

The Industries and Wealth of



The
Principal Points
IN SOUTH EASTERN
PENNSYLVANIA.

INDUSTRIES AND WEALTH

OF THE PRINCIPAL POINTS IN

SOUTHEASTERN PENNSYLVANIA

(EXCEPTING PHILADELPHIA),

EMBRACING

Dauphin, York, Lancaster, Schuylkill, Berks,
Bucks, Montgomery, Chester and
Delaware Counties.

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INTRODUCTION.

THE one great aim kept steadily in view by the publishers, in compiling and editing **THE INDUSTRIES AND WEALTH OF THE PRINCIPAL POINTS IN SOUTHEASTERN PENNSYLVANIA**, has been to present the public with a precise and accurate work on the many natural and artificial advantages which obtain in the leading cities of this section of the State, relative to trade, commerce, and manufactures. In preparing our articles on the several manufacturing and commercial establishments, we have endeavored to treat all fairly, and to give no undue prominence to any. Great care, indeed, has been invariably exercised by our reporters to arrive, by personal interview with the proprietors of the leading business houses, or their duly authorized representatives, at the highest degree of accuracy in all that relates to their commercial history and standing, and as far as our space permitted we have accorded them a liberal and extended mention. Those who are at all familiar with the industrial and commercial enterprises of this section will be quick to recognize the names of many men identified not alone with them, but who are also conspicuous and leading spirits in everything looking to the best and broadest interests of the entire State. The salient features which have been embodied in these pages are the extent of business and the character of the business men, the rapid and substantial growth, the condition and the status of the financial and fiduciary institutions, the system of railroads and canals, the position and influence maintained abroad as the greatest manufacturing section of the Union, the churches, schools and charitable organizations—and last, but not least, in this connection, the well-grounded assurance of a still more prosperous future. Neither, by the way, has the past been forgotten, for space has been found for a brief history of the leading cities dilated upon, and incidents given relating to the customs, the fortitude, the bravery and the privations of their early settlers. That such a work depicting in a measure the rise and progress of a powerful State, destined to exercise a controlling influence over the commerce of the whole nation, will be looked upon with interest, we firmly believe; and, furthermore, expect that it will be received in that generous spirit which is gratified with honest endeavors to please, rather than in the captious one that is dissatisfied short of an unattainable perfection. Whoever expects the volume entirely free from defects has but little acquaintance with the difficulties ever attendant upon procuring materials for a work of this peculiar type. In all of the many historical and descriptive works whose fidelity we had occasion to test, some misstatements were found. Although we have taken the best available measures to ensure accuracy, yet, from a variety of causes unnecessary here to specify, some errors or discrepancies may have occurred. If anything materially wrong has been discovered, any one will confer a favor by addressing a letter to the publishers on the subject, and it will be corrected. Our task has, through the general courtesy which prevails throughout Pennsylvania, been made a far more pleasant one than we anticipated. As our corps of reporters interviewed the various business men, they were almost uniformly greeted with the frank welcome characteristic of the Keystone State, and ulterior evidences of interest have been variously shown, not the least of which has been our reception of a mass of valuable communications from many of the leading city officials and old-time residents of the townships canvassed, unprecedented by us in the course of the years we have been engaged in these pursuits. To all who aided us—to our correspondents especially, some of whom have spent much time and research, we feel under lasting obligations, and are enabled by their assistance to present to the public a far better work than could have otherwise been produced.

Respectfully,

THE PUBLISHERS.

GENERAL INDEX.

<p>Acme Oil Company, York..... 72</p> <p>Adams, C. E., China, Glass and Queensware, York.... 76</p> <p>Albertson Trust and Safe Deposit Co., The, Norristown 127</p> <p>Allen, I. W., Real Estate, etc., York..... 69</p> <p>Allen, A. M., Photographer, Pottsville..... 161</p> <p>American House, Lancaster..... 106</p> <p>American Surety Co. of New York, H. B. Buehler, Agent, Harrisburg..... 46</p> <p>Anderson, R. H., Confectioner, Lancaster..... 107</p> <p>Anne & Thamas, Fire Escapes, Iron Stairs, etc., Lan- caster..... 93</p> <p>Antrim, W. L., Jr., Paper Hanging and Painting, Pottstown..... 128</p> <p>Anthracite Electric Light and Power Co., The, Potts- ville..... 157</p> <p>Armour, S. L., Feathers and Bedding, Chester..... 115</p> <p>Ashland House, Ashland..... 164</p> <p>Askew, G. M., Tailor, Lancaster..... 100</p> <p>Astrich Bros., Dry Goods, etc., Lancaster..... 105</p> <p>Astrich's Palace of Fashion, Dry Goods, etc., Harris- burg..... 45</p> <p>Bachelor's Business College, York... .. 80</p> <p>Bacon, D., Confectioner, Harrisburg..... 48</p> <p>Barnheisel, R. W., Manfr. Paper Boxes, Harrisburg... 53</p> <p>Barr, J. K., Conveyancing and Collection of Claims, Lancaster..... 92</p> <p>Bate, W. T., & Son, Boiler and Machine Works, Con- shohocken..... 122</p> <p>Bateman, W. H., Painter and Decorator, Lancaster... 98</p> <p>Baughner, Kurtz & Stewart, Founders, etc., York. 68</p> <p>Baum, F. D., Druggist, Reading..... 145</p> <p>Baumgardner & Co., Coal, Lancaster..... 104</p> <p>Baumgardner, Eberman & Co., Lumber, Lancaster... 102</p> <p>Bausman & Burns, Fire Insurance and Real Estate, Lancaster..... 97</p> <p>Bayler, C. A., Manfr. Cigars, York..... 76</p> <p>Beatty & Son, Keystone Marble and Granite Works, Harrisburg..... 58</p> <p>Beddell, G. W., & Bro., Stoves, Ranges, etc., Shenandoah 168</p> <p>Beecher & Sober, Timber, Pottsville..... 155</p> <p>Beecher, J. W., Timber, Pottsville..... 157</p> <p>Bennett's China Hall, Isaac Bennett, Propr., York... 70</p> <p>Bergner Bros., Booksellers, etc., Harrisburg..... 52</p> <p>Bergstresser, A. W., Wall Paper, etc., Harrisburg... 53</p> <p>Best Steam Engine and Boiler Works, Lancaster..... 95</p> <p>Biehl, G. W., Carriage Builder, Reading..... 139</p>	<p>Birtwell, H. B., Cotton, Woolen, and Worsted Machin- ery, Chester..... 116</p> <p>Bodey & Livingston, Lumber Dealers, Norristown ... 126</p> <p>Bohn & Bro., Merchant Tailors, Lancaster..... 103</p> <p>Bordine, M. E., Crayon Artist, Chester..... 117</p> <p>Bottomley, Jos. M., Hardware and Tools, Chester... 117</p> <p>Bower's, James, Sons, Manfrs. of Mungoes and Shod- dies, Chester..... 117</p> <p>Bowman, E. W., Coal and Wood, York..... 77</p> <p>Boyer, W. E., Tobacco and Cigars, Pottsville..... 158</p> <p>Brady's Edge Tool Works, Lancaster..... 101</p> <p>Breneiser, H. D., Tobacco and Cigars, Reading..... 148</p> <p>Breneiser, C., & Sons, Tobacco, Reading..... 140</p> <p>Breneman, H. R., Insurance, Real Estate, etc., Lan- caster..... 106</p> <p>Britton, S., Pianos, Organs, etc., Mahanoy City... 171</p> <p>Brown, Cloud & Johnson, Real Estate and Insurance, Norristown... .. 125</p> <p>Brown, Jno. W., Phoenix Works, Founders, etc., Har- risburg..... 56</p> <p>Cable, Albert, Druggist, Pottsville..... 156</p> <p>Central Iron Works, Harrisburg..... 43</p> <p>Central House, Reading..... 146</p> <p>Central Pennsylvania Methodist Episcopal Book Rooms, The, Harrisburg..... 55</p> <p>Chesapeake Nail Works, Harrisburg..... 45</p> <p>Citizen's National Bank, Ashland..... 164</p> <p>City Business College, Pottsville..... 155</p> <p>City Hotel, Mahanoy City..... 171</p> <p>City Hotel, Shenandoah..... 166</p> <p>City Drug Store, J. F. Patton & Co., Proprs., York... 79</p> <p>Cleary, D. J., Dry and Fancy Goods, Mahanoy City.. 171</p> <p>Cleckner & Burke, Stoves, Ranges, etc., Harrisburg... 50</p> <p>Clewell's Turkish and Russian Baths, Reading..... 147</p> <p>Cocklin Bros., Opticians, Harrisburg..... 60</p> <p>Cohen, I. I., Stationery, etc., Harrisburg..... 61</p> <p>Colonnade Hotel, Chester..... 114</p> <p>Compton, Geo. W., Wall Papers and Window Shades, Chester..... 117</p> <p>Conestoga Cork Works, Lancaster..... 94</p> <p>Conestoga Nat. Bank, The, Lancaster..... 95</p> <p>Connolly, M., & Son, Clothiers, Chester..... 115</p> <p>Cook, Sweeney & Cook, Dry Goods, etc., Harrisburg.. 58</p> <p>Dauth, J. D., Stoves, Heaters, etc., Reading..... 142</p> <p>Davis, J. R., Paper Dealer, York..... 76</p>
---	--

- Deen, D. L., Collection Agent, Lancaster..... 104
 De Haven, F. H., Hardware, Harrisburg 59
 Delaware County Nat. Bank, The, Chester..... 114
 Delaware River Iron Shipbuilding, and Engine Works,
 The, Chester..... 112, 113
 Demming, H. C., Stenographer, Harrisburg..... 54
 Dennis, G. W., Dry Goods and Notions, Mahanoy City. 171
 Dence, John, Leather and Shoe Findings, Ashland ... 164
 Derr, S., Mfrs. Stoves, etc., Pottsville..... 160
 Derr, J. H., Commission Broker, Reading..... 140
 Detweiler, W. H., Whiskies, Harrisburg..... 61
 Dibert Bros., Cigars and Tobacco, Reading..... 147
 Diem, N. E., House Painting, etc., Reading..... 148
 Dipner, J. L., & Bro., Groceries, Harrisburg..... 60
 Dodge, B. G., Corks, Lancaster..... 104
 Dold, Jacob, Packing Co., The, Pork Packers, Harris-
 burg..... 56
 Downey Bros., Shafts, Lancaster..... 102
 Downing, M. W., Jr., Flour, Grain, Feed, etc., Bristol. 120
 Doyle, D. V., Granite and Marble, York..... 73
 Dwight Seed Co., Reading 148

 Eagle Marble and Granite Works, Reading..... 145
 Eagle Spoke and Bending Works, Lancaster..... 106
 Eastern Book Store, The, Becker & Brugger, Props.,
 Harrisburg..... 57
 Eby, Jonas F., Grain, Flour and Feed, Lancaster..... 107
 Ellis, D., Jr., Hardware, Shenandoah..... 167
 Eisenbise & Bro., Tin, Sheet Iron and Hollow Ware,
 etc., Chester..... 115
 Eyring, Otto, Brewer, Reading..... 144

 Faesig, F. J., Printer, Lancaster..... 103
 Fairlamb, N. W., & Son, Undertakers..... 116
 Farquhar, A. B., Co. (Limited), Agricultural Machinery,
 York..... 70
 Faust, David, Insurance, Shenandoah..... 166
 Fegley, W. B., Hatter, etc., Pottsville..... 159
 Ferguson House, Shenandoah..... 167
 Ferguson House Drug Store, Shenandoah..... 167
 Fink, Henry, Keystone Brewery, Harrisburg..... 46
 Finley & Lachicotte, Civil Engineers, etc., York..... 75
 First National Bank, Harrisburg..... 45
 First National Bank, Norristown..... 126
 First National Bank, The, Conshohocken ... 122
 Fisher, A. J., Dry Goods and Groceries, Reading.... 140
 Fleming, S. W., Books, Stationery, etc., Harrisburg... 58
 Flinn & Breneman, House Furnishing Goods, Lan-
 caster..... 97
 Fluhrer, Wm., Jeweller, York..... 80
 Focht, J., Dry Goods, etc., Pottsville..... 160
 Forney & Stewart, Boots, Shoes, etc., Harrisburg.... 52
 Forney Bros. & Co., Mfrs. and Jobbers, Boots and
 Shoes, Harrisburg..... 49
 Forney & Knouse, Druggists, Harrisburg..... 47
 Fornwald, Jos., Carpets, etc., Harrisburg..... 57
 Fox, Augustus, Groceries, Pottsville..... 160
 Fox's Studio, Wilson C. Fox, Prop., Harrisburg..... 50
 Frank, Chas., Boots and Shoes, Harrisburg..... 55
 Franklin House, Frank Dietrich, Prop., Harrisburg... 58
 Fredericks, J. E., Planing Mill, Pottsville..... 161

 Frees, Geo., Harness, Saddlery, etc., Reading..... 142
 Fricke, C. D., Carpets, etc., Shenandoah..... 168
 Frick, B. F., Insurance Agt., York..... 78
 Fulton National Bank, The, Lancaster..... 91

 George, C. T., Druggist, Harrisburg..... 6c
 Gerber, W. T., Coal and Wood, York..... 7c
 Gerhart, W. R., Solicitor of Patents, Lancaster..... 99
 German, P., Stationery, etc., Harrisburg... 5c
 Gilbert, G. W., Music Hall, Pottstown..... 128
 Gilbert, H., & Son, Hardware, etc., Harrisburg..... 53
 Glaser, Frame & Co., Cigars, Reading..... 143
 Glen Union Lumber Co. (Limited), Pottsville... 158
 Globe Studio, The, Reading..... 139
 Gnau, Alexander, & Co. (Limited), Clothiers, York... 71
 Goyne Bros., Steam Pumps and Mining Machinery,
 Ashland..... 163
 Graybill, Geo., Insurance, York..... 78
 Great Atlantic & Pacific Tea Co., The, Lancaster..... 103
 Great Atlantic & Pacific Tea Co., The, Reading..... 148
 Greenwood, S., Real Estate and Insurance, Chester... 115
 Grim, Lewis, Cigars and Tobacco, Mahanoy City.... 172
 Groezinger, Gustav, Harness, Leather, and Skins, Lan-
 caster..... 105
 Gross Bros., Dry Goods, York..... 78
 Gross, D. W., & Son, Chemists, etc., Harrisburg.... 51
 Guiles & Wensell, Real Estate, Harrisburg..... 52

 Haage, C. F., Printer, Reading..... 144
 Habliston, John M., Jr., Stock Broker, York..... 78
 Hagenbuch, C. H., Druggist, Shenandoah..... 167
 Hagenbuch, J. H., Druggist, Mahanoy City... 170
 Hamilton, N., Real Estate, Harrisburg..... 49
 Hammersley & Co., Queensware, etc., Harrisburg... 45
 Hammond & Bailey, General Insurance Agts., Harris-
 burg..... 49
 Haines, Clint, Harness, etc., Mahanoy City..... 170
 Hanlen Bros., Wholesale Wines, Gins, etc., Harrisburg 55
 Hantz & Jessop, Roofing, etc., York..... 73
 Harkins, T. B., Foundry Co., Bristol..... 120
 Harrisburg Fire Brick Works, Harrisburg 59
 Harrisburg Car Mfg. Co., Manfrs. Freight Cars, etc.,
 Harrisburg..... 48
 Harrisburg Woven Wire Mattress Co., Harrisburg.... 49
 Harrisburg Burial Case Co., Harrisburg.... 52
 Hause, Frank, Tobacco, etc., Pottsville..... 159
 Heckman, W. A., Plumber and Gas Fitter, Reading... 140
 Heffener, H. W., Manfr. Cigar Boxes, York..... 74
 Heinitsh, W. A., Furniture and Upholsterer, Lancaster 103
 Hench & Stuart, Notions, etc., Harrisburg..... 60
 Herr, Allan A., Real Estate and Insurance, Lancaster. 106
 Hirshler & Fox, Mfg. Clothiers, Pottsville..... 156
 Hoffman, Amos, Tailor, York..... 73
 Hoffmeyer, C. F., Mfg. Confectioner, York..... 77
 Hooven, James, Wrought-iron Pipe, Norristown..... 125
 Hoover, G. W., Buggies, etc., York..... 72
 Hoover's, John J., Sons, Carriage Builders, Lancaster. 104
 Hoppes, A. & D. M., Flour, Feed and Grain, Mahanoy
 City..... 171
 Horting, John, Whiskies, Wines, etc., Lancaster..... 93
 Hoskin & Gilles, Florists, Reading..... 137

GENERAL INDEX.

Hotel Cambridge, Chester.....	115, 118	Marion, F. B., Boilers, Lancaster.....	102
Howard Bros., Wholesale Grocers, Chester.....	116	Markley, C. H., Pharmacist, Harrisburg.....	55
Howard, Jas. H. W., Employment Bureau, Harrisburg.....	58	Marlatt, W. & H. L., Photographers, Harrisburg.....	51
Hubertis, S., House-furnishing Goods, Harrisburg.....	55	Marshall, S. M., Insurance, Harrisburg.....	57
Hubley Printing Co. (Limited), York.....	69	McCreath, A. S., Chemist, Harrisburg.....	56
Hughes, W. R., Wall Paper, etc., Harrisburg.....	61	McFall, J. T., Hats, etc., York.....	76
Hulett, F. M., Pianos and Organs, Pottsville.....	157	McFarland, J. R., Harvesters, Harrisburg.....	56
Improved Hat and Cap Mfg. Co., The, Shenandoah....	166	McGowan, J. G., Men's Furnishings, Reading.....	144
Jackson Mfg. Co., Manfrs. Steel Barrows, Harrisburg. 44		Mechanics' Bank, J. C. Bonberger, Propr., Harrisburg	51
Jacoby, S. F., Cemetery and Building Work, Conshohocken.....	122	Mellinger, H. L., Grocer, Lancaster.....	107
Jauss, D. L., & Co., Coal, Harrisburg.....	44	Miley, M., Harness and Driving Goods, Lancaster....	105
Jeanes, J., Photo-Artist, Chester.....	117	Miller, D. H., Plumbing, Gas Fitting, etc., Lancaster..	107
Jones, Lewis, Hosiery and Underwear, Bristol.....	120	Miller, J. W., Electroplater, Lancaster.....	107
Jones, E. T., Manfr. Cigars, Pottsville.....	160	Miller, S. Clay, Wines, Brandies, etc., Lancaster.....	93
Kalback & Mease, Carriage Mfrs., Shenandoah.....	167	Miller, J. A., Drugs, Harrisburg.....	57
Kauffman, J. D., Clothier, York.....	77	Mills, R. J., Hatter and Furnisher, Pottsville.....	160
Keech, C. F., Justice of the Peace, etc., York.....	80	Mitchell, H. B., & Co., Coal and Iron, Harrisburg....	59
Keim, I. W., Wines and Liquors, Reading.....	146	Monaghan Bay Company, Manfrs. Shoes, Harrisburg..	47
Kelker, L. R., Hardware, Harrisburg.....	50	Montgomery Insurance Trust and Safe Deposit Co., The, Norristown.....	127
Keller, O. S., Dry Goods, etc., Shenandoah.....	168	Montgomery National Bank, Norristown.....	127
Keller, C. K., Druggist, Harrisburg.....	50	Moody, C. W., Druggist, Reading.....	143
Kepple, J., Manfr. Cigars, Harrisburg.....	48	Morgan, W., Plumber, Mahanoy City.....	172
King, J. M., Singer Sewing Machines, Reading.....	146	Morrison, J. A., & Bros., Fruits, etc., York.....	73
King, B. J., Steam Pop Works, York.....	71	Mortimer, F. P., Dry Goods and Notions, Pottsville... 158	
Kinneard, J. D., Alderman, Harrisburg.....	60	Motter House, H. H. Ehrman, Propr., Harrisburg....	54
Klinefelter, T. S., Teas, Coffees, etc., York.....	79	Mt. Penn Stove Works, Reading.....	142
Knies, William, Shoes, Pottsville.....	161	National Hedge and Wire Fence Co., The, York.....	74
Knipe, Reinoehl, Photographer, Lancaster.....	97	New York Life Insurance Co., Pottsville.....	155
Kraber, E. I., & Son, Stoves, etc., York.....	70	Northwestern Mutual Life Insurance Co., Lancaster... 96	
Kroh, H. K., Druggist and Pharmacist, Conshohocken	121	Ober's, B. F., Livery and Boarding Stables, Harrisburg	54
Kurtz, Groves & Mayers, Groceries and Provisions, Reading.....	141	Pancoast Stores, The, Boots, Shoes, Trunks, etc., Chester.....	116
Lancaster Steam Pump and Machine Works, The.....	98	Parkhurst & Co., Lumber, York.....	78
Lancaster Steam Laundry, Lancaster.....	98	Pennsylvania Coffee Co., Chester.....	116
Landis, D. B., & Son, Grain, Lancaster.....	96	Pennsylvania Publishing Co., Harrisburg.....	46
Landis, B. F., Boots and Shoes, etc., Lancaster.....	94	Pennsylvania Telephone Co., Harrisburg.....	44
Lanius, H., Sons, Lumber and Coal, York.....	77	People's Tea Co., Lancaster.....	92
Lanius, W. H., Real Estate, York.....	68	Peters, Thos. S., Real Estate, Harrisburg.....	52
Laubenstein, L., Marble and Granite Work, Pottsville. 159		Pierce, R. H., Merchant Tailor, Lancaster.....	103
Laucks & Son, Dry Goods, etc., York.....	75	Poffenberger, L. R., Ins. Agt., Harrisburg.....	54
Lehmayer & Bro., Clothiers, York.....	79	Polack, R. F., Watches, etc., York.....	80
Leman, J. C., Brass Foundry and Smelting Works, Lancaster.....	96	Poole, W. I., Plumber, etc., Harrisburg.....	47
Leman, W. K., Laundry Soaps, Reading.....	143	Potomac Lumber Co., Pottsville.....	156
Lemer, J. D., Photo-Artist, Harrisburg.....	58	Price, J. J., Dry Goods, etc, Shenandoah.....	167
Leymaster & Bricker, Painters, Reading.....	141	Prudential Ins. Co. of America, The, York.....	69
Locher, D. P., & Sons, Bankers, Lancaster....	91	Quickel & Graybill, Mechanical and Electrical Engi- neers, York.....	80
Lochiel Hotel, Geo. W. Hunter, Propr., Harrisburg... 43		Rabenau, Herman, Apothecary, Pottsville.....	157
Loeb, Julius, Hosiery, Suspenders, etc., Lancaster... 94		Ramsey, W. F., Real Estate, York.....	78
Long, J. B., Stocks, Bonds, etc., Lancaster.....	96	Reading Cotton Mill, Reading.....	146
Long & Davidson, Boots and Shoes, Lancaster.....	92	Reading Cotton Lap Mill, Reading.....	148
Looker, Geo. W., Fish and Vegetables, Harrisburg.... 57		Reading Stove Works, The, Reading.....	138
Mansion House, Reading..	143	Reading Bolt & Nut Works, The, Reading.....	138
Mansion House, Ashland.....	164	Reed, E. E., Tobacco, etc., Pottsville.....	160
Mansion House, Mahanoy City.....	171	Reed, J. F., & Co., Tobacco, Lancaster.....	99
March, A. H., Pork Packer, Norristown.....	126	Reigart's Old Wine Store, Lancaster.....	100

GENERAL INDEX.

Rentschler, Chas., Jr., Druggist, Reading.....	146	Stief, H. J., Hardware, etc., Ashland.....	164
Rettig, Charles, Brewer, Pottsville.....	154	Stein, J. H., Druggist, Reading.....	145
Ribman, John, & Son, Auctioneers, Lancaster.....	107	Stephens, S., Coal, Harrisburg.....	60
Rietzen, Gust., Jeweler and Optician, Ashland.....	164	Stewart, W. G., Mechanical Engineer and Patent Attorney, Reading.....	137
Rife, Jeremiah, Insurance and Real Estate, Lancaster.....	101	Stoneback, J., Notions, etc., Reading.....	137
Ritter, H. B., Cigars and Tobacco, Norristown.....	125	Stormfetz, J. P., & Sons, Sash, Doors, etc., Lancaster.....	94
Rinkenbach, E. L., Watches, etc., Harrisburg.....	54	Stritzinger, L. G., Caterer and Confectioner, Norristown.....	125
Ring, L., Boots and Shoes, Shenandoah.....	168	Summons, E. S., Plumber, Gas and Steam Fitter, Reading.....	147
Roberts, Geo., Chemist, Harrisburg.....	57	Susquehanna Mutual Fire Ins. Co., The, Harrisburg.....	51
Roberts, Alex., Civil Engineer, etc., Harrisburg.....	56	Swalm, H. A., Tailor, Shenandoah.....	168
Rosengarten Bros., Groceries, Pottsville.....	159		
Roshon, J. W., Photographer, Harrisburg.....	53	Taylor, H. B., Hardware, Seeds, etc. Chester.....	117
Rudy, Philip, Harness, etc., Lancaster.....	107	Techmeyer, H. W., Sewing Machines, Harrisburg.....	51
Rudy, Martin, Bicycles, Lancaster.....	93	Thompson, A. D., Justice of the Peace, etc., York.....	79
Rupert & Phillips, Real Estate, etc., West Chester.....	108	Thompson, H. S., Civil and Mining Engineer, Pottsville.....	157
Russ, Bates & Vance, Fruits, Harrisburg.....	59	Thompson, L. C., Hardware, Oils, etc., Pottsville.....	155
		Tide Water Steel Works, Chester.....	114
Santo, J. H., Coal and Wood, Harrisburg.....	59	Tropical Garden, Confectionry, Ice Cream, etc., Reading.....	141
Savage, R. H., & Co., Wool Hat Manfrs., Reading.....	114	Trout & Shank, Shirts, Lancaster.....	103
Saylor, B. & J., Grocers, Reading.....	144		
Schall & Danner, Bankers, York.....	74	Van Horn, C. A., Clothier and Hatter, Mahanoy City.....	172
Schall & King, Car Builders, York.....	75	Voshage, L. C., Drugs, etc., Ashland.....	163
Scheerer, W. F., Tailor, etc., Pottsville.....	160		
Scheffer, Theo. F., Bookseller, etc., Harrisburg.....	59	Wantz, H. E., Copper, Tin, and Sheet-iron Worker, York.....	74
Scheible, J. N., Plumber, Gas and Steam Fitter, Reading.....	148	Wasbers, H., Steam Laundry, York.....	79
Schellenberger, E. D., Coal, etc., Harrisburg.....	57	Watson, J. J., Undertaker, Lancaster.....	94
Schlechter, G. A. Manfr. Jewelry, Reading.....	139	Watt & Shand, Dry Goods, Notions, etc., Lancaster.....	102
Schum, P., Son & Co., Quilts, Counterpanes, etc., Lancaster.....	95	Weaver, J. E., Grocer, Lancaster.....	100
Scott's, F. T., Sons, Coal and Wood, York.....	73	Wells Bard, Mining Engineer, Pottsville.....	157
Seacrist, Jacob, Carpenter and Builder, York.....	72	Welzel, F. L., Tailor, Harrisburg.....	53
Seltzer, C. F., Harness, etc., Pottsville.....	159	Wetherell, Robert, & Co., Engines, Boilers, etc., Chester.....	114
Shirk, J. G., Tobacco, Lancaster.....	103	Whitcomb, Geo., Oysters, etc., Harrisburg.....	58
Shisler, Jos., Grocery, Harrisburg.....	55	White & Jessop, Gen'l Ins. Agt's, York.....	71
Shreiner, H. M., Jeweller, Lancaster.....	93	White Hall Hotel, S. M. Crall, Propr., Harrisburg.....	46
Shroder, F., & Co., Shirts and Sheetings, Lancaster.....	97	Wiant, Geo., Teas and Coffees, Lancaster.....	107
Sible, J. S., Ice, Coal, etc., Harrisburg.....	43	Wiest, P. C., & Co., Manfg. Confectioners, York.....	71
Sieber, C. F., Manfr. Soap and Candles, Harrisburg.....	56	Wilkinson, B. C., Insurance, York.....	71
Sillyman, C. B., Insurance, Pottsville.....	158	Willis, Albert, Livery and Boarding Stables, York.....	73
Skeen, B. F., & Son, Empire Bending Works, Lancaster.....	92	Willis, B. F., Architect, York.....	76
Slaymaker, R. M., Boilers, etc., Lancaster.....	105	Wilson & Fenimore, Paper Hangings, Bristol.....	120
Slaymaker, Barry & Co., Diamond Lock Works, Lancaster.....	99	Wingert, J. V., Druggist, Pottsville.....	156
Smith, T. T., Cigars, Tobacco, West Chester.....	108	Witman, Schwarz & Co., Wholesale Grocers, Harrisburg.....	47
Smith, G. M., & Son, Plumbers, Gas, Steam Fitters, etc., Pottsville.....	161	Wohlsen, Wm., Planing Mill, Sash Factory, Lancaster.....	104
Smith, J. J., Men's Furnishing Goods, Reading.....	137		
Smith, W. & Co., Druggists, York.....	77	Yingst, Fred W., Carpets, etc., Harrisburg.....	55
Snyder, B., Powder, etc., Pottsville.....	161	Yoder, Daniel A., Wines and Liquors, Reading.....	147
Sower, F. D., Bookseller and Stationery Norristown.....	126	York Transfer, York.....	72
Spangler Manfg. Co., The, Manfrs. Corn Planters, etc.....	75	York Wire Cloth Co., The, Manfrs. Wire Cloth, York.....	78
Spangler, Alex., Carriage and Sleigh Builder, York.....	77	Young, Jno. G., Agt. for Deering & Co., Manfrs. Deering Machinery, Harrisburg.....	44
Spehrley & Sheppell, Wall Paper, Pottsville.....	161	Yuengling, D. G., & Son, Brewers, Pottsville.....	154
Speidel, J. G., Mechanical Engineer, Reading.....	140		
Sperry, W. H., Coal, Wood, etc., Reading.....	147	Zahm, Ernest, Jeweller, Lancaster.....	101
Sprenger, J. A., Brewer, Lancaster.....	92		
Standard Shirt Co., The, Pottsville.....	158		
Standard Beef Co., Chester.....	117		
Stauffer, W. D., & Co., Fur Goods, Seal Coats, etc., Lancaster.....	106		

INDUSTRIES AND WEALTH OF HARRISBURG, PENN.

THE city of Harrisburg, capital of the State of Pennsylvania and judicial seat of Dauphin County, is beautifully situated on the east bank of the Susquehanna River, 105 miles distant from Philadelphia, 248 from Pittsburgh, and 196 miles from New York City. It takes its name from the first actual settler of the soil whereon the present city now stands. It was in 1717 that John Harris took up his abode here, though a hundred years prior to that date a member of the famous John Smith band seems to have penetrated into this region. Harris was the first real settler, however, who came to stay, built his log cabin, tilled the soil, traded with the Indians, and for forty years enjoyed his squatter sovereignty, and improved its advantages to the utmost. On his death, his son John inherited his patrimony, took up the thread of his father's labors and enterprise, and gave the name to the fair city that is now the political centre of the State, and the busy seat of so many prosperous industries. It was in 1748 that the senior Harris died. During the French and Indian war the place was known as Harris' Ferry, and was by far the most important in this section of the country on the great highway between the north and the south, the east and the west. Scotch-Irish and Welsh were the earliest to settle hereabout and it is characteristic of the keen love of liberty by which they were inspired that they were the first to be aroused by the Revolution, and from among them the first company of soldiers west of the Hudson was formed and marched hence to the relief of the besieged town of Boston in 1745. As the war went on, its men were always found to the front, and during the whiskey insurrection of 1794, the war of 1813, the Mexican war, and the war of secession, the people of this locality were earnestly active and conspicuous for their valor. Dauphin County was created from a portion of Lancaster on March 4th, 1785, and Harrisburg made the seat of justice. It was constituted a borough April 13th, 1791, made the State capital in March, 1812, and incorporated a city in the month of October, 1860. In December of that year the first sessions of the Assembly were held in the Court House, and were continued there until the completion of the capitol. Harrisburg did not, however, begin to assume the commercial importance that now attaches to her until the construction of the Pennsylvania Railroad through it to the West. Immediately capitalists began to seek this locality, its advantages as a profitable point for investment and mercantile and manufacturing ventures having become known and appreciated. Its real progress dates from that event. Topographically considered, the location of Harrisburg is exceedingly interesting. Located in the centre of an extensive area of surpassing natural advantages in respect of manufactures, these have been supplemented by transportation facilities that are unexcelled. The Kittatinny limestone belt begins at the Hudson just north of West Point, Newburgh being built upon its escarpment on the west bank of that river. The general trend of this wonderful belt is southwesterly, is from ten to thirty miles in width, and almost unbroken from the North River to the Mississippi. It belongs to the earlier species of rock called Matinal, Aurora, etc., by geologists, signifying the morning. It comprises all the essentially valuable qualities of limestone, notably that of conferring richness on the adjacent soil, strength and durability as building material, the chemical quality of a flux in the iron furnace, etc. The climate along this belt is proverbially delightful, and the entire stretch of country one of the most beautiful in many essential regards on the continent. Its agricultural possibilities are rich and stupendous; and these may be easily apprehended from the fact that the Lehigh region of this State, and the Lebanon, Cumberland, and Virginia valleys belong to this wonderful Kittatinny Valley. Flanked on the south by the range of hills cut by the Hudson at West Point, and gapped on the Delaware below Easton, on the Schuylkill below Reading, on the Susquehanna above Columbia, on the Potomac at Harper's Ferry, on the James at Balcony Falls, on the

Roanoke at Hawk's Nest, on the Yadkin at the Narrows, this range of hills contains by far the largest proportion of iron ore to be found in this country, and there is scarcely a mile of it from Connecticut to Tennessee where iron is not indigenous. The northern boundary of this great valley is the first span of the Allegheny range, wherein coal is as abundant as iron in the other—a wall of iron on the one hand and one of coal on the other, erected on a prodigious substructure of limestone, the soil prolific, the climate combining all the elements of beauty and health. This hill of limestone, covered with this rich soil, is crossed by no mountains, only by such elevations as from the collateral watersheds of the streams that transverse it in a transverse direction. Its eastern terminus is the seaboard near New York; it follows a central line drawn diagonally through the whole territory south of the lakes and east of the Mississippi; and along this line extends the greatest real artery in the world. The city of Harrisburg is in the heart of the Kittatinny Valley. It is traversed by the main line of the Pennsylvania, the Harrisburg and Potomac, and the Baltimore divisions of the Northern Central railroads and the Pennsylvania canal; it is the western terminus of the Lebanon Valley Division and the Schuylkill branch of the Philadelphia and Reading, the southern of the Susquehanna division of the Northern Central, and the northern of the Cumberland Valley. These connect it with every point in the United States. With immense quantities of iron ore within a few miles, coal close at hand, and brownstone and granite for building purposes, sand and quartz for flint and plate glass making, limestone inexhaustible, agricultural resources all around it that are unsurpassed, charming scenery and a salubrious climate, there exists every possible reason why capital and capitalists, trade, commerce, and manufacturing should set strongly towards Harrisburg.

ADVANTAGES SUMMARIZED.

Without any pretensions to a "boom," Harrisburg is enjoying a healthy growth in population and trade. The building of houses is steadily progressing at a lively rate, new manufactures are being constantly added and the city is not falling behind in any of the items which go to make up an active and sturdy prosperity. Harrisburg offers unexcelled inducements to those seeking to establish themselves in legitimate business and manufacturing enterprises. We will endeavor to digress upon these advantages in detail.

REAL ESTATE.

The realty interests of Harrisburg have ever been the basis of her prosperity, and are an excellent index by which to note the thrift and industry of the people. To those who are in search of homes, business locations, and manufacturing sites or of safe and profitable investments, we could state that the superior advantages possessed by the city in all of these particulars are unsurpassed. Here is an immense field for those contemplating a change of residence. Prices are low, terms are reasonable, values are steadily advancing, and all can find in this city just what they desire.

DIVERSITY OF MANUFACTURES.

A manufacturing centre must have facilities for the cheap transportation of the raw material that is consumed, and for the goods that are manufactured. Harrisburg possesses these qualifications in an eminent degree. She has been considered a manufacturing centre since the first year of her foundation. Her topographical position, permitting rapid transportation to the principal markets of this country and the fact that she is situated in a section of the state so prolific in the common necessities of life, as well as so wonderfully rich in mineral wealth, allow scope, territory to thrive in, and facilities for the prosecution of every branch of human industry under the sun. To quote an authority before us, "the predominating characteristics of the soil of Dauphin County, with the exception of iron ore, are limestone, gravel, gneiss, and white limestone." Limestone enters so largely into our building operations nowadays, that this item will be one of conceded importance by all. In connection with this it might be well to remark that brick manufacture is steadily pursued, and is classed as a leading industry here. The soil in the suburbs of the city is adaptable to the manufacture of this important product, and building material is thereby made very cheap in this section. Wool hat manufacture was one of the first industries to assume any degree of importance and attract the attention of the outside world to the desirability of the city as a manufacturing centre. We have outlined a few of the principal industries of Harrisburg, and, in fact, those directly bearing on the happiness of mankind, in order to illustrate the great advantages the city possesses as a manufacturing centre, and also, as a place where the raw materials are within easy reach of our manufacturers. There are many other lines of industry represented, but we believe we have stated sufficient facts for the idea we wish conveyed regarding this important subject.

GLASS MANUFACTURE.

The superior advantages possessed by Harrisburg as a manufacturing center, has again been exemplified by the status of her glass manufacturing industry. The advantages of the city in this respect have long been the subject of much favorable discussion, but the idea generated was not carried into execution till recently. There is every indication that the venture will prove a success, as Dauphin County is noted for the abundance of raw materials so essential to this class of manufacture. The quality of the sand, in this respect, will facilitate the manufacture of a very superior class of goods, let alone the fact that it can be brought here in large quantities at rates comparatively nominal.

LOCATION OF HARRISBURG.

The location of Harrisburg, in a business point of view, is exceedingly favorable to the great business enterprises going on within her limits, and as a place of residence presents a multitude of claims which, when partially enumerated, will prove both just and convincing. In the first place the climate of the region in which the city is situated, is at once salubrious and invigorating. Meteorological data from carefully compiled sources give the average mean temperature in summer to be not higher than 86 degrees, and the lowest in winter about



Market Street.

10 degrees. The soil of the city is of limestone and gravel formation, and eminently conducive to freedom from malarial exhalations so common in large communities. The streets are well gravelled, while natural drainage is afforded. The limits of the city (six and one half square miles in area) are generous enough to permit of no crowding in the construction of buildings, and Harrisburg is one of the first cities of America in the number of buildings erected in proportion to the number of inhabitants, to-day estimated at 43,000. The beauty of the suburban districts deserves special mention. Beautiful drives abound in every direction through scenery rendered attractive by the hand of thrift, and beautiful under Nature's plastic moulding. Rich farming lands, neat and attractive homes, busy, thriving villages, and evidences of prosperity surround the city on every hand. What other city in this section affords such admirable sites for summer and permanent homes? Nature has been extremely lavish in this respect, the surrounding country being clad in groves of chestnut, oak, and pine, ready to contribute to the beauty of a rural home. In the grand category of natural advantages the comparative cheapness of the products of the farm and dairy must not be omitted here. Harrisburg is the

natural market for a vast region of rich agricultural land, and her markets are one of her special features. For those who seek health and recreation, a life of sunshine and elegant ease, a refuge from the poisonous atmosphere of the great cities during the heated term, are the attractions and opportunities of a home of refining influences, both in natural beauty and social surroundings, no place, it may safely be said, can be found anywhere on this continent to surpass the city of Harrisburg.

TELEGRAPH AND EXPRESS FACILITIES.

In connection with the facilities of travel may also be mentioned the extensive arrangement for telegraphic communication with all parts of the United States. The express system is also conducted on the most liberal scale in the matter of facilities and rates.

EDUCATIONAL ADVANTAGES.

