various departments are embraced in the three flats. On the ground floor the business office is situated. It is a handsome room 24 feet wide and 60 feet deep. The office furniture is worthy of more than a passing notice. The carving is perfect and the design is intricate and delicate.

On the second flat the job-room is situated. For many years the job department has been noted for the excellence of the work executed. Many things have helped to make it one of the finest job departments in Canada. The department has always been kept even with the times as regards material. The very finest kinds of ornamental types and all the latest novelties have been constantly added. Now the job department is more thoroughly equipped than ever with all the latest styles of types. All these types have been selected with the greatest care, and the equipment comprises everything that was worth buying. Refinement and perfection of style were sought for and obtained; the designs are almost innumerable, from the finest scripts to the black-faced Gothic. The press room is on the ground floor, immediately in rear of the business office. The press room of the SPECTATOR establishment is very complete and furnished with some of the very best presses in the market, especially constructed for the finest book and job work. There is no better equipped press room in Canada to-day than the SPECTATOR'S. They have also in their railway ticket department two machines which are most wonderful pieces of mechanism, and are the only ticket printing machines in the Province.

The bindery department is located on the third flat, was added to the SPECTATOR a number of years ago, when its then proprietors found it necessary to have it in the building for the proper turning out of all classes of work; and by having it on the premises do away with the inconvenience and risk of having it done by outsiders, as the majority of the printing offices are now compelled to do. From the time its machinery was first set in motion until the present, this department has steadily improved until to-day its capabilities for work range from the smallest pocket diary to the most ponderous ledger. The machinery now in use embraces the most modern and improved that it is possible to procure, including a ruling machine, which, with all attachments, does the finest of fine work at great speed; numbering and paging machines, presses, wire stitching machines for pamphlet work, and new tools for gilt finishing, which embrace all the newest and most fashionable designs for gilt ornamentation of book-covers.

Speaking of the circulation it may not be out of place to mention, here, that for the last seven years the circulation of the SPECTATOR has been steadily increasing. During the past three or four years the increase has been very great, and inside of a year a notable jump upwards has taken place. And now the circulation of the SPECTATOR is unexcelled in the Province, except by two Toronto journals.

The traditions of the journal are cherished by its conductors. Their desire is to maintain the SPECTATOR, not as an organ, but as an independent Conservative journal, unalterable attached to Liberal-Conservative principles, but wholly independent within the lines guarded by those principles. They have confidence in the present leaders of the party, but the paper is free to condemn them when wrong as to support them when right. We believe this independence strengthens the paper's influence for good, and makes it more valuable to the party than a mere organ could possibly be. But it must never be forgotten that the SPECTATOR is a business enterprise. Its existence and prosperity rest upon exactly the same basis as those of any other legitimate business. Its proprietors ask no charity; they propose to give value for value received, and expect the rule to work both ways. They deprecate not fair rivalry, but think it just to say that the better they are supported the greater will be their ability to increase their expenditures and consequently the value of the paper.

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