The educational standard of Harrisburg people is high, and the system of public-school instruction in vogue is complete and thorough. Two high-schools, and nearly a hundred intermediate, grammar, and primary schools are supplemented by the Woodward Seminary, Seiler's Academy, the Catholic Convent, and the Pennsylvania Business College. The school buildings are generally large, roomy structures, well ventilated, lighted and heated, and are well adapted to the purposes intended. The school-board has never been wanting in men of enlarged views and devoted to the cause of public instruction, and the citizens have in general heartily co-operated with them in all just measures calculated to advance and perfect the public-school system. The mode of selecting this board is highly commendable. Two representatives of each of the great political parties are nominated from each ward and elected to the office, so that the board always has an equal number of both Democrats and Republicans. The wisdom of this system is readily perceived, as it prevents needless extravagance in the administration of the department, which is so often the case in cities where either one of the political parties is in the ascendency. Almost half a hundred religious organizations with their many collateral associations for moral, intellectual, and material benefit are in active operation—many of the church edifices being substantial and modern examples of fine architecture.

NEWSPAPERS.

Keeping pace with the march of progress in every sphere of activity—in industry, finance, commerce, trade, science, art, and literature—it is only in the nature of things that the people of Harrisburg should be fully abreast of the times in the matter of "press," as they indeed are, supporting as the city does a number of really excellent dailies, weeklies, and periodicals, including several religious, literary, and scientific publications. Every feature and phase of journalism is represented, and every phase of political, social, and business life presented, besides a concise summary of the world's doings, while in the matter of enterprise, activity, ability, equipment, and general excellence the papers of Harrisburg will compare favorably with most of those in the state. The daily press is excellently well represented by the "Patriot," "Telegraph," and "Independent," the two former issuing also weekly editions; the "Telegram," "Dauphin County Journal," "Staats Zeitung," and "Saturday Night" are weeklies.

POSTAL FACILITIES.

The business at the post-office for the fiscal year ending December 31st, 1889, exhibits a remarkable increase in the operations of this department over those of preceding years, and is an excellent criterion by which to note the gradual development of the city. The increase of business at this institution is estimated by the officials at least \$6000.

BENEVOLENT INSTITUTIONS, PUBLIC BUILDINGS, ETC.

The charitable institutions of the city are various and well systemized, and there is no city in the Union whose afflicted and suffering classes are more tenderly or carefully treated. The Home for the Friendless is a large four-story brick structure in the northern part of the city, in addition to which are the Industrial Home and the City Hospital, equally efficient and beneficial under municipal management. The Young Men's Christian Association is one of the necessary institutions of the city, and was one of the first formed in the country. Its building, at the corner of Second and Locust Streets, is handsome and convenient, with a fine library, reading, lecture, and reception rooms. Located in the heart of the town, surrounded by a beautiful park of ten acres, is the capitol of the State of Pennsylvania. A plain, substantial structure of brick, it is in keeping with that old spirit of simplicity characteristic of the Keystone State, and was erected some seventy odd years ago

at a cost of about \$200,000. The State Library comprises many exceedingly valuable works, and its law department is said to be the only one in the Union that contains full sets of all the law reports of the various states. Though not one of the largest and costliest capitols in the country, it is well worth visiting on account of the very many objects of historic interest it contains, and its library is very much frequented by our citizens. Adjacent to the capitol are the various departmental buildings. The park is laid out in a beautiful and tasteful manner, the white marble monument erected to commemorate the gallant conduct of the Pennsylvania heroes in the Mexican war being one of its chief attractions. Among the other public buildings are the executive mansion on Front Street, north of Pine; the State Lunatic Asylum, the first erected by the Commonwealth; the Grand Opera House, one of the best arranged for lectures, dramatic, and similar entertainments in the state; the jail, the new United States Court House, and Post-office.

BUSINESS THOROUGHFARES.

The principal business thoroughfares—Market Street, Market Square, Second and Third Streets—are lined with solid structures, very metropolitan in their appearance and contents; while along Front Street, overlooking the Susquehanna, dotted with its islands of emerald, are to be seen some of the most elegant private residences in the country; Second and Third Streets, and several of the cross streets, are also noticeable for some fine residences. At the intersection of Front and Third Streets stands the Soldiers' Monument, a lofty stone monolith, upon whose four faces are chronicled the names of the battles participated in by the gallant sons of the state during the War of Secession.

HOTELS.

Perhaps no feature of progress in this country furnishes a better criterion of the general business activity prevailing in any community than the hotel accommodations there existing. In this respect Harrisburg keeps pace with progress, as becomes a transportation and industrial centre and the state capital, the number and character of her leading hotels being equal to those of the leading cities. Among the best known and most popular hostelries may be mentioned the United States, Lochiel, Jones House, and Bolton House; they are spacious, provided with every modern improvement, and are exceptionally hospitable and well kept.

FINANCIAL INSTITUTIONS.

Under this head much more could be said than the limits of a general business review would admit of Harrisburg maintaining a number of banking and fiscal institutions that for extent of business, stability, and reliability take rank among the foremost in the state; while the flourishing condition of the same to-day places its banks and their management far beyond the need of any measure of praise these pages could bestow. Four national and two private banks furnish ample financial accommodations with an aggregate capital verging on \$1,000,000, and a surplus of nearly half that amount. They are all responsible and ably managed, and rank high among the monetary institutions of the nation.

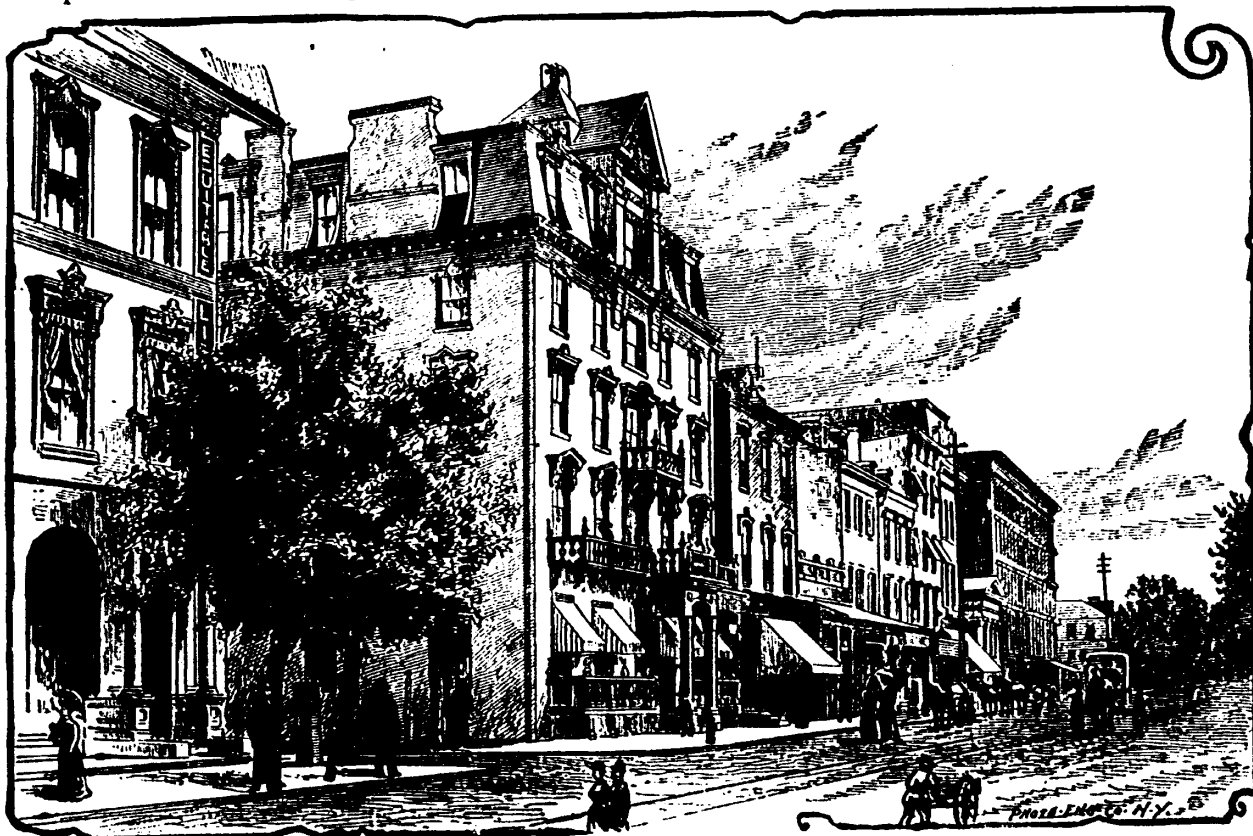
FIRE DEPARTMENT, ETC.

This department of the municipal government is necessarily a very important one. It is not a regular or paid department but a volunteer service, although each company receives an annual subsidy from the city for repairs, etc., and for promptness and efficiency it has no superior, and has always been found equal to every emergency that has arisen. The fire-alarm telegraph reaches to every section of the city, and is a valuable feature of the service. Gas and electricity furnish abundant light; a complete street railway system is in successful operation, the water is pure and the supply ample; the city is well policed, and its drainage and sewerage system is simply perfect.

MERCANTILE INTERESTS.

Under this division is given the statistics, so far as could be obtained, of the jobbing and wholesale and retail trade of Harrisburg, in its various branches outside of what might be called manufacturing commerce. The trade here exhibited is strictly that of the jobbing and retail interests. In 1812 the entire commerce and manufactures of Harrisburg were summed up at a mere nominal figure as compared with the product and returns of to-day. Principal among the manufacturing industries in active and successful operation are those for agricultural implements, boilers, boiler-plate, bar, rail, and pig-iron; machinery, engines, and cars; ale, beer, and whiskey; sewer-pipe, brick, nails, and paint; cotton and knit goods; sash, doors, and blinds; leather, millstones, files, organs, glass, etc. In the fostering of these, there is no doubt that Harrisburg more or less

neglected her mercantile and commercial opportunities. Yet there can be no adequate reason given why a large wholesale dry-goods, hardware, boot and shoe, or other commercial goods business should not be transacted. The extent to which it is now transacted, while showing a large increase in amount in the past decade, is by no means in accordance with the strength of the position occupied by the city. Taking into consideration the fact that in all particulars the Harrisburg merchant stands upon equal footing with those of the eastern cities, in all the facilities for procuring his stock—buying from and acting as the agent of the same manufacturers—importing from the same European sources—paying never more than they for the articles in which he deals, and able from the less expense to do an equally remunerative business on five per cent. less profit, one point on which to found this belief is apparent. All things in prices, terms, and other business considerations in purchasing being equal between the two points contrasted, it is at once obvious to the prudent buyer that the advantages already mentioned as belonging expressly to Harrisburg, from the advantage of lessened expenses and some others also belonging to Harrisburg over other cities seeking the same trade, is sufficient to decide which point is the best. As a point for transactions in produce the same advantages present themselves as are



View of Market Street, showing Lochiel Hotel.

prominent in her adaptability for commission business. The varied and extensive advantages for transportation already recited as possessed by Harrisburg give the facility for reception, while the same channels present avenues for forwarding it to the seaboard either speedily or cheaply and more leisurely. In the past ten years these advantages have been much laid hold on, with a corresponding increase in most of the divisions of the wholesale trade; there being now single wholesale houses whose sales aggregate nearly as much as the entire trade amounted to ten years since, and others whose transactions are equal to half the trade a decade since. That Harrisburg is growing in her mercantile interests as well as her manufacturing, one is made aware of by that peculiar evolution in trade that always accompanies mercantile growth, before mentioned in some other divisions of the business of the city, that is the segregation into distinct classes by each character of mercantile interests. The force and bearing of the preliminary remarks as to the increasing volume of the mercantile business, is especially opposite to the wholesale dry-goods houses of Harrisburg. The progress of the trade will be noted by the statistics at the periods quoted. In 1876 it had increased in twenty years so that the dry-goods trade alone was nearly 100 per cent. greater than the trade in 1856; and in 1886, only ten years after,

the trade again shows an increase of equal proportions over the trade of 1876 as was shown by the trade of 1876 over that of 1856. This gain is made under that segregation of the trade into distinct classes, by which several firms that were in 1876 classed with the dry-goods trade are now class houses of strictly millinery goods. These goods were formerly comprised in the general stock of the dry-goods jobbing houses, and are still departments of such extensive houses as that of Messrs. Hench & Stuart, P. K. Sprenkel, and others. The upward movement going on in the other branches of the wholesale trade of the city has been for several years decidedly perceptible in the line of groceries. Groceries are of so staple a character and without fashion that where they are purchased is of no consideration, and likewise as they are handled at such small per cent. of profit, it is those small profits that decide purchasers. The standing of the grocery trade of Harrisburg is so high that the firms have at all times the opportunities of the best options on all goods they wish to purchase, and buying generally for cash, and being thus rated, have at all times the offer of any bargains in the market. In the preliminary chapters of this sketch the pioneer character of many of the industries of the city are mentioned, and in the grocery trade this feature also obtains.

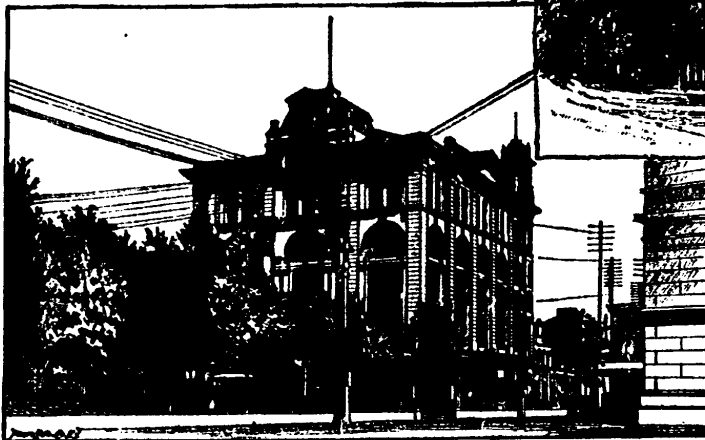
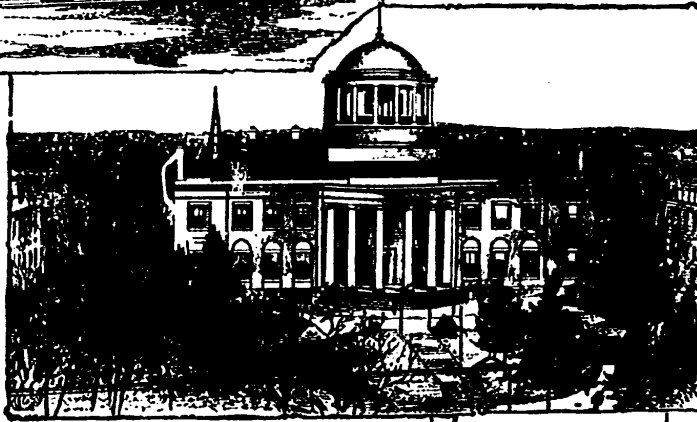
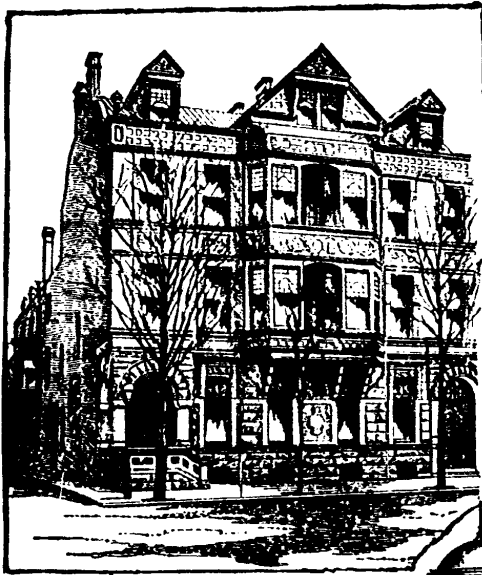
MANUFACTURING SITES, SALUBRITY, ETC.

Harrisburg presents in the aggregate a fine selection of choice manufacturing sites. The land upon which she is built inclines gently back from the river, and presents available locations whereon factory buildings could be erected. The railroads passing directly through the city, instead of skirting it as in the generality of cities, afford unequalled facilities for constructing necessary side-tracks and switches, so that goods can be loaded directly upon cars from the factory, and raw materials and essentials unloaded therefrom. In intimate connection, also, with the advantages belonging to Harrisburg is the salubrity of location, to which feature passing mention has already been made. The tables of mortality treating upon this are conclusive of the superiority on this point of this community; and, without doubt, the great health possessed by this manufacturing population weighs heavily in the summing up of the advantages of this location as a manufacturing point. Not only to the workman is the health of his family of importance, but to the manufacturer as well. The loss of income by three or four weeks' sickness suffered by a workman, or by the increased demands upon his earnings from frequent illness in his family, is seriously felt in the consequent deprivation of comforts which the money lost from lost time, and necessarily in drugs and doctors' bills, would purchase. The lessening of such misfortunes is an object in the selection of his place of toil. To the manufacturers, whose profits often depend on the skilled and unbroken labor of a set of hands, the loss from the forced substitution of green hands for competent ones, or the ragged running of his machinery from the forced depletion of his working force by illness, is also, especially if occurring when his order books are full, a great injury, not only to his profits, but to the smooth working of his profits. To the employer, therefore, as well as the employee, is the healthfulness of a location a subject of careful consideration; and there is no point, as statistics show, in the United States possessed of all or any of the requisites for supporting a manufacturing community which can in any way compare with Harrisburg for salubrity. The cheapness with which workmen can live is another point in manufacturing advantages. In this respect Harrisburg compares favorably with other cities; a majority of the articles of food are low in prices, and articles of clothing as cheap as in any of the large eastern cities. In fuel the cost is not more than half that in eastern or western manufacturing communities. Again, the distance from Philadelphia and New York (to which it is near enough for the convenient transaction of the business which naturally gravitates to great centres, and from which it is far enough not to be absorbed as a suburb) is an advantage the importance of which can hardly be overestimated, enabling the formation of a society sufficiently independent to have a character of its own, yet within such easy reach of cosmopolitan influences as to avoid all danger of provincialism. Harrisburg in this way possesses uncommon advantages for all persons living upon small capital or fixed incomes. It unites the benefits of town and country. Its population is considerable and compact, and is hence suited for social intercourse and for all the purposes of concentration of mankind in towns, while at the same time it possesses the means of direct transportation to the sea, to the interior, and to the remotest parts of the United States. But it is not to natural advantages alone that Harrisburg owes her popularity. Religion, the recognition of God as an object of worship, love, and obedience, the corner-stone on which our civilization rests, calling out as it does the best that is in us, must occupy a place in every man's thoughts. Whatever form of Christian belief one may hold, he can be reasonably sure of finding some of his household of faith established in this city, ready to welcome him with kindly sympathy. In few communities does the relig-

ious spirit hold stronger sway, every year showing an advance in this direction, owing, perhaps, in large measure to the fact that in all sects religious worship has been freed of much of its old-time austerity. Again, the opportunities for education, as already cited, are admittedly ample

in every section of the Keystone State, but here in Harrisburg especially admirable educational advantages are afforded for both sexes, and for all ages. While we have made allusion to the opportunities offered the merchant or manufacturer in the pursuit of his trade or calling,—a larger question, and one of greater import in the long run, than the mere question of labor and facilities, therefore, to the man planting his business here, —is that the whole conduct of the affairs of the city by the selection of its officers is in the hands of an intelligent people who make Harrisburg their permanent home, and do not leave this important item at the mercy of a shifting population. The latter is often the case in manufacturing towns where foreign capital alone is invested. Harrisburg is fortunate in that her citizens make and spend their money

here. The stranger is at once impressed by her elegant and comfortable residences, so superior in number and beauty to those of other cities much larger, where prosperity is less generally diffused. This is Harrisburg's strong point, that its citizens form a homogeneous household, depending upon each other and absolutely controlling their own affairs.



- No. 1. Governor's Residence.
- No. 2. Capitol.
- No. 3. Bolton House.
- No. 4. Opera House.

If this, then, is not a community which invite accessions, and is fully deserving of the prosperous status it has achieved, where can one be found?

STATE HOUSE AT HARRISBURG—GOVERNMENT.

Under the heading of "Benevolent Institutions, Public Buildings, etc.," we have made brief allusion to the State House, and under the present caption propose to summarily describe the system of government which obtains throughout Pennsylvania. The territory embraced within the present limits of the Keystone State was granted by Charles II. to William Penn, and was settled by English and Welsh Quakers under his direction in 1681. The state constitution was adopted in 1776, and has since been amended in 1838, 1850, 1857, and 1871. In December, 1873, a new constitution, to take effect January 1, 1874, except in certain specified instances, was submitted to the people and ratified by nearly 150,000 majority. Under its provisions, the Executive Department consists of a Governor, elected for four years; a Lieutenant-Governor, elected for the same time; a Secretary of the Commonwealth, an Attorney-General, and a Superintendent of Public Instruction;—the first two nominated by the Governor and confirmed by the Senate during pleasure, the latter for a term of four years; a Secretary of Internal Affairs, elected for four years; an Auditor-General, elected for three years; and a State Treasurer, elected for two years. The legislative power is vested in a General Assembly, consisting of a Senate and House of Representatives. Senators are elected for a term of four years, and representatives for two years. The number of senators is fifty. The members of the House of Representatives are apportioned among the counties on a ratio obtained by dividing the population of the state by 200. Any male citizen of twenty-one years of age, who shall have been a citizen of the United States for one month, who shall have resided in the state for one year (or six months, if a former elector therein), and in his election district two months, is entitled to vote. The judicial power of the state is vested in the Supreme Court, composed of seven judges, elected for a term of twenty-one years; in Courts of Common Pleas, which shall have one judge for every district of 40,000 inhabitants, and who is to be elected for ten years; in Courts of Oyer and Terminer, General Jail Delivery, Quarter Sessions and Orphans' Courts, which are to be presided over by the judge of the Common Pleas Court in the same district. The state officials for the current year are as follows: Secretary of Agriculture, Thomas J. Edge, Esq.; Superintendent of Public Instruction, E. E. Higbee, Esq.; Insurance Commissioner, J. M. Forster, Esq.; Adjutant-General, Daniel H. Hastings; Governor of the state, the Hon. James A. Beaver; Lieutenant-Governor, Wm. T. Davies, Esq.; Secretary of the Commonwealth, Charles W. Stone, Esq.; Treasurer, W. Livsey (until May 5, 1890, then Henry K. Boyer, Esq.); Auditor-General, Thomas McCannant, Esq.; Secretary of Internal Affairs, Thomas J. Stewart, Esq.; Attorney-General, W. S. Kirkpatrick, Esq.—all Republicans. *Judiciary.* Chief Justice, Edward M. Paxson, Esq.; Associate Justices, Messrs. Jas. P. Sterrett, Henry Green, Silas M. Clark, Henry W. Williams, James T. Mitchell, and J. B. McCollum; Clerks: Eastern District, Chas. S. Greene; Middle District, William Pearson; Western District, John C. Newmyer.

THE PREDISPOSING CAUSES OF PENNSYLVANIA'S PROSPERITY.

Within the limits of Pennsylvania there are elements of wealth and material for productive industry in quantities and of a character not to be found in any part of the United States; in her coal fields, anthracite and bituminous, her ever-flowing fountains of petroleum, her agricultural resources, her forests, her quarries of marble, and limestone, and mines of iron. How much better to possess these elements of wealth, that stimulate energy, skill, and honest industry, than mountains of gold or caves of precious gems, that tend to debauch and demoralize, and make the rich a creature of silken luxury and the poor the abject slaves of these vicious masters! The productive industry of this state down to the census of 1870, in agriculture was \$183,946,017; in mining, \$76,208,890; in manufactures, \$711,894,344; and in fisheries, \$38,114. There were 11,516,965 acres of productive land, and of woodland, 5,740,844 acres, making in all 17,994,200 acres of land. The cash value of the farms was \$1,043,481,582; the value of implements of machinery, \$35,658,000; her live stock was valued at \$115,647,075; the whole value of her farm productions amounting to \$183,946,027. The coal trade of Pennsylvania commenced in 1820, with a total production and sale of 365 tons. The summing up of the coal trade for the year 1888 shows that the state produced nearly 25,000,000 tons of anthracite, and some 7,000,000 tons of bituminous coal. About the year 1858 the Penn Rock-Oil Company was organized on a farm near Titusville. It produced about eight barrels a day. From that time, down to 1870, there have been produced 32,512,226 barrels of oil, of which 15,751,246 were exported to all parts of the world. Now compare this condition of the state with its resources 100 years ago, when Dr. Franklin said there were but 100,000 white inhabitants, and when, according to the highest statement given at the time it assumed sovereign power, its whole population was not over 300,000. But the public schools are Pennsylvania's great triumph. By the

original frame of government and the great laws enacted in the first year of the province under the authority of Wm. Penn, it was provided that schools should be established for the education of the young, and the motto for those schools, selected by William Penn himself, was, "Good instruction is better than riches." From that time, down to 1749, under this policy, a few public schools of considerable merit were opened by the Quakers, and by the Moravians in Philadelphia and in Bucks County. In 1749 the germ of the University of Pennsylvania began in the form of an academy, and from it there arose three departments; the academical, the collegiate, and the medical. The fame of that medical school is one of the glories of the whole nation. In it such men as Shippen, Rushe, Wistar, and Hare taught, and since then the great Jefferson Medical College has arisen, and others of repute. From the first, Pennsylvania enjoyed a great system of public improvement. The first stone turnpike in the Union was made here, and so the first canal, over 100 miles in length. The stone turnpike from Lancaster to Philadelphia, sixty-two miles in length, was commenced in 1792, and finished in 1794, at a cost of \$465,000, by a private company; and as late as 1832, 220 turnpike companies had been authorized by law, and most of them constructed turnpikes to the extent of 3000 miles. In 1843, a continuous stone line of turnpike extended from Trenton on the Delaware, to the boundary of Ohio, 340 miles in length, with numerous bridges, costing more than the celebrated road of Napoleon over the Simplon. From time to time, from the year 1791 to 1840, did the state perfect and construct, by itself and incorporated companies, a multitude of canals, the length of which was 1280 miles, and to that date the total length of railroads was 795 miles,—118 of which belong to the commonwealth. In 1847 the great Pennsylvania railroad was begun, and in six and one half years completed, in the building of which some of the most bold and astounding feats of constructive engineering were accomplished. The Philadelphia and Erie Railroad was begun in 1852, and finished in 1864. In 1857, from motives of public policy, the commonwealth sold its public works, and they are now possessed and used by private corporations. There are nineteen canals in the state of Pennsylvania, and 139 railroads in active operation. A remarkable epoch in the history of the State, was, without question, the discovery of coal. In 1790, in the Schuylkill region, Nicho Allen, a hunter, camped out for the night under a ledge of rocks and kindled a fire on the fragments of black stone. He lay down to sleep, and in the night awoke and found the rocks aflame. He made his discovery known, and five years later the blacksmiths of Schuylkill County were using this coal in their forges. As a remarkable coincidence, Philip Ginter, a poor hunter, in 1791, on the Bear Mountains, nine miles west of Mauch Chunk, made a similar discovery. From that hour the destinies of Pennsylvania were changed (without making allusion to the subsequent discoveries of petroleum and natural gas in the Allegheny region) and from an agricultural people they were destined to become a mining and manufacturing commonwealth, making the whole United States tributary to them. But Pennsylvania's coal and iron, like her men, were to conquer wherever they went. From the time that the British troops abandoned Philadelphia, no foe, foreign or domestic, has gained a foothold in Pennsylvania, and they never will. The total population of Pennsylvania in 1870 was 3,502,311, and according to estimate made by the governor of the state for the N. Y. "World Almanac" of 1890, the present number of souls aggregates 5,061,598. The progress of the state, viewed from the increased ratio of the population in the past twenty years, may thus be anticipated. This population is mainly native-born, being descended from early colonists, embracing Swedes, Dutch, English, Germans, Welsh, Scotch, and Irish. In the populous cities and mining counties there is a considerable foreign population, mostly German, English, Welsh, and Scotch.

FINALE.

With this brief summary of the county and state in which Harrisburg occupies so prominent a position,—a section of the country for which, though Nature has done much, her public-spirited citizens have done far more, and are now reaping the fruits of their enterprise, wisdom, and integrity,—we close. The readers of these pages will find in the following sketches of the rise and progress of the principal business houses of this city much that will instruct and interest, while it will indicate that Harrisburg's merchants and manufacturers challenge competition in almost every one of the diversified branches of trade in which they have achieved such an enviable, and, one can truly add, international reputation.

INDUSTRIES AND WEALTH OF HARRISBURG, PENN.

L OCHIEL HOTEL, George W. Hunter, Proprietor.—The leading representative hotel of Harrisburg, and second to none in the state is the justly celebrated and popular Lochiel, of which Mr. George W. Hunter has been the able, enterprising, and successful proprietor since 1868. He is a native of England, resident here since 1861, in which year he became clerk of the old Bolton House, thus continuing and most ably and faithfully discharging the onerous duties devolving upon him, until in 1868 he retired to take the proprietorship of the Lochiel, always, and now more than ever, the finest and leading hotel in town. Mr. Hunter manifests in the highest degree those qualifications which indicate that he is thorough master of the difficult art of modern hotel keeping, and the large business done at the Lochiel, includes the "cream" of the travelling public, the *élite* of society, and public men generally. The hotel was originally built in 1836, and occupies what is without exception the finest and most central location in town. It was remodelled and enlarged in 1868, when Mr. Hunter took it, and also again in 1890, and is now a great, modern, and fashionable hotel structure, most elegant in appearance, architecturally very handsome, and an ornament to the city. It is a substantial brick building, five stories in height, surmounted by a Mansard roof and turrets. The premises are 64x210 feet in dimensions, and are excellently planned and arranged. There are one hundred and ten rooms for guests, all handsomely and comfortably furnished, affording luxuriously accommodation, and many arranged *en suite* to meet the requirements of families and public men. The fittings, decorations, and furnishings have all been recently renewed, and the hotel is a model in every sense of the word. There is a large office and rotunda, large reading and smoking rooms, bar and billiard hall, etc.; all the modern improvements have been introduced, inclusive of the electric light, electric bells, steam heat, safety passenger elevator, etc. The parlors are spacious and richly and artistically furnished, and have been the scene of many of the most famous receptions held in the capital of the state. The dining hall readily seats one hundred and fifty, and the table set here is deservedly renowned. Mr. Hunter is a liberal and enterprising caterer. He always has the choicest of everything delivered to his kitchen, which is in charge of an eminent *chef* and competent staff of assistants. The bills of fare meet the wants of all, and the house has an enviable and widespread reputation. This hotel is the centre of politicians, legislators, and state officials. It is here where prominent visitors to Harrisburg always register, and the daily trade is of great and growing magnitude. Mr. Hunter is a deservedly respected and popular host, and has achieved a success in every way the result of his marked ability, energy, and honorable policy.

CENTRAL IRON WORKS, Chas. L. Bailey, President; Edward Bailey, Jr., Vice President; Wm. E. Bailey, Secretary; G. M. McCauley, Treasurer; Manufacturers of Boiler and Tank Iron and Steel.—Harrisburg ranks prominently as a great manufacturing centre, and one of the great factors and exponents is the Central Iron Works, of which the old firm of O. S. Bailey & Brother were founders. Another equally prosperous and celebrated concern is the Chesapeake Nail Works, also owing its inception to the ably directed enterprise of the above-mentioned gentlemen, and securing to Harrisburg two most valuable interests both industrially and commercially. The Central Iron Works were originally built by Messrs. Charles L. Bailey & Brother, and the important interests were duly incorporated the following year, with

a paid-up capital of \$120,000. The works were thoroughly organized with every possible appliance at command, and their product of boiler and tank iron was from the start in great and growing demand; repeated enlargement of facilities was necessitated, and eventually in 1878 a new mill was built, and to-day the establishment is more complete than any other in the country, in every respect a model, and whose products of iron and steel plates is of the most admirable, uniform high quality. The old mill at Herst Street has a capacity of one hundred and eighty tons of muck-bars a week. The old mill has one single and seven double puddling furnaces, and seven heating furnaces. The new mill has a full outfit of furnaces and two sets of rolls, one three high and thirty-one inch, and the other three high and twenty-five inch, thus giving capacity for rolling the largest sheets needed. The annual capacity of the work is about 22,000 tons of boiler and tank iron and steel, affording employment to two hundred and fifty hands, the product being shipped to all sections of the United States. The works have a most excellent location, being on the line of the Pennsylvania Railroad and the Canal, thus securing perfect transportation facilities. The directors of the company include Chas. L. Bailey, G. M. McCauley, A. S. Patterson, J. S. Wilhelm, Wm. E. Bailey, and Edw. Bailey, Jr. A more representative executive could not be found in the iron trade, and Mr. Charles L. Bailey has here developed one of the prominent skilled industries of the state, and one that indicates his sound judgment and wonderful enterprise. His associates are of marked capacity and wide experience, and the Central Iron Works are worthy of their assured prosperity and usefulness.

J. S. SIBLE, Dealer in Ice and Coal, Office, Third and Cumberland Streets.—A leading representative merchant and business man of Harrisburg is Mr. J. S. Sible, so prominent in the wholesale and retail ice and coal trade, and as a general contractor for public works. Mr. Sible is a native of Bradford County, and permanently resident in this city since 1865, in which year he began in business as a coal merchant. He early developed a flourishing trade, and in 1871 added the ice business, and in which he has long been the leading and largest dealer here, both at wholesale and retail. His facilities are unrivalled elsewhere while, as is so well and widely known, his Susquehanna ice is the purest and most sold in the market. He now handles from twelve to fifteen thousand tons annually, and has all facilities at command for cutting and storing ice at the best locations as regards purity and transportation facilities. One of his houses is at Dauphin, two others on the Susquehanna, while his city ice house is situated near the Arsenal. He employs 50 to 100 hands all told, and twelve ice wagons are kept busy, delivering ice with regularity, and of full weight as contracted for, while in regard to coal, he does a trade of great magnitude, having a large yard at Foster and Cowden Streets. He handles only the choicest hard and soft coals mined, and does the principal business here in the supply of manufactories and families. He is also a leading contractor for street grading and paving, excavations, etc., and has just finished Third Street with Asphalt, and is also prepared to lay asphalt block or other pavements, and to execute the heaviest excavation. Mr. Sible is an active member of the Board of Trade, who has ever accorded a hearty support to all measures best calculated to advance the welfare and prosperity of Harrisburg.

JACKSON MANUFACTURING COMPANY, Manufacturers of Steel Barrows.—The diversified industries include none of greater value and prosperity than that of the Jackson Manufacturing Company, manufacturers of the highest grade of scientifically constructed steel barrows for all purposes, inclusive of mills, furnaces, coal-yards, mines, farms, railroads, and public works. The company was duly organized in 1880, under the state laws, with a paid-up capital of \$50,000, which was increased to \$100,000 in 1889. In response to the demand for increased facilities. The company has completed a large and substantial building, to be used in the manufacture of chain hoists and other specialties. The present works have a splendid outfit of improved appliances and machinery, including heating furnaces, large hydraulic presses, etc. The company is in strong hands, the directors including James J. Chamberlain, president; James Jenkins, treasurer and general manager; W. W. Jennings, C. H. Jackson, W. T. Hildrip, Jr., of the Harrisburg Car Manufacturing Company, and John T. Chambers. The directorate pursues a policy of energy and progress, and has a most capable representative in Mr. Chamberlain, who is an executive of marked capacity and soundest judgment. The works are driven with orders, upwards of twenty hands being employed. These barrows are unquestionably the finest in the world, manufactured from the best steel and on the Jackson patents. Each barrow is put up with bolts, all parts of same size, are interchangeable, loss or breakage thus being readily and economically replaced. The barrows take apart for shipment and pack compactly. The axles are stationary, being threaded and screwed into the brackets, thus bracing the handles and forming perfect bearings for the wheels. Every detail is perfect and reliable in material and workmanship. The company has widespread and most influential trade relations throughout the United States, Canada, Mexico, South America, West Indies, and Europe, and has lately received a bronze medal and diploma from the Exposition Universale at Barcelona, Spain. All leading mining and railroad companies, public works contractors, etc., prefer and use the "Jackson" Barrows, and the necessity for increased facilities indicates the fact that the company has and maintains the supremacy throughout the world.

PENNSYLVANIA TELEPHONE COMPANY, Hon. Francis Jordan, President; Joseph R. Davis, General Manager; M. H. Buehler, Secretary and Treasurer; Offices, Iron Building.—The "Pennsylvania Telephone Company" is a public-spirited and most ably-conducted corporation, duly organized and incorporated on January 1, 1883, with a paid-up capital of \$500,000 to operate lines of telephone under the patents and license of the Bell Telephone Company. The company went into the enterprise under able guidance and judicious direction, and had soon a satisfactory service in and about Harrisburg, and which has since been extended as occasion demanded, until now the lines cover and connect all the principal towns and villages as follows: southern division: Adams, Cumberland, Dauphin, Franklin, Fulton, Lancaster, Perry, and York Counties, Pa.; central division: Berks, Lebanon, and Schuylkill Counties, Pa.; eastern division: Carbon, Lehigh, Monroe, and Northampton Counties, Pa.; and Warren and Hunterdon Counties, N. J. Thus several thousand square miles of territory, and millions of people, including great mining and industrial centres, are linked by the company's lines and served in the most admirable manner, reflecting the highest credit upon the directors and officers, who are as follows: Hon. Francis Jordan, of this city; Augustus R. Shellenberger, Esq., capitalist, of this city; Michael Scholl, Esq., the well-known tanner and banker, of York; William H. Beck, Esq., of Washington, D. C.; Chas. J. Bell, Esq., banker, of Washington, D. C.; C. Jay French, Esq., of Boston, and who is also a director of the American Bell Telephone Company, of Boston; and H. S. Hurdekoper, Esq., of Philadelphia, likewise a director in the American Bell Telephone Company. A more representative and able body of business and professional men could not have been gathered together, and under their guidance the company is remarkably prosperous. Hon. Francis Jordan manifests exceptional ability in the presidential direction of the company's operations, and is one of the most respected and successful members of the bar of this state. He has valued support in Mr. Shellenberger, the vice-president; while Mr. Josiah R. Davis, the general manager, brings to bear special qualifications for the performance of the onerous duties devolving upon him, and is universally popular and respected; so is

Mr. Buehler, the secretary and treasurer, and the company is in every respect the most efficiently managed and in the direct interests of customers of any in the United States. It has now the large number of 2300 telephones in use, and commands a great and rapidly growing patronage throughout the richest sections of Pennsylvania, including an appreciated long-distance service, and Harrisburg is to be congratulated upon being made the centre of such a network of direct telephonic intercommunication.

D. L. JAUSS & CO., Shippers and Dealers in Coal; Office, Yards, and Wharves, Corner Race and Nagle Streets.—The important house of Messrs. D. L. Jauss & Co. is one that has most materially contributed to the prosperity of Harrisburg, and to retain to her an immense and steadily-enlarging wholesale coal trade. The vast business centred at the "Pennsylvania Coal Elevator" was founded by the firm of Tippet & Jauss in 1863, at the present desirable location. They met with marked success from the inception of their operations, and developed a flourishing trade of great magnitude, now by far the largest of its kind in Harrisburg. The lamented decease of Mr. Robert Tippet occurred in 1873, after a long, honorable, and useful career, and the old firm was succeeded by the present style, Mr. Jauss bringing to bear every possible qualification, including the widest range of practical experience, perfected facilities, and influential connections. In 1887, in response to the pressure of trade, he erected the present magnificent "Pennsylvania Coal Elevator," one of the finest and largest in the land, and having a capacity of 50,000 tons. It is by far the largest here, and has all the modern improvements, including steam power and perfect system of distributing coal in the yard. The location is most desirable, having excellent wharfage and canal shipping facilities, also by Pennsylvania Railroad sidings for receiving and shipping. The choicest brands of anthracite and bituminous coals are received here direct from the mines, and are supplied to large consumers, such as rolling-mills, factories, large buildings, and dealers. The care constantly exercised to insure the finest coal free from refuse, of full weight, and at lowest current prices, coupled with prompt delivery in quantities to suit, are a few of the causes of the great trade developed here. Mr. Jauss is a native of Harrisburg, and is a business man of wide experience and marked executive capacity. Mr. Jauss is connected with various manufacturing establishments and financial institutions, faithfully discharging the duties thus devolving upon him, and in everything with which he is identified manifesting energy, fidelity, and the most careful consideration of the best interests of all customers.

JOHN G. YOUNG, General Agent for Pennsylvania, New Jersey, Maryland, Delaware, Virginia, and West Virginia, for Wm. Deering & Co., Manufacturers of the Deering Machinery, No. 625 Walnut Street.—The largest and best-known manufactory in this branch of industry in the United States is that of Messrs. Wm. Deering & Co., of Chicago, Ill., who are represented in Harrisburg by Mr. John G. Young, as general agent for Pennsylvania, New Jersey, Maryland, Delaware, Virginia, West Virginia, and North Carolina, who occupies spacious and commodious quarters at No. 625 Walnut Street. The eastern branch of this representative house was originally established at Philadelphia in 1831, and was removed to this city in 1887. Mr. Young has been connected with the house since 1883, and is thoroughly conversant with all the details of this great enterprise and the requirements of the trade. He receives supplies direct from the manufactory in car-load lots, and is prepared to furnish the trade and consumers throughout the territory named with the Deering grain and grass-cutting machinery, the Deering Self-binders, Deering Light Reapers, Deering Mowers, etc., at the shortest notice, and at terms and prices which necessarily commend the attention of close and careful buyers. The reputation of the Deering grain and grass cutting machinery is world-wide; the competition among manufacturers of this class of machinery has been and is still very great, stimulating invention, until more than three thousand patents have been granted in this country that pertain to this line alone. It has now but few competitors in the land, and stands absolutely without a peer. Six thousand people are employed in the business. Mr. Young, the general agent here, is a native of Mt. Vernon, Ind., and has gained the respect and confidence of a large circle of friends and patrons in this and other states of the Union.

ASTRICH'S PALACE OF FASHION, Millinery, Fancy Goods and Notions, Nos. 34, 36 and 37 North Third Street.—About the most notable and successful mercantile venture that has had inception here in Harrisburg within recent years is "Astrich's Palace of Fashion," eligibly located at Nos. 34, 36 and 37 North Third Street, and which since it was established something over one year ago has proved an enterprise of a highly gratifying character. This is in all respects a well appointed first class millinery and ladies' furnishing emporium—the leading and best ordered store of the kind in this city and has an extensive and influential patronage. In this admirably conducted and deservedly popular establishment is always displayed an exceedingly fine and unusually complete assortment of every thing in the lines indicated, including a number of new and exquisite novelties in feminine head-gear, silk ribbons, lace fabrics and fancy smallwares, every department being replete with beautiful and serviceable goods, and shoppers can rely upon finding the very latest styles in Parisian bonnets, hats and trimmings, as well as courteous attention and satisfactory treatment at all times here. Rock bottom prices are quoted all around, too, goods being marked down to the very lowest consistent figures in every department, while exceptional bargains are offered in white goods, hosiery, notions, etc., and patrons are assured of getting an excellent article in every instance in this the Bon Marche of Harrisburg. The business premises occupy two 60x75 feet floors, with three handsome show windows, cash railway service and tasteful appointments throughout—the display being very attractive—and some twenty-five clerks and salesladies are employed, the proprietor exercising close personal supervision over the entire establishment. The stock, which is vast, varied, rich and new, embraces hats and bonnets in a great variety of shapes, sizes, designs and patterns, both trimmed and untrimmed; superb plushes, silks, satins, feathers, flowers and everything in fashionable millinery goods; delicate and exquisite productions in laces and embroideries, beautiful ribbons, dress trimmings, ruchings, rufflings, yarns, worsteds, collars and cuffs, jewelry ornaments, toilet articles, perfumery, etc.; also elegant underwear, corsets, Jerseys, knit goods, hosiery, gloves, leather specialties, plush goods and female furnishings in great variety. Mr. H. Astrich, the proprietor is a gentleman in the prime of life and a native of Lancaster, this state. He is a man of push and energy, thoroughly conversant with the business, and, unless all signs fail, the success that has attended the "Palace of Fashion" from its inception is bound to endure and increase.

HAMMERSLEY & CO., Dealers in Foreign and Domestic Queensware, Glassware and China; W. H. Spooner, Proprietor, No. 5 N. Second Street.—A review of Harrisburg's representative business houses would be scarcely complete without more than passing notice of the spacious and attractive emporium of Hammersley & Co., dealers in foreign and domestic queensware, glass and china, No. 5 N. Second Street. It is in all respects a well ordered first class establishment, the largest and leading concern of the kind in this city, and has an extensive patronage, the trade of the firm, which is both wholesale and retail, being very large. This flourishing business was established in 1870 by Thomas Hammersley (deceased), who conducted the same alone up to 1879, when he associated with him in partnership, W. H. Spooner, who on the death of the senior member in 1884 assumed sole control, still trading under the old firm name with uninterrupted prosperity. The business premises occupy a 25x125 ground floor and basement, and are very tastefully fitted up and well arranged for the storage and display of stock, while a number of courteous assistants are in attendance. An exceedingly fine and very complete assortment is constantly kept on hand, every department being replete with beautiful and serviceable goods, including some new and exquisite novelties in art pottery, superb productions in cut and blown glass and elegant table ware, all at remarkably low figures, exceptional bargains be offered in crockery, stoneware and kitchen furnishing wares. The stock which is vast and varied, comprises neat and artistic designs in imported china tea-sets, vases and porcelain; Limoges, Sevres, and queensware in great variety; hotel, bar, and table glassware, handsome lamps, globes, shades, and lamp goods, fruit jars, all styles of flower shades, shelf goods, fancy small wares and a multifarious collection of useful and ornamental articles in the housekeeping line; and patrons can rely upon finding polite attention and equitable dealing as well as an excellent article at all times here. Mr. Spooner the proprietor, is a gentleman

in the full prime of life and a native of England, but a resident of this city a number of years. He is a man of thorough business experience, as well as of push and energy, and prior to acquiring an interest in the business had been employed in the concern for quite some time.

CHESAPEAKE NAIL WORKS, Chas. L. Bailey & Co. (Incorporated), Chas. L. Bailey, President; Edw. Bailey, Vice-president; Jno. C. Harvey, Secretary and Treasurer: Iron and Steel Nails and Spikes.—These internationally celebrated nail works owe their inception to Mr. Charles L. Bailey and his associates, and are in every respect a model concern. The business was established in 1868 by Messrs. Charles L. Bailey & Bro., succeeded by the firm of Charles L. Bailey & Co. The concern grew rapidly, necessitating vast enlargements, and in 1888 the interests were duly incorporated under the familiar old style, with a paid up capital of \$350,000. The rolling-mill has two trains of rolls, one twenty inch and a plate roll of sixteen inch capacity. There are eighteen single puddling furnaces in the works, three heating furnaces, and one hundred and three nail machines. Four hundred and fifty hands are here employed, the annual capacity being 300,000 kegs of iron and steel nails of every description, including all the ordinary sizes from slating, warehouse, cooper and tobacco nails, barrel and roofing nails, boat spikes, fencing and sheathing nails, etc. The uniform brand is Chesapeake, so universally famous and popular that it is needless to add that quality has ever been the first consideration; the product is all from the highest grades of iron and steel, and gives the utmost satisfaction. These nails are standards with the hardware trade all over the United States. Mr. Charles L. Bailey, the president, gives the works the benefit of his vast experience and sound judgment, while he has the valued and able support of Mr. Edward Bailey as vice-president, and Mr. John C. Harvey as secretary and treasurer, and who has held this responsible post since 1876, most capably performing the duties thereof. Mr. Edward Bailey is a son of the president, and is a most competent and energetic business man, specially posted in the nail trade, so that these works, like the Central Iron Works, have accurate and efficient guidance, and permanently maintain the lead in their line. The Board of Directors is composed of the following gentlemen, who are prominent business men in this city, viz:—Chas. L. Bailey, A. S. Patterson, J. S. Wilhelm, Edw. Bailey, Chas. L. Bailey, Jr., and J. C. Harvey.

FIRST NATIONAL BANK, Trust Building, Market Street; W. W. Jennings, President; Jas. Brady, Cashier.—In no respect has the city of Harrisburg developed a greater degree of influence and progress than in that of her banking facilities, which are in every way of a thoroughly representative and conservative character. Prominent among the most substantial and successful banks of the city is the First National Bank, whose banking offices are centrally located in the Trust Building, Market Street. This bank was organized as a state institution in 1860 by Cameron Calder, Ebey & Co. Eventually, in 1865, it was reorganized under the National Banking Laws, and its charter was extended in 1883. The paid-up capital of the bank is \$100,000, which has been further augmented by a surplus of \$200,000. The bank conducts a general business and receives upon favorable terms the accounts of banks, bankers, manufacturers, corporations, merchants, and others. It issues sight drafts upon all the principal cities and points in the United States, grants letters of credit, negotiates and collects bills of exchange, discounts first-class commercial paper, etc. The bank makes a specialty of collections, and prompt remittance of accounts received at a minimum of cost. The management is progressive, and neglects no point of efficiency demanded by modern commercial practice, and at the same time carefully guards the interests of its depositors, scrupulously protecting them against any possibility of risk. It is ably officered, and its directors are widely known in business circles for their executive ability, prudence, and integrity. The list is as follows: Chas. L. Bailey, W. W. Jennings, D. L. James, L. S. Hart, T. D. Greenwalt, David Fleming, and Wm. Calder. Mr. Jennings has been president since 1880, and Mr. Brady cashier since 1884. Mr. Brady has been in the bank for the last twenty-seven years. The principal correspondents of the bank are Central National Bank, New York; Western National Bank, Philadelphia; First National Bank, Baltimore; First National Bank, Chicago; Maverick National Bank, Boston.

AMERICAN SURETY COMPANY OF NEW YORK, H. B. Buehler, Agent, No. 200 Walnut Street.—The leading insurance agency in Harrisburg is that conducted by Dr. H. B. Buehler, at No. 200 Walnut Street. This agency was established in 1860 by Mr. Wm. Buehler, and a few years thereafter the firm of Wm. Buehler & Son, was organized by the admission of Dr. H. B. Buehler to partnership. After some changes the present proprietor succeeded to the sole control in 1886. He is prominent and popular as an underwriter and represents the following well-known and reliable companies, viz: the Insurance Company of North America, and the Union of Philadelphia; the Niagara, and the Liberty, of New York; the St. Paul Fire and Marine, of St. Paul, Minn.; the Scottish Union, of England; and the Elliott, of Boston. Representing so many millions of assets and resources, Mr. Buehler is prepared to promptly place the largest risks, distributing the same in the most judicious and satisfactory manner, quoting the lowest rates of premium, and guaranteeing the speedy and liberal adjustment of all losses. He controls the insuring of many of the choicest lines of business and residential property in the city and vicinity, and is eminently popular with all classes of property holders. Mr. Buehler is also agent for the American Surety Company of New York. This responsible company was incorporated under the laws of New York, April 14, 1884, with a cash capital of \$500,000, which amount was increased in May, 1887, to \$1,000,000, and has secured an extensive and influential patronage throughout all sections of the country. It is a well-known fact that in times past situations of responsibility and trust have been practically closed to honorable and deserving persons from their reluctance to solicit the favor of a bond from their acquaintances, or because of the refusal of their friends to sign such an instrument for them. These difficulties no longer stand in the way of any worthy person seeking employment, who may be required to furnish a bond for the faithful performance of duty, all such obstructions having been completely removed by the American Surety Company. Among the many advantages to be derived from the bonds of this company the following cannot fail to enlist the attention of interested persons. The employee, by procuring a bond from the American Surety Company, gives his employer the highest form of guarantee of his fidelity that can be obtained, and he avoids, first, the necessity of asking friends to become his sureties, and second the obligations incurred through the favor extended by his bondsman. Employers, by requiring the bonds of this company, obtain a form of security for the honesty of their employees entirely free from the following objections which, in one form or another, are inseparable from bonds given by individual sureties; first, the necessity of frequent inquiries respecting the solvency of sureties; second, delays and objections to payment of losses; third, efforts to compromise for nominal amounts; fourth, non-payment; fifth, suits for recovery. The surety offered by this company is entitled to superior consideration and confidence. Mr. Buehler is a native of the city of Harrisburg, and known and honored in this community.

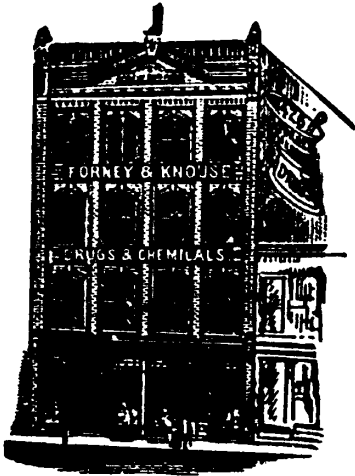
WHITE HALL HOTEL, S. M. Crall, Proprietor, No. 217 Market Street.—Among the hotels in this city the popular "White Hall" has for many years maintained a high reputation for the excellence of the accommodations afforded and the ability which has characterized its management. It has been opened for some years and in 1886 came under the control of Mr. S. M. Crall, the present genial host, who in 1887 thoroughly refitted and remodeled the house throughout, and newly furnished it in a neat attractive style and provided many needed modern improvements including electric bells, and other conveniences. The building is a substantial brick structure and besides the parlors, reading-room and bar, contains about forty neatly and comfortable sleeping rooms all of which are well ventilated and lighted and furnished. The dining-room is admirably arranged, and the table is always provided with everything of the very best when in season, well cooked, and served by those who are familiar with their duties. Mr. Crall the proprietor is a hotel man of thirty-five years' experience and fully understands how to cater to his guests and is indefatigable in his endeavors to add to the comfort of all making the "White Hall" their home while in the city. His son was for many years proprietor of the Eagle Hotel at Lebanon and also of the hotel in Annville and is a thorough-going active wide-awake business man, keeping abreast of the times, and has made the White Hall hotel

one of the most popular in the city since it came under his control. It is conducted on the American and European plan, and Mr. Crall is winning popularity on account of his urbanity and courtesy from all who come in contact with him. He is a native of Lebanon Co., having been sheriff of the county for three years, and widely known and popular, as a liberal public-spirited citizen and obliging landlord. The rates are \$1.50 per day and in all respects the house is one of the most comfortable, and centrally, and desirably located in the city.

PENNSYLVANIA PUBLISHING COMPANY, No. 103 N. Second Street.—One of the best known publishing houses in Pennsylvania is that of the Pennsylvania Publishing Company, whose headquarters are located at No. 103 North Second Street, in this city. This house was established in 1886 by Mr. O. S. Houtz, who has conducted the business under the present title since that time with marked ability and steadily increasing success. He publishes subscription books only, and his house early became justly celebrated for the excellence of the works here turned out. Among the standard works now on the list of this house are the Story of the Wild West, Life of General Phil. Sheridan, Talmage's Live Coals, Talmage's Social Dynamite, Standard Atlas of the World, Crown Jewels, The Successful Housekeeper, Sparks from the Camp Fire, Our Manners at Home and Abroad, Earth, Sea, and Sky, Tours Around the World, Light in Darkness, Veterinary Hand Book, etc.; also a splendid line of albums and family bibles. These books are sold exclusively by subscription, and from seventy-five to one hundred successful agents are constantly employed in their sale throughout the states of Pennsylvania, Ohio, Maryland, Virginia, New Jersey, and New York. This company is always able to furnish plenty of work to good agents, supplying them with an outfit at very little cost, and paying them liberally and promptly for their services. Their stock of books gives the widest range of selection, and the agent who handles these publications, will never want for aid and encouragement from the hands of lovers of good literature, or from an educational or Christian community anywhere. The name of this company is a talisman of good luck to the canvasser, insuring him good returns, and the gratitude of those who buy from his stock. Agents and travelling men will do well to communicate with this old-established and ever reliable house. Mr. Houtz, the enterprising proprietor, is a native of Pennsylvania, and a practical book man, who brings to bear upon his business the widest range of experience, and is a thoroughly progressive, reliable, and straightforward business man.

HENRY FINK, Keystone Brewery, Nos. 312 to 320 Forster Street Between Third and Elder Streets.—One of the most important elements of industrial activity in Harrisburg, is the brewing of ale, porter, and lager. In this connection we desire to make special reference in this commercial review, to the popular Keystone Brewery, Nos. 312 to 320 Forster Street, of which Mr. Henry Fink is the enterprising proprietor. This business was established in 1862 by Messrs. Fink & Boyer, for the purpose of brewing ale and porter. Mr. Boyer retired in 1875, and the present brewery was built by Mr. Fink in 1882. In 1882 Mr. Fink commenced the brewing of lager beer. The brewery is a spacious and substantial five-story brick building, fully equipped with the latest improved apparatus, appliances, and machinery known to the trade, including a superior 33 ton ice machine, and a brew kettle having a capacity of 85 barrels. Here fifteen brewers, operatives, etc., are employed, and the machinery is driven by steam power. The capacity of the Keystone Brewery is 25,000 barrels of ale, porter, and lager annually, and the sales for the past year were 15,000 barrels. The ale, porter, and lager brewed here is unrivalled for purity, quality, flavor, and uniform excellence. These malt liquors are preferred by hundreds, and possess rare tonic and strengthening properties, and are general favorites with retailers, families, and a critical public. Mr. Fink uses four wagons delivering orders, and his patronage extends throughout all sections of Harrisburg and the neighboring cities. This brewery is a model of neatness and cleanliness, and it would be well for consumers of malt beverages, if there were more like it. Mr. Fink was born in Prussia, but has resided in Harrisburg since 1853, where he is greatly esteemed by the community for his business skill, and integrity. He was for several years brewer for George Barnitz, and is a member of the National Brewers' Association, and of the Pennsylvania Brewers' Association.

FORNEY & KNOUSE, Wholesale and Retail Druggists, No. 426 Market Street.—In elegance, reliability, and extent of trade, the wholesale and retail drug establishment of Messrs. Forney & Knouse, in the Forney Building, No. 426 Market Street, occupies a leading position in its line in the city. Its business reputation is of the highest character, and the careful regard for the interests of the public which distinguishes its operations, has gained for it a measure of popularity shared by but few similar concerns in the city. It has been in successful operation since 1887, and under its enterprising and reliable management the volume of its transactions has been continually increasing. The store is spacious in size, being 20x100 feet in dimensions, handsome in all its appointments, and replete with everything that constitutes a thoroughly first-class pharmacy. A very large stock is carried of pure drugs, chemicals,



pharmaceutical preparations, essences and extracts, toilet and fancy goods, druggists' sundries of all kinds, and a full line of trusses, supporters, etc., and other articles belonging to the trade. The house supplies physicians with drugs, surgical instruments, etc., and orders receive prompt and special attention. The firm make their purchases from the most reputable sources, approaching first hands only—a fact which is appreciated by all who have their wants supplied by this house. The prescription department is carefully and efficiently directed, is in charge of experienced compounders, and the limit of precision and safety is reached in every case. Four assistants, thoroughly experienced and qualified, are employed, and the most prompt and courteous attention is extended to all classes of patrons. The firm are the agents for Henry Thayer & Co., manufacturers of pills, etc., Cambridgeport, Mass., and for Sharp & Dohme's famous pills, fluid extracts, etc. The business of the firm is widespread, and constantly increasing in magnitude. The partners are Messrs. C. M. Forney and J. H. Knouse. Both these gentlemen are natives of Harrisburg, and graduates of the Philadelphia college of pharmacy. They have had large practical experience in their trade, and have a high social and business standing in the community.

MONAGHAN BAY COMPANY, Manufacturers of Goodyear Welts, Turns, and McKay Sewed Shoes.—No detailed account of the manufacturing industries of the city of Harrisburg would be complete without special mention of the representative and progressive Monaghan Bay Company, manufacturers of Goodyear welts, turns, and McKay sewed shoes. This extensive business was established April, 1887, by Messrs. Monaghan, Bay & Co., who conducted it till Nov. 19th, 1889, when it was duly incorporated under the laws of Pennsylvania, with a paid-up capital of \$300,000, the following gentlemen being the officers, viz.: Wm. F. Bay, president; H. M. Kelly, secretary; J. G. M. Bay, treasurer; James Monaghan, general manager. The factory is a spacious three-story and basement brick building, 50x175 feet in dimensions, fully equipped with the latest improved tools, machinery, and appliances known to the trade. Here 250 to 350 skilled operatives are constantly employed, and the machinery is driven by a 35 horse-power steam engine. The fac-

tory is supplied with the electric light, and has a capacity of producing 7000 pairs of boots and shoes weekly. The Monaghan Bay Company manufactures medium and fine grades of men's, women's, and misses' boots and shoes. The company's ladies' and misses' fine shoes are unexcelled for beauty of design, superiority of finish, and artistic workmanship, and combine all the elements of durability with easy fit and attractive appearance. Their men's goods are unrivalled for quality and durability, and have no superiors in the market. The company promptly fills orders at the lowest possible prices, and a permanent and increasing demand is created wherever they are once introduced, owing to their great salability and intrinsic merits. A full and complete stock is carried at all times, and the trade of the company now extends throughout all sections of the United States. The officers are widely and favorably known in trade circles for their ability, enterprise, and just methods, and the prospects of the company under their careful management are of the most favorable and encouraging character. Mr. J. M. Bay, the treasurer, is a commissioner of water works, and is one of Harrisburg's public-spirited citizens.

WITMAN, SCHWARZ & CO., Wholesale Grocers, Rink Building, Chestnut Street.—This business was established in February 1, 1886 by Messrs. Wm. Witman, J. G. Schwarz, M. Evans and S. Barrington, who have great practical experience and possess an intimate knowledge of every detail of the wholesale grocery trade, and the requirements of jobbers, retailers, and the general public. The premises occupied comprise a spacious floor and basement, each being 52x210 feet in dimensions. Here the firm keep an extensive and well selected stock of everything in the line of fancy and staple groceries. Messrs. Witman, Schwarz & Co., make a specialty of teas, coffees, spices, etc., the choicest Mocha, Java and Rio coffees, fresh crop Oolongs, Japans, English breakfast, Young Hyson, and other standard teas are always to be found here all quoted at the firm's usually low prices. In farinaceous goods, flour, sugars, syrups, canned goods, foreign and domestic dried fruits, tobacco, cigars, soaps, etc., they are always prepared to offer substantial inducements to jobbers and retailers. The firm handle only the choicest, purest and most desirable goods, while the prices quoted in all cases necessarily attract the attention of close and careful buyers. They employ eight clerks, assistants, etc., and three traveling salesmen and their trade extends throughout all sections of the state. Messrs. Schwarz, Evans and Barrington are natives of Philadelphia, while Mr. Witman was born in York County, Pa. Mr. Witman was in the retail grocery trade at Wrightsville for twenty-two years, and Mr. Schwarz was book-keeper for a long period for Messrs. Koons, Schwarz & Co., wholesale fish dealers. Mr. Witman is a director of the Harrisburg Merchants' National Bank.

WI. POOLE, Plumber and Gas-fitter; also Agent for the Wenham Patent Gas Lamp, No. 214 Chestnut Street.—Among the many houses in the plumbing trade in Harrisburg, there is none that ranks higher than that of Mr. W. I. Poole, located at No. 214 Chestnut Street. This gentleman was born in Philadelphia, where he served a five years' apprenticeship to the plumbing and gas-fitting trade. For the past seventeen years he has resided in Harrisburg, and in 1874 began business on his own account. Since 1887 he has been located at the address above indicated, and here he has a fine, commodious salesroom and workshop, with an area of 20x75 feet, fitted up with the newest and most approved appliances, and containing every facility for the proper carrying on of the plumbing, gas and steam-fitting trade. A full and complete assortment of plumbers', gas and steam-fitters' supplies is always kept on hand, and nothing is lacking for the prompt and satisfactory carrying out of all orders. Mr. Poole is himself an expert workman, and employs a large number of skilled and experienced artisans. As he gives his personal supervision to all work entrusted to him, his patrons may rest assured that their interests will not suffer at his hands. Special attention is given to sanitary plumbing, and ventilation, the all-important essentials to the preservation of the health of the community. Estimates are supplied and contracts entered into for the complete fitting up of buildings with all necessary plumbing and steam and gas-fitting work, and the fullest satisfaction guaranteed.

HARRISBURG CAR MANUFACTURING COMPANY. Manufacturers of Freight Cars, Boilers, Engines, and General Foundry and Machine Work.—The great industries of Harrisburg have their principal and most important representative in the vast establishments of the Harrisburg Car Manufacturing Company, whose product, not only of freight cars, but likewise of boilers, engines, saw mills, and general castings and machinist work, is pronounced by experts to be the finest placed on the market. This immense concern was founded in 1833 by Mr. William Calder, Mr. David Fleming, Mr. W. J. Hildrup, and others, as a car works, machine shop, and foundry. The capital was \$25,000, and from this original investment has grown the vast interests of the present great concern. The works were originally known as the Harrisburg Car Company, thus continuing until 1868, when they were reorganized with a capital of \$300,000 as the Harrisburg Car Manufacturing Company. Again, in 1881, in response to the demand for increased facilities, the capital was further enlarged to \$500,000, thus continuing to date. The directors of the company are as follows: Messrs. W. W. Jennings, W. J. Calder, T. D. Greenawalt, David Mayer, Geo. Z. Cunkel, John A. Wright, and Wallace De Witt. A more representative or worthy body of capitalists could not have been gathered together, and under their able and experienced guidance the company is remarkably prosperous. The company's president is Mr. T. D. Greenawalt. Mr. W. T. Hildrup is the company's treasurer and general manager. He brings to bear special qualifications, and it is most advantageous for the company that Mr. Hildrup, as one of its early founders, is actively at its head experienced and thoroughly conversant with the rise and progress of the great industries here centred, and who has such a thorough knowledge of the wants of the various classes of trade. Mr. W. T. Hildrup, Jr., is the popular and able secretary, while Mr. George G. Boyer is the skillful superintendent of the car works, with Mr. John Murphy as general agent. The foundry and machine-shops department are under the competent management of Mr. M. E. Hershey, while Mr. David Fleming is the cashier. The executive is thus in every way able experts. The company owns fifty acres of land in various parts of the city, and of this the car works alone cover upwards of eight acres. In 1870 the company built their present foundry and machine shop department, which is one mile east of the main works, and is a series of substantial buildings, covering fully ten acres. Limits of space prevent any detailed description of these vast series of works, the models in their line, and so judiciously arranged and most admirably equipped. The car works include two-story brick machine shops, car framing and woodwork shop, a brick blacksmith shop, and a power smith shop and forge, having five steam hammers and three heating furnaces; bolt and nut works, a large pattern shop, containing complete sets of patterns for every class of the work, and of great value; a splendidly equipped foundry for gray castings, having two cupolas, with a capacity of eight and twelve tons respectively, and with facilities for melting and casting forty to fifty tons of iron a day. There is a first-class car wheel foundry having a capacity of one hundred wheels per day, with a thirty-ton cupola. The pit-house has a capacity of five hundred wheels. There are three immense construction shops, car repair shop, paint shop, handsome brick offices, and warehouse, together with large planing mill, and saw mill. There is a fine stable, accommodating twenty-five horses, and every modern improvement, including a fire department and a meeting-house for the employees. The above forms the car works as distinct from the foundry and machine shop department devoted to the manufacture of boilers, engines, steam rollers, ice machines, saw mills, etc. The various sections of these works include a two-story brick building for warehouse, office, and draughting department; a large and perfectly equipped machine shop; an equally complete brass foundry; iron foundry with two cupolas of twenty tons capacity each; a large two-story wood-working shop; a saw mill, pattern shop, great boiler shops, with smith shops (2), and a warehouse four hundred feet in length. It will thus be seen that this concern is by itself one of the largest in the United States, while the two combined occupy the foremost rank, affording employment to from 1500 to 1600 hands, with a pay-roll of from \$8,000 to \$9,000 per week; thus the company is of the utmost financial value to the citizens and merchants of Harrisburg. Its trade is enormous, penetrating to every section of the world. Its products are all famous for their superiority in regard to design, materials, workmanship, and finish, while some of the largest and

most important car and machinery contracts ever let have been executed here. The company built 2,000 freight cars in 1888, and their sales average over \$2,000,000 yearly. The company recently built the magnificent outfit of machinery for Claus Spreckles' great sugar refinery in Philadelphia, the engines and boilers for the two electric light companies at Harrisburg, the standpipe and machinery for the Harrisburg Water Works; their steam rollers are of the most perfect modern type, and are shipped to all parts of the United States. In the building of cars the company has supplied thousands of box, flat, and gondola cars to the Philadelphia & Reading, Pennsylvania Railroad, Standard Oil Company, Globe Refining Company, Central Railroad of New Jersey, Iron Car Company of New York, etc. The reputation of these cars is based on the severest tests of actual mileage, and from every section orders are filled here for freight cars of the most substantial construction. The company is managed upon the most equitable and honorable basis. Mr. Hildrup and the directors seek perfection of product first; they are content with the ordinary returns on capital invested; they believe in modern machinery and equipments, and in the best current wages for skilled workmen, and have developed here one of the greatest and grandest industrial enterprises of the age.

D. BACON, Wholesale and Retail Confectioner, No. 434-438 Market Street.—As a manufacturer of and dealer in choice confectionery, Mr. D. Bacon, the well known and popular wholesale and retail confectioner, brings wide practical experience to bear. It is now over seventeen years since he opened his present fine store, and he has since developed a trade that will compare favorably with that of any other concern of the kind in the city. The store is a double one, and has a frontage of 40 feet, and a depth of 107 feet. It is handsomely finished, elegantly appointed, admirably arranged, and contains as fine an assortment of choice confectionery as can be found in any similar house in the country. The basement is utilized as a bottling department, and for the manufacture of all kinds of soft drinks. It is thoroughly equipped with all the latest improved appliances appertaining to this department of the business. In the rear of the store is the confectionery factory, a spacious three-storied frame building, furnished with steam power and the best mechanical appliances known to the trade. Every description of confectionery is made, and all goods manufactured here are produced from the purest of sugar and other materials, and where coloring is needed only harmless vegetable extracts are used. Candies are made fresh every hour, and Mr. Bacon's caramels especially are in good demand. The store is the favorite resort for ladies, who are its best customers. This house is the most extensive one in its line in Harrisburg, and twenty hands are employed in the factory and store, one traveling salesman is constantly on the road, and five teamsters and five peddling wagons are in constant service. Mr. Bacon is a native of Scranton, Pa., is a member of the New York State Association, and also of the Pennsylvania Confectioners' Association.

J. KEPPLER, Manufacturer of Cigars, No. 27 North Third Street.—The thriving prosperous business carried on by Mr. John Kepple has been in successful operation since 1843 and comprehends the manufacture of cigars and dealing in cigars and tobacco at both wholesale and retail. In 1873 he removed to the premises now occupied, which consist of a store and an upper floor at No. 27 North Third Street adjoining the opera house. In dimensions the store is 20x60 feet and in its arrangement and fittings is very handsome and attractive and contains a large, valuable stock of goods of his own manufacture and also splendid Havana and imported cigars, and all the leading popular brands of those made by the best manufacturers in the country. The stock is very full and complete and is one of the largest and best in its assortment and variety to be found in the city. Chewing and smoking tobaccos of all kinds are also kept in stock and also cigarettes and meerschaum, briar and all kinds of pipes and all the various articles and fancy goods that belong to the business. In the manufacturing department four to five expert cigar makers are employed. The goods turned out are superior in every respect and among the many brands that are manufactured and have become popular the "Sweet Girl" is quite a favorite. These goods have secured a widespread celebrity for their excellence and have contributed largely to Mr. Kepple's reputation as a manufacturer. The trade is large and widely extended and besides a flourishing retail and box custom a splendid wholesale business has been built up.

HARRISBURG WOVEN WIRE MATTRESS COMPANY, Wholesale Manufacturers of Woven Wire Mattresses, Spring Beds, Etc., Office and Factory: Tenth Street.—There is no branch of skilled industry in Harrisburg more ably conducted, or turning out a product of more extended demand than that of the manufacture of improved woven wire mattresses and spring beds as conducted by the Harrisburg Woven Wire Mattress Company. The business was founded in 1885 by Mr. Charles S. Boll, and who early developed a flourishing trade, with influential widespread connections. In 1888 he formed a copartnership with his brother, Mr. John W. Boll, under the name and style of C. S. Boll & Bro., thus continuing until 1889, when the important interests involved were duly capitalized under the title of the Harrisburg Woven Wire Mattress Company. The company is not only the best equipped of any similar concern in the country, but also is sole proprietor of many marked improvements in wire mattresses and spring beds, duly protected by patents, and the universal verdict of the trade is that for durability, elegance, and comfort, these goods have not their equal. The business has grown proportionately. It was started on Market Street, in a store 25x30 feet, then the second floor was added; afterwards the concern was removed to Second and Chestnut Streets. The company now owns its extensive premises on Tenth Street, below Market—a fine four-story building, 30x60 feet in dimensions, fully equipped with the latest improved machinery and appliances, and where a numerous force of skilled hands are employed in the manufacture of full lines of woven wire mattresses, spring beds, cots, mattresses, husk pillows, and bolsters. Quality is ever the first consideration, and the Messrs. Boll are noted for selecting the finest steel wire and other materials, all put together in the most approved and reliable manner. The company controls a great and growing trade throughout Pennsylvania, Maryland, Virginia, West Virginia, New Jersey and east, and number the leading furniture and bedding dealers among their permanent customers. They also transact an extensive business as jobbers of the best grade of ticking, curled hair, feathers, and bedding supplies, and the company is in every respect the leading representative in its line. Mr. Chas. S. Boll is the president and treasurer, and Mr. John W. Boll is the vice-president and secretary of the company, and most ably and faithfully discharge the onerous duties devolving upon them. They are natives of Baltimore, still young men, popular and respected, and well worthy of the success achieved.

NAUDAIN HAMILTON, Brookwood and Other Real Estate, Commonwealth Trust Building, No. 222 Market Street.—No financial interest of this great and thriving city is of such paramount importance as that of real estate, which has more than held its own with conservative capitalists as the best form of investment security. Prominent among those who have specially devoted themselves to the development of Harrisburg real estate is Mr. Naudain Hamilton, whose offices are located in the Commonwealth Trust Building, No. 222 Market Street. Mr. Hamilton founded his business in 1883, and he brings to bear on his enterprise great practical experience, coupled with an intimate knowledge of the values of the various residential and business sections of Harrisburg and the neighborhood. He has established connections of a strictly first-class character, being commissioned by many of our leading property owners and capitalists to effect the disposal of choice residence and other valuable properties. His facilities for conducting sales are of a very superior character, and he is always enabled to offer investors choice six per cent first mortgages upon eligible properties. He has now for sale four hundred building lots at Brookwood, and these are offered at from one sixth to one half the prices of real estate of similar easy access and location. Brookwood is the highest, healthiest, and most beautiful location in the city of Harrisburg. It is eight squares from depots, ten to twelve squares from hotels, banks, theatres, post office, and the business centre of the city, and two squares from the Reading Railroad. Fast and elegant electric cars run through Brookwood every few minutes from 5 A.M. until midnight every day in the year, one fare (5 cents) to Steelton and all the industrial works of East and South Harrisburg. Brookwood has wide macadamized streets lighted with electric light and perfect natural drainage. It has city water mains and gas mains, schools and police service, letter delivery and collections, fire protection and fire alarm station, and sewerage system and insurance rate (very low). It has pure air, the land has a perfect title, and is offered on terms of easy payments. The scenery is magnificent, and the

neighborhood a very desirable one in which to locate, as it has all city conveniences, combined with country freedom. Mr. Hamilton gives his careful attention not only to the sale, purchasing, exchange, and letting of property, but likewise negotiates promptly loans on bonds and mortgages. He makes a specialty of building houses in all desirable locations, and of selling these on easy terms of payment. To those seeking desirable investments Mr. Hamilton has many advantages to offer, and he will be found prompt and careful in the carrying out of all business committed to his care. He is a native of this city, and held in high esteem.

HAMMOND & BAILEY, General Insurance Agents, No. 213 Walnut Street.—The leading representatives of fire, life, accident, and other forms of insurance in the capital of the state of Pennsylvania are Messrs. Hammond & Bailey. This is an old-established concern, founded in 1869 by the firm of Kauffman & Brown, succeeded by that of Brown & Jacoby, and they again by the firm of Brown & Beggs, and then Mr. J. I. Beggs succeeded to the proprietorship. In 1886 Mr. William B. Hammond, Mr. Wm. E. Bailey, and Mr. Edward Bailey formed the existing copartnership as successors to Mr. Beggs. They both bring to bear special qualification. Mr. Hammond is a native of Harrisburg, and has been actively engaged in the insurance business for the past ten years, for seven years having been of the firm of Buehler & Hammond. Mr. Wm. E. Bailey is also a native of Harrisburg, and is widely known in connection with the Chesapeake Nail Works and the Central Iron Works; so also is Mr. E. Bailey, and who is likewise a director of the Harrisburg National Bank. The firm place insurance in all parts of the state, and are the direct representatives of the following powerful and ably conducted insurance companies, viz: American Central, of St. Louis; British America, of Toronto; Connecticut, of Hartford; Franklin, of Philadelphia; Guardian, of London; Hanover, of New York; Imperial, of London; Lancashire, of England; Merchants, of Newark; Northern, of England; Norwich Union, of England; Pennsylvania Fire, of Philadelphia; Phoenix, of London; Queen, of England; Reliance, of Philadelphia, and Western, of Toronto. These represent millions of capital and the utmost security to policy-holders. The firm control the insuring of large lines of business and residential property in Harrisburg and also elsewhere, and are deservedly popular, securing lowest rates, while claims for losses are always promptly adjusted and paid. Risks such as mills, factories, etc., are a specialty. They also transact a large business as financial and investment agents, representing here the Guarantee Loan and Trust Company, of Seattle, W., and the Philadelphia Mortgage and Trust Company. In every branch of the business they are able and successful.

FORNEY BROS. & CO., Manufacturers and Jobbers of Boots, Shoes, and Rubbers, No. 428 Market Street.—The largest and most successful house in Harrisburg extensively engaged in the wholesale boot, shoe, and rubber trade is that of Messrs. Forney Bros. & Co., whose salesrooms are located at No. 428 Market Street. This business was established in 1867 by Miller, Forney & Co., who were succeeded by Forney Bros., Forney Bros. & Co., Forney Bros. & Dishow, and eventually by the present firm of Forney Bros. & Co. The copartners, Messrs. H. J., J. C., and C. C. Forney, M. D. Beck, and M. L. Ludwig, are thoroughly practical business men, fully acquainted with every detail of the wholesale shoe trade and the requirements of jobbers, retailers, and the general public. The premises occupied comprise a spacious four-story building 36x87 feet in area, fully equipped with every convenience for the accommodation of the valuable and well-selected stock. Messrs. Forney Bros. & Co. are agents for the Candee Rubber Company. The firm keep constantly on hand all grades of boots, shoes, and rubbers for men, women, misses, boys, and children. They handle only the best and most desirable grades of goods, which are general favorites with the trade, owing to their great salability and intrinsic merits. They promptly fill orders at the lowest possible prices, and their trade, which is steadily increasing, now extends throughout all sections of Pennsylvania, Ohio, Indiana, Illinois, Iowa, Kansas, Nebraska, and the northwestern states. Messrs. H. J. and J. C. Forney have been members of this firm since 1867, while Messrs. C. C. Forney, M. D. Beck and M. L. Ludwig have been members of this popular house for the last three years. They are energetic and honorable business men, liberal in all transactions, who have gained the entire confidence of their numerous customers in all sections of the country.

LUTHER R. KELKER, Wholesale and Retail Dealer in Builders', Saddlers', and Coach Hardware; Iron, Steel, Farmers' and Mechanics' Tools, Paints, Oils, Glass, Etc., No. 6½ Market Square.—A review of Harrisburg's representative business houses reveals the existence of a number of time-honored and noteworthy mercantile establishments in this ancient Burgh. Among the veteran concerns here referred to there is none more worthy of special mention in this comprehensive volume than the stanch and responsible house of Luther R. Kelker (successor to Kelker Bros.), wholesale and retail dealer in builders' and house-furnishing hardware, cutlery, tools, painters' supplies, etc., No. 6½ Market Square, which for fully eighty-five years has occupied a niche in public favor entirely its own. It is, in fact, the very oldest (no other branch of trade in the city having been carried on so long by one family), as it is one of the leading and best stocked establishments of the kind in this city, and receives a substantial patronage, the trade, which extends throughout the country, growing apace annually. The business was established away back in the year 1805 by Frederick Kelker & Co., the senior member assuming sole control in 1811, and conducted it alone up to 1842, when he was succeeded by Rudolph F. Kelker & Co., who were in turn succeeded four years later by Kelker & Bros. In 1851 the firm name became Kelker & Bros., and as such it remained until 1878, when the style changed to Kelker Bros., one of whom retired in 1883, leaving the gentleman whose name heads this sketch sole proprietor. The place of business was originally at No. 9 South Front Street, whence it was moved some years subsequently to No. 17 South Market Square, and was finally removed to the present location in 1878. The store, which is 25x157 feet in dimensions, with commodious warehouse in the rear, is well ordered and complete in every department, and an efficient staff is employed. A large and first-class assortment is always kept on hand, and comprises besides everything comprehended in builders' and house-furnishers' hardware, wire, nails, screws, locksmiths', blacksmiths', and machinists' supplies, farming implements, garden tools, rubber hose, cordage, rope, paints, oils, varnishes, putty, window glass, brushes, shellacs, glues, sand paper, emery, etc.; also table and pocket cutlery of every description, plated ware, shelf hardware, mechanics' tools in great variety, anvils, vises, and a multifarious collection of articles coming under the general head of hardware. Mr. Kelker is also agent for the Columbia bicycles, tricycles, safeties, and tandems, of which a fine assortment is constantly carried. Mr. Kelker, the present proprietor, is a gentleman in the full prime of life, born in this city, and is a grandson of the founder of the business. He is a man of strict integrity in his dealings, as well as of energy and thorough business experience.

FOX'S STUDIO, Wilson C. Fox, Proprietor, No. 16 N. Third Street.—One of the most successful and popular photographers in Harrisburg is Mr. W. C. Fox. It is one of the largest and finest in the city, and has been in successful operation over twenty years' and was originally opened by Mr. D. C. Burnite, who conducted it until 1886 when he was succeeded by Mr. Fox. He has had a long valuable, experience in the profession, and is familiar with all the advances that have been made in the art and executes work of the very highest order of merit. The premises consisting of reception parlors and operating and finishing departments, are on the third and fourth floor, and in all appointments are very complete and perfect, easy of access, and afford every convenience for the purposes of the business. Mr. Fox while executing work in all branches of the art makes a specialty of fine portraits in all sizes, which for ease and grace in pose and elegance of finish are not surpassed by any other artist in this section of the state. In making a likeness he omits nothing not even the most trifling detail and the result is a picture of unsurpassed excellence, which cannot fail to please and give the very best satisfaction. Particular attention being given to copying in all its branches; crayon portraits a specialty and are executed in the highest style of the art. Mr. Fox is a thorough artist and is well and favorably known in this city, and the leading citizens and best families who are pleased to indorse and recommend him as an artist of ability, for his most excellent taste and sound judgment. He is a native of Cumberland County. Mr. Fox enlisted when sixteen years old, in May, 1861, in the 12th Pennsylvania reserves, and served for three years with credit to himself and to his regiment and won the notice and approval of his colonel. He is passed commander of Post 58 G.A.R., having served two terms and is an active and influential member.

PHILIP GERMAN, Books, Stationery and Sunday School Supplies, No. 15 South Market Square.—One of the oldest book stores in this city is that now owned and conducted by Mr. Philip German. The foundation of the business dates from 1836 when it was established on Chestnut Street, at the site now occupied by the Washington Fire Co., by Mr. E. S. German, who was followed by his son, the present proprietor, in 1878. From its inception the business has been successful and prosperous, and in 1886 a removal was made to the very desirable premises now occupied at No. 15 S. Market Square. The store has a frontage of 25 with a depth of 100 feet, and is very neat, handsome, and attractive in its appointments, well arranged and well adapted to the purposes of the business. The stock of books carried is exceedingly large and embraces all the standard works of history, theology, travels, science, philosophy, poetry, and also bibles and hymnals in plain and fancy and in substantial bindings, and also the popular works of fiction, and books of every description. Sunday-school supplies are a specialty, the assortment of this class of goods being one of the largest to be found in this section of the state. Blank books and stationery form a special feature of the stock; and also school supplies generally, juvenile books, booklets, cards including those for the holidays in new beautiful artistic designs; periodicals and all the magazines and newspapers. Mr. German is young, enterprising, and is a Philadelphian by birth but has resided in Harrisburg nearly all his life.

CK. KELLER, Druggists, No. 405 Market Street.—The old established popular drug store of Mr. C. K. Keller is one of the most prominent in the city. The business was established in 1836 in the store now occupied, and from its inception has been successful and prosperous, and the pharmacy has enjoyed a wide reputation for pure drugs, fresh medicines, and prompt attention, several courteous, polite clerks being at hand to wait on customers. The store in its arrangement is very complete and perfect; and in its fittings and furnishings modern in style and very handsome and attractive. It is of ample dimensions, and besides the usual line of drugs and medicines, pharmaceuticals and proprietary preparations, contains a full assortment of everything in the way of supplies for the sick-room; and trusses and bandages, and surgical appliances, and elegant toilet and fancy articles, perfumes etc. Physicians' prescriptions, and family recipes are compounded at all hours, this department being under the immediate supervision of Mr. Keller, whose long practical experience of forty years, preparing and dispensing medicines, enables him to conduct it with that care and skill requisite and necessary in this the most important branch of the business of the pharmacist. A splendid custom has rewarded Mr. Keller's long business career, and it should be said to his credit that he enjoys the unbounded confidence of this community. Personally he is favorably known having been born here and hence requires no commendation at our hands.

CLECKNER & BURKE, Stoves, Ranges, and House-furnishing Goods, Manufacturers of Tin, Sheet Iron and Copper-ware, Roofing, Spouting, and Jobbing, No. 1226 North Third Street.—Among the enterprising and reliable manufacturers of tin, sheet iron and copper-ware, and dealers in stoves, ranges, and house-furnishing goods of every description, Messrs. Cleckner & Burke have attained an enviable position. Their establishment, was founded in 1835, and success attended it from its very inception. Their premises are commodious and comprise three floors, each 20x90 feet in dimensions, and here they carry a most extensive stock of the most recently improved stoves, ranges and furnaces by all the leading makers in the country, together with an almost endless assortment of house-furnishing goods of all kinds, consisting of tin, iron and agate ware, wooden and willow-ware, refrigerators, water-coolers, filters, etc. The workshop is equipped with all the latest improved mechanical appliances, for sheet-metal working, and six hands, skilled and experienced in the business, are permanently employed. The firm manufacture for stock and to order tin, sheet iron and copper-ware of every description, attend to roofing, spouting and jobbing of all kinds, set up and repair stoves, ranges, furnaces, heaters, etc. The patronage is very large, substantial and influential, and the prompt and polite attention accorded to all, has done much towards securing the flourishing and prosperous trade enjoyed. The copartners, Messrs. Fred, Cleckner and J. H. Burke, are both natives of Harrisburg.

D. W. GROSS & SON, Chemists and Druggists, No. 119 Market Street.—The leading and oldest, as also the largest wholesale and retail drug house in Harrisburg is unquestionably that of Messrs. D. W. Gross & Son, of No. 119 Market Street. The extensive business centred here was founded away back in 1820 by Dr. Garges, who was succeeded by Mr. N. Callender, who was followed by Mr. D. W. Gross in 1836. He early became noted for the extent, variety, and purity of his stock, and developed an important trade. After having various partners, Mr. Gross in 1871 took his son, Mr. G. A. Gross, into copartnership under the existing name and style. With his father was also associated from 1867 Mr. E. Z. Gross, who, upon the retirement of his brother, Mr. G. A. Gross, from the firm in 1883, duly succeeded him, with unchanged name and style. Mr. D. W. Gross has had a long and honored career in Harrisburg. A native of Dauphin County, he has been in the drug business from early youth, and has always been a recognized authority therein. There are few if any business men in Pennsylvania who can show his lengthy record of mercantile activity—much over half a century. He is now eighty years of age, and virtually retired, Mr. E. Z. Gross having personal charge of the establishment. He was born in Harrisburg, and is a practical expert, graduating from the Philadelphia College of Pharmacy in 1873, and having had the widest range of practical experience. His establishment is 25x50 feet in dimensions, with an "L" of 60 feet, the building being one of three floors and basement. The stock is renowned for extent and highest quality, including full lines of rare and staple drugs, chemicals, essential oils, proprietary remedies, and medicines; fine perfumery and toilet articles, mineral waters, etc.; art materials, fancy articles, etc. There is also a large and complete stock of ready-mixed paints, oils, and varnishes, dye stuffs, glass, etc. carried. The prescription department has a very large and increasing patronage from all the principal physicians of Harrisburg and tributary territory. All prescriptions are promptly compounded in the most accurate and precise manner, and the house has achieved an enviable reputation in every department of the business, reflecting the highest credit on Mr. D. W. Gross, and his popular son and junior partner, Mr. E. Z. Gross.

M ECHANICS' BANK, Third and Market Streets, J. C. Bonberger, Proprietor.—One of the oldest and most reliable banking institutions in Harrisburg is the Mechanics' Bank, whose banking offices are centrally located on Third and Market Streets. This bank was originally organized under a state charter in 1852, and eventually in 1868 its affairs were wound up, when Mr. J. C. Bonberger, a wealthy capitalist and banker, succeeded to the management. Mr. Bonberger is a native of Dauphin County, Pa., and was for sixteen years the cashier of this bank. He is a thoroughly capable financier, as widely known for his ability as for the just manner he attends to the interests of depositors and customers. Mr. Bonberger carries on a general banking business in loans, discounts, and deposits, and offers every facility for the safe and speedy transaction of all kinds of financial business on favorable terms. He deals in government and other first-class bonds, and attends carefully to collections on all available points in the United States, Canada, and Europe. The capital of the Mechanics' Bank is \$100,000, which is further augmented by a surplus of \$100,000. The deposits in this bank now amount to upwards of \$1,000,000, and among the depositors are many of our wealthy capitalists and property owners. The principal correspondents of the Mechanics' Bank are the Central National Bank, Philadelphia, and Messrs. Drexel, Morgan & Co., New York. Mr. Bonberger has ever conducted his business on the enduring principles of equity and integrity, and has won for himself an influential place among our representative citizens.

T HE SUSQUEHANNA MUTUAL FIRE INSURANCE COMPANY, Third and Market Streets.—The Susquehanna Mutual Fire Insurance Company was incorporated in April, 1873, and immediately entered upon a career of usefulness, which has been continued until to-day with increasing prosperity to itself, and fully justifying the reliance placed upon it by the public. The business transacted is distributed throughout the state of Pennsylvania, insurance being written on the safer class of risks, dwellings, stores, warehouses, and all real and personal property, against loss and damage by fire and lightning. The affairs of the Susquehanna Mutual are most zealously guarded by an efficient board of officers. Conservatism rather than haste, carefulness rather than impulsiveness, final profit rather than present volume of business, have been

the leading mottoes of their insurance creed. The best proof of their success is shown by the last annual statement made December 31, 1889, in which the following facts and figures appear, to wit: Gross assets, \$318,074.75; surplus, \$491,484.44; paid for account of fire losses, \$153,074.93. The age and present strength of the company are sufficient guarantees of its future solidity, and it stands to-day as a pillar of security to the policy-holder, and a veritable safeguard to the entire community. The officers and directors are as follows: president, H. H. Bechtel; vice-president, John W. Rife; secretary, B. K. Huntzinger; treasurer, C. F. Reehling. Directors: H. H. Bechtel, John W. Rife, C. F. Reehling, Thos. Milliken, J. Hanshue, David Fleming, Jonas Gorman, J. G. Staffer, David K. Holtzman. This list comprises many of the staunchest citizens and best-known business men of Pennsylvania. The president, Mr. Bechtel, is a well-known tanner at Newport, Pa. The vice-president, Mr. Rife, is the member of Congress from this district. The treasurer, Mr. Reehling, is a prominent merchant of this city. The secretary, Mr. Huntzinger, is noted for his executive ability in managing the affairs of the office, and recognized as a reliable authority on all matters pertaining to fire insurance.

H. W. TECHMEYER, Sewing Machines, No. 123 Market Street. One of the most popular sewing-machines now before the public is the "Domestic," which combines many features and improvements not possessed by others. Among these are the simplicity of its mechanical parts, its less liability to get out of order, and its perfect, almost self-adjusting and graduated tension, which is under easy control of the operator, and is always positive in its working. The machine runs at a high rate of speed without straining the running parts, and altogether is one among the most perfect sewing-machines ever produced. The accredited and responsible agent in Harrisburg for the "Domestic" is Mr. W. H. Techmeyer, whose establishment is located at No. 123 Market Street. Mr. Techmeyer has been in business here for upwards of twenty-one years, and from the beginning has controlled a large and influential trade. He is a practical sewing-machine man of long experience, and a mechanical expert. He is thoroughly acquainted with the different makes of machines on the market, and fully understands which is the best among them. His store is commodious and very tastefully fitted up, and here are displayed "Domestic" sewing-machines in great variety and adapted to all classes of work. These are sold for the lowest cash prices, or on the instalment plan, at reasonable rates, or they may be hired at low monthly rents. Duplicate parts of machines, and sewing-machine supplies of all kinds are kept in stock, while a special feature is made of repair work, from ten to twelve experienced hands being constantly engaged. Mr. Techmeyer is a native of Dauphin County, this state, and is personally very popular. He is the only dealer in Harrisburg who buys his sewing-machines direct from the factory, and has all kinds of machines.

W. & H. I. MARLATT, Artists and Photographers, No. 329 Market Street.—Among the photographers in this city there are none more thoroughly versed in all of the details of the art than Mr. W. Marlatt, and his son, Mr. H. I. Marlatt, who for the past year have been located at No. 329 Market Street, occupying the studio that was previously established and conducted by Mr. E. F. Eaton. The Messrs. Marlatt have made many needed improvements in the premises since they came under their control, and, besides renovating and refurnishing the reception rooms and operating departments, have provided the very latest and best improved apparatus and appliances, and are executing work which, for beauty and elegance, is not excelled by any first-class artist in the state. The premises, which are on the second floor, consist of six apartments, neatly and tastefully arranged. Pictures are made in all sizes and styles by the Messrs. Marlatt, their splendid, fine portrait work giving the very best satisfaction, and is highly commended for artistic merit. Pastel and crayon work receive attention, and also copying and enlarging pictures. They are very successful with children and babies, and justly entitled to the appellation of leaders as artists and photographers. Both members of the firm are natives of Steuben County, N. Y. Mr. W. Marlatt had a studio in the city of Buffalo, and Mr. H. I. Marlatt in New York City. They are both artists of skill and ability in oil and water colors, and, besides executing work to order in this direction, also give instruction in drawing and painting.

FORNEY & STEWART, Boots, Shoes, and Slippers, No. 321 Market Street.—The boot and shoe trade is one of the most important of the commercial industries of this city, and is represented by none so well as Messrs. Forney & Stewart, whose handsome, well-ordered, fine, large establishment is located at No. 321 Market Street. The store, which is fitted up in modern style, is very perfect and complete in its arrangement and appointments, and measures 25x125 feet in area. It is lighted with electricity, and altogether very attractive and conspicuous. An exceedingly large stock of goods is carried by the firm which has been carefully and judiciously chosen, expressly for a first-class custom, and in character and extent is unsurpassed. The firm are quick to take advantage of all the new styles on their first appearance on the market, and having close, intimate business relations with manufacturers of undoubted reputation, are always in a position to offer the very best bargains, and meet the most exacting demands of their patrons. In the assortment of the stock, will be found fine calf, and medium and heavy grade boots and shoes for men and boys, and also everything that is new and fashionable in gaiters and button shoes of various materials for ladies and misses, and a wonderful array of children's footwear, and a splendid line of slippers of all kinds, and rubbers. The firm receive a large and influential patronage, and besides their splendid retail trade a flourishing wholesale business has been cultivated, which is widely diffused throughout the city and adjoining sections of country. From four to six courteous salesmen are always in attendance to wait on customers, and satisfaction is always guaranteed and given as to price and quality of goods. The foundation of this flourishing business dates from 1875. It was established by Forney Bros. & Co., who conducted a widespread, wholesale and retail trade, and in 1878, Mr. J. W. Forney and Mr. H. J. Stuart purchased the retail branch, and have since continued the operations on an extensive scale with marked success and ability. Both members of the firm are young, active, enterprising business men. Mr. Forney is a native of this city, and has had a long, valuable experience in the boot and shoe trade, while Mr. Stuart is a native of Orrstown, Franklin County, and is a practical shoemaker. The store is one of the largest in its special line in the city, and in its conduct Messrs. Forney & Stewart have shown themselves thoroughly alive to the business activity of the times.

BERGNER BROS., Booksellers and Stationers, No. 6 N. Third Street.—The popular, prominent book store now conducted by the Bergner Bros., is one of the oldest establishments of the kind in the city, and was founded upwards of half a century ago by their father, Mr. G. Bergner, who continued it with marked success and ability until 1880, when he was succeeded by his sons. The premises are quite spacious and commodious, and afford every facility and convenience for the purposes of the business, and contain a large, valuable assortment of books of every description upon all subjects, and in various bindings, including bibles, hymnals, prayer books, and illustrated works, and school and college text books, juveniles, and booklets, and everything in the line of blank books, and also magazines and periodicals, and all the popular novels, "libraries," and literature of the day, together with plain and fancy and school stationery. Without exception, the stock in its variety is one of the largest and finest in the city, and as popular prices prevail, a splendid city and country business is being carried on. Mr. F. N. and Mr. C. H. Bergner are both young men, and were born in this city. The former is a prominent member of the bar, and has made a wide reputation as a lawyer of talent and ability. The latter was brought up to the business, and is conducting it in a manner reflecting the highest credit upon his skill and ability. They are both well and favorably known, and very popular in the community. Two clerks are employed, and every attention is paid to customers.

HARRISBURG BURIAL CASE COMPANY, Manufacturers of Coffins, Caskets, Robes, Linings, and Supplies, Tenth Street.—This business was founded in 1832 by the Harrisburg Burial Case Company, then a limited copartnership, with a capital of \$10,000. Success rewarded the ably directed efforts of the proprietors from the start. The first works were located at Allison Hill, and were on a comparatively small scale; but the rapid growth of trade necessitated greatly enlarged facilities, and in 1883, the present factory was erected on Tenth Street, below Market Street. In 1884, the

important interests involved were duly capitalized at \$25,000, and the "Harrisburg Burial Case Company" duly incorporated with Mr. W. R. Gorgas, the well-known capitalist, as president; J. K. Royal, as secretary and treasurer; while Mr. J. H. Spicer is the able and energetic superintendent. The greatest prosperity has attended the company's operations, and it has had to enlarge its capital to \$100,000, and the capacity of its works to meet the demands of the trade, and it is to the credit of the proprietors, and the people of Harrisburg, that this is now one of the largest burial case works in the United States. The main building is three stories in height, and 45x130 feet in dimensions, while one wing is four stories high, and 8x350 feet in dimensions, the other three stories in height, and 60x40 feet in size. All the latest improved machinery and appliances have been introduced, run by steam power, while upwards of 100 hands are employed in the various departments; in the manufacture of all styles of plain and fancy coffins in stained and cabinet woods, also caskets, robes, linings, and funeral supplies generally, and five travelling men represent the house upon the road. The dry house connected with the factory, has a capacity of 30,000 feet, thus securing an abundant supply of seasoned lumber, while the designs of coffins and caskets, etc., all are characterized by artistic conception and elaborate finish. The company does a trade extending all over Pennsylvania, New York, New England, Maryland, Delaware, Virginia, and the south. Mr. Gorgas most capably discharges the duties of the presidency, while Mr. Royal, the energetic secretary and treasurer, occasionally travels in the interests of his company. Mr. Spicer, the superintendent, is specially qualified for the discharge of the duties devolving upon him.

THOS. S. PETERS, Real Estate and Insurance, No. 16 North Third Street.—Mr. Thomas S. Peters, is a native of this city, and has had a long acquaintance with the values of business and residential property in all sections of the city. In 1886 he established his present agency, and has since secured a most substantial and influential patronage, including the principal property owners, merchants and capitalists of the city. Mr. Peters buys, sells, exchanges, leases and lets all kinds of realty, and has always upon his books full descriptions of many desirable bargains he has to offer in lands and buildings of all kinds. He gives special attention to the management of estates on behalf of resident and non-resident owners, secures responsible tenants and collects rents punctually. Loans are also speedily negotiated on bonds and mortgages at reasonable rates, and investments are judiciously and satisfactorily made. An important feature of the business is the placing of fire risks in all the leading and responsible insurance companies at the lowest rates compatible with security. In all his transactions Mr. Peters will be found prompt, liberal, and just, always anxious for the benefit of his patrons, and prepared to offer advantages in keeping with such an excellent reputation as he has gained.

GUILLES & WENSELL, Licensed Real Estate, Rent, and Insurance Agency, No. 103 North Second Street.—The leading real estate, rent, and insurance agency in Harrisburg is that of Messrs. Guiles & Wensell. The business so successfully conducted by these gentlemen was originally established by Mr. E. E. Kinzner in 1874, who was succeeded by Mr. I. R. Wensell in 1886, the present firm being organized in January, 1889, by the admission of Mr. I. W. Guiles to partnership. They are deservedly regarded as among the best informed underwriters in the state, and as authority upon all matters relating to fire insurance. They represent the Empire State, of New York; the Allemania, of Pittsburgh; the Dwelling House, of Boston; the Lebanon Mutual, of Johnstown, Pa., and other companies; also act as insurance brokers, and control the insuring of many of the choicest lines of business and residential property in this city and vicinity. They have also earned a high reputation for accurate judgment and superior business tact in conducting transactions in real estate, and have developed an important connection therein, including among their patrons many leading capitalists, investors, and property-holders. They have upon their books at all times full descriptions of houses, lots, country seats, farms, and business blocks for sale or rent; and give their prompt personal attention to the collection of rents, and the negotiation of loans. Mr. Guiles was born in Lancaster County, and came to Harrisburg thirty years ago. Mr. Wensell is a native of Union County, and has resided in this city since 1862.

J. W. ROSHON, Photographer, Commonwealth Gallery, No. 19 North Third Street.—The photographic art is well represented in this city by Mr. J. W. Roshon, who although a young man has had a valuable experience and is well qualified for executing work in all its branches in a satisfactory manner, a fact well substantiated by the splendid business he is doing. The establishment known as the "Commonwealth Gallery," is located on the second floor of the building No. 19 N. Third Street, and throughout in all departments is complete and perfect in all its appointments, and handsomely and attractively fitted up, in the reception rooms a fine display being made of the superb artistic work of Mr. Roshon. The latest and best improved apparatus and appliances have been provided and photographic work of all kinds is executed with rare good taste skill and judgment, a special feature being made of portraits in all sizes, and also groups, and children and babies. Life-size pictures are made to order, and also enlargements, which are finished when desired in pastel, crayon, ink, oil, or water colors. All of Mr. Roshon's artistic work carries with it all the desirable features of permanency, riciness, and brilliancy, and in every respect is fully equal to that of the best artists in the state. His prices are very reasonable and his splendid workmanship will bear the closest examination and inspection. Mr. Roshon is well known, his handsome attractive photographic work giving him a wide reputation. He is a thorough artist, in love with his art, and will be found a courteous, pleasant, agreeable gentleman.

R. W. BARNHEISEL, Manufacturer of Paper Boxes, Cameron Street, Corner of Walnut.—This flourishing business was established in 1884 by the present proprietor, and was originally conducted in a modest way at corner Broad and Elder Streets, whence it was moved subsequently to Cumberland and Third Streets, the building now utilized having been erected and occupied in 1887. The premises used as factory, etc., comprise an entire 35x100 two-story structure, supplied with ample steam-power and the latest improved machinery, etc., and from twenty to thirty in help are employed in the place. The productions include plain and fancy paper boxes in every size, shape, style, and variety; legal document boxes, shelf boxes, fine and common candy boxes, and sample cases; also tubes for lithographs, pictures, and colored fires for night displays, paper boxes, etc., are made only to order, likewise, in any desired design, in the most expeditious and superior manner, at very reasonable figures, satisfaction being guaranteed in every instance. Mr. Barnheisel, who is a gentleman of middle age and a native of Franklin County, this state, is a man of practical skill and experience in his line as well as of energy and enterprise, having learned his art in Memphis, Tenn., and has a thorough knowledge of the business in its every feature.

HENRY GILBERT & SON, Hardware, Paints, Oils, Etc., Opposite the Court House.—Oldest established and most reliable house in Harrisburg, actively engaged in dealing at wholesale and retail in hardware, paints, oils, etc., is that of Messrs. Henry Gilbert & Son, whose sales-rooms are located opposite the Court House. The extensive business was established fifty years ago by Mr. Henry Gilbert, who was succeeded in 1871 by the firm of "Henry Gilbert & Son." Eventually in 1887 Mr. Henry Gilbert died, after a long, honorable, and successful career and the business is now the property of Mr. Spencer C. Gilbert who is still conducting it under the old firm name of Henry Gilbert & Son. The premises occupied comprise a spacious store 25x210 feet in dimensions, with a glass warehouse on River Avenue, and an oil warehouse on Eleventh and State Streets. Mr. Gilbert keeps constantly on hand a large and well-selected stock of hardware, paints, oils, glass, iron, tools, etc. He handles only the best and most desirable goods, while his connections are of a most influential character, enabling him to quote prices, that necessarily attract the attention of careful buyers. Mr. Gilbert promptly fills orders, and his trade which is steadily increasing now extends throughout all sections of Pennsylvania. In the various departments of this business seven clerks, assistants, etc., are employed. Mr. Gilbert is a native of Harrisburg, where he is greatly respected in business circles for his enterprise, ability and integrity. He is a director of the Commonwealth Trust and Safe Deposit Co., Pennsylvania Lunatic Hospital, Chestnut Street Market Co., Lochiel Furnace Co., one of the managers of the Harrisburg Cemetery Co., and is one of our public-spirited and influential citizens.

HANLEN BROS., Wholesale Dealers in Wines, Gins, Brandies, Whiskeys, Etc., No. 324 Market Street.—In this line Messrs. Hanlen Brothers, occupy a foremost rank, and have secured a patronage of which any firm might well feel proud, many of the most popular hotels, restaurants, bon-ton saloons, and innumerable private families, grocers and pharmacies being numbered among their constant and regular customers and patrons. The premises occupied are very commodious, and are provided with every convenience and appliance for facilitating the dispatch of business, while six assistants are permanently employed in attending to the wants of customers. A large and very valuable stock of both imported and domestic wines, liquors, and cordials is constantly kept on hand. The most popular brands of champagnes and other effervescent and sparkling wines of all kinds, mild clarets, ports, burgundies, sauternes, and still wines of every description from the most celebrated European and American vintages, as well as brandies, whiskeys, rum, gin, etc., may here be obtained at remarkably fair and equitable prices considering the absolute purity and undoubted genuineness of the goods. The transactions of this flourishing house are exclusively of a wholesale character, and sales of wines and liquors are made both duty free and in bond and the trade is spread over a wide section of the country, and from the time it was inaugurated by the present proprietors in 1883 the business has been steadily growing until now the firm are numbered among the largest dealers in the trade. The copartners are Messrs. C. and I. Hanlen, who, prior to establishing their present business, were travelling salesmen for a whiskey house. Both gentlemen are natives of Mountjoy, Lancaster County, Pa., and were brought up in Marietta, this state. They have resided in Harrisburg since 1882, and are members of the Liquor Dealers' Association.

A. W. BERGSTRESSER, Wall Paper and Window Shades, No. 12 South Market Square.—Mr. A. W. Bergstresser, first began business as a paper hanger in 1852, and in 1866 began to deal in wall papers and window shades as well. He was formerly located on Market Street, and since 1890 has occupied his present store, which has a width of 16 feet and a depth of 50 feet. It is admirably arranged, tastefully fitted up and heavily stocked with a full and complete assortment of the finest and most artistic paper hangings, dados and borders of every known make and design. Mr. Bergstresser is an original and tasteful designer, and excellent judge of shade and effect, and of patterns which will best serve the purposes of harmonious designs in household decorations. In window shades the stock is a large and comprehensive one, and includes all the latest and popular productions in this line. Special attention is given to plain and decorative paper hanging, and in this department a number of skilled and experienced workmen are employed. The facilities of this house for transacting business are of an unusually complete character, enabling the proprietor to offer special advantages to customers, and to fill all orders in the most prompt and satisfactory manner. Mr. Bergstresser is a native of Dauphin County, this state, took part in the Civil War for two years, is a member of the G. A. R., and very highly esteemed in the community.

FRED. L. WELZEL, Merchant Tailor, No. 11 South Third Street.—To be well dressed it is necessary to employ the services of a thoroughly practical, skilled tailor, such as Mr. Fred. L. Welzel, who has had many years' experience in the trade. In 1878 he began business on his own account at No. 817 Market Street, and in 1887 removed to his present premises at No. 11 South Third Street. Here he has a handsomely appointed, well arranged store, of commodious dimensions, and here is continuously displayed a splendid stock of foreign and domestic cloths, cassimeres, vestings and suitings, comprising everything in novelty of designs and patterns the most critical or fastidious could desire from which to make selections. Mr. Welzel, as a rule, attends to the measuring and cutting personally, being an expert, experienced cutter, and is thus enabled to guarantee an absolutely faultless fit. His operations are confined exclusively to fine custom work, for the turning out of which his establishment is equipped with every convenience. Fifteen skilled and experienced tailors are permanently employed, and in the busy seasons this number is largely augmented. Every garment is carefully examined by Mr. Welzel before it is permitted to leave his establishment, and it is guaranteed to be perfect in material, workmanship, finish, and fit, while the charges in all cases are fair and equitable. Mr. Welzel is a native of Germany, and has resided in Harrisburg since 1871, and is personally very popular.

E. L. RINKENBACH, Watches, Clocks, Etc., No. 1221 North Third Street.—There are many unique and beautiful novelties constantly being produced by the jewelry trade, and which will illustrate the enterprise and progress of that great industry in this country. The great perfection which has been attained in this line can be seen by paying a visit to the neat and compact jewelry emporium presided over by Mr. E. L. Rinkebach at No. 1221 North Third Street. Mr. Rinkebach is a thoroughly practical watch-maker and jeweler, and when he established his present business some three years ago, he was well qualified to achieve the distinct success which has since attended his efforts. His neatly-furnished premises contain a choice and well-selected stock, embracing a full and complete assortment of fine gold and silver watches, clocks, jewelry, silverware, optical goods—and in fact, everything usually found in a first-class establishment of this kind. Only the best and most reliable goods are sold, and customers have the satisfaction of knowing that they receive full value for their money, and that all purchases can be relied upon in every particular. Special attention is given to the repairing of fine watches, clocks, and jewelry, all orders being executed in the promptest and most satisfactory manner. Mr. Rinkebach has been established since 1886, and by strict attention to business, coupled with a straightforward system of honorable dealing, he has built up a large and permanent patronage among the best class of people in this vicinity. He is a native of Mauch Chunk, but has now resided in Harrisburg for the past eight years, where he is highly esteemed both in business and social circles.

MOTTER HOUSE, No. 311 Market Street, H. H. Ehrman, Proprietor.—The widely-known and old-established Motter House ranks among the most prominent hotels in the city. It was built about the year 1862, and the present popular proprietor, Mr. H. H. Ehrman, has had the management of it several months. The Motter House is conducted on the American plan, and is very complete in all its appointments, and most economical in its prices, the rates being \$1.50 per day. The house is roomy, cozy, well furnished, and first-class in all respects. It is steam-heated and well-lighted throughout, while the greatest care has been paid to the sanitary arrangements, and the means of escape in the case of fire are perfect. There are thirty-five rooms available for guests, and these are well ventilated, furnished with all modern conveniences, comfortable, and cleanly kept. There is a comfortable, well-appointed office and reading-room, handsomely furnished parlors, and a commodious bar, well stocked with the choicest wines and liquors, cigars, etc. The dining-room is a spacious, well-arranged apartment, and the cuisine of the Motter House is known far and wide for its uniform excellence, while the service is always prompt and courteous, no efforts or expense being spared to promote in every way the comfort and convenience of guests. The doors of the Motter House are always open, day and night. The house is easily reached by horse cars, and is convenient to all places of business, theatres, etc., and connected with it is a first-class stable, where horses are well and kindly cared for. The proprietor, Mr. Ehrman, has had eighteen years' experience in hotel management, and knows just what hotel patrons need. In his hands the Motter House has increased in popularity.

HENRY C. DEMMING, Special and Official Stenographer, United States Courts, No. 17 North Third Street; also Secretary and General Manager Marion Bullion Company and Marion Improvement Company.—Prominent among the representative professional men of Harrisburg and the state of Pennsylvania is Col. Henry C. Demming, one of the ablest, and fastest, and most accurate stenographers in the United States, and whose official relations with the United States and state courts, state departments, societies, associations, etc., place in his hands the bulk of the shorthand writing done in this section, and to cope with which, necessitates the employment by Colonel Demming of a staff of expert stenographers, also typewriters, etc. Mr. Demming was born in Geneva, N. Y., but has been a permanent resident of Harrisburg since he was seventeen years of age. He acquired not only a thorough education, but a thorough practical knowledge of Pittman's stenography, and manifesting great aptitude, he became a *verbatim* reporter. He achieved reputation with editors, judges, lawyers, and others who tested his capacity, and ever since 1866 has been doing a flourishing, growing business. He is a special stenographer in

United States courts, a stenographer of Pennsylvania's civil leases, and official stenographer of several Pennsylvania judicial districts; to the Pennsylvania Board of Agriculture, Pennsylvania State Agricultural Society, Pennsylvania State Board of Pardons, Pennsylvania Pharmaceutical Association, Pennsylvania Firemen's Association, and numerous other bodies. Colonel Demming is also the secretary and general manager of the Marion Bullion Company of McDowell County, N. C., and the Marion Improvement Company, of N. C. Each concern has an authorized capital of \$500,000, and is actively engaged in the mining of gold and other minerals and gems, and with success. Associated with Colonel Demming are a number of prominent capitalists of Pennsylvania, also of North Carolina. The output of the Marion Bullion Company has aggregated many pounds of gold, and the developments of the past few years have been quite important. The Marion Improvement Company owns several thousand acres of valuable mineral lands, and is also successfully engaged in mining gold, gems, and mica. The hydraulic process is used by both companies, thus obtaining the maximum results, with a minimum of labor and expense, and they are conducted mainly under Colonel Demming's management. He is also agent in Adams, Cumberland, Dauphin, Franklin, and Lebanon Counties for the Remington standard typewriter, which, by experience, he pronounces much the best in the market. He gives lowest rates and teaches its use to purchasers. He also has sole charge of the Edison Phonograph, and the Tainter-Bell Graphophone in Central Pennsylvania. Colonel Demming is a respected citizen of Harrisburg, and has been active in church circles and philanthropic work, an active member of the Grand Army of Republic, having been a war veteran, while he is equally prominent in stenographic circles, and was the vice-president and subsequently president of the International Association of Stenographers.

B. FRANK OBER'S Livery and Boarding Stables, Corner Strawberry and Court Avenues.—The popular establishment of Mr. B. Frank Ober is an old stand, and for a period of four years was owned and controlled by Mr. John Kline, who was succeeded by Mr. Ober February 1st of last year. He has made many needed improvements in the premises since they came into his possession, and manages the business in a capable and efficient manner, and can always guarantee prompt service and the best satisfaction. The stable building is quite commodious, and, besides being well ventilated and drained, contains all the necessary convenience for the proper care of horses. There are stalls for twenty head, and accommodations for carriages and wagons, and Mr. Ober is always ready to furnish upon immediate notice excellent conveyances in either carriages, hacks, or buggies, with good horses, and, generally, fine outfit. In the boarding department every care and attention is paid to the care of horses, and only those familiar with their duties are employed about the premises. Although a resident of Harrisburg for some time, Mr. Ober is a native of Lancaster. For some years he was engaged tilling the soil, and later was a school teacher previous to locating in this city, and he is a splendid judge of horses. The stable building is a substantial brick building, 40x100 feet in size, and the facilities it affords are highly appreciated by the business men and citizens, all of whom speak in the highest terms of Mr. Ober's upright, honorable, business methods.

L. R. POFFENBERGER, Insurance Agent, No. 21 North Third Street.—One of the best known among the popular insurance agents and brokers in this city is Mr. L. R. Poffenberger, who is experienced and practical, and well posted in all the details connected with the business. As agent Mr. Poffenberger represents the Citizens' Insurance Company, of New York; Firemen's Insurance Company, of Baltimore; and the Boatmen's Fire and Marine Company, of Pittsburgh—three staunch, reliable companies; and as a broker can place insurance in any of the leading and best known fire insurance companies in the world at the very lowest rates of premium. Mr. Poffenberger is prompt in adjusting claims and paying losses, and we know of no better or more fitting reference than his successful experience of eight years in the business affords in measuring the merits of the management under which his agency has become so popular and prominent. He was born in Dauphin County, and is an old esteemed resident of Harrisburg. Mr. Poffenberger's office is on the second floor front of the building No. 21 North Third Street. He is well equipped for business purposes, and provided with every convenience to facilitate transactions.

JOS. SHISLER, Grocer, Second and Walnut Streets.—Thirty-two years of uninterrupted prosperity marks the history of the well-known general grocery store of Mr. Jos. Shisler, located on Second and Walnut Streets. Mr. Shisler first started business in 1838 on Market Street, and removed thence to Front and Market Streets. Since 1884 he has occupied his present premises on Second and Walnut Streets, where he has a store with a frontage of thirty feet and a depth of fifty feet. It is neatly appointed and well ordered throughout, every convenience being at hand for facilitating the transaction of business. The stock, which is extensive and finely assorted, comprises choice fresh teas and coffees, pure spices, condiments, sauces, pickles, preserves, olives, jellies, jams, and table delicacies in great variety; sugars, syrups, prepared cereals, dried fruit, canned goods of every description, prime dairy butter, cheese, select hams, bacon, smoked meat, lard, smoked, salt, and dried fish of all kinds; best brands of family flour, meal, beans, peas, rice, salt, soda, saleratus, baking-powder, soap, starch, and kindred household specialties;—in short, everything that is to be found in a first-class establishment of this kind. The store is illuminated by electric lights, and presents at all times an attractive, inviting appearance. The business is of a retail character, and four assistants give prompt and polite attention to all customers, while purchases are delivered free by wagon in all parts of the city. Mr. Shisler was born in Cumberland County, this state, is a gentleman of middle age, active and energetic, and of excellent reputation.

FRED. W. YINGST, Carpets, Oil-cloths, Etc., Market Street at the River Bridge.—This gentleman was born in Harrisburg, and when the Civil War broke out he joined the seventy-eighth regiment as a private, and after two years' service retired with the rank of lieutenant. In 1866 he founded his carpet business, and retired from it in 1876. In 1881 he returned to it, and has since built up an extensive and important trade. From the outset this house has been regarded as the most enterprising and aggressive in its line of business in the city, and it has maintained this reputation to the present time. The store has an area of 40x125 feet, and is admirable and tasteful in its arrangement and fittings. It is filled with a well-selected stock of everything that the extensive business done requires. As much as possible the different lines of goods have been classified, and each branch is under the immediate management of a competent person, while the whole receives the supervision of the proprietor. Here can always be seen the most popular styles and qualities of foreign and American manufactured carpets and oil-cloths of every grade, from the most celebrated manufactories in New England and Pennsylvania. Everything in the floor-covering line can be found here of any quality desired, and it prices which no other house in the trade can surpass.

THE CENTRAL PENNSYLVANIA METHODIST EPISCOPAL BOOK ROOMS, No. 221 Market Street, Rev. Thomas S. Wilcox, A.M., Supt.—The Central Pennsylvania Methodist Episcopal Book Rooms form an important centre of trade in this city. The company are dealers in books and stationery, and publishers of church books. This business was founded originally in 1875 by the Rev. W. M. Frysinger, D.D., and later the firm became Frysinger & Shiffer, and so it remained until 1877, when the concern was incorporated under the laws of Pennsylvania with the title of the Central Pennsylvania Methodist Episcopal Book Rooms, and with a capital of \$10,500. The president of the company is the Rev. S. C. Swallow, D.D., the treasurer, Mr. George F. Rohrer, the secretary, Mr. David Cotterell, and the superintendent, Rev. Thomas S. Wilcox, A.M. The premises occupied comprise a salesroom and basement, each 20x125 feet in dimensions. The salesroom is very elegant and attractive in its fittings and appointments, is furnished with electric lights, and an extensive and first-class assorted stock is constantly carried, while several efficient assistants are in attendance and give courteous and prompt service to customers. The stock embraces school and text books, historical, poetical, and mathematical works, standard literature, all the leading magazines and periodicals, pictorials and general miscellaneous goods in this line; office ledgers and blank books in great variety, writing pads, receipt books, and memoranda, and plain and fancy stationery of every description. The leading specialty of the concern is the publication of all kinds of church books, of which a large and varied stock is always kept on hand. All kinds of books used in connection

with the Methodist Episcopal Church are to be found here in every variety of binding, from the cheapest to the most costly. The business is of both a wholesale and retail character, and the trade is large and widespread. In connection with the business on the fourth floor is a publishing department, where they do their own typesetting and publishing, etc.

G. H. MARKLEY, Pharmacist, Grand Opera House.—One of the oldest as well as the most popular prescription and family pharmacies in this city is that of Dr. G. H. Markley. The business was established thirty years ago on College Block by Dr. Markley, and in 1873 removed to the very central location now occupied. From its inception to the present time the store has steadily grown in public favor and confidence. Dr. Markley, who was born in Lancaster, is a practical pharmacist, whose long experience well qualifies him for the duties of his profession. He was regularly graduated from the Philadelphia College of Pharmacy, and throughout his long business career he has always enjoyed the unbounded confidence of this community. He knows the value and properties of drugs, and keeps on sale only such as are pure, fresh, and of standard strength and quality, and also chemicals and pharmaceuticals and family medicines, and makes a fine display of elegant toilet articles, perfumes, etc., and everything needed in the sick room, and bandages and trusses and surgical appliances. The store is handsomely and tastefully fitted up in modern style. The prescription department is under the immediate control and direction of Dr. Markley, and medicines are prepared and dispensed at all hours. Two assistants are employed. Mr. Markley is a well-known member of the Pennsylvania Pharmaceutical Association.

STEPHEN HUBERTIS, House-furnishing Goods, No. 1216 N. Third Street.—In this review of the prominent mercantile houses of Harrisburg, it is a pleasure to give space to a short sketch of the well-known and respected establishment of Mr. Stephen Hubertis, dealer in house-furnishing goods, No. 1216 North Third Street. This house was originally opened by the present proprietor, at No. 1308 North Third Street, in 1882, but was subsequently removed to the present more commodious quarters one year later, where it has since remained. The premises now occupied have superficial dimensions of 200x100 feet, and are completely stocked with a splendid assortment of house-furnishing hardware, cutlery, fire-irons, tin, wood, and willow ware in the greatest variety; refrigerators, crockery, carpet sweepers, clothes wringers, china, glass, oil stoves, velocipedes, baskets, etc., and a vast array of articles too numerous to particularize. The vast variety of implements and utensils for household use and other common purposes, which are classified under the term, general house-furnishing goods, is almost illimitable, and stores like that of Mr. Hubertis, which are replete with a vast stock, comprise an assortment that is unrivalled for quality and utility, and these goods are in daily request by the housekeeper. The facilities of the house have expanded with the lapse of years since its establishment, and are now such as can only apply to those thoroughly understanding the business, and who are enterprising enough to take advantage of every convenience.

CHAS. FRANK, Dealer in Fine Boots and Shoes, No. 107 South Second Street.—This business was originally founded in the spring of 1869 by Messrs. Milly & Frank, and two years later Mr. Frank purchased the interests of his partner, and became sole proprietor. From the very start this house took a high position in the trade. Mr. Frank, believing that good and reliable shoes at reasonable prices would be sure to enlist popular patronage, adopted from the beginning the motto of "quick sales and small profits." Upon this foundation he has achieved success. Persons dealing with him once soon become permanent customers. The store is a very commodious one, is very handsomely and tastefully fitted up, and the stock displayed here comprises a large assortment of the most desirable goods, nothing of an inferior quality or that would not give satisfaction to customers being kept on hand. Shoes, boots, slippers, rubbers, gaiters, and shoe-dealers' findings of every description are to be found here in ample assortment, and adapted to meet all wants. A special feature is made of the making, as well as of repairing, boots and shoes to order with the Globe Flexible Insole, and these are very popular with all patrons of the house. Mr. Frank is a native of Philadelphia, and a member of the G. A. R.

THE JACOB DOLD PACKING COMPANY, Operating the Harrisburg Provision Company, Pork Packers, Geo. C. Bonbright, Manager.—The leaders in this branch of industry in the east are the Jacob Dold Packing Company, whose principal office and packing house are located at Buffalo, N. Y., with packing houses at Kansas City, Mo., and Wichita, Kansas; and who are also prominent in Pennsylvania as operating the Harrisburg Provision Company, of this city. This branch establishment was originally founded here in 1831, by Chas. Counselmen & Co., who were succeeded by Dock & Bonbright in 1884 and was subsequently succeeded by Mr. Jacob Dold in 1888 as the Jacob Dold Packing Company, since which date this house has been controlled by that company, with Mr. Geo. C. Bonbright as manager. This house handles smoked and pickled meats only, doing its own smoking of the meats and having five smoke houses, with a capacity of from 2,000 to 2,500 pieces each. The warehouse is a two-story building, 50x150 feet, and the refrigerator has a capacity of twenty tons. An immense and steadily increasing business is transacted in supplying the trade throughout a radius of one hundred and fifty miles. Only the finest grades of stock are handled. The products of this house are noted for their fine flavor and uniform quality at all seasons. The Jacob Dold Packing Company has already achieved a national reputation as packers and jobbers of provisions, and as curers of the celebrated "Westphalia" and Royal brand of smoked meats and "White Rose" leaf lard. The daily capacity of this company is 6,000 hogs, 1,000 cattle, and 1,500 sheep. Mr. Bonbright, the manager of the Harrisburg house, has been connected with the enterprise since its inception. He was a member of the firm of Dock & Bonbright, and is a gentleman with whom it will always be found a pleasure to do business.

J. R. McFARLAND, Harvesters.—The firm of Messrs. Adriance, Platt & Co., of Poughkeepsie, N. Y., have a world-wide reputation as manufacturers of harvesting machinery, and since 1878 Harrisburg has been noted as one of the distributing points for this representative house. The management of the business here is placed in this hands of Mr. J. R. McFarland, a gentleman of large experience in this line of trade, who has proved himself eminently successful and popular in meeting every demand of a wide-spread and influential patronage. The premises occupied for sales purposes are spacious in size, and ample accommodations are afforded for conducting the business upon the largest scale. Mr. McFarland has control of the business of Adriance, Platt & Co. throughout the states of Pennsylvania, Maryland, Virginia and West Virginia, supplying local agents in that territory and dealing direct with the manufacturers. The harvesting machines bearing the name of Adriance, Platt & Co., are widely recognized as the embodiments of inventive genius and mechanical workmanship of the highest order of perfection. Only the best materials are utilized in the manufacture, and close supervision is given by the firm to every stage of production. Mr. McFarland is a native of Urbana, Ohio, and has an experience in this line of business covering a period of seventeen years; formerly with Whitely, Fassler & Kelly, of Springfield, Ohio, and connected with this firm since 1880. He is a worthy representative of a great manufacturing enterprise, and is eminently popular in this community.

ALEX. ROBERTS, Civil Engineer and Surveyor, No. 10 South Second Street.—For thoroughly expert all-round work in the line of civil engineering, surveying, and kindred branches, not one in Harrisburg sustains a higher reputation than Alex. Roberts. He is, in fact, one of the oldest as well as one of the leading and best known members of the profession indicated in central Pennsylvania. He is a man of long and varied experience in his calling as well as unquestionable skill and thorough responsibility, and for years has stood at the head of his profession. Mr. Roberts was one of the civil engineers for the Pennsylvania Railroad Company, from 1847 to 1855 during the survey, location, and construction of their road, and of the Chester Valley & Northern Central Railroad, and soon after established himself permanently here in Harrisburg. He has been engaged on many notable enterprises in and around the city, among them the Harrisburg City Passenger Railroad, the East Harrisburg Electric Railroad, several bridges of the Susquehanna River and many other equally worthy of mention, besides a number of pieces of work for the Borough in the engineering and surveying line. Mr. Roberts is prepared to make surveys, draughts, designs,

etc., railroad work being a specialty, and guarantees the utmost satisfaction in every instance, while construction is personally superintended when desired also, and professional advice furnished at No. 10 South Second Street.

JOHN W. BROWN, Phoenix Works, Founders and Machinists, Corner State and Canal Street.—The Phoenix Works, conducted under the enterprising proprietorship of Mr. John W. Brown, ranks well to the front, and its proprietor holds a high position among the founders and machinists of this city. This enterprise was established in 1857, by Mr. James Bay, and, after some changes, the firm of Brown & Reed, was organized in 1882, the present proprietor succeeding to the sole control in 1885. They now comprise a three-story brick building, 85x90 feet in dimensions, used as a machine shop, and a well-equipped foundry, with a cupola having a capacity of eighteen to twenty tons. Ample steam power is supplied, and steady employment is given to a force of twenty-five skilled hands. This house manufactures steam engines, hoisting machinery of all kinds, iron castings, derrick machinery and general mill gearing, railroad and canal work. Forge and run-out fires complete, iron fences and every description of iron castings are kept on hand and promptly made to order; machine work and repairing is executed with dispatch, and a large and complete assortment of patterns is on hand to select from and the same are made to order. Mr. Brown is a native of Dauphin County, and has resided in Harrisburg for the past forty years. His business career both as a merchant and manufacturer has been marked by the exhibition of those sound qualities of mind and method which make success almost a certainty.

A. S. McCREATH, Analytical Chemist, No. 223 Market Street.—This gentleman was born in Scotland, and studied and acquired a thorough knowledge of his profession in Glasgow, and in Göttingen, Germany, and came to this country in 1870 as chemist for the Pennsylvania Steel Company. From 1874 to 1885 he was the chemist for the Pennsylvania State Survey, and in the latter year opened his present office for general business purposes in his line. He has since secured a very extensive and influential patronage, his patrons being located in all parts of the country, for his reputation as a master in analytical chemistry has extended to all sections of the Union, also to foreign countries. He occupies at the address already indicated an entire, commodious floor, and has in use here one of the most complete and valuable plants to be met with anywhere. He makes a specialty of analyzing iron ores, coal, iron, coke, limestone, and kindred products, and is daily in receipt of consignments of samples for analysis from all sections of the United States, and in determining the constituents of any mineral submitted to him for analysis, he is noted for his exactitude and his thoroughness in respect to the minutest details. He is a gentleman of fine attainments, and by his analytical contemporaries, and by all who have had business dealings with him, he is spoken of in the most commendable terms.

C. F. SIEBER, Manufacturer and Dealer in Soap and Candles; Office and Factory, Cowden Street, between Walnut and South.—For thirty odd years or more C. F. Sieber, manufacturer of and dealer in soap and candles, has been established in business here in Harrisburg, and is the oldest and leading representative of the particular branch of industry above indicated in or around this city, and his trade extends throughout central Pennsylvania. His special brands of soap, "Borax," "Palm," "Green Oil," "Palmetta," and "Laundry," being unsurpassed for purity, quality, and efficacy by any articles of the kind produced in the state; and of their superiority no more unflinching criterion could be offered than the enduring hold the same have secured on public favor. The factory is a commodious two-story 25x100 feet structure, with ample and complete facilities, and half a dozen or more expert hands are employed. The productions include a very superior line of soaps and tallow candles, of which a large and fine assortment is constantly carried in stock at the salesrooms, and all orders are filled in the most expeditious and trustworthy manner, while the prices quoted are the very lowest figures consistent with first-class goods and equitable dealing. Mr. Sieber, who is a thoroughly practical soap maker, was born in Germany, but has been a respected resident of Harrisburg upwards of thirty-five years.

J. A. MILLER, Pure Drugs, Medicines, and Chemicals; Fine Perfumery and Toilet Articles; Dye Stuffs, Paints, Oils, and Varnishes, Corner Second and Chestnut Streets.—One of the oldest established and most noted pharmacies in the city of Harrisburg is that located on the corner of Second and Chestnut Streets, and conducted for more than a score of years by Dr. J. A. Miller. This gentleman was born in Lancaster, and is a distinguished member of both the medical and pharmaceutical professions, though he does not now practise as a physician. He graduated with the degree of M.D. at the University of Pennsylvania in 1861, and was subsequently for four years assistant medical officer at the Pennsylvania Lunatic Asylum. He is a member of the Pennsylvania, the American, and the Dauphin County Pharmaceutical Associations, and is very popular with the members of his profession, as well as with the general public. In 1868 he came to Harrisburg and opened his present pharmacy, which has from the first been accorded a most liberal and influential patronage. The store is a very commodious one, neatly fitted up and arranged, and is well stocked with a complete assortment of the purest drugs and chemicals, as well as fancy articles, druggists' sundries, and toilet requisites; also proprietary remedies of acknowledged merit, and dye stuffs. Everything to be seen here may be depended upon as being of the very best quality, and all the chemicals and drugs are fully tested before being placed in stock. The prescription department, of which Dr. Miller takes personal charge, is one of the most reliable in this section of the city, having the unqualified endorsement of the medical profession.

E. D. SCHELLENBERGER, Wilkesbarre and Lykens Valley Coal, Cord and Kindling Wood, No. 18 North Third Street.—Mr. E. D. Schellenberger is a retail dealer in superior grades of hard and soft coals, making a specialty of handling Wilkesbarre and Lykens Valley products, and is doing a flourishing trade, his family patronage being very large. The premises occupied are spacious and commodious, with ample and excellent facilities, and a heavy, first-class stock is constantly kept on hand, including besides thoroughly screened coal in pea, nut, egg, and stove sizes; also best qualities of fine oak and hickory cord wood and kindling. Half a dozen or more men help are employed, while three wagons are in steady service supplying customers all over the city and vicinity, and purchasers here are assured of receiving full weight, and a superior article at rock-bottom prices in every instance, as well as prompt and satisfactory service, orders being delivered anywhere in and around town in the most expeditious and reliable manner. This prosperous business was originally established some thirty-five years ago by D. McCormick, who was succeeded several years later by J. V. Einstein, who was in turn succeeded by D. W. Cox, by whom it was carried on alone up to 1879, when he associated with him in partnership the present proprietor, and under the firm name of Cox & Schellenberger, the concern was conducted about one year, when Mr. Schellenberger assumed sole control. Mr. Schellenberger, who is a native of Harrisburg, is a young man of thorough reliability in his business relations, as well as of push, energy, and experience.

THE EASTERN BOOKSTORE, Becker & Brugger, Proprietors, No. 315 Market Street.—This house was established in 1889 by the present firm, and they are well versed and practically experienced in every department of their business. The store is spacious and commodious, being 20x75 feet in area, and is completely fitted up with a fresh stock of books of high and moral character, history, poetry, travels, science, stationery of all description, blank books, ledgers, day books, and every variety of account books. They also carry in stock the publications of "The United Brethren Publishing House," of Dayton, O.; and are the regular agents for the publication of this house in eastern Pennsylvania. Messrs. Becker and Brugger make a specialty of printing in all its forms. They are prepared at any moment to promptly fill orders and to enter into contracts, give estimates, and do a general line of job printing, in every case maintaining the highest standard of excellence as regards execution and accuracy. The individual members of the firm are Mr. W. F. Becker, who was formerly superintendent of the Central Book Store, and Mr. J. P. Brugger. Both gentlemen are natives of Pennsylvania.

GEORGE W. LOOKER, Wholesale and Retail Dealer in Fish, Vegetables, Oysters, Bananas, Etc., No. 200 North Second Street.—Mr. George W. Looker, who as a dealer in fish, vegetables, oysters, and fruits, has secured a substantial retail business, and built up a flourishing wholesale trade which comes from all the surrounding sections of country. He has been engaged in the business a long time, and for a period of five years was a member of the firm of Looker & Whitcomb, but since 1887, has occupied the premises, No. 200 North Second Street, where he has every facility for supplying all demands that may be made upon him. The premises are scrupulously neat and clean, and every day a fine display is made of fresh fish from the ocean, the bays, and rivers, and lakes, and also fresh vegetables of all kinds, and domestic and foreign fruits, including oranges, lemons, bananas, etc., and choice selected oysters of the very best quality. Mr. Looker has established splendid business connections in the seaboard cities, and through Pennsylvania, New Jersey, and the west, and is constantly receiving supplies direct from first hands and the producers, and can always name the very lowest prices. From three to five assistants are employed, and every attention is paid to customers, and marketing is delivered to any part of the city without extra charge. Mr. Looker is a bricklayer by trade, and as a business man, fair, upright, and honorable in all his dealings.

JOSEPH FORNWALD, Carpets, Etc., Corner Third and Cumberland Streets.—A prominent house engaged in the carpet and oil cloth trade is that of Mr. Joseph Fornwald at the corner of Third and Cumberland Streets, which was originally established by its present proprietor on Ridge Avenue in 1860, and was eventually removed to its present eligible location during July of the current year. The premises now occupied are neat and commodious, and are furnished with all modern conveniences that good taste and enterprise can suggest. The stock carried is of a varied and complete character, and includes a splendid assortment of Axminster, Wilton Velvet, Brussels, Ingrain and Turkey manufactured carpets, also China, cocoa and Napier matting, imported mats and rugs, carpe sweepers, window-shades, etc. In these goods Mr. Fornwald carries an extensive stock, received direct from the manufacturers, and shows an ample selection of all the standard designs in new shades and colors, a trade being transacted that extends throughout the state. Mr. Fornwald is a native of Lancaster County, and has resided in Harrisburg for the past three years, where he has made hosts of friends in consequence of his kind and courteous manners and undeviating probity.

S. M. MARSHALL, Insurance, No. 7 North Third Street.—Among the recognized successful insurance men in this line in this city is Mr. S. M. Marshall. He began business here in 1881 as the agent of the Penn Mutual Life Insurance Company of Philadelphia, and in 1887 gave up this to become the representative here of the Connecticut Mutual Life Insurance Company of Hartford Conn., which has had a most successful career, and which is now regarded as one of the most substantial and responsible insurance organizations in the country. From the outset its affairs have been managed with a prudence and conservatism that reflect the highest credit upon the organization, and in a manner that has won the confidence of the public. The company have in Mr. Marshall an energetic, indefatigable, and honorable representative. He is a native of Adams County, this state.

GEORGE ROBERTS, Analytical Chemist, No. 10 South Second Street.—Although a comparatively young man, and scarcely two years established, George Roberts, analytical chemist, has already won a reputation for skill and reliability second to none in his line in this city. Mr. Roberts is a native of Harrisburg, and is a thoroughly practical expert chemist of ample and successful experience in the exercise of his professional functions, graduating from the Rensselaer Polytechnic Institute, of Troy, N. Y. He is prepared to make chemical analyses of ores, minerals, metals, fluids, food products, and all substances, and guarantees absolute accuracy in every instance, special attention being given consultations and investigations; and all persons engaging this gentleman's services are assured of finding the same of an eminently satisfactory character.

BEATTY & SON, Keystone Marble and Granite Works, Fourth Street, near Market.—For beauty of designs, elegance of finish and artistic productions generally in marble and granite, or for promptness and reliability in executing contracts, none in the business in Harrisburg compare with Beatty & Son, "Keystone Marble and Granite Works." They turn out a class of monumental and architectural work, while their prices are of the most reasonable character. The premises occupied as office, works and yard are commodious, ample and completely equipped, and some half a dozen or more expert hands are employed in the concern, the proprietors exercising close personal supervision over every detail. The Messrs. Beatty, who are also agents for the United States Encaustic Tile Company, are prepared to furnish estimates on all classes of work in the lines indicated, and satisfaction guaranteed in every instance, monuments, headstones, marble and slate mantels being manufactured in the highest style of the art at short notice, while a large and first class assortment is constantly carried on hand, including everything in marble and granite, rough, squared and finished; tombstones, statuary, tablets, pedestals, coping, etc., cemetery work being a specialty. This prosperous enterprise was established at the present location in 1805 by J. Beatty, who conducted the business alone up to 1855, when he took in partnership his son, James Beatty. Mr. Beatty the elder is a gentleman of middle age and was born in Ireland, but has resided in this city since 1854, and the son, who is a young man, is a native of Harrisburg.

COOK, SWENEY & COOK, Dry Goods and Notions, No. 215 Market Street.—In the city of Harrisburg in the line of the finest dry goods and notions, a prominent position is held by the representative and progressive firm of Messrs. Cook, Sweney, & Cook, whose salesrooms are centrally located at No. 215 Market Street. This extensive business was established April 1880 by Messrs. L. W. Cook, J. H. Sweney and F. L. Cook, all of whom are thoroughly practical business men, fully acquainted with every feature and detail of the dry goods trade and the requirements of the most critical customers. The premises occupied comprise a spacious three-story building, 26x150 feet in area, fully equipped with every convenience for the accommodation and display of the valuable and well selected stock. The assortment includes silks, satins, velvets and dress goods laces, ribbons, kid gloves, dress trimmings, housekeeping goods, etc., which are offered at extremely low prices. The stock also includes ladies' and gents' furnishing goods, hosiery, linens, woolen, cottons, fancy notions, curtains, draperies, floor cloths, cloaks and suits and in fact everything usually found in a first class dry goods establishment. Twenty efficient and obliging clerks, salesladies, etc., are employed, and the building is lighted with electric lights. The goods of this popular house are unrivalled for quality, reliability and uniform excellence, and have no superiors in this city or elsewhere. Messrs. L. W. and F. S. Cook are natives of Massachusetts, while Mr. J. H. Sweney was born in Cumberland County, Pa. They are enterprising and honorable business men, who have gained the entire confidence of their numerous customers in all sections of the state.

JAS. H. W. HOWARD, Employment Bureau, No. 703½ N. Third Street.—Prosecuting an enterprise in this direction is the house of Mr. James H. W. Howard, which he established in 1887. Every branch of real estate agency, fire insurance, loans of money, and conveyancing are transacted, and acknowledgments are taken for nearly all of the states. The question of insurance has become of vast importance to property owners throughout the country, and closely concerns all branches of business. It protects both rich and poor, and enables industry and enterprise to secure the results of their labors. By the careful and prompt manner in which Mr. Howard's business is conducted in all its departments, his house has kept pace with the growth of the city, until now its operations are widely extended and its reputation firmly established. Mr. Howard also has relegated a portion of his time to the conduct of a first-class employment bureau, and furnishes situations to the unemployed of good character, or supplies honest and trustworthy employees to employers for all kinds of work. It has proved a boon to both parties concerned.

SW. FLEMING, Central Pennsylvania Jobbing House, Books, Stationery, and School Supplies, No. 33 North Third Street.—Mr. S. W. Fleming has had an active experience in this special line of trade dating back for upwards of twenty

years, and it is now sixteen years since he embarked in his present concern. This business was established over twenty-five years ago by Mr. S. H. Sieg, who in 1873 retired in favor of the present proprietor. The store, which is 25x100 feet in area, is central and convenient in location, contains an extensive and freshly assorted stock of all kinds of stationery, blank books, etc., etc. He keeps constantly on hand a large quantity of stationery of the most excellent quality, also school supplies. In blank books he has long made a specialty, and has secured the trade of many of our leading merchants and corporations. In printing he possesses every facility for the prompt filling of all orders in the highest style, and to the satisfaction of all concerned. Mr. Fleming constantly employs three skilled operatives and gives the closest personal attention to the filling of all orders, and is an excellent judge of the requirements of every branch of the trade, so that his goods are found to give entire satisfaction, while his prices are extremely moderate. Mr. Fleming is a native of Harrisburg.

JD. LEMER, Photo-Artist, No. 1218 No. N. Third Street.—Mr. J. D. Lemer was born in Cumberland County in 1869, and has resided in Harrisburg for the past twenty years. Here he thoroughly mastered every detail of his craft and in 1886 opened his present studio, which is fully equipped with every modern appliance known in photography, and admirably fitted and furnished for the comfort and convenience of his numerous patrons. The light backgrounds and other accessories necessary for a first-class establishment are perfect, and the excellence of the pictures here turned out, and their fidelity in every detail, place Mr. Lemer in the front rank of the profession. Photography in all its branches is here executed, and the best and finest class of work is promptly produced. Pictures are taken by the instantaneous process and thus patrons are enabled to obtain accurate and perfect pictures of themselves and their children. Mr. Lemer produces all kinds of work, from the carte-de-visite to the imperial cabinet, and his business is conducted on the basis of courtesy and reasonable charges.

FRANKLIN HOUSE, Frank Dietrich, Proprietor, No. 217 Walnut Street.—This deservedly popular hotel offers peculiar attractions to that most discriminating class of the travelling public, merchants, commercial travelers, and theatricals, who find here every comfort and accommodation, to say nothing of the cuisine, which is the very best and most substantial the markets and the seasons afford. The Franklin is a large and commodious brick building, three stories high, and containing twenty eight well ordered and airy bedrooms, with an excellent bar attached, and possesses every modern accommodation that aids to render the stay of guests comfortable and pleasant. This is by all odds one of the most popular and cozy hostleries to be found in the city. The theatrical rates are, \$1 per day; fire extra. The Franklin has been a noted hotel for more than forty years, and for twenty-one years the proprietor has been Mr. Frank Dietrich, a native of Dauphin County, this state, and a most genial, widely known, and popular host.

GEORGE WHITCOMB, Wholesale and Retail Dealer in Fresh Oysters, Vegetables, and Foreign and Domestic Fruits, Corner Front and Market Streets.—A prominent and responsible merchant of this city is Mr. George Whitcomb, the well known wholesale and retail dealer in fresh oysters, vegetables, and foreign and domestic fruits. This popular and prosperous concern was originally established in 1831 under the firm style of Lucker & Whitcomb, and under this title the business continued to be conducted until 1888, when the partnership was dissolved, Mr. Whitcomb purchasing his partner's interest in the concern, and assuming sole control of the enterprise. Since then he has developed the trade to large proportions. The store occupied has a width of 25 feet and a depth of 75 feet, and is appropriately fitted up and provided with every convenience for facilitating business. A heavy stock of fresh oysters, vegetables, and seasonable foreign and domestic fruits of all kinds is always to be found here at bottom prices. Courteous assistants are employed and deliveries are promptly made in all parts of the city. Mr. Whitcomb is a native of Cumberland County, but a long resident of Harrisburg, and one of the most successful of its young business men.

THEO. F. SCHEFFER, Bookseller, Printer, Bookbinder, No. 21 South Second Street.—The oldest book store, printing and bookbinding establishments extant in the city of Harrisburg, and which merits special mention in this review of the city's business interests, is that of Mr. Theo. F. Scheffer, located at No. 21 South Second Street. For more than three score years this house has been noted for the character of the work turned out in all branches of the trade, and the admirable business system which has always characterized its operations from the start. The founder of the business was Mr. G. S. Peter, who was succeeded by Messrs. Scheffer and Lutz. This firm was reorganized and became Scheffer & Beck. In April 6, 1883, Mr. Theo. F. Scheffer died, and it has since been continued in the name of estate of Theo. F. Scheffer, under the management of his sons, who were raised in the business and are thoroughly familiar with all its details. They are thus acquainted with the wants of the customers of the house, are prepared to attend to their interests and to carry out their orders on the old lines. The book store is filled with school books, tablets, pencils, fountain pens, bibles, legal documents of all kinds, inkstands, writing papers, pocket books, and in fact everything kept in a first-class bookstore. Orders received for wedding and visiting cards in the store. The premises occupied are commodious, and contain the latest improved steam power presses, cutting machines, type, printing materials of all kinds, and bookbinders' tools and appliances of every description. All kinds of printing, plain and artistic from a card to a newspaper, are promptly executed here in the most finished style and at prices which will appear most reasonable, considering the quality of the work turned out. Every description of bookbinding is also executed to order, and special attention is given to the binding of music, magazines, Sunday School libraries, blank books, old books, etc. Experienced operatives are employed in the various departments, the charges are reasonable and the work first-class.

H. B. MITCHELL & CO., Sales Agents Philadelphia and Reading Coal and Iron Company, No. 5 North Second Street.—One of the leading representatives of the coal trade at wholesale in the state is the old and widely known house of Messrs. H. B. Mitchell & Co., and the largest concern in the line in Harrisburg. Mr. H. B. Mitchell is a native of Philadelphia, who established this business in 1807, beginning as sales agent for the Philadelphia and Reading Coal and Iron Company. He handled all grades of the company's coals, selling both at wholesale and retail, until in July, 1889, he sold out his retail business, in order to more fully cope with his great and growing wholesale trade. He sells by car and larger lots direct to the dealers, manufacturers, and large consumers of this city and of the Cumberland Valley, and Shenandoah Valley, and offers the most substantial inducements as to prices, quality, and prompt delivery up to standard. He is a recognized authority in the wholesale coal trade, and is a most capable and enterprising merchant. The principal brands of coal handled by him are the red ash of Lykens Valley, direct from the celebrated collieries of Brookside, Lincoln and Kalmia; Shamokin free burning white ash coal; Lorberry, another popular free burning white ash coal, Schuylkill white ash, either hard or free burning. He sells thousands of tons of the above annually, and which form an admirable fuel for all purposes. He likewise ships bituminous coal and Connellsville coke, and manufacturers and the trade will consult their best interests by placing orders here. Mr. Mitchell is an influential and respected citizen. He is largely interested in various important enterprises and is a director of the Harrisburg Electric Light Company, and of the Harrisburg Steam Heating and Power Company, while he is an active member of the Harrisburg Board of Trade, and has been elected a trustee of same, faithfully discharging the duties thus devolving upon him. To him is due the development of a very large wholesale coal trade here, and in numerous ways he manifests a public spirited policy which greatly benefits Harrisburg.

HARRISBURG FIRE BRICK WORKS. Henry McCormick, President; P. G. Wikel, General Superintendent, No. 45 South Second Street.—One of the most ably conducted and prosperous industrial enterprises of this beautiful city are the "Harrisburg Fire Brick Works, which were established in 1869 under the existing style, a copartnership having been formed by Messrs. Henry McCormick, Mr. George Wolf Buchler and Mr. Theodore G. Calder, all widely and favorably known citizens and business

men. The industry was begun under the most favorable auspices, and has had a most creditable existence, the product of all sizes and shapes of fire brick and linings, proving superior in every respect, and affording the utmost satisfaction to both furnace men, foundry, and the stove trade, etc. The works are conveniently located on South Second Street, and comprise a fine building, 60x125 feet and an "L" of 100 feet, fully equipped with the latest improved machinery and appliances. There are four modern built kilns, and the works have a capacity of over 2,000,000 of bricks per annum, with a permanent trade developed throughout Pennsylvania, Maryland, Virginia, West Virginia, etc. The works are under the able and experienced management of Mr. P. G. Wikel, general superintendent, a business man of the soundest judgment and marked executive capacity. The works have all facilities including direct transportation via Pennsylvania Railroad, and brick are shipped in car lots or less at lowest possible rates. The best possible consistency of clay is always used, workmanship and burning are of the most skillful, thorough character and these fire bricks are unquestionably the finest in the market.

RUSS, BATES & VANCE, Wholesale Dealers in Foreign and Domestic Fruits, Produce, Etc., Nos. 13 and 15 North Market Street.—This business was established in 1881 by Powell & Co., who were succeeded in 1890 by Messrs. Russ, Bates & Vance. The copartners, Messrs. Wm. Russ, W. M. Bates, and Robt. H. Vance, are recognized authorities in the fruit and produce market, and possess an intimate acquaintance with the requirements of dealers and the general public. The firm sells on commission all kinds of foreign and domestic fruits, potatoes, butter, eggs, cheese, poultry, game, and general produce. Their connections in the best producing sections of Pennsylvania, New Jersey, New York, Ohio, and the west are of the most influential character, while their facilities for reaching the best classes of buyers are perfect. Quick sales and prompt returns are made, and the very highest market prices obtained for consignments of first-class produce, so that shippers may always place implicit confidence in this responsible firm. The premises occupied comprise a spacious floor 60x125 feet in dimensions, fully equipped with every convenience for the successful conduct of this steadily increasing business. The firm make a specialty of foreign and domestic fruits, and guarantee entire satisfaction to patrons. Messrs. Vance and Russ are natives of Philadelphia, while Mr. Bates was born in Harrisburg. Messrs. Bates and Russ were formerly members of the firm of Russ & Co. All the partners are prominent members of the Harrisburg Board of Trade, with which they have been identified many years.

J. J. SANTO, Coal and Wood for Family Use, Office and Yard, Broad and Cowden Streets.—Among the old established business houses identified with the growth and development of Harrisburg, is that of Mr. J. H. Santo, dealer in coal and wood. The business here was originally founded in 1875 by Messrs. Hoag & Well, who, in 1881, disposed of it to Mr. Santo. This gentleman had previously been engaged in the grocery business in the city for a quarter of a century, and when he took hold of the management of his present enterprise, he at once established the most favorable relations with colliery proprietors for securing abundant supplies of coal on the most advantageous terms, and sharing advantages liberally with his patrons, he soon largely increased the patronage of the establishment. He has a neatly appointed office, and a yard, with an area of 100x100 feet. The latter is provided with all necessary shedding, and every modern facility is at hand for the economical and speedy handling of coal and wood of the best quality for family use. All coal is carefully screened and freed from slate and dirt, and honest weight are assured, while the prices charged are placed at the lowest point consistent with a living business. Wood is split and sawed in any sizes desired, and all orders are promptly filled. Two teams and four workmen are permanently employed. Mr. Santo is a native of the city.

FREDERICK H. DeHAVEN, Wholesale and Retail Hardware Merchant, and Dealer in all kinds of Paints, Oils, Glass, Etc., No. 424 Market Street.—Among the substantial houses in the hardware trade located here we wish to direct attention to that of Mr. Frederick H. DeHaven which was established in April 1886. Mr. DeHaven is a young man popularly known in this community having been born here and for some years was with the firm of Gilbert & Son. He is well versed with all the details of the trade

and as a business man is persevering, energetic, thoroughgoing, reliable. The premises occupied measure 25x75 feet and are replete with every convenience for the proper conduct of the business while the stock is large and complete in every department and embraces in its variety shelf and heavy hardware, and everything in the line required by builders, mechanics, and farmers, tools, and farm and garden implements; carriage, blacksmiths', cabinet-makers' and locksmiths' supplies; nails and housekeeping hardware of every description. There is also a full and complete stock of white leads, paints, dry and in oil, and ready mixed for use; and turpentine, oils, glass, putty, and painters' supplies and materials generally. Mr. DeHaven also makes a specialty of all the various patented devices belonging to the hardware trade and keeps his stock up to a full standard, fresh invoices coming in constantly. The operations are conducted on both a wholesale and retail basis and the amount of business transacted, very heavy, extending to all the adjacent sections, is of a permanent and solid character.

JOHN D. KINNEARD, Alderman, No. 21 North Third Street.—One of the most noted and prominent business men and citizens of Harrisburg is Mr. John D. Kinneard, who is an alderman for the third ward of the city, a conveyancer and collection agent. This gentleman was born in Franklin County, this state, and has resided in Harrisburg for the past thirty-five years. He, in 1837, applied himself to learn the printing trade. He was subsequently one of the proprietors of the Chambersburg Cumberland Valley Sentinel and has held the position of foreman in the State Printing Department, and has always been more or less identified with the printing business, and is now the proprietor of a commercial job printing office. He has been in business since 1840, and is pushing, energetic, and reliable. He is widely known as an expert conveyancer and collection agent, and has his office on the second floor of the building No. 21 North Third Street. Here he attends to the drawing up of all kinds of real estate conveyances, mortgage deeds, and other legal papers and to the collection of debts, for which he possesses facilities and connections unequalled by those of any contemporary concern. Mr. Kinneard promptly follows and collects claims in all the principal cities and towns of the United States. All moneys received are paid over immediately. There are no delays or annoyances; and merchants who desire cash return for heretofore "uncollectable bills" would do well to place the same in the hands of this efficient and thoroughly reliable concern. Mr. Kinneard has for the past ten years been an alderman of the third ward of Harrisburg.

COCKLIN BROS., Opticians, No. 28 North Third Street.—Among the new establishments that have recently been opened in this city there are none whose prominence is more deserving of notice than that of Messrs. Cocklin Bros. The store is very handsomely and attractively fitted up with plate glass show cases and new style fixtures and well stocked with a choice assortment of spectacles, eye-glasses and optical goods, etc., the assortment being larger and better than that of any other establishment in the city. Their lens grinding department is one of the most perfect in this country. They do all of their own grinding and grind lenses to correct all known defects of the eye. Mr. R. T. and C. C. Cocklin the copartners are opticians of long experience and were graduated from Bucklin's "School of Optics" in the city of New York, and have wide reputation throughout this section of the state for their skill and proficiency. They are experts in fitting glasses to suit the sight of the eye and never fail to give the very best satisfaction. Particular attention is given to examining the eyes and correcting errors of refraction by the use of proper glasses and it should be said to the Messrs. Cocklin Bros., credit that they are always successful. Prices are moderate and all work and glasses will be found strictly as represented. New glasses are put in old frames and spectacles and eye-glasses are repaired. Both members of the firm are natives of York County, and previous to locating in this city in June last they were in business four years in Phillipsburg, N. J.

HENCH & STUART, Importers and Jobbers in Notions, Hosiery and White Goods, Nos. 24-26 South Second Street.—This widely-known and responsible house which was established in 1871, is the largest and leading establishment of the kind in this city, and has a flourishing business connection, the trade,

which is of a wholesale character entirely, extending throughout Central Pennsylvania. The firm occupy three 40x100 floors with ample and excellent facilities for the storage and display of stock, while a dozen or more clerks and salesmen are employed with six representatives on the road. A vast, varied and elegant assortment is constantly kept on hand, and include a number of new and attractive novelties in laces, embroideries, and kindred delicate fabrics; superb dress trimmings, silk ribbons, plushes, satins, ruching, ruffing, yarns, worsted, etc.; knit goods, underwear of every description, corsets, gloves, hosiery in great variety, umbrellas, parasols and fans; fine dress shirts, collars and cuffs, suspenders, handkerchiefs, toilet articles, jewelry, fancy goods and a general line of ladies' and gents' furnishings, exceptional bargains being offered in jobs lots and all persons having dealings here are assured of finding the same of an entirely satisfactory character. The copartnership consists of Messrs. N. I. Hench and W. C. Stuart and the estate of W. P. Stuart, Messrs. Hench and Stuart, are gentlemen of energy, enterprise, and experience, and are thoroughly conversant with the trade.

CHAS. T. GEORGE, Druggist, No. 1306 North Third Street.—Mr. Chas. T. George possesses a neatly and handsomely arranged drug store fitted up with elaborate show-cases and counters, and made attractive by the elegant manner in which it is arranged. The stock is very complete, and includes a full assortment of pure, fresh drugs, chemicals, and also other requisites in the line of perfumery and toilet articles, and all the leading proprietary medicines of known merit and reputation. This house was originally established by its present proprietor in 1869, and from that date to the present has always, and deservedly enjoyed a liberal and substantial patronage. Mr. George is a duly capable pharmacist of upwards of thirty years' practical experience, and makes a specialty of compounding physicians' and family recipes, with the strictest care and attention from pure drugs, according to the rules of the American Pharmacopoeia. A first-class soda water fountain is attached to this establishment, and every effort is made that everything emanating from this house shall be strictly as represented. Mr. George is of German nationality, now a resident of America for the past thirty-nine years, ten of which he passed in Philadelphia, and the remainder in Harrisburg.

J. I. DIPNER & BROTHER, Groceries, No. 2 N. W. Corner Market Square.—This enterprise was founded by the present proprietors in 1881, and in the interval it has become one of the most popular and best patronized family supply stores in the city. The name is familiar to all and represents all that is substantial, and reliable, and the firm are recognized by the best families in the city and surroundings as dealers in the very choicest foreign and domestic groceries, table delicacies and luxuries, rare wines, cigars, etc., and importers of all the choicest food products from the four quarters of the globe, including the very best teas, coffees, etc., brought into the country. The store has an area of 25x75 feet, is handsomely fitted up and contains a full and complete stock in the various lines mentioned. The large trade done necessitates the frequent replenishing of the stock, which is thus maintained at the highest standard of freshness and excellence. Courteous assistants promptly attend to the wants of patrons, and all orders are satisfactorily filled. Both members of the firm are natives of Dauphin County, this state.

SHARON STEPHENS, Coal Merchant, Corner Third and Broad Streets, and No. 422 State Street.—A new addition to the ranks of Harrisburg's leading coal dealers is Mr. Sharon Stephens, who has recently opened an office for the transaction of business at the corner of Third and Broad Streets and No. 422 State Street. He is here prepared to fill all orders for the choicest coal from the Lehigh, Scranton and Lackawanna mines, American and English cannel for open grates, etc. Mr. Stephens is a native of Harrisburg, and though still a young man his facilities and connections with the coal trade are such that he is at all times enabled to quote bottom prices to consumers, and see that orders are promptly delivered either by the ton, cargo or load as the case may be. Thoroughly acquainted with the wants of the market, he cannot fail to succeed in his undertaking, being in the position to offer buyers all advantages that result from a clever combination of skill, capital and experience.

W H. DETWEILER, Wholesale and Retail Dealer in Pennsylvania and Maryland Pure Rye Whiskeys, Imported Gins and Brandies, No. 427 Market Street.—Among the wholesale and retail liquor houses in this city, that of Mr. W. H. Detweiler is one of the best known in the trade. Its foundation dates from 1868, when it was established by Mr. H. Detweiler, who conducted it up to the time of his death in 1874. It was then continued for a period of about thirteen years by his estate, and afterwards came under the sole control of his son, the present proprietor, who has since very materially increased the stock and extended the trade. The premises consisting of a spacious store, 25x75 feet in area, with basement, are in every way well adapted to the purposes of the business, and afford ample facilities for carrying a large stock. A special feature is made of pure old Pennsylvania and Maryland rye whiskeys, and also Bourbon, whiskey, and high grade imported brandies, and gins, and liquors of all kinds. Mr. Detweiler has a heavy stock of goods in bond and in the store and can always quote prices that cannot be otherwise so satisfactory to the trade. Mr. Detweiler was born in this city, and is widely and popularly known as a liberal, enterprising business man.

W R. HUGHES, Wall Paper and Window Shades, No. 23 South Second Street.—The house of Mr. W. R. Hughes was founded in 1886, and is distinguished by its large stock of the most artistic patterns and best manufacture. These paper hangings, window shades, etc., are procured direct of

the manufacturers and are offered to patrons at prices which will compare favorably with contemporaneous houses. The premises occupied are very attractive and commodious, and are completely stocked with a full assortment of paper hangings, window shades, walnut and gilt cornices, etc. Mr. Hughes being a thorough artist is able to carry out any orders that may be entrusted to him with fidelity and ability. Mr. Hughes is a native of Harrisburg, and is greatly respected by the community for his enterprise and honorable dealings.

I I. COHEN, Stationery, Musical Instruments, Rubber Stamps, Etc., No. 490 Market Street.—This business was founded some fifteen years ago by Mr. Montgomery, who was succeeded by Mr. Samuel Zollinger and by Mr. J. J. Maguire. In April, 1889, Mr. I. I. Cohen, became sole proprietor. The premises occupied are commodious and attractive, and are completely stocked with a large assortment of staple and fancy stationery, cards, books, albums, musical instruments in great variety, novelties, etc. Mr. Cohen makes a specialty of manufacturing rubber stamps to order, he likewise is agent for the Demarest's patterns. The stock is always complete in every department and something new, beautiful and useful can always be found in his store. Mr. Cohen was born in Russia, and enjoys the confidence and esteem of all who have had dealings with him.

INDUSTRIES AND WEALTH OF YORK, PENN.

IT is said that the vast tide of emigration which yearly flows to the great west would be considerably lessened if the advantages of many places nearer home were better known. Facilities for transportation, low rents, cheap food, good educational and religious and social opportunities give chances which enterprising men know how to utilize. One of the places which offers such advantages in uncommonly generous measures is the famous old city of York, the county seat of York County, Pa. York has enjoyed uninterrupted prosperity during the century or more she has had a corporate existence. Workingmen are kept busy the year round. Stores always enjoy lively trade. Manufacturers always have orders enough to keep their shops humming with the ceaseless movement of industry. York, in fact, is one of the most thriving cities of its size in the commonwealth of Pennsylvania, and manifests a greater degree of enterprise in the direction of manufacturing than many more favorably conditioned communities.

EARLY HISTORY.

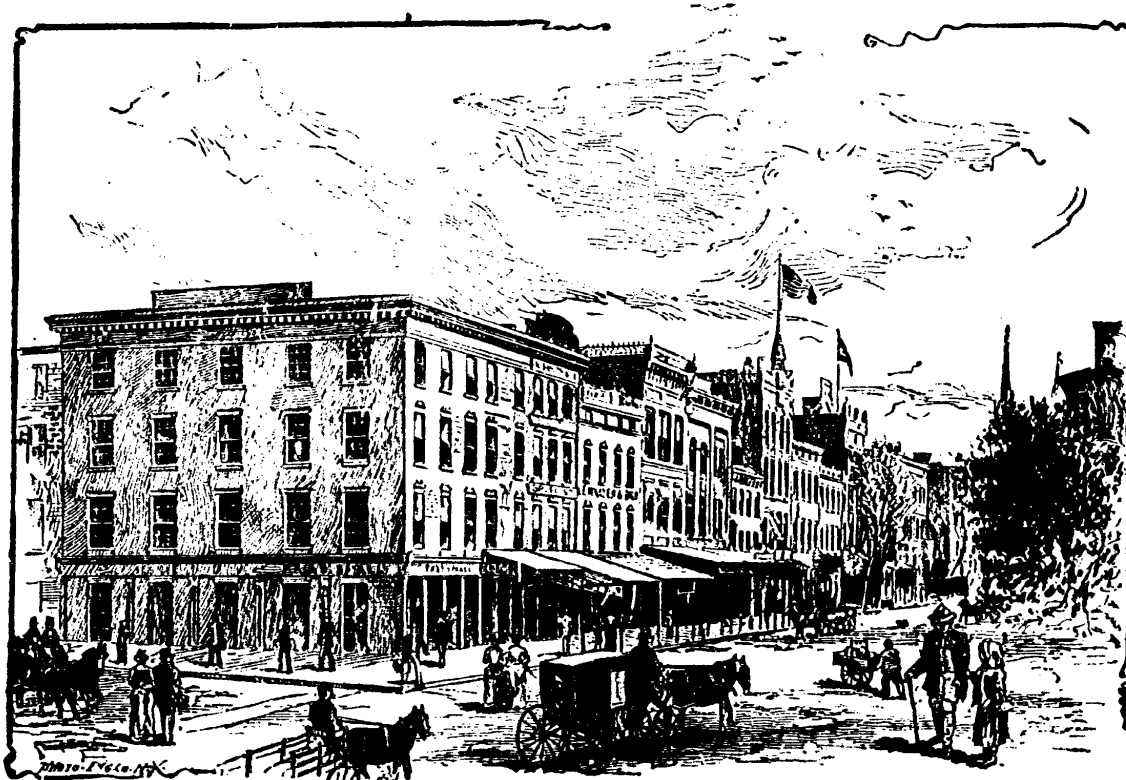
The borough of York is by no means the earliest settlement of the county. Although there were many habitations in its neighborhood, yet so late as the year 1740 there was not one building within the present limits of the city. The "tract of land" on both sides of Codorus creek, within the manor of Springettsbury, upon which the town was to be laid out, was, by the special order of the proprietors, Thomas and Richard Penn, surveyed by Thomas Cookson, then deputy surveyor of Lancaster County, in October, 1741. The part east of Codorus was immediately laid out into squares after the manner of Philadelphia. The proprietors gave

"tickets" to each person who wished to acquire a lot. These tickets were transferable; the owner might sell them, assign them, or do what he pleased with them. The possessing a ticket was by no means the same as owning a lot. It only gave a right to build, to obtain a patent; for the lots were granted on particular conditions, strenuously enforced. One of the usual conditions was this, viz.: "That the applicant built upon his lot, at his own proper cost, one substantial dwelling-house, of the dimensions of sixteen feet square, at least, with a good chimney of brick or stone, to be laid in or built with lime and sand, within the space of one year from the time of his entry for the same." A special rent of seven shillings sterling per lot was to be paid to the Penns. When the applicant had built, or in some cases had begun to build, he received, if he so wished, a patent. But this patent most explicitly stated the conditions; and if these conditions were not fulfilled, he was deprived of his lot and it was granted to some one else. The buildings proceeded slowly, for, though many took up lots, few were enabled to fully comply with the conditions. The consequence was, the lots were forfeited, and thereby honest industry discouraged. It appears from a statement made by George Stevenson, April 10th, 1751, that at that time there were fifty lots built on agreeably to the tickets. Three of these lots were then occupied by churches, viz.: two by the German Lutheran, and one by the German Reformed. Hence, there could not have been at that time more than forty-seven dwellings in the town, and many of them must have been truly miserable. The early settling of Yorktown was one continual scene of disturbance and contention; there were warring rights and clashing interests. It often happened that different men wanted the same lot, and when the lot was granted to one, the others were watchful to bring about a forfeiture. The loss of lots by not fulfilling conditions was for a long time a serious evil concerning which clamors were loud. On September 24th, 1787, was erected the "Borough of York." The first burgesses were Henry Miller and David Cantter, whereof the former was chief burgess. The first assistant burgesses were Baltzer Spengler, Michael Doudel, Christian Lauman, Peter Mundorf, David Grier, and James Smith. The first high constable was Christian Stoer, and the first town clerk was George Lewis Leoffler. About the year 1814, a considerable addition was made by the heirs of John Hay, deceased, in the northern part of the borough, known by the name of "Hay's addition." There is no part of Pennsylvania where the love of liberty displayed itself earlier or more strongly than in the county of York. Military companies were formed in York while the people of the neighboring counties slept. In those days there were men here of broad breast and firm step, who feared no power and bowed to no dominion. The first company that marched from Pennsylvania to the fields of war was a company of riflemen from the town of York; they left the place on the 8th of July, 1775. York County sent out more soldiers during the Revolution than any one of her neighboring sisters. Fairs were held in York in olden time. There were many negroes owned here by the early inhabitants, before the abolition of slavery in this state. In 1803 the negroes in or near York conspired to set fire to the town, and had well nigh effected their purpose; fires broke out every day for three weeks. At length one of them carried an open pan of coals at noonday and threw it on the hay in her master's barn. She was seen, and confessed she had done it, in concert with others, to fire the whole town, "at 12 o'clock;" but she had mistaken 12 o'clock at noon for the same hour at midnight. A Lutheran congregation was formed in the Codorus Valley as early as 1773, by emigrants from Wurtemberg, although they had no settled minister. Twenty-four families enrolled their names in the baptismal record-book, which is still preserved. Among these venerable twenty-four founders of the congregation, all of whom have long since mouldered in the grave, we find many whose descendants at the present day may be traced by their names. Such are Christian Groll, Philip Ziegler, Heinrich Shultz, John Adam Diehl, Martin Bauer, George Adam Zimmermann, and others. The first church in York was built by this congregation, in 1744 of wood. The Episcopal congregation was formed about the year 1765, under Rev. Thomas Minshull, and a church was built by lottery during the Revolution. One of the clergymen who occasionally visited at this church, Rev. Mr. Batwell, of Adams County, was ducked by the people of York in Codorus creek for being a tory, and was further imprisoned and abused by the people of his own neighborhood. He was an accomplished scholar and a good man. He returned to England, where he died. Queen Caroline, of England, presented a bell to this church in 1774, but by some means it got into the cupola of the old courthouse, and no doubt served to call a rebel congress together in 1778. The Presbyterian congregation had no separate house of worship at York till 1789, when a brick church was erected under the ministry of Rev. Robert Cathcart, who also officiated at Hopewell, formerly called the Round Hill Church. The German Reformed congregation was formed in the county at a very early day, and erected the second church in York, of wood, about the year 1746. The Theological Seminary of the German Reformed Church, first started in Carlisle in 1826, was removed to York in 1828, but has since been

transferred to Mercersburg. The Roman Catholic congregation, St. Patrick's, first worshipped in a stone dwelling-house presented to them by Joseph Smith about the year 1776, and altered into a church; but they had no regular priest until Rev. Lawrence Huber came to them in 1810. The Moravian Church was formed in 1750, under the ministry of Rev. Philip Mauret, and erected their first church in 1756. The first Methodist preacher who visited York was the celebrated Freeborn Garretson, on the 24th of January, 1781.

TOPOGRAPHY, ETC.

York, the seat of justice for the county of York, as already stated, is situated on the banks of Codorus creek, eleven miles from the Susquehanna, and is surrounded by a fertile and well cultivated limestone region. The town is supplied with wholesome spring water by a company incorporated in 1896. The Codorus creek is



Centre Square and East Main Street.

made navigable by a series of slackwater pools and locks, completed by a company in 1833, from this place to the Susquehanna. A railroad completed about the year 1838 affords easy and daily access to Baltimore; and another at Columbia, completed about the year 1839, makes direct connection with Philadelphia. York is distant from Harrisburg twenty-five miles, from Columbia eleven, from Philadelphia eighty-three, and from Baltimore fifty-six. Originally the principal trade of the town, as well as the county, was transacted with Baltimore; to-day, more especially in the line of agricultural implements, it may truly be said to cover the Union, Baltimore figuring as a distributing point for York manufactures to all sections. Turnpikes radiate from York to Baltimore, to Gettysburg, to Columbia, and to Harrisburg.

MANUFACTURES AND COMMERCE.

As a manufacturing and distributing point York has many very great advantages, and her claims in this respect should not be lost sight of by those who are about to engage in business of any kind. Fully alive to the fact that permanence of prosperity of any community lies in the possession of a diversity of manufacturing enterprises, the people of York have fostered and encouraged without stint the location here of industrial establishments, into the management and direction of which great energy and skill have been imported. Adequate and valuable water-power advantages are afforded manufactories by the Codorus and other creeks, and by the

Susquehanna river; and the railroad facilities bring to the doors of the manufactories cheap fuel and raw materials, and carry at small cost manufactured goods to the principal marts of the country. Agriculture would seem to have been the primal industry which occupied the attention of York's first settlers; but she unquestionably owes her rapid growth of later years to the introduction of manufactures. Though there may be prejudices against such branches of industry, and some have regarded manufacture as hostile to agriculture, we are persuaded there is no natural antagonism between the two. The manufacturer and mechanic must subsist on the products of the soil, and their presence in an agricultural district not only creates a demand for the product of the farmer, but brings the market to his own door. The York County farmer, with his broad acres of grass and grain, not only finds a market for his great staples by the increase in population, but can dispose of his vegetables, fruits, and other smaller articles, for which there was formerly little demand. The cost of living, too, in York is cheaper than in most other cities of its size in the state, although there is ample opportunity for any one to spend his money as lavishly as he pleases. Rents are lower than in most other places, and the accommodations for the middle classes much more convenient and complete. Labor of all kinds, skilled and unskilled, is comparatively cheap, not only because rents are low, but for the reason that a larger proportion of wage-workers live in their own houses than is usual elsewhere. The large shops of the Pennsylvania Agricultural Works are located here, to say nothing of similar ventures of a less pretentious type such as foundries, factories, carriage works, planing mills, saw mills, tobacco and cigar factories, and numerous other like industries. Capital, and push, too, have given York good stores, wholesale and retail; the stocks of dry goods, groceries, boots and shoes, hats and caps, hardware, stationery, crockery, etc., being rich and varied, and, as the freight rates are low, prices are, too, so that people from the surrounding townships come here to buy, while the wholesale trade serves many sections at considerable distances. The business men are so fully alive and attentive to the wants of the community, that there is no necessity for going outside to get anything, for here everything that can be required by a family can be had, of the latest pattern and fashion, and at prices which compare favorably with those ruling in Philadelphia or Baltimore. These enterprises are managed with considerable energy and success, and so long as the commercial interests of York are in the hands of such men as her present merchants, a large measure of prosperity is assured to this favored city.

POPULATION AND PROSPERITY.

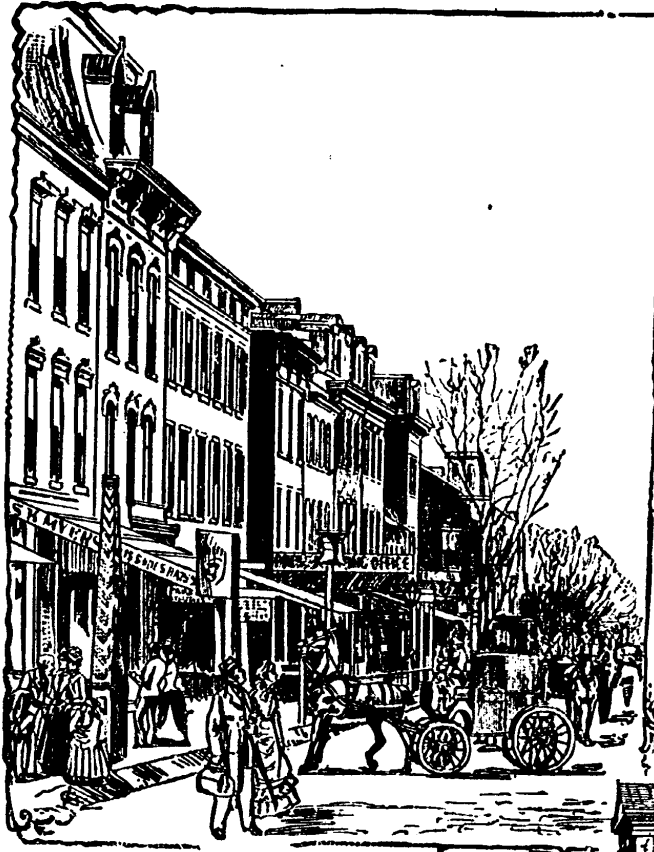
The permanent population is rapidly increasing annually, and the ratio of gain is now certain to increase rather than diminish. This is all the more remarkable, and carries its own comment, when it is stated that the population increases faster than the business. The population in 1790 was 2,076; in 1800, 2,503; in 1820 3,545; in 1830, 4,216; in 1840, 4,799; and during the succeeding four decades, that is, up to the census of 1880, it had almost quadrupled; and to-day the population may be safely rated at upwards of 20,000 souls. The assessed valuation of mill property has been considerably advanced during the past decade; the number of wholesale houses has been nearly doubled; banking capital has been augmented; the number of dwellings has been largely multiplied; money has been liberally spent on public improvements; manufacturing establishments have steadily grown in number; new enterprises have sprung up, and new resources of wealth have been developed.

EDUCATION, ETC.

The efficiency of the public-school system common to the State of Pennsylvania has one of its best exemplifications in York. Her schools take high rank among those of the Keystone Commonwealth. The system of education, as here in operation, is simple, thorough, and complete. Pupils may ascend from the lowest form in the primary schools through the intermediate and grammar to the high school, whose studies provide an ample equipment for any of the academic and collegiate institutions of the State or Union. The school attendance is large, and has steadily increased in direct ratio with the growth of population. Besides these, a number of private schools, some of them devoted to specialties, are distributed over the city. Absorbed as the people of York are in commercial, mercantile, and agricultural pursuits, they nevertheless find time and money to devote to beneficent and charitable enterprises. No city of the state of the same age and size has juster reason to be proud of the general regard given to the demands imposed by the suffering, destitute, and afflicted, from which no community is or can be free. Many of these institutions have been originated and are managed by the various religious organizations, women being active and prominent here, as everywhere else, in this noble and necessary work. The water supply of the city is abundant and excellent; the fire department is voluntary, its

service prompt and efficient, and has always been found equal to any and every emergency. The drainage and sewerage system of York is one of the best in the state, being materially aided by the natural advantages of its location. This is one cause of the high degree of general health enjoyed by its inhabitants, another being found in the exceptional purity of its water, analysis showing it to be devoid of typhoids and similar impregnants.

The government of the city is wise and economical. It is not burthened with debt, its bonded indebtedness amounting to a mere trifle per capita of the population. A better or more prosperous showing than this it would be difficult to find. Real-estate operations—if the word “operations” may be used in this connection—have been conducted with a steadiness of purpose and long reach of foresight and keen appreciation of popular demand which have produced excellent results for property-holders, and bid fair to do still more in the near future. No attempt has been made to thrust ground into the possession of those who were not eager to purchase it, and who would not prove good occupants, for those



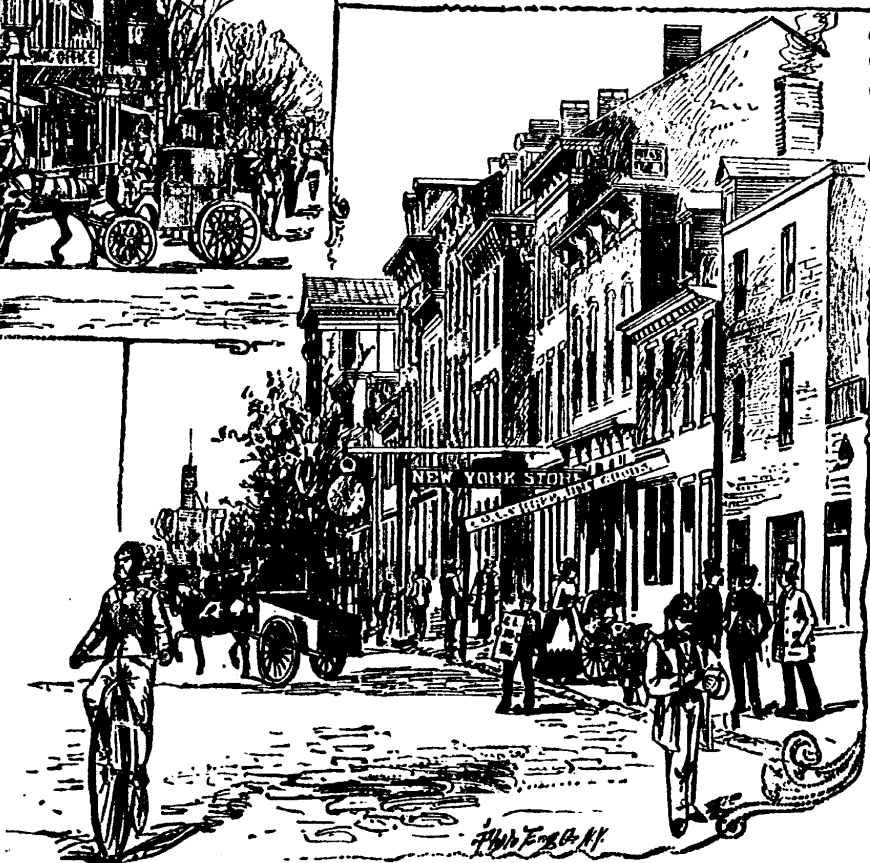
North George Street.

who have sold land have, in the majority of cases, let it leave their hands only where it would serve as a foothold for new-comers with capital, enterprise, and good habits, thus solidly increasing the general prosperity.

YORK COUNTY.—PAST AND PRESENT.

Viewed from an historical standpoint the county and county-seat are in a measure so closely allied, that it seems to us that a few

words in relation to the shire as well as the centre of its judiciary would hardly be deemed irrelevant or out of place in a sketch of this character. York County was separated from Lancaster by the Act of August 9, 1740. Its limits were curtailed by the separation of Adams County in 1800. Length, 31 miles; breadth,



South George Street.

29 ; area, 900 square miles. The surface of the county, though not mountainous, is generally hilly ; the South Mountain, here broken into many irregular spurs, lies near the northwestern boundary ; the Conewago Hills, a branch of the South Mountain, cross the county, near York Haven ; the Pigeon Hills rise in the western part of the county ; and the southeastern corner is occupied by a chain of slaty and sandstone hills. Among these hills are the "York Barrens," a name given to the slaty lands here, not on account of their want of fertility, but from the circumstance that the original settlers found immense tracts entirely denuded of timber by the annual fires kindled by the Indians for the purpose of improving their hunting-ground. A strip of limestone six or seven miles wide crosses the county about the centre, from northeast to southwest. This tract is covered with rich farms, which have been brought into an admirable state of cultivation by the German farmers. Deposits of iron ore are found in several townships, particularly in Windsor and Upper and Lower Chanceford. Indications of copper exist in a number of places, and particles of gold have been found, but all efforts to find any valuable deposits of these two metals have proved hitherto delusive. Roofing slate has been obtained from the quarries in Peach-bottom township. This county is finely watered: the Susquehanna flows for more than fifty miles along the northeastern boundary, and its natural facilities for navigation are improved by the Pennsylvania and Tidewater canals, and a canal around Conewago Falls. Conewago Creek, a large stream, with its branches drains the northern portion of the county ; Codorus Creek, improved by slack-water navigation, flows through the centre, past York, and Muddy Creek drains the southeastern section. These streams flowing through a hilly country, furnish an abundance of mill sites. The German race and the German language predominate throughout the centre of the county ; the descendants of the Scotch-Irish occupy the region of the Barrens ; and the descendants of the original Quaker settlers from Chester County are found about Wrightstown, and in the northern corner of the county. All these three classes have inherited the industrious and thrifty habits of their fathers. The earliest settlers were English ; these were soon succeeded, however, by vast numbers of German emigrants. Most of the German emigrants settled in the neighborhood of Kreutz Creek, while the English located themselves in the neighborhood of the Pigeon Hills. In the whole of what was called the "Kreutz Creek settlement" (if we except Wrightsville) there was but one English family—that of William Morgan. The early inhabitants of the Kreutz region were clothed for some years altogether in tow cloth, as wool was an article not to be obtained. Their dress was simple, consisting of a shirt, trousers, and a frock. During summer a shirt and trousers formed the only raiment. In the fall the tow frock was superadded. In winter the dress was adapted to the season by increasing the number of frocks, so that in the coldest part of the winter some of the sturdy settlers were wrapped in four, five, and even more frocks, bound closely about their loins. But man ever progresses, and when sheep were introduced, a mixture of tow and wool was considered an article of luxury. But tow was shortly afterward succeeded by cotton, and then linsey-woolsey was a piece of the wildest extravagance. If these simple, plain, and honest worthies could look down upon their descendants of the present day, they would wonder and weep at the changes in men and things. If a party of them could be spectators at a ball of these times, in the good city of York for instance, and see silks and satins and jewels and gold, in lieu of tow frocks and linsey-woolsey finery, they would scarcely recognize their descendants in the costly and splendid dresses before them, but would, no doubt, be ready to imagine that the nobles and princes of the earth were assembled at a royal bridal. But these honest progenitors of ours have passed away, and have left many of us, we fear, nothing but the names they bore to mark us as their descendants. But all of good did not die with them. If they would find cause of regret at our departure from their simplicity and frugality, they would find much to admire in the improved aspect of the country—the rapid march of improvement in the soil of their adoption. Where they left unoccupied land, they would find valuable plantations and thriving villages, and temples dedicated to the worship of the God of Christians. Where they left a field covered with brushwood, they would find a flourishing and populous town. The Codorus, whose power was scantily used to propel a few inconsiderable mills, they would see with its banks lined with large and valuable grist-mills, saw-mills, fulling-mills, and factories ; they would see its water-power used in the manufacture of paper and wire ; and they would find immense arks of lumber and coal floating on its bosom from the Susquehanna to the very doors of the inhabitants of a city whose existence commenced after their departure from the earth. But to return to the situation of the early settlers. For some time there was neither a shoemaker nor tanner in any part of what is now York County. A supply of shoes for family use was annually obtained from Philadelphia itinerant cobblers, travelling from one house to another, earned a livelihood by mending shoes. The first established shoemaker in the county was Samuel Lundys, who had his shop somewhere on

Kreutz Creek. The first, and for a long time the only, tailor was Valentine Heyer, who made clothes for men and women. The first blacksmith was Peter Gardner. The first schoolmaster was known by no other name than that of "Der Dicke Schulmeister." About the years 1784, '35 and '36, families from Ireland and Scotland settled in the southeastern part of the county, in what is now known as the "York Barrens." They consisted principally of the better order of peasantry; were a sober, industrious, moral, and intelligent people; and were for the most part rigid Presbyterians. Their manners partook of that simplicity, kindness, and hospitality characteristic of the class to which they belonged in their native countries. The descendants of these people still retain the lands which their respectable progenitors selected, and we are happy to add, as is amply evidenced by the prosperous growth of this section, that the present inhabitants inherited with the lands, the sobriety, industry, intelligence, morality, and hospitable kindness of their predecessors.

DISTINGUISHED MEN OF YORK AND YORK COUNTY DURING THE REVOLUTION.

York and York County have not been by any means lax in contributing their quota of distinguished men to swell the long list for which the State of Pennsylvania is so justly celebrated—men whose names have been handed down to posterity as famous in art, science, and culture, and, more especially, in patriotic spirit. The present generation we allude to at length in our business review of the city, its merchants and manufacturers, who to-day represent the bone and sinew of York's prosperous and still prospering commercial status. We take it, however, that no record having pretensions to review the past would be complete without some passing mention of the names of a few of those who have so nobly aided towards maintaining the independence of the country from the monarchical malignity which preceded the Revolution. Among such may be cited: *Hon. James Smith*, one of the signers of the Declaration of Independence. He was also a member of several important state conventions, held a high rank at the bar, and was a man of great wit and good-humor. He came from Ireland very young, and died at York, July 11th, 1806, at the age of about 93. *Col. Thos. Hartley* was a native of Berks County, born on the 7th of September, 1748; but studied law in York, and commenced practice here. He entered the army at the opening of the Revolution, and soon became distinguished. He commanded a corps in the Wyoming and Susquehanna Valleys, after the descent of Butler and the Indians. He was a member of Congress during 1788, and continued to hold the office during twelve years, and held several very distinguished offices in the commonwealth. *Gen. Hen. Miller* was born near York, February 13th, 1751. "The high school of Miller, as of Washington and Franklin, was the world of active life." He studied law and commenced practice; but the War of the Revolution breaking out, he joined a company as lieutenant. They marched first to Boston; and the second day after the march of 500 miles he proposed to his captain to give him a handful of men to surprise the British guard. The captain refused, but Miller persisted, and said he would go to the general for permission. He made the attack, but was not successful. He was engaged in most of the battles in the Middle States, and was selected as one of the best partisan officers. At the battle of Monmouth two horses were shot under him; he mounted a third, and was soon in the thickest of the fight. Gen. Washington had a high opinion of him, and appointed him Inspector of one of the Districts of Pennsylvania when the excise law was in force. He was afterwards a merchant at Baltimore, where, during the war of 1812, he again buckled on the sword in the defence of Fort McHenry. He afterwards removed to Perry County, and eventually to Carlisle, where he died April 5th, 1824. *Gen. James Ewing*, a native of Lancaster County, and long a resident of York County, was a hero of two wars, commencing his military career in Braddock's unfortunate expedition. He was brigadier-general during the Revolution, and was present at the battle of Trenton. He was also vice-president of the Commonwealth under President Dickinson. He died at his country-seat at Hullam township in March, 1806, aged about 70 years. Among the other citizens of York County who were distinguished during the Revolution were Gen. John Clark, Gen. Jacob Dritt, and Col. Michael Schmeiser. The same spirit, too, which seemingly fired the resolute of their forefathers in the Revolution and the War of 1812 markedly reappeared in the veins of the present generation during the late bitter civil struggle, York and York County being among the first to supply their quota of volunteer companies and recruits to uphold the Union cause. It was in this county that Gen. Kilpatrick (Union) with his division of cavalry engaged with Gen. Stuart's Confederate raiders. These regiments met in the streets of Hanover township, and a skirmish ensued which prevented Gen. Stuart from joining Gen. Lee until after the tremendous battle of Gettysburg.

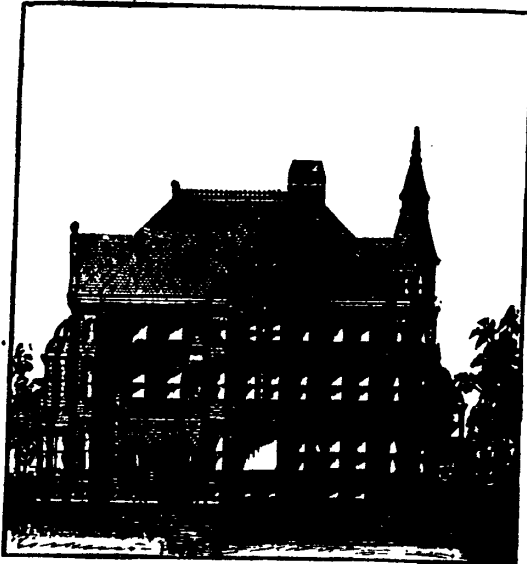
INDUSTRIES AND WEALTH OF YORK, PENN.

BAUGHER, KURTZ & STEWART, Founders, Machinists, and Tanners; Car Castings a Specialty.—One of the leading industrial establishments of Central Pennsylvania is that of Messrs. Baugher, Kurtz & Stewart, the well and favorably known founders and machinists, and tanners of oak slaughter sole leather, etc. This is one of the oldest concerns in the state, dating its inception back to 1830, when Mr. Frederick Baugher began the foundry business in a small way. The firm of Baugher & Frey succeeded, followed by Baugher & Bros., the partners being the sons of Mr. Frederick Baugher. The firm of Baugher, Frey & Kurtz succeeded, and eventually was dissolved, Mr. George F. Baugher continuing the foundry and machine shop on his own account, while Messrs. Baugher & Kurtz continued the tannery. In March, 1882, the lamented decease of Mr. Geo. F. Baugher occurred, when Mr. W. H. Kurtz continued the business on behalf of the estate as administrator up to March, 1883, when the present firm of Baugher, Kurtz & Stewart was formed, the copartners being Mr. W. H. Kurtz and Mr. W. F. Bay Stewart. Both gentlemen are natives of this section, and have other extensive interests, Mr. Kurtz being also largely engaged in business as a maltster, while Mr. Stewart is an influential member of the bar, and practised in York for a period of sixteen years. The works were built by Mr. Geo. F. Baugher, and the present firm with characteristic enterprise has greatly enlarged them and built a new foundry 40x200 feet, fully equipped with all the modern facilities. The foundries are 40x200 feet and 160x230 feet in size, and have four cupolas, melting upwards of forty tons a day, while the foundry can turn out fifty tons of castings per day, and is a model concern of the kind. The machine shops are two in number, one three stories in height and 42x150 feet in size, and the other two stories in height and 35x100 feet in dimensions. The tannery is a great brick building three stories in height and 180x230 feet in dimensions, fully equipped and having a capacity of one hundred sides of leather a day. Three hundred hands are employed in the various departments of these great works, which have such a widespread reputation for the superiority of their product. In the foundries and shops are manufactured the finest designed turbine water wheels, giving enormous power on a slight head of water; mill gearing and mill machinery, corn breakers, bark mills, pull-ys, hangers, shafting, architectural and builders' iron work, fire and burglar proof safe castings, pulley castings, girders, beams, and stable fixtures; railway and bridge castings, store and plow castings; mine, dump, push, and hand car wheels, brass castings and brasswork. Quality has ever been the first consideration, while substantial inducements are offered as to prices. The firm's trade covers every section of the United States, with a heavy export demand from Cuba, West Indies, Mexico, South America, etc. As general machinists the firm have an established reputation, and are prepared with their splendid facilities at command to contract for any class of iron or brasswork. The works are of the utmost value to the city, and York is to be congratulated upon having such enterprising, able, and responsible citizens as

Messrs. Kurtz & Stewart, who are maintaining the business at such a high standard of efficiency.

W. H. LANIUS, Real Estate, Office: No. 4 West Market Street.—The leading representative of the real estate interests of the flourishing city of York and the surrounding territory is Mr. W. H. Lanius. Mr. Lanius is a native of York, brought up in this section, and personally conversant with its modern growth and development. He was for a number of years actively engaged in the wholesale lumber trade, in 1882 retiring from it to undertake the important line of business, for which he has such special qualifications. He transacts a general real estate brokerage business, buying, selling, and letting, and taking entire charge of estates. He has carried through to a successful issue many of the most important transactions in this section in lands and city lots, and is a large property owner himself, being the proprietor of fifty acres of most desirably located land in West York, and which he has had surveyed and plotted in building lots, that are selling rapidly to the best classes of the community. He is the president of the West End Improvement Company, which was duly organized on December 15, 1884, with an authorized capital of \$70,000, of which \$60,300 has been issued and taken by well-known citizens as a sound and remunerative investment. The company owns a splendid subdivision in the West End of York, only one mile from Central Square, and which has an area of one hundred acres. It is on the line of the York Street Railway Company, and has been rapidly improved, while important building operations have been conducted. Lots are sold on easy terms, and can yet be had at from fifteen to thirty cents a foot, at which prices they are a most desirable investment, as property in this delightful and healthful section is rapidly enhancing in value. Mr. Smyser Williams, a well-known member of the bar, is the secretary of the company, while Mr. R. E. Cochran, also a popular attorney, is the treasurer, and the company is flourishing under the most capable and honorable management. Mr. Lanius is likewise the president of the York Street Railway Company, which was organized and incorporated on January 7, 1886, with a capital of \$50,000, to secure to York the great benefits of street car communication. The well-known and able attorney, Mr. D. K. Trimmer, is the secretary, while Mr. C. S. Weiser, long identified with banking and financial interests and a most responsible citizen, is treasurer. Under Mr. Lanius' able guidance the company is most prosperous. It owns four miles and one half of track, radiating from Central Square, and owns fifteen cars, with farm and stables in West York. The company gives an excellent service, and has a growing patronage, and is doing much to build up the suburbs, and intends shortly to start the electric power, thus giving more pleasant and rapid transit. Mr. Lanius is a most public-spirited citizen, ever manifesting a progressive policy, and by his energy, ability, and enterprise is developing interests of the city on the most substantial basis of permanency and solid growth in values.

IW. ALLEN, Real Estate, Insurance and Loans, No. 19 East Market Street, Rooms Nos. 4 and 5.—The rapid development of the real estate market of York and the enhancing values of choice property render the financial interests involved of paramount importance. No form of investment has become so popular with the conservative public as judiciously selected real estate, for not only is a permanent source of income assured, but there is a reasonable certainty of prospective increase in value. In selecting property for investment there can be no better safeguard than the sound judgment and experience of one of our most responsible and trusted real estate agents. Such an one is Mr. I. W. Allen, the widely and favorably known real estate and insurance agent, whose offices are located in rooms Nos. 4 and 5, No. 19 East Market Street. Mr. Allen is a gentleman of middle age and a native of York County. He was formerly a teacher in the public schools, and in 1868 established himself in the insurance business, to which, in 1883, he added a real estate branch. From the start his patronage has been of a strictly first-class character, and he is possessed of every facility for the suc-



cessful carrying on of the enterprise. He buys, sells, exchanges, leases and lets lands and buildings of every description. He handles city and suburban property of all kinds, and has on hand at all times many desirable bargains in business and residential property. Estates are taken under management on behalf of resident and non-resident owners, the properties are maintained at the highest standard of excellence and productiveness, responsible tenants are secured, rents punctually collected, rates paid, insurance effected, and the interests of owners in every way conserved. Loans are negotiated on bonds and mortgages at reasonable rates. Particular attention is given to placing fire risks with the most responsible and substantial foreign and home insurance companies, and Mr. Allen is the accredited agent here for the Springfield (Mass.) Fire and Marine Insurance Company, of the Union Fire Insurance Company of San Francisco, of the Greenwich Insurance Company of New York and the "old and tried" Glen's Falls Insurance Company and of the Lombard Investment Company, of Kansas City, dealers in western mortgages. Mr. Allen has a large business under control and is very popular in the community.

HUBLEY PRINTING COMPANY (Limited), No. 7 East Market Street.—This establishment has its office at No. 7 East Market Street, and its electrotype foundry, finishing, composing and press rooms, are in the commodious building in the rear. The business conducted is in three branches, viz, job printing, labels, and book work; the latter the composition, casting and finishing of electrotype plates. Since the death of George W. Hubley, who founded the business and whose name the company still bears, the ownership and control has passed to the present proprietors, who have greatly widened the scope of operations, and are building up a reputation second to no other house of the kind in the land. The following gentlemen, who are widely known and highly regarded in business circles for their ability and integrity, are the offi-

cers: Michael Schall, president; Geo. S. Billmeyer, treasurer; H. O. Niles, secretary; Harry E. Powell, superintendent. The premises occupied comprise two spacious floors 30x100 feet in area, fully equipped with the latest improved printing presses and other appliances known to the trade. The electrotyping department is complete as to apparatus, and expert workmen turn out work equal, if not superior to anything in the line of the trade. In mechanical execution their printing cannot be excelled, and the company keeps an extensive supply of new type, comprising all the latest styles, and is constantly making additions as new designs are issued. Sixty skilled workmen are employed, and the trade of the house is not confined to York and vicinity, but extends to New York, Philadelphia, and all the large publishing centres. The company makes a specialty of cigar box labels, keeping over one thousand varieties in stock, and constantly adding new designs and novelties. Color work in the highest style of the art is done, and new designs for labels are executed to order. This company while recognizing the competition of the hour, do not go to the length of placing prices at the lowest rates offered for inferior work, but parties who deal with this house will find its motto to be "a fair price for good work," and that proves satisfactory in the long run. Orders are given prompt and careful attention, and all transactions are placed upon a thoroughly liberal and just basis. The printing and electrotyping of this popular house is quite equal to anything at home or abroad, and being practical in every department of the art, the company has obtained an enviable reputation for the artistic merits of its work.

THE PRUDENTIAL INSURANCE COMPANY OF AMERICA, No. 6 North George Street; C. W. Wilson, Superintendent.—The Prudential Insurance Company of America was established in Newark, N. J., in 1876, and since 1880 has been represented in York, the present superintendent, Mr. C. W. Wilson, succeeding to the control of this branch in 1889. He has been connected with the company for the past three years, and now has charge of its business in the counties of York, Lancaster, and Adams, with headquarters at No. 6 North George Street, in this city. Not until 1876 was it possible for a man, except in rare instances, to obtain a policy of insurance for less than \$1,000. Few companies would grant insurance on the lives of women, and no company would insure children. The Prudential was organized with the object of issuing small policies with premiums payable weekly. In this way the benefits of insurance were brought within the reach of all, and it is now possible for each member of a family to obtain at least sufficient insurance to pay the expenses incident to last sickness and burial. The Prudential grants policies with premiums payable weekly, on the lives of healthy persons, male or female, between one and seventy years of age, for sums ranging from \$10 to \$1,000. It thus places within the reach of the poor or moderately-well-to-do man the same advantages of absolute security for the payment of the amount for which he is insured as the wealthy capitalist who insures his life for hundreds of thousands. The premiums are reduced to the lowest possible rates consistent with certainty of payment of losses. The payment of twenty-one cents per week will secure to the family of the young man twenty years of age the sum of \$500, in event of death, and for seventy-seven cents per week \$1,000, the rates being graded for all ages. In case of infants, the weekly payment of five cents per week secures fifteen dollars to family in event of death before second birthday; or \$120 after age of eleven years. The immediate benefit policy is in benefit the moment it is delivered to the insured. If he should die at any time within four months of the date of the policy, his heirs will receive one-fourth the amount of the policy; if he dies after four months and within eight months one-half of the full amount will be paid; and if after eight months and in less than a year, three-fourths. If one year or more elapses before his death, the full amount of insurance will be paid. Under the ordinary form of industrial policy no benefit is payable until after three months from date of policy. Thus, it will be seen that the benefit is in advance of the premiums paid. While a policy in an ordinary company is in benefit from the date of the policy, at least three months' premiums have to be paid in advance; whereas in this case one-fourth benefit is given immediately, although but one week's premium may have been paid, and when one-third of the year has expired one-half benefit is given, and when two-thirds have gone by three-quarter benefit is given. Mr. Wilson, the superintendent here, is a native of Brooklyn, N. Y., and was for some years in the Brooklyn office of this company.

A. B. FARQUHAR COMPANY (Limited).—The leading Agricultural Implement and Machinery Works of the United States is unquestionably that of which Mr. A. B. Farquhar is the progressive and able proprietor. The success achieved by him is a marked feature of the causes for York's prosperity, this being the largest industry in the place, and conducted on a liberal, honorable scale, both as to employees and materials that has endeared Mr. Farquhar to the community, and secured for him the respect of all. He was born in Maryland, and early in life acquired a thorough practical knowledge of the machinists' trade, and is to day one of the leading recognized authorities in mechanical engineering. It was in 1857 that Mr. Farquhar founded the now world famous "Pennsylvania Agricultural Works." He then employed only seven hands in a small building—the present works now have over eleven acres of floor space. This contrast indicates what has been achieved by ability, integrity, and sound judgment. These have been greater factors and more precious to Mr. Farquhar than the vast capital now concentrated in these great works. Early enlargements of facilities, were followed later by the construction at intervals of a series of immense three and four-story buildings, planned by Mr. Farquhar, with the benefit of his experience and specially arranged to secure the best results. These are emphatically to day, the model agricultural works of the world and present a magnificent appearance. There are six mammoth buildings which include two big machine shops, engine building department, foundry, wood working shops, smiths' shop, warehouses, etc. The buildings cover between four and five acres, and are fully equipped with the latest improved machinery and appliances. An average force of 530 hands are employed—this large industrial army including the most expert mechanics that the best wages and liberal treatment can secure. There are here in operation the best mechanical outfits of the kind in the world, and the great establishments capacity may be gathered, when we state that its weekly consumption of iron and steel averages 350,000 pounds, and of lumber from 150,000 to 200,000 feet. The annual average increase of the business is 20 per cent, and it is thus readily seen that the users of agricultural implements appreciate and prefer those of the famous Farquhar make, which is always in the van of progress and sure to give the utmost satisfaction. Among the staples of manufacture are the popular Ajax Traction engines; all desirable styles of Vertical and horizontal engines; best steel and iron boilers, etc.; the best threshing machines in existence, viz.: the Farquhar Vibrator Threshing Machine and which with the Ajax engines forms a compact and powerful outfit, and always found to do good and clean work. The works have every modern improvement and splendid transportation facilities direct from the doors. The establishment manufactures every portion of the machines and implements turned out, from the choicest materials, and being right here in the centre of the coal and iron districts, the facilities afforded are not duplicated elsewhere. The vast interests involved were recently re-organized under the title of the "A. B. Farquhar Company (limited)" with Mr. A. B. Farquhar as president; Mr. W. E. Farquhar, his son as secretary; and Mr. B. H. Farquhar, brother of the president, as treasurer. These two latter gentlemen bring special qualifications to bear, and are valued assistants to the president in the guidance of this vast concern. Mr. Percival Farquhar, is the manager of the Company's New York Export House, and is an able business man, and a public spirited citizen, who was put in nomination for the legislative assembly last year. Farquhar's Grand Drills with force feed fertilizer attachment, cultivators, etc., are celebrated and popular. Among standard machines produced here—each the best in its line, are the Manny Mower, Farquhar Self-Delivering Horse Rake, and Farquhar's Improved Patent Threshing Machines. The latter is one of the triumphs of the age and is superior to all others in the points of durability, light draft, simplicity, perfect operation, design and construction. The thousands now in use, prove their supremacy, while the Farquhar Separator is equally famous. It is protected by patent, and is away ahead of competition being sold in Europe, Australia, and South America, besides all over United States. It took the highest prize at the Paris Exposition. He has also invented the best horse power, known as "Farquhar's Patent Climax Triple Geared Power." He also produces a patent power for cotton gins. The company makes a specialty of steam engines, from small vertical up to stationary of hundreds of horse power. They have all given the best of satisfaction, and interesting to add, not one of his

boilers has ever exploded. These steam outfits are much the best for running farm machinery, saw mills, mills of all other kinds, pumps, etc. The company also manufactures complete circular saw-mill outfits, all ready to set up, at prices marvelously cheap, when the extent of outfit and quality are considered, Mr. A. B. Farquhar is still actively at the head of this great concern; all departments have the benefit of his skilled guidance, and it is highly creditable to the company to state that it is now the largest exporter of agricultural machinery, etc., in the world, and that its products are in use in all sections of the globe—in Mexico, South America, South Africa, Australia, Europe, Canada, etc., and everywhere give the utmost satisfaction, the highest compliment to American genius and American integrity, as embodied in Mr. A. B. Farquhar the leading manufacturer in his line. Mr. Farquhar, although for many years a republican, is now an ardent tariff reformer. He says that since he manufactures almost every known implement and machine for export to Canada, South America, and Europe, that he could not possibly need protection in this country for any other purpose than to enable him to impose upon his customers at home; and that as he is growing old he would like to avoid temptation to do this, and to encourage the agricultural community by removing the greatest obstacle in the way of their success. He says that he is receiving large orders for plows to be used in the plains of South America to break up land formerly used for sheep pasturage. The people there write him that since the United States will not take their wool that they are going to compete in the English market in the sale of wheat. Of course it is well known that our woolen industries have languished because of the prohibition on the South American wool, and our woolen growers here have very much suffered in consequence. The more South American wool that is imported the more of their wool will be wanted to mix with it.

E. I. KRABER & SON, Stoves and Tinware, Plumbing, Gas and Steam Fitting, Etc., No. 227 W. Market Street.—Messrs. E. I. Kraber & Son has enjoyed a career of success as positive as it is pronounced since 1854, the date of its foundation by Mr. E. I. Kraber. In 1884 he associated with him his son, Mr. Sherman Kraber, a young man possessed of business acumen and ability, and practical and proficient in all details connected with the operations of the house. The situation of the premises at No. 227 W. Market Street is very central and desirable, the splendid store-room having the ample dimensions of 25x125 feet, while the stock of goods it contains is one of the largest and best to be seen in the city. In the assortment is exhibited all the new and handsome patterns in parlor and cooking stoves and ranges, and heaters and furnaces, and also tinware and housekeeping and kitchen furnishing goods of every description, including copper and hollow ware. Plumbing, gas and steam fitting are special branches which receive the attention of the firm, the work being executed in the very best manner in accord with modern ideas upon scientific principles. Cleaning and repairing stoves and ranges and furnaces is also a special branch, and manufacturing tin ware and doing all kinds of copper and sheet iron work and tin roofing and spouting and also metal shingle roofing, and making repairs and attending to general jobbing always receives prompt attention, and is executed by experienced workmen who are practical in their respective departments. Mr. E. I. Kraber and his son, Sherman Kraber, were born in this county.

W. T. GERBER, Wholesale and Retail Dealer in Coal and Wood, No. 123 North Water Street.—This business was originally established by Lafear & Gerber sometime ago, but for the past twelve years it has been under the sole control of Mr. Gerber, who has enlarged the facilities and extended the operations. The coal yard is very desirably located at No. 123 N. Water Street, and the stock carried is well selected and brought direct from the mines and is of a superior quality. Two side tracks connect the yards with the Northern Central railroad, and every facility and convenience is at hand for storing and handling coal cheaply, and supplying the demands of the public at satisfactory prices. A competent force of men and teams are employed and every care and attention is paid to filling orders. Anthracite and bituminous coal of the best brands only are handled by Mr. Gerber, and also oak and pine wood sawed and split in any size that may be desired at the very lowest possible prices. Bituminous coal is a specialty, and is furnished in car load lots or by the ton at the very lowest market quotations.

P. C. WIEST & CO., Manufacturing Confectioners.—This business was established twenty years ago in a small way, employing only three hands. Mr. P. C. Wiest finally succeeded to the management of the concern, and in 1884 admitted Mr. D. F. Lafean into partnership, the firm being known by the style and title of P. C. Wiest & Co. In 1885 the firm built their present factory, which is a superior five-story brick building 52x125 feet in dimensions, with additional building 105x32, for the manufacture of their boxes and cases. The various departments are fully equipped with the latest improved machinery and appliances known to the trade. Here 300 skilled operatives are employed, and the machinery is driven by a 50 horse-power steam engine. Profiting by their experience the proprietors have introduced many improvements and conveniences, and this is unquestionably the model establishment of the kind in the state, being the largest manufacturer of caramels in the United States. Messrs. P. C. Wiest & Co. manufacture in vast quantities all kinds of caramels and staple candies, which are general favorites with the trade and public wherever introduced. Purity and quality in all their confections have ever been the first consideration of the partners, they use only the very best quality of sugar, the finest essential oils and extracts, only authorized vegetable colorings, etc., while the system pursued insures always a uniform high standard of excellence of all goods manufactured. In their handsomely fitted up sales-rooms can be seen one of the finest assortments of candies and confections in this country, which are offered at prices as low as those of any other first-class house in the trade. They carefully fill orders, and their trade, which is steadily increasing, now extends throughout the entire United States. Both Messrs. Wiest and Lafean are natives of York County, Pa. In conclusion we would add that Messrs. P. C. Wiest & Co. have originated many popular new styles of candies, etc., now in general demand, and are still continuing the introduction of desirable novelties.

WHITE & JESSOP, General Insurance Agents, Centre Square—The best channel to which to effect fire insurance in York, is that afforded by the agency of Messrs. White & Jessop. The agency so successfully conducted by them, was established in 1865 by Mr. T. K. White, and in 1868, the firm of T. K. White & Son was organized by the admission of Mr. Walter B. White to partnership. In June, 1884, the latter gentleman, and Mr. Jonathan Jessop succeeded to the control under the present firm name. These gentlemen are recognized authorities in their line, and represent the following powerful and ably-managed companies, viz.: the Aetna, the Phoenix, and the Orient, of Hartford; the Home and the Phoenix, of New York; the Fire Association, of Philadelphia; the Royal, the Liverpool, and London and Globe, the London and Lancashire, and the Phoenix, of England; also the Mutual Life of New York, and the Travellers' Life and Accident, of Hartford. With their \$150,000,000 of capital and vast surplus, these companies offer absolute security to the assured. The firm are placing risks with these companies at remarkably low rates; the policies are clearly worded, explicit and devoid of technicalities, and all losses are promptly paid on adjustment. They control the insuring of important lines of business, residential and manufacturing property, stocks of merchandise, household effects, etc., and have steadily enlarged their circle of customers. They have an intimate knowledge of the principal risks offering, rendering them particularly safe as agents for reliable and conservative companies like those they represent. Communications by telephone or otherwise receive immediate and careful attention, and any parties desiring fire, life, or accident insurance, should consult this firm. Mr. White is a native of this city, and one of its best-known and most influential citizens. Mr. Jessop was born in York County, and served three years in the war for the Union, being severely wounded at Petersburg, Va.; is secretary of the National Hedge and Wire Fence Company, and noted for his business ability and strict integrity.

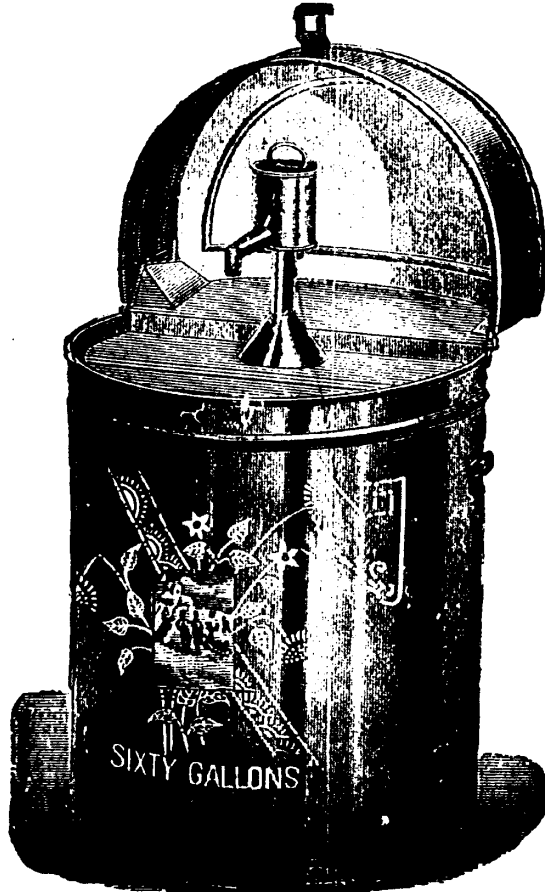
GNAU, ALEXANDER & CO. (Limited), The "Star" Clothiers, No. 8 W. Market Street.—This has been a well-known and popular clothing house for the past eighteen years, and until April, 1889, was conducted, for five years, by Messrs. E. J. Miller & Co. From this firm the business was then purchased by the present proprietors, who are Messrs. J. A. Gnau, John and H. W. Alexander. Mr. Gnau is a native of York County, is a carpenter by

trade, was formerly a teacher for twelve years, and is a member of the Knights of the Mystic Crown. Mr. John Alexander is also a native of York County, and is in the butchering business. His son is Mr. H. W. Alexander, who is a practical clothing man. He and Mr. Gnau manage the business, and this they do with considerable success and credit. Their business premises comprise two floors, each 20x130 feet in dimensions. These are handsomely fitted up and furnished in first-class style, with all the modern conveniences and improvements. A heavy stock of ready-made clothing is carried, and this is so replete with various sizes, as to enable everybody to be fitted, while the prices, quality considered, cannot be duplicated elsewhere. All the latest novelties in gentlemen's furnishing goods are to be found here, a fine display being made of fine dress shirts, neckwear, underwear, hosiery, gloves, suspenders, collars, cuffs, and outfitting goods generally. The custom department is a prominent feature in this enterprise, and this is liberally stocked with the newest and most popular fabrics of foreign and domestic manufacture. Measures are taken, and garments and suits made to order at short notice, and superior quality of material, workmanship, and perfection in cut, style, and fit are guaranteed, while the prices are such as to meet with general appreciation. Twenty hands are employed in and out of the house.

B. C. WILKINSON, Agent for the New York Life Insurance Company, City Bank Building.—Of all the companies whose methods and plans we have examined, the New York Life Insurance Company of New York City, seems to offer the most liberal and substantial inducements. This well-known company is represented in York by Mr. B. C. Wilkinson, who is district agent for seven counties in Central Pennsylvania, with his main headquarters in the City Bank Building. The New York Life numbers among its founders and promoters many of New York's wealthiest and most influential business men, whose sympathies have been aroused on behalf of the great bulk of those needing the benefits of life insurance. As a result of their efforts, the New York Life is now the most perfect embodiment of the principle of full protection at the lowest possible cost. It is very conservatively managed, and is doing a most desirable class of business, while its connections are practically universal. Mr. Wilkinson has been prominent in the life insurance business for about eleven years, placing risks upon the most desirable and profitable plans, and guaranteeing a prompt and liberal adjustment of all losses. Persons wishing to examine the different plans of the New York Life Insurance Company, should call upon Mr. Wilkinson at his office, Rooms Nos. 1 and 2, first floor, in the City Bank Building.

B. J. KING, Excelsior Steam Pop Works, Court Avenue, above College Avenue.—The leading source of supply in York for the choicest carbonated drinks, as well as the best beer and porter, is the Excelsior Steam Pop Works, conducted under the enterprising proprietorship of Mr. B. J. King. This enterprise was organized by Mr. King in 1883, and in 1888 he erected the present works, which are splendidly fitted up and equipped with generating and carbonating machinery, operated by steam power, and provided with a refrigerator having the capacity for holding two car loads of beer and one hundred and twenty-five tons of ice. Mr. King manufactures carbonated drinks of every description, making a specialty of ginger ale in quarts, pints and half pints; and is also prominent in trade circles as the authorized agent of seven different breweries, including the Prospect Brewing Company of Philadelphia; the Lauer Brewing Company, of Reading; the Bay View Beer and Porter, Budweis Beer, etc. He is thus in a position to supply dealers, families, and all classes of consumers with this line of goods to the full extent of their wants, in hogsheads, barrels, halves and quarters, or by the quart as may be desired. Every facility is possessed for the prompt fulfillment of orders of any size, and every article sold is guaranteed to be strictly pure and free from adulteration of any kind. The beer and porter handled here are pronounced by physicians to be highly beneficial for invalids or for persons with debilitated systems who need building up. A trial is sufficient to prove their efficacy and excellence. From twelve to fifteen skilled hands are constantly employed, and orders are delivered promptly in city or country at the lowest possible prices. Mr. King is a native of York County, served two years in the army during the war, and was transfer agent for the railroad companies in York from 1863 to '83.

ACME OIL COMPANY.—In the line of illuminating and lubricating oils of all kinds, the largest and leading house in this section of the country is that of the Acme Oil Company, of this city. The business so successfully conducted by this corporation was originally established here in 1882, as the York Oil Company, by Mr. John I. Berninger as manager, and in 1886 the present company succeeded to the control, under the management of Mr. R. A. G. Ault, an experienced oil man, formerly with the Star Oil Company of Buffalo, N. Y., and in that capacity since 1875.



He therefore brings large practical experience to bear upon the business, coupled with an intimate knowledge of the wants of every class of customers, factors which are eminently worthy of record. The main works of the Acme Oil Company, are located at Titusville, Pa., and Olean, N. Y., and the corporation are widely prominent as large refiners of illuminating and other oils. They have eight storage tanks in York, having a capacity for holding 1500 barrels of oil, four being for refined oil, three for lubricating and one for naphtha. The oils produced by this company are all standards in their line, and in steady demand by the largest railroads, mills, and factories in the United States. They are free from all adulterants and extraneous matter of every kind, so that every particle counts as a lubricant or illuminator, rendering them the best and most economical oils in the market. An immense stock is carried at all times, and branches are operated at Columbia, Hanover, Delta and Corrowongo, Pa. The trade is exclusively, wholesale, and the business is in a thoroughly healthy and flourishing condition. Personally, Mr. Ault ranks among the enterprising and representative business men of York, and those who enter into commercial relations with this house may rely upon securing decided advantages in both goods and prices.

JACOB SEACRIST, Carpenter and Builder; Sash and Door Factory, No. 224 South Duke Street.—The building interests of York are most ably and skilfully represented by Mr. Jacob Seacrist, whose experience and facilities place him in a position to promptly and satisfactorily execute the most extensive and important

building contracts. Mr. Jacob Seacrist was born in York County, and early in life thoroughly learned the trade of carpenter and builder. In 1862 he established in business upon his own account, in a building on present location, only 15x15 feet in dimensions. He early achieved an enviable reputation for the superiority of his workmanship, thus continuing and doing an ever enlarging trade, until in 1876 he built his present shop which he equipped with all the modern improvements, rendering the concern a complete sash and blind factory and planing mill. The building is well located on South Duke Street, and is of brick, 30x100 feet in dimensions and run in a thoroughly systematic manner, under the able management of Mr. A. W. Seacrist, son of the proprietor, and who is a popular and skilful young business man. Mr. Seacrist supplies to order from the best seasoned materials all building stuff such as siding, flooring, sash, doors, and blinds, etc. He has executed very many important building contracts, and among them, we may mention the erection of the Duke Street Church, Duke Street "City" Market; St. Patrick's School, St. Mary's School, etc., while he now has the contract for the new depot for the Northern Central Railroad. He has built many of the finest mansions in York and vicinity, and has the patronage of leading citizens who find in him a most responsible, reliable and skilful builder, who adheres closely to specifications, and insures the best materials and honest workmanship, which are important features in these days of "skimped" and inferior work. Mr. Seacrist is universally respected and is a worthy representative of his important branch of trade.

G. W. HOOVER, Wholesale and Retail Manufacturer of Buggies, Carriages, Etc., No. 9 East Philadelphia Street.—This business was established in 1885 by Mr. G. W. Hoover, on North George Street. In 1889 he built his present factory, which is a substantial three-story brick building 35x100 feet in dimensions. The various departments of the factory are equipped with the latest improved tools, machinery, and appliances, known to the trade. Here fifty skilled workmen are employed, and the machinery is driven by steam power. Mr. Hoover manufactures to order or otherwise, buggies, carriages, business wagons, coupes, etc., which according to their grade are absolutely unsurpassed for strength, lightness, quality of materials, finish, and workmanship. From the commencement of his business he determined to employ only thoroughly qualified workmen and to use the best materials, and the result is that his vehicles have no superiors in the market, while his prices for all work are extremely moderate. He carefully fills orders and his trade extends throughout all sections of Central Pennsylvania, New Jersey, and Maryland. During the past year he turned out from his factory 500 vehicles. Mr. Hoover is a native of Lancaster, Pa., and is a thoroughly practical and expert carriage builder, and his trade which is both wholesale and retail is steadily increasing. Customers cannot do better than give their orders to this successful and responsible house.

YORK TRANSFER, Office at Depot.—For general character of service, for promptness and reliability in the handling and delivery of baggage, the York Transfer, J. W. Robinson, manager, with office at the depot, occupies a niche in the esteem of the travelling and local public entirely its own. It is in all respects the leading, best equipped and most trustworthy concern of the kind in this city, and has gained an enduring hold on popular favor, its patronage, already substantial, growing apace. The equipment comprise thirteen horses, some half a dozen wagons, double truck, etc., and an efficient staff of drivers, hostlers, and other help is employed, the entire force numbering about ten, while Mr. J. W. Robinson, the capable manager, gives close, personal attention to every detail of the business. This popular and well conducted express was established in 1879 by the present proprietor, Mr. Robinson assuming active management about a year ago, and from its inception the venture has proved a highly successful enterprise. Trunks, personal effects, and general merchandise are called for and delivered in the most careful and expeditious manner; also miscellaneous freight, special attention being given to the transfer of theatrical baggage from and to depot and opera house, and all orders left at the office at any hour, day or night, receive immediate attention, the stable being located at corner Mason and Clark Streets.

HANTZ & JESSOP, Manufacturers and Dealers in Roofing, Spouting, Tin and Sheet Iron Work, Etc.; Nos. 110-112 North George Street.—The establishment of Messrs. Hantz & Jessop manufacturers and dealers in stoves, ranges, etc., and house-furnishing goods has been established the past twelve years, and was founded by Mr. C. E. Reynolds. Since early in 1888 the firm of Hantz & Jessop have conducted the business at the old stand. The premises consist of a fine large store and a workshop well equipped in all departments and a number of experienced workmen are kept constantly employed. A large and varied assortment of stoves of all kinds and double heater portable ranges and portable and stationary ranges and double heaters and stoves and furnaces are always carried, and also the wonderful gauze door ranges and cook stoves which yield perfectly cooked food, thus promoting health and are unequalled for roasting baking or broiling. House-furnishing goods also form a special feature; the stock in its variety including everything that belongs to the business. Particular attention is given by the firm to plumbing and gas fitting, and sanitary plumbing work, and as practical experts in this direction are pronounced among the best in the city. Tin and sheet iron work is also executed to order, and roofing and putting up spouts and cleaning furnaces, stoves, and heaters, and furnishing and repairing same and general jobbing. The partners are both practical men of skill and ability, and widely known as popular business men. They are doing a splendid trade and during their business career have executed considerable work in this city and vicinity.

ALBERT WILLIS' Livery and Boarding Stables, Court Alley, Rear of Court House.—Mr. Willis built these stables and began business therein in 1884, and the venture has been attended by the most marked success. The building has a commodious interior, is four stories high, and two of the floors are each 25x100 feet in dimensions, and the other two each 30x90 feet in size. The establishment is thoroughly equipped in its various departments with all modern appliances and improvements, and its commodious stalls, perfect system of ventilation, and the substantial character of all its appointments, render it one of the finest stables in the city. The stock and vehicles kept on livery are of the best, and saddle horses and turnouts may be procured at all hours upon the most reasonable terms and at the shortest notice. First-class wagons for picnics and parties are always kept on hand, and special attention is given to the furnishing of carriages for weddings, funerals, balls, etc. Horses are received to board by the day, week or month at reasonable rates, and every care and attention are given them by careful and competent grooms. From six to eight hands are employed, and the stables are kept open at all hours for the convenience of the public. Mr. Willis is a native of York County, and has had a long practical experience in the business.

JOHN A. MORRISON & BROS., Fruits, Vegetables, Etc., Centre Square.—Messrs. John A. Morrison & Bros., the well-known wholesale and retail dealers in fruits, vegetables, confectionery, etc., established their business here in 1870, and has since conducted it with signal ability and a commensurate degree of marked success. No establishment in York enjoys more perfect facilities for securing and handling the products in which it deals, or covers a wider territory in its transactions. The specialties handled are fruits, vegetables, confectionery, peanuts, cider and vinegar; and the resources possessed by Messrs. Morrison enable them to carry at all time a choice and valuable stock of these commodities, fresh from the hands of the producer, and to conduct all the branches of the trade under the most favorable auspices. They are prepared to offer the most tempting terms to shippers and producers, making liberal advances on consignments when desired, and carefully guarding the interests of all who put their goods in their hands. Consignments are solicited promptly acknowledged, and handled with profit to the shipper in all cases. Messrs. Morrison possess a thorough knowledge of the trade and a wide acquaintance among dealers and large consumers, so that goods are readily disposed of and prompt returns made. The firm consists of Messrs. John A., A. T. and M. B. Morrison, all natives of York County. Their retail sales-rooms are located in Hartman's Building, Centre Square, while their warehouse for the storage and wholesale disposition of consignments is situated on Mason Avenue near George Street.

AMOS HOFFMAN, Merchant Tailor, and Clothier, No. 13 W. Market Street.—The house of Mr. Amos Hoffman, the popular tailor and clothier, is the acknowledged leader in its line in York. The business was established by Mr. Hoffman in 1878, on Market Street, and the steady growth of his trade necessitated the building of large quarters in 1884. The new establishment is two stories high, 25x150 feet in dimensions splendidly fitted up in all its departments, provided with electric lights and all modern improvements, and perfectly arranged for display, inspection and sale. The clothing, tailoring and other branches of business here represented are all complete within themselves, while the most thorough systems prevail throughout the entire house. Mr. Hoffman is deservedly prominent as a merchant tailor, and also deals largely in ready-made clothing, hats, caps and gents' furnishing goods. He manufactures all his own clothing, employing from seventy-five to one hundred hands in this business alone. The clothing offered for sale is suited to the wants of both men, women, misses, youths, boys, and children, while everything is made of the best material, in the latest style. Nothing of an inferior order is handled, each grade being distinguished for some excellence peculiarly its own, while the finer lines are equal in every respect to the best custom work, in fit, finish, elegance, and fashion. The custom department is under expert management, and garments are here made promptly to order which are recognized as perfection in style, fit, and artistic workmanship. To seek the services of the house in this department once is to be its patron always. Popular prices invariably prevail. Mr. Hoffman is a native of Lancaster County, in the active prime of life, a member of the G. A. R., and a keen, progressive, and responsible business man.

D. V. DOYLE, Granite and Marble Cemetery and Building Work, No. 11 West Philadelphia Street. Any one who has ever visited York, Pennsylvania, can not fail to be impressed with the number and expansive detail of its public and private buildings. Situated in the midst of a highly cultivated agricultural district, the markets are well supplied, the air invigorating, and the opportunity for securing homes unsurpassed. The private residences are magnificent, and the public buildings, especially the granite court-house which is modelled after the Grecian style of architecture, very imposing. Much of this work has been done by Mr. D. V. Doyle, who makes a specialty of marble and granite work as well as tombstones for cemetery use. Mr. D. V. Doyle who has been here a little over a year is a native of Hagersstown, and a practical man. The business was founded in 1860 by G. D. Kerns, he transferring it in 1879 to Peter Weller, who was succeeded in 1888 by Evans & Doyle, then in 1889 by D. V. Doyle, the present proprietor. Pennsylvania is noted for its rich stone quarries which in value and extent rank next to the iron and coal resources, hence he is prepared to turn out not only the most excellent material, but work of a quality that knows nothing superior in design and finish. Six men are kept in constant employ at his works which control the entire local trade. Mr. Doyle is prepared at all times to furnish estimates and submit plans, and can furnish credentials from the most prominent citizens.

F. T. SCOTT'S SONS, Coal and Wood Yard, Rear of York County Prison.—Engaged in the line here indicated, York has a number of substantial merchants, prominent among the others being F. T. Scott's Sons. They occupy commodious well-ordered premises, with ample and complete facilities and carry on hand always a very heavy and first class stock, including superior grades of hard and soft coal, thoroughly screened; also coke, pine, oak and hickory wood, both in stick and sawed and split in lengths for kindling. Seven in help are employed, while five teams deliver all over the city and vicinity, and all orders, wholesale or retail, receive immediate attention. The very lowest consistent prices prevail here also, quality and quantity being guaranteed in every instance, and customers are assured of getting an excellent article, full weight and prompt service at all times from this popular and responsible firm who have a big family patronage. The flourishing business was established in 1869 by F. T. Scott (deceased), who conducted the same up to 1888, when owing to his death it passed into control of his three sons J. F., C. C., and W. W. Scott who under the firm name that heads the present sketch have since continued it with uninterrupted success. The Messrs. Scott are natives of this city, and thoroughly reliable in their dealings.

H. W. HEFFENER, Steam Cigar Box Manufacturer Charles Avenue.—Among the diversified industries of York is the large steam cigar box factory of which Mr. H. W. Heffener is the enterprising proprietor. He is one of the most progressive of York's business men, and was born here. In 1872 he began to manufacture cigar boxes, and in 1877 the firm of Heffener & Seacrist was formed, thus continuing until 1887, since which year Mr. Heffener has remained sole proprietor. The present factory was built in 1881; prior to that the business was conducted on Col-



H. W. HEFFENER.

lege Avenue, but the urgent demand for increased facilities resulted in the erection of the present premises in 1881, and which are of brick, three stories in height, and 65x90 feet in dimensions. They are equipped with the latest improved machinery and appliances run by steam power, and afford employment to upwards of fifty skilled hands in manufacture of all sizes and styles of cigar boxes, and makes a specialty of gold, silver, and copper embossing, also the printing and stamping of labels, ribbons and boxes. The printing room contains seven presses. Mr. Heffener exercises close personal supervision. He has achieved a most enviable reputation for the superiority of his product, and devotes the greatest care to the selection of his lumber and other materials. He has the best class of trade all through the state, in Philadelphia, and South, and supplies leading cigar manufacturers. He also deals extensively in cigar box lumber. Mr. Heffener is a public-spirited and respected citizen, who was councilman for a period of six years, and ever supported only those measures best calculated to advance the welfare of the community and improvement of the city. He is now serving as director of three building and loan associations, and at present is president of the Anchor Building and Loan Association, and is an able and energetic manufacturer, well deserving the great success he is achieving. Mr. Heffener served with credit in the late Rebellion in the Ninth Pennsylvania Cavalry, and was with General Kilpatrick (Sherman's army) in the March to the sea. He is a member of General Sedgwick Post No. 37, G. A. R., of York, Pa.

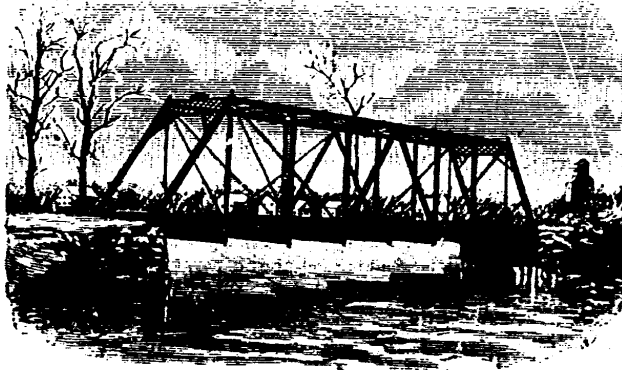
THE NATIONAL HEDGE AND WIRE FENCE CO., D. W. Crider, President and General Manager; J. Jessop, Secretary and Treasurer.—This reliable company was duly organized under the laws of Pennsylvania, in 1868, with a paid-up capital of \$50,000, and already has secured a liberal and influential patronage. The company offers its services as a hedge grower to the landowners of this and adjoining states. The company's plan of hedge culture has been the result of twenty-five years practical experience, during which period every variety of hedge plant and method of treatment has been thoroughly tested, and Osage Orange found to be superior to any other plant. There is no question as to its longevity and endurance, as is evidenced by the existence of hedges in Pennsylvania, Maryland, and other states, which have already attained an age of 75 to 100 years, and show no signs of decay. The following are the advantages of the company's hedge: It is the

cheapest fence made, it is the most lasting; winds do not blow it down; floods do not wash it away; it does not decay; stock cannot rub it down; it protects itself; it stops sheep-dogs, and trespassers; it takes but little room; you can cultivate close to it; it lasts for generations; no new material needed for repairs; it is ornamental to the farm; it is mule high, bull strong, and pig tight. The company contracts promptly at extremely low prices, and guarantees entire satisfaction to patrons. The following gentlemen, who are highly regarded in business circles for their enterprise and just methods are the officers and directors, viz.: D. W. Crider, President; W. T. Nelson, General Manager; Chas. A. Hawkins, Vice President and attorney; J. Jessop, Secretary and Treasurer. Directors, D. W. Crider, J. Jessop Dr. E. H. Neiman, Chas. A. Hawkins, G. Aug. Waltman, J. T. McFall, W. T. Nelson. For further details those interested are requested to call at the company's offices, where likewise satisfactory references will be given.

SCHALL & DANNER, Bankers.—The growth of the monetary interests of the city of York is principally owing to the energy, resources, and ability of our leading bankers and brokers, among whom special mention should be made in this commercial review of the reliable firm of Messrs. Schall & Danner. This business was established in 1879 by Messrs. Schall, Danner, and Sperry, who conducted it till November, 1885, when on the retirement of Mr. Sperry, Messrs. Schall and Danner assumed the management. Both Messrs. Schall and Danner bring great practical experience to bear, coupled with an intimate knowledge of every phase and feature of the money and stock markets. They transact a general banking business, receiving deposits subject to check at sight, allowing interest on balances, and they also act as financial agents for banks, bankers, corporations, and private individuals, making collections on all available points on favorable terms. The firm also discounts first-class commercial papers, advances money on approved collateral and sells bills on all the principal commercial centres. Messrs. Schall and Danner are recognized authorities on the values of state, county, and city bonds, and numbers among their permanent customers, many of our wealthy capitalists, property owners and operators. Their correspondents in New York are Messrs. Jno. H. Davis & Co., in Philadelphia, Messrs. L. H. Taylor & Co. and the Central National Bank, and in Baltimore, Messrs. Jno. H. Hamilton & Co. Mr. Schall is a member of Philadelphia Stock Exchange, and of the firm of Schall & King, car manufacturers, and of the house of Schall, Stacy & Denney, rolling mill. Both partners are highly esteemed in financial circles for their integrity, and their high character is a sufficient assurance that all transactions and commissions will receive faithful attention.

HOWARD E. WANTZ, Copper, Tin, and Sheet-Iron Worker, and Dealer in Furnaces, Cook, and Heating Stoves, and House-furnishing Goods, No. 102 East Market Street.—One of the most important of York's business establishments is conducted by Mr. Howard E. Wantz, is the oldest in this special line of business in the city, and dates its foundation from as far back as 1820, a period of sixty years, when it was established by Mr. G. W. Wantz, who conducted it with marked success and ability until 1886, when his son succeeded him, and has since continued the business. The premises occupied, are very spacious and commodious, and well provided with every convenience for the business, including a well-equipped workshop. Mr. Wantz is doing an extensive business, and from many years' experience is well informed as to the requirements of the people in his line, and is well prepared to meet their wants in a satisfactory manner, and has on sale a general assortment of stoves of all kinds for heating and cooking purposes in all the new styles and designs, and also ranges and heaters and furnaces in new patterns, containing the very latest improvements, and housekeeping and kitchen furnishing goods of every description, including tin, copper, and sheet-iron ware. Tin roofing and spouting is a special feature of the business, and also manufacturing to order tinware, and doing all kinds of copper and sheet-iron work, and cleaning and repairing stoves, furnaces, and ranges, and plumbing and gas-fitting in all its branches, and jobbing generally. Stencil cutting is executed in the highest style of the art, and orders always receive that attention their importance demands. Mr. Wantz was born in York, and has always resided here.

FINLEY & LACHICOTTE, Civil Engineers and Bridge Contractors, No. 23 E. Market Street.—There is no feature of rapid development of the United States of more interest than that of prompt completion of public works of the most difficult and extensive character, and requiring the highest order of talent and practical experience. There is consequently great credit attaching to our leading engineers and contractors for the great achievements marking their career. No firm stands higher in this connection in this section of the country than Messrs. Finley and Lachicotte, the well-known civil engineers and bridge contractors, whose office is



located at No. 23 E. Market Street. The business so successfully conducted by these gentlemen was originally established twenty years ago, by Mr. L. W. Finley, and in January, 1889, the present firm was organized by the admission of Mr. H. A. Lachicotte to partnership. Their engineering skill has been successfully demonstrated in the many important contracts and commissions executed by them in this vicinity, and elsewhere. They have built some of the finest bridges in this and adjoining states. In York County they have many spans 800 feet and under, besides those in the city of York, to all of which they may justly point with pride; and reference can also be had to work in almost every county in Pennsylvania, Maryland, Virginia, West Virginia, and North Carolina. They represent the Wrought Iron Bridge Company of Canton, Ohio, one of the oldest and strongest companies in the business, whose shops are taxed to their capacity every year, to supply orders from nearly every State in the United States, Canada, and Mexico. They bring vast practical experience to bear in every branch of their profession, and have the requisite capital and material at command to insure the speedy completion of all contracts. All who secure their services can rely upon obtaining advantages difficult of duplication elsewhere. Mr. Finley is a native of York County and a practical bridge builder of high réputation who has made a life long study of the business. Mr. Lachicotte graduated at the Rensselaer Polytechnic Institute in Troy, N. Y., and has since devoted his entire time to the study of design and construction of iron bridges. Both gentlemen are highly respected for their honorable methods and intelligent enterprise, and have won success by honestly deserving it.

LAUCKS & SON, Jobbers in Dry Goods, Notions, and Fancy Goods, Northeast Corner Centre Square.—The house of Laucks & Son is one of the largest and best conducted dry goods concerns in the city. It was founded in 1879 by Laucks & Meyer, who continued it until 1884, when the firm was dissolved and the present formed, composed of Mr. Israel Laucks and his son, Mr. George W. Laucks. Since that time many improvements have been made in the house. It has always enjoyed a prosperous career. The premises utilized for the purposes of the business occupy one of the most desirable and central positions and consist of two floors and basement of the spacious brick building having an area of 30x100 feet. Throughout they are admirably fitted up and arranged and provided with every modern convenience for displaying the goods and convenience of the patrons. While the generic head embraces everything in dry goods, it hardly gives an idea of the character and extent of the stock, which is complete in all departments and consists of the best productions of the most eminent American, British, French, and German manufacturers in the line of textile fabrics, in dress goods, and plain and fancy silks, velvets, satins, and

laces, and linens; white goods, ribbons, hosiery, gloves, shawls wraps, and ladies' and misses' cloaks and furnishing goods of every description. All the latest novelties are shown, and the firm make their purchases in quantities to meet the demand of the trade and are selling at the very lowest prices. A splendid flourishing retail business is done by the firm, and a wide-spread wholesale and jobbing trade has been built up. Mr. Israel Laucks, the head of the house, is a prudent business man and very popular and prominent in commercial circles. His son and copartner, Mr. George W. Laucks, is an enterprising, active young business man. They are both natives of this county. From six to ten clerks are employed who are familiar with their duties, and courteous attention is paid to all.

THE SPANGLER MANUFACTURING COMPANY, Manufacturers of the Spangler Improved Corn Planter, Lime Spreader, Etc., Office and Factory North Queen Street, at R. R.; E. W. Spangler, President.—This business was established in 1872 by Messrs. J. W. and John C. Spangler, who conducted it till March 14th, 1887, when the Spangler Manufacturing Company was duly organized with a paid up capital of \$50,000, the officers being E. W. Spangler, president; J. W. Spangler, secretary; and W. C. Smith, treasurer. The premises occupied comprise a spacious two-story brick building, 40x125 feet in dimensions. The various departments are fully equipped with the latest improved tools, machinery, and appliances, necessary for the successful conduct of this steadily increasing industry. Here twenty-five skilled mechanics are employed, and the machinery is driven by steam power. The company manufacture the Spangler Improved Corn Planter, Lime Spreader, Single Row and Broadcast Fertilizer Distributors, Vegetable Seeders, Feed Cutters, Grain Drills, Alland Seed Drill Regulators, Root Improved Corn Shellers, Spangler's "Little Giant" Feed



Cutter, Land Rollers, Holtzman's Crank Feed and Fodder Cutter, etc. These agricultural machines are made from patterns and designs of Mr. J. W. Spangler, and have already met with great favor owing to their efficiency, simplicity, and ease of operation. They are constructed with unusual care and of the best materials and are offered to farmers at very moderate prices. The company carefully fills orders and its trade now extends not only throughout the entire United States, but also to South America. The officers are all natives of York County, Pa. Mr. E. W. Spangler, the president, is a prominent attorney and editor of the York Daily."

SCHALL & KING, Freight and Passenger Car Builders.—This business was originally established by Mr. Michael Schall, who bought the property of Messrs. Igenfritz & White in 1866. Mr. Schall continued the business till 1879, while Mr. Arthur King became a partner, the firm being known by the style and title of Schall & King. The premises were destroyed by fire in June, 1880, but were immediately rebuilt. The works are spacious and have an area of three acres. The various departments and shops are fully supplied with the latest improved tools, machinery, and appliances known to the trade. Here 130 skilled workmen are constantly employed, and the machinery is driven by steam power. The cars manufactured by Messrs. Schall & King are unrivalled for strength, design, and quality, and are the embodiments of mechanical workmanship of the highest order of perfection. The firm constantly supplies the Pennsylvania R. R., Philadelphia & Reading R. R., West Va. R. R., Western New York & Pennsylvania R. R., and Empire R. R., with cars, which are general favorites, owing to their durability and superior finish. Messrs. Schall & King carefully and promptly fill orders, and guarantee entire satisfaction to patrons. The firm have likewise car works at Middletown, Pa., purchased from the Middletown Car Company, and at Dauphin, Pa., bought from the Dauphin Car Company. The business at Dauphin is carried on under the firm name of Schall & Shook. Messrs. Schall & King not only supply cars to the leading railroad companies of the United States, but also export to Brazil, Central and South America, etc.

B. F. WILLIS, Architect, No. 6 West Market Street.—The architectural advancement made during the past few years in the United States is as remarkable for its beauty as it is for utility and stability. Here in York the work of our leading architects is of a character to elicit the warmest commendations of the public and the favorable opinions of critics and experts. Standing at the head of the profession in this community is Mr. B. F. Willis, whose office is eligibly located at No. 6 West Market Street. This gentleman is devoted to his art, and has designed the plans for and superintended the erection of many of the handsomest and most substantial private and public edifices in the country. Establishing himself here in 1857, he has brought to bear the experience of years of close study and practical application of



the science and art of the skilled architect, and has also evinced marked originality and ability in dealing with the difficult and ever varying problems and requirements of the building enterprises contracted for. Among the most important commissions executed by Mr. Willis are the York County Agricultural Society Fair Ground buildings, Dr. Kerr's estate buildings, and others in this section equally notable; also, the Ridgeway Building on Market Street, Philadelphia, which cost \$100,000. All these buildings are greatly admired for their stability and elegance. Mr. Willis makes the same careful study of the interior requirements of his buildings as of their exteriors; his computations are accurate, his plans thoroughly practical, while his style of architecture is pure and symmetrical. His aim is always to secure to the owner the best results within the limits of estimates, and his close adherence to specifications, and careful supervision of builders and contractors, point him out as a sound, reliable and responsible business man, as well as an architect of the highest professional attainments. In the spring of 1877 at the close of an architectural studentship of a term of years in one of Philadelphia's oldest established offices he came by invitation to York to accept the position of chief assistant to Mr. J. A. Dempwolf, architect. After ten years of service, or in the Fall of 1887 he decided to leave the employ of Mr. Dempwolf and begin practice in his own name. Mr. Willis was born in New Jersey, and is recognized as a young man of great promise in his profession, and one deserving of every confidence and the largest measure of success.

C. A. BAYLER, Cigar Manufacturer, Water Street.—One of the leading cigar manufacturing concerns in the city of York is that of Mr. C. A. Bayler, whose manufactory is situated on Water Street, where he has been in business since 1875, and where he has gradually built up a large and important trade connection. The premises occupied comprise two frame buildings, one of

which is two and the other three stories high. These are furnished with all the latest improved mechanical appliances known to the trade, and permanent employment is afforded to about fifty skilled and experienced cigar makers. Mr. Bayler is thoroughly familiar with every department of the trade. He personally selects and purchases all the leaf tobacco used in his establishment, and exercises great care in choosing that which has been properly cured and is in all respects first-class. He sees to it, too, that this is properly manipulated and made up into cigars of the finest grades, and such as are sure to win the appreciation of the trade and the good opinion of smokers. His favorite brands are "Dandy" and "La Fragosa," and these have a wide and increasing sale. The trade is a very flourishing one and extends throughout the entire state of Pennsylvania. His prices are liberal, and everything he sells may be depended upon as being the very best that can be obtained for the money. Mr. Bayler is a native of York, and both in social and business circles is held in the highest respect and esteem.

J. T. McFALL, Hats, and Men's Furnishing Goods, No. 12 West Market Street.—At the spacious and handsome emporium of J. T. McFall, can always be found an unusually fine assortment of everything in the line of masculine head-gear, from the most stylish silk tile to the nattiest derby, with a complete and first-class line of gents' furnishing goods, this being the largest and leading establishment of the kind in the city. The prices prevailing here, too, are exceedingly low, quality of goods considered, and every article sold is warranted as represented, while no pains are spared to render the utmost satisfaction to every purchaser. Mr. McFall, who is agent for Spellman's (New York) hats, occupies a 25x100 tastefully appointed store, and is assisted by three efficient salesmen. He keeps on hand always a large and complete stock, including hats and caps in all sizes, shapes, styles, designs and shades, furs and straw goods in their respective seasons, umbrellas, canes, valises etc.; also fine dress shirts, novelties in neck-dressing, underwear, gloves, hosiery, suspenders, handkerchiefs, etc. This flourishing business was established some twenty years ago by the firm of Lamb & McFall, who conducted the same up to 1873, when the present proprietor assumed sole control, and has since continued it alone with uninterrupted success. Mr. McFall, who is a gentleman of middle age and a native of Union County, is one of York's solid citizens.

C. E. ADAMS, China, Glass and Queensware, No. 23 West Market Street.—This enterprise was originally established by Mr. W. O. Leggett in 1879, and came into the possession of the present proprietor in 1886, and to him and his able, active and popular management may be attributed its subsequent prosperous growth and development of to-day. The store, 25x72 feet in dimensions, is fitted up in accord with the best modern ideas of convenience and attractiveness, and the large carefully selected stock represents the best grades and patterns of the goods enumerated, together with a choice line of lamps and lamp fixtures, chandeliers, brackets and art novelties, agate ware, terra cotta articles and kindred goods usually to be found in a first class emporium of this type. In addition to a large local trade Mr. Adams also has a heavy country patronage, numbering among his customers many of the leading suburban retailers, who find their business relations with him to be of the most advantageous character. Mr. Adams is a Pennsylvanian by birth and was formerly engaged in business in Elizabeth, New Jersey.

J. R. DAVIS, Paper Dealer, No. 119 W. Philadelphia Street.—Mr. J. R. Davis has been identified with the business as a manufacturer and dealer for many years and was agent and manager of a paper mill in this county. He is a native of Saratoga County, N. Y., and located in York in 1861 and in 1884 opened the store he is now conducting with such a positive pronounced success. The store measures 25x75 feet and is well stocked with a general assortment of all kinds of paper, including wrapping and manilla paper and colored and printing papers of every description and also card boards and book-binders boards and letter cap and note papers, etc. He can fill orders satisfactorily and name prices for paper of all kinds lower than any other in this vicinity and guarantee the best satisfaction. Several assistants are employed about the store, and a large trade is enjoyed.

E. W. BOWMAN, Coal and Wood, Princess St. Bridge.—This business was originally established by Mr. John Meyers, to whom succeeded Mr. Charles Laffean, Mr. Bowman taking charge of the plant in the year 1886. His offices and yard are eligibly located at Princess Street Bridge, where he has switch connection with the Northern Central Railroad, and coal is received from the mouth of the mines direct, without breaking bulk. Every item of expense in handling, weighing, and shipping coal is reduced to the lowest possible minimum, and purchasers may depend upon it that prices charged by this reliable dealer are the very lowest that the market justifies anyone in making. Kindling wood, also, of the best kinds, is constantly kept on hand, and offered for sale at very low prices by the cord or load. Mr. Bowman extends every convenience to patrons, delivering coal and wood promptly, and putting the same in the cellar at lowest rates, and although all his many varieties of hard and soft coal are of the best quality, they are, nevertheless, carefully screened and prepared before being delivered. The bulk of the patronage is derived from private families, and all orders by mail, telegraph, telephone, or in person, are invariably filled as soon as practicable. Mr. Bowman was born in this county, and has resided in York for the past quarter century, where his record is that of the enterprising and upright merchant.

ALEX. SPANGLER, Carriage and Sleigh Builder, Rear No. 114 South Queen Street.—For some thirty-two years, Alex. Spangler, the well-known carriage and sleigh builder, with factory located at rear of No. 114 South Queen Street, formerly rear of No. 15 S. Duke Street, has been established in business hereabouts. He is, in fact, the oldest and foremost representative of this particular branch of art indicated in this city, and has a large trade, his patronage, which grows with years, extending all over York County and the United States. Mr. Spangler turns out a very fine class of work, the vehicles made by the gentleman being noted for their ease of motion, strength of construction, beauty of design, and elegance of finish, while his prices are of the most reasonable character. The shop is a commodious three-story brick structure, with ample and complete facilities, and twenty skilled mechanics are employed, the proprietor exercising close personal supervision over every department. Carriages, buggies, sleighs, and business wagons are built to order in the highest style of the art at short notice, and satisfaction guaranteed in every instance, while painting, varnishing, smithing, and repairing of all kinds are promptly and reliably executed, likewise, jobbing receiving immediate attention. Mr. Spangler, who is a man of full middle age, and a native of this city, is an expert carriage trimmer himself, and a master of his art in all its branches. He is one of York's solid citizens, and is the efficient comptroller of the city schools.

C. F. HOFFMEYER, Manufacturing Confectioner, Corner York Avenue and R. R.—This flourishing concern was established in 1838, and from the first has proved a highly gratifying venture, the productions being in wide and growing demand in the trade, owing to the uniformly high standard of excellence, at which the same are maintained. The candies manufactured here are noted for their purity, quality, and flavor, being unsurpassed by any goods of the kind produced to-day in Central Pennsylvania, and of their superiority no more unerring criterion could be offered than the firm hold they have secured on popular favor throughout this state and the entire south. The premises occupied as factory and salesroom comprise the whole of a 25x75 three-story brick building, with ample and complete facilities, and from twenty to thirty-five hands are employed. The productions include delicious and wholesome caramels, penny goods, and sugar toys of every description, and a large, fine assortment is constantly kept in stock, all orders for the trade receiving immediate attention. Mr. Hoffmeyer, the proprietor, is a native of this county, but has resided in Baltimore, the principal portion of his life. He is a thoroughly practical confectioner, of many years' experience in the exercise of his art, and was in business in the retail line here in York from 1862 to 1888.

J. D. KAUFFMAN, Clothier, Tailor, Hatter, Etc., No. 104 W. Market Street—A new enterprise which sprang into existence in York during the latter part of the past year, and one that seems to have already asserted its success and popularity to an extraordinary degree, is the concern known

to the public as the "Golden Eagle" formerly "Keystone" Clothier, of which J. D. Kauffman is the proprietor. This enterprising gentleman is a native of Baltimore, keen, far-sighted man of business, and thoroughly versed in every detail relating to the undertaking he is now so ably controlling. Mr. Kauffman found his quarters too small for his increasing business. Six months after he leased the "Golden Eagle" clothing house, corner South George and King Streets, under the same name. His stock embraces clothing for men's, youths' and boys' wear in all sizes and grades, gentlemen's furnishing goods, hats, caps, and the general of a first-class establishment of this type. One price prevails, polite and attentive assistants serve customers intelligently and promptly, and no effort on the part of the proprietor is spared to please and satisfy, both as to quality and price, each and every one of their patrons. In addition to this, those customers who prefer clothing made to order can have their orders filled in such direction through the agency of the merchant tailoring department of the concern, skilled cutters and journeymen being employed. Mr. Kauffman is also a director in a Loan and Building Association, and one of York's most popular men of his length of residence.

W. M. SMITH & CO., Wholesale and Retail Druggists, No. 8 East Market Street.—The attention of our readers is directed to the representative and reliable firm of Messrs. Wm. Smith & Co., wholesale and retail druggists, whose store is located at No. 8 East Market Street. This business was established in 1823 by C. A. Morris, who was succeeded by C. A. Morris & Co., and eventually in 1870 by Wm. Smith & Co. In 1886 Mr. Wm. Smith died after a successful career and his interest in the business is now the property of his widow. The other partners Messrs. Geoffrey P. Yost and Horace Smith have had long experience, the former having been a member of the firm for thirty and the latter for ten years. The premises occupied comprise a superior four-story and basement building 25x125 feet in dimensions, fully supplied with every convenience for the accommodation of the extensive and well selected stock. The assortment includes all kinds of drugs and chemicals, fluid extracts, elixirs, and a general line of druggists' specialties and supplies. Any specialty bearing this firm's name and stamp is invariably accepted by the trade and profession as a standard article, possessing all qualities claimed for it by the proprietors. Messrs. Wm. Smith & Co., are noted all over the state of Pennsylvania for dealing only in the purest and most reliable drugs and chemicals, while their prices in all cases are as low as those of any other first-class house in the trade. The firm employ in their store competent assistants, and promptly and carefully fill all orders, according to customers' directions. The partners are natives of York County, Pa., and are popular members of the Pennsylvania Pharmaceutical Association.

H. LANIUS' SONS, Lumber and Coal, North Hartley Street and Railroad Avenue.—The founder of this concern, the late Mr. H. Lanlus, began business as a coal merchant in 1836 at Wrightville, and during the Civil War his place was burned out by the army. He then removed to York, and established himself in the coal business here in 1862. In 1872 he retired in favor of his sons, and in 1879 died. Since 1873 the style of the concern has been H. Lanlus' Sons, and the business has had a steady and substantial growth, until it has now reached large proportions. In 1876 the present proprietors began to deal in lumber as well as in coal, and in both departments of their business have exceptionally favorable connections. The yard is a very commodious and conveniently located one, and, besides containing a railroad siding, is provided with every modern convenience for the prompt receipt, rapid handling, and proper storage of supplies. These supplies are received in car-load lots, and in sufficient quantities to meet all the requirements of customers. The finest and most popular brands of anthracite and bituminous coals are always kept in stock, and an extensive family and wholesale trade is done. Hard and soft lumber of all kinds is dealt in, and a brisk business is done in this department with builders and others, who give the house the very highest of reputations. The largest orders are filled with unexampled promptness and care, and inducements are quoted in both quality and prices. The members of the firm are Messrs. M. C. and W. H. Lanlus, both of whom are natives of York County, this state.

B. F. FRICK, Insurance Agent, No. 17 East Market Street.—The leading insurance agent in this line is Mr. B. F. Frick, who is the best patronized medium with the public for securing fire, life, and accident insurance policies. Mr. Frick established this agency here in 1884, and now represents the following prominent and prosperous companies, viz: the Insurance Company of North America, and the American of Philadelphia; the Hartford of Hartford; the Continental, the Germania, and the Niagara, of New York; the London and Lancashire, the Imperial, the Northern, and the London Assurance Corporation, of London; also, the Connecticut Mutual Life of Hartford; the Northwestern Mutual Life, of Milwaukee; and the Accident Insurance Company of North America, of Canada. He controls the insuring of a superior line of business and residential property, also stocks of merchandise, grain, etc., in store, and is in a position to offer the best possible indemnity and the most satisfactory terms. As a representative of life insurance interests, Mr. Frick can be relied upon to place before applicants the best form of policy adapted to their wants, and at proportionately low rates of premium, in the strongest and most reliable of corporations. Mr. Frick is a native of York, served with credit in the army during the war, and is a member of the G. A. R.

GEORGE GRAYBILL, Insurance, No. 19 East Market Street.—Mr. Graybill, who is a general fire, life, and accident insurance broker and agent, is a native of York County, and has been long a resident of this city. He is a man of thorough experience in this line, as well as of entire probity of character, and prior to embarking in business on his own account in 1883, had held a responsible clerical position with the Farmers' Insurance Company for some twelve years. Mr. Graybill is prepared to place all classes of desirable risks with staunch companies, at lowest rate compatible with absolute security, while he also represents the following responsible institutions, Commercial Union, of England; Queen, of England; Norwich Union, of England; National, of Hartford; American, of New York; Merchants, of Newark—Washington, of Providence; New Hampshire, of Manchester, N. H.; Travelers, of Hartford; New England Mutual Life of Boston; Lloyd's Plate Glass Insurance Company, and others; and all interests entrusted to this gentleman are certain to be handled in the most judicious and trustworthy manner.

THE YORK WIRE CLOTH COMPANY, Manufacturers of Painted Screen Wire Cloth, Etc.: John J. Rieker, President; J. W. Eisenhart, Treasurer.—This representative and progressive company was duly incorporated in 1888 under the laws of Pennsylvania, with a paid up capital of \$60,000, and already has secured a liberal and permanent patronage. The principal executive officers of the York Wire Cloth Company, are Mr. John J. Rieker, President; and Mr. J. W. Eisenhart, Treasurer and General Manager. The premises occupied comprise a superior four-story brick factory 50x150 feet in dimensions, fully equipped with the latest improved machinery and appliances, including seventy-five looms for weaving wire cloth. In the various departments from fifty to seventy-five skilled hands are employed, and the machinery is driven by steam power. The company manufacture extensively painted screen wire cloth, standard mesh, and wire with double selvedge. These goods are everywhere recognized and appreciated by the trade as standard productions and are unrivalled for quality, finish, strength, and uniform excellence. The company promptly fills orders at the lowest possible prices, and its trade which is steadily increasing, now extends throughout all sections of the United States. The company's branch in New York City is located at No. 97 Chambers Street, and is under the management of Messrs. Surples, Dunn & Alder.

JOHN M. HABLSTON, Jr. Broker in Stocks, Bonds, Oil, Grain, and Provisions Bought and Sold for Cash or on Margins; No. 6 West Market Street, Rooms Nos. 1 and 2, Second Floor.—Among the successful stock brokers of York is Mr. John M. Hablston, Jr., who occupies well equipped quarters in rooms Nos. 1 and 2 on the second floor of the building, No. 6 West Market Street. This gentleman is a native of York County, this state, and was formerly in the same line of business in Baltimore. In 1887 he removed to York and opened his present office, since which date he has built up a fine, substantial business connection. He is connected

with the New York and Chicago Boards of Trade, and his office is connected by a special telegraph wire with the Consolidated Grain and Stock Exchange of New York. He is thus enabled to secure reports of all the latest changes in quotations on the leading exchanges of the country. Mr. Hablston transacts a general commission business, promptly filling all orders for the purchase or sale of bonds, stocks or miscellaneous securities, exclusively on commission, giving the utmost care and attention to the interests of his customers, who include a large number of capitalists of York and its vicinity. Not only are stocks and bonds dealt in, but oil, grain, and provisions are bought and sold for cash, or on margin.

PARKHURST & CO., Wholesale and Commission Lumber Merchants, No. 4 West Market Street.—This firm is an important factor in supplying the trade throughout Central Pennsylvania with lumber from the pineries of the west and south, handling both hard and soft woods in car and cargo lots, and are in a position to furnish the same in any quantity desired at the shortest possible notice and at terms and prices which defy successful competition. Contracts are entered into with western manufacturers, and the connections of the firm are such that all commissions are promptly filled, while consignments are promptly disposed of. The policy upon which the business is conducted is characterized by liberality and a careful fostering of all the interests of patrons. The business has been developed to its present magnitude during the short space of one year, solely by the enterprise, ability and sound judgment of the management. Mr. Joseph Parkhurst, the active member of the firm, is a native of York, a practical and experienced lumberman, and an energetic, public spirited citizen.

GROSS BROTHERS, Dry Goods, No. 6 West Market Street.—This is an important local enterprise and has been in successful operation since 1880. The premises occupied for trade purposes comprise a store and basement, 20x150 feet each, splendidly fitted up with electric lights, cash railway and all modern improvements, and stocked to repletion in all departments. The firm possess unsurpassed facilities for the collection of stock, availing themselves freely of the opportunities of home and foreign markets, and having intimate connections with leading manufacturers of both continents. Their intimate knowledge of the trade, obtained from direct contact with its leading representatives, enables them to obtain the latest novelties immediately on their appearance and such concessions in prices as operate to the permanent advantage of patrons and the public generally. The stock embraces silks, satins, velvets and velveteens, ottomans, Rhadamoux, cashmeres, percales and other dress fabrics; linens, gingham, and domestic, blankets, flannels and woolen goods; shawls and cloaks; hosiery, gloves, and underwear; corsets, bustles; laces, ribbons, and embroideries; dress trimmings, Butterick's patterns and notions of every description. A corps of eleven expert clerks and salesmen contribute to the successful operations of the house, and the business is heavy and influential in city and country. The copartners, Messrs. S. L. and A. S. Gross, are natives of York County, and practical dry goods men, who make every honorable effort to further the interests of their patrons.

W. F. RAMSEY, Real Estate and Insurance, No. 22 E. Market Street.—There are none among real estate dealers more widely known than Mr. W. F. Ramsey, whose office is Rooms A and B, Small's Mercantile and Law Buildings, No. 22 E. Market Street. Mr. Ramsey is very popular and influential, and for a term of three years, was the efficient clerk of the county courts. He is well versed in all the details connected with the purchase, sale, and exchange of realty, and familiar with the subject of insurance, and will be found the proper person to consult, as he can furnish valuable information as to the location of desirable city property and farms, and also name the most substantial among the solid insurance companies, and offer the very best inducements as to terms. The property Mr. Ramsey handles is absolutely perfect as regards titles, and no real estate is dealt in except that which is a thoroughly safe investment. He also obtains loans on bond and mortgage, and can place insurance at the very lowest rates of premiums. He is a native of this county, and is a notary public, and will be found upright and correct in all transactions. Mr. Ramsey has been established in business the past two years.

LEHMAYER, & BRO., Clothiers and Outfitters.—A time-honored and deservedly popular establishment is that of Lehmayr & Bro., clothiers and outfitters, which for upward of forty-three years has maintained an enduring hold on public favor, and is the oldest, largest, and leading emporium of the kind in the city. The assortment of goods displayed here is always exceedingly large and unusually fine, every department being replete with fashionable and serviceable articles of male attire, and everything about the place bespeaks order and excellent management. The business premises comprise a handsome 30x150 store and basement, well-appointed throughout and lighted by electricity, and a dozen or more courteous assistants are in attendance. Every garment sold in this responsible house is warranted as represented, and no pains are spared to render the utmost satisfaction to every purchaser, alike as to fit, style, finish, and fabric, while the prices quoted are remarkably low, patrons being assured of getting first-class value and satisfactory treatment at all times here. The stock, which is vast and varied includes men's, youths', boys', and children's ready-made clothing, in every size, style, shape, pattern, and variety, in fancy cassimeres, chevots, serges, diagonals, corkscrews, wide-wales, and other materials; overcoats, odd coats, pants and vests from broken lots, and fashionable suits from which the most fastidious in dress can make selections; also hats and caps of all kinds, furs and straw goods in their respective seasons, dress shirts, fancy colored shirts, neckwear, under-clothing, hosiery, gloves, umbrellas, suspenders and in short, everything comprehended in gents' furnishing. The flourishing business was established in 1847 by Messrs. J. and N. Lehmayr, and under the firm name that heads the present sketch it has ever since been conducted with uninterrupted prosperity, one of the members (Joseph), however, being removed by death in 1887. Mr. N. Lehmayr, who is the sole proprietor, was born in Germany, but has been a respected resident of this city for the past forty-five years.

CITY DRUG STORE, J. F. Patton & Co., Proprietors, No. 237 West Market Street.—This is in all respects, a well ordered first-class pharmacy, the largest and leading establishment of the kind in the city, and the trade of the firm, which is both wholesale and retail, is fully commensurate with its name and standing. The business premises occupy three 25x75 floors, including a commodious handsome store and well-appointed laboratory, and four competent assistants are employed. A very large and complete stock is always kept on hand, and comprises everything in the line of drugs, medicines and chemicals; extracts, acids, essences, spices, seed, herbs, barks, roots and kindred products; all the standard proprietary remedies, sanitary preparations, pure medical liquors, mineral waters, and a fine assortment of toilet articles, perfumery, soaps, sponges, chamolis, and druggists' sundries in great variety, prescriptions being a specialty, while the prices prevailing here are always way down, and night-bell call, receive prompt response. Mr. Patton, who is the sole proprietor, is a native of York County. He is a member of the Pennsylvania and the American Pharmaceutical Associations. The "city drug store" was established by him in 1869, and during the twenty-one years of its existence has been conducted with eminent success.

HARRY WASBERS, Proprietor York City Steam Laundry, No. 19 South Duke Street.—The York City Steam Laundry, was established in 1885 by Mr. Harry Wasbers, and from that time business with him has been flourishing and he has secured a good permanent substantial family trade. The premises which consist of two floors each measuring 25x75 feet in area, are equipped throughout with the very latest improved washing, ironing and all the necessary machines and adjuncts, and special machinery operated by steam-power, and in the different departments experienced practical hands are employed. Mr. Wasbers who is a practical man superintends all the work; and, besides general family laundry, makes a specialty of gentlemen's shirts and also collars and cuffs, and fine articles for ladies' wear, and also of lace curtains, every care and attention being given so as not to injure the most delicate fabrics. Laundry work is called for and delivered in any part of the city free of charge, and orders are promptly and satisfactorily attended to. Prices are moderate, and business continues in a narrow space. Mr. Wasbers is a native of this city.

A. D. THOMPSON, Justice of the Peace, Collections promptly attended to, No. 248 West Market Street.—In every probability there is no pursuit in life which requires more general knowledge of a section of country, estimate of values and resources, prospective improvement or sound financial judgment than the buying, selling, renting or exchanging of real estate properties. That this is fully appreciated by the residents of York, Pa., is evidenced by the success which has attended the transactions in this line, of A. D. Thompson. In 1836 he opened a real estate office at No. 248 West Market Street, in this city making a specialty of the prompt collection of rents, and his business rapidly grew in importance till to day he does not only a local trade but has quite a list of farming lands on his books. His enterprising spirit demanded even a broader field of action, so on July 26, in the year 1836 he also embarked in a variety store, stocking his shelving and counter with every style of dress goods, bric-a-brac and useful and ornamental articles. Great drives were made in lines of merchandise for which ninety-nine cents was a uniform price. It created quite a novelty when thrown open to the public and the novelty has not yet worn off. Mr. Thompson enjoys the distinction of being the justice of the peace, filling the position with credit to himself and to the satisfaction of the entire community. A native of York County, he was for many years engaged in farming and although he has reached the meridian of life, he is well preserved and active as a man of fewer years. His popularity is widespread and his record unblemished. His duties are numerous, yet his business and executive ability is at all times prepared to meet the demand. He was elected clerk to the commissioner of York County in 1881 and re-elected in 1883 serving four years. And at the end of his term was appointed by the board of commissioners to make a record of all the judgments and mortgages on record from 1880 to 1885.

BENNETT'S CHINA HALL, Isaac Bennett, Propr., No. 20 S. George Street.—"Bennett's China Hall" was established by Mr. Isaac Bennett in 1877, and from the time it was first opened gained the public favor and confidence, and has received a liberal patronage. The store, which is very commodious and spacious, has a front of 20 with a depth of 150 feet, and is modern in its fittings and appointments, and presents a handsome, attractive appearance. The assortment of goods displayed is unusually large, and any attempt to give a full description must necessarily fail, where such a variety of elegance and design is unbounded; however we will state that there are handsome china sets and queensware of every kind, breakfast, dinner, and tea and toilet sets, and plain and fancy glassware and majolica ware, and an endless variety of vases and ornaments, and earthenware and lamps of every conceivable style and pattern, including table and hanging lamps and chandeliers, and lamp goods. The stock is one of the largest and best selected in its assortment to be found in the city. He has formed splendid business connections with the leading importers and manufacturers, and always has something new and beautiful in queensware and lamps to place before the public. Mr. Bennett is a native of Delaware County, N. Y., and previous to locating in York, he carried on quite an extensive business in Hornellsville, N. Y. From four to six clerks are employed in the store.

T. S. KLINFELTER, Teas, Coffees, Etc., No. 17 South George Street.—The tea, coffee and spice store of which Mr. T. S. Klinfelter is the present proprietor, was originally established by that gentleman in 1884. Mr. Klinfelter is hence thoroughly versed in every detail of the business he is engaged in, and imports the choicest teas, coffees, etc., in the market. The stock carried is systematically arranged and well displayed for the inspection of customers, while polite assistants are employed to wait upon patrons, and fill all orders with promptness and efficiency. Here may be found a full line of new crop teas of the choicest varieties, fresh roasted coffees, pure spices, canned and bottled fruits, table delicacies, condiments, etc. A specialty however, is made of high grade teas and coffees, and the prices at which these goods may be purchased are the very lowest consistent with fair and equitable dealing. Mr. Klinfelter is a native of Shrewsbury, but has spent the past seventeen years in York, and was for ten years identified with the well known firm of P. A. and S. Small prior to engaging in business on his own account.

R. F. POLACK, Watches, Clocks, and Jewelry, Silverware, Spectacles, Etc., Opposite Court House.—Half a century marks the history of the successful jewelry house of Mr. R. F. Polack, and the leading establishment of its kind in the city. The business was originally founded by the late Mr. F. C. Polack, uncle of the present proprietor, who learned his trade at the bench under his tuition. Thirty years ago or so, he succeeded his uncle in the proprietorship, and in 1880 he removed the business to its present location. In 1883, he erected a new building, and this in 1887 was burned out. The store has a width of 20 feet, and a depth of 75 feet, and every inch of space is made use of. The interior is filled with show cases of the most elegant design and finish, filled with a tempting array of watches and jewelry of the richest pattern, and most perfect workmanship. Foreign and domestic watches, necklaces, rings, bracelets, earrings, clocks, silver-ware, fancy goods, bronze ornaments, diamonds, and other precious stones, and, indeed, any article that should be found in a first-class jeweler's establishment, will be found here. American time-keepers for both ladies and gentlemen are made the leading specialty of this house, and the repairing of these goods, as well as that of jewelry, forms quite an important branch of the thriving business done by this painstaking and accommodating dealer. Mr. Polack is a practical watchmaker and jeweller of extended experience. Four skilled workmen are permanently employed, and fresh novelties are being constantly added to the stock, so that there is always something novel, attractive, and pleasing to be found here. He is a native of the city, and is personally very popular.

BACHELDOR'S BUSINESS COLLEGE, Rupp's Building, Centre Square, Rev. J. M. Bachelder, A. M. Principal and Proprietor.—Bachelder's Business College is one of the best institutions of the kind in this section of the state and affords the very best advantages for the education of young men. The course of instruction embraces all commercial branches and the system employed in imparting this is such as to enable the student of average intelligence to gain in a comparatively short time a practical business education, such a one as to make him familiar with all the methods in use in business operations and transactions. The college occupies pleasant and commodious rooms on the third floor of Rupp's building, which are well lighted and ventilated, and equipped with every convenience to assist students in their studies. The course of instruction embraces the whole field of book-keeping, correspondence, and the details of business, spelling, grammar, commercial arithmetic, penmanship, both plain and ornamental, off-hand shading, business form and commercial law. The special features of the college in addition to the regular curriculum are phonography and type-writing. There are no vacations; the college is open all the year round, and students may enter at any time, day or evening. The rates of tuition are very reasonable and are as follows: business course, \$40; short hand and type-writing, \$40; ornamental penmanship, \$20; business penmanship, \$5. Rev. J. M. Bachelder, the founder, proprietor, and principal of the college, is one of the most experienced practical instructors of youth and has devoted many years to perfecting and devising methods for this special purpose. He is a native of Ohio and was graduated from William's College, Williamstown, Mass., and Eastman's Business College, at Poughkeepsie, N. Y., and is a gentleman of scholarly attainments, and unquestioned reputation. The college has been established for the past three years, and is well patronized.

QUICKEL & GRAYBILL, Mechanical and Electrical Engineer, Office and Works, Corner Queen and York Streets.—Although in existence but a comparatively short time, the "Quickel & Graybill Company," mechanical and

electrical engineers, with office and works at corner Queen and York Streets, has already proved a success that more than attests the wisdom that inspired the enterprise, to say nothing of the skill and reliability of its proprietors. They manufacture a general line of light machinery, and execute all classes of electrical work, giving special attention to repairing and jobbing, and have built up a large, active patronage. The shop occupies the whole of a substantial two-story 50x100 brick structure, and is supplied with ample steam power, and equipped with electric tower, and all necessary facilities, while several competent workmen are employed. Estimates are furnished on all classes of work in the lines indicated, and satisfaction guaranteed in every instance, machine and electric repairs being a leading specialty, and jobbing of every description receives immediate attention. The copartnership consists of Messrs. E. G. Quickel and Jno. E. Graybill, both men in the prime of life, and natives of this city. They are thoroughly practical and expert workmen, masters of their art in all its branches, and during the year or so the concern has been in operation, have been signally successful in their venture.

WM. FLUHRER, Jeweler, No. 123 West Market Street.—The popular handsome store of Mr. Wm. Fluhrer was established by Mr. Fluhrer in 1884. He has succeeded in building up a splendid business by his enterprise and ability and achieved an enviable reputation as a watchmaker and jeweler. He is always the first to introduce the new styles in jewelry and can offer the very best bargains rich in elegant goods for use or ornament, and for wedding presents and gifts for all occasions. The stock is large, full, and complete, and embraces fine jewelry of every description, conspicuous for delicate beauty and workmanship, and also gold and silver watches and silver and plated ware, clocks, and a general assortment of fancy articles that belong to the business. Mr. Fluhrer has had a long valuable experience as a watchmaker and gives his personal attention to repairing and regulating fine watches and clocks and also to repairing jewelry, executing the work in the very best manner at fair, reasonable prices. He is a native of this city, and in conducting this enterprise has shown himself thoroughly alive to the business activity of the times. He employs two assistants, and patrons are always of assured of courteous, polite attention.

CF. KEECH, Justice of the Peace, Conveyancer, Etc., No. 320 South George Street.—Mr. Keech was born in York County, and has long been a respected resident of this town. He is a gentleman of the highest personal integrity and thorough experience in all matters pertaining to the purchase, sale, and transfer of property, and the duties connected with the office of Justice of the Peace. Mr. Keech has been actively and successfully engaged in the domain of realty about five years, having his office at No. 320 South George Street. He conducts a general real estate agency, buying, selling, and exchanging all kinds of city and country property, and gives personal attention also to renting, collecting, and the management of estates, conveyancing being a specialty. Loans and mortgages are negotiated likewise, and insurance is placed with responsible fire companies, while legal documents, both civil and criminal, are accurately drawn up and promptly executed, and all business intrusted to this gentleman is certain to be attended to in the most judicious and trustworthy manner.

INDUSTRIES AND WEALTH OF LANCASTER, PENN.

IT is not to be expected that in a work of this kind, necessarily compact and brief in character, the author should enter into a detailed and particular account of all historical and legendary events and speculations anterior to the actual settlement of the locality of which he writes; consequently much that is of itself interesting, though irrelative, will be entirely ignored or lightly touched upon, the seeker for mere literary amusement and accounts of romantic adventure being referred to the former historical publications to be found on the shelves of the Historical Society and the Public Library. Lancaster is our subject, and we shall confine ourselves to a short matter of fact account of her origin, vicissitudes and progress to the present time, with casual reference to such individuals and occurrences as have exerted marked influence upon her growth and well being.

THE CITY OF LANCASTER

is admirably situated on the Conestoga river, sixty miles due west from Philadelphia, and thirty-four miles southeast from Harrisburg. Originally settled in 1718, it was known as Hickory Town for many years. Lancaster County was organized in 1720. In the following year the seat of justice was removed from Conestoga, and Hickory Town was laid out as a town and re-christened Lancaster. In 1742 it was chartered as a borough, and in 1818 assumed the dignity of a city. It was at the borough of Lancaster that the citizens of Lancaster and neighboring counties met in convention July 4, 1776. These citizens were "the officers and privates of fifty-three battalions of the associations of the colony of Pennsylvania," and their object "to choose two brigadier-generals to command the battalions and forces of Pennsylvania." Subsequently large barracks were built for the accommodation of the Hessian prisoners captured at Trenton and elsewhere. Congress convened here for several days in July, 1777. During the period from 1799 to 1812 it was the capital of the state, and from 1750 to 1825 it was the largest and most prosperous inland town in the state. With such brevity we dismiss the early history of Lancaster, for reasons explained in our prefatory remarks, the aim and object of this work being mainly to depict a reliable reflex of the city of to-day.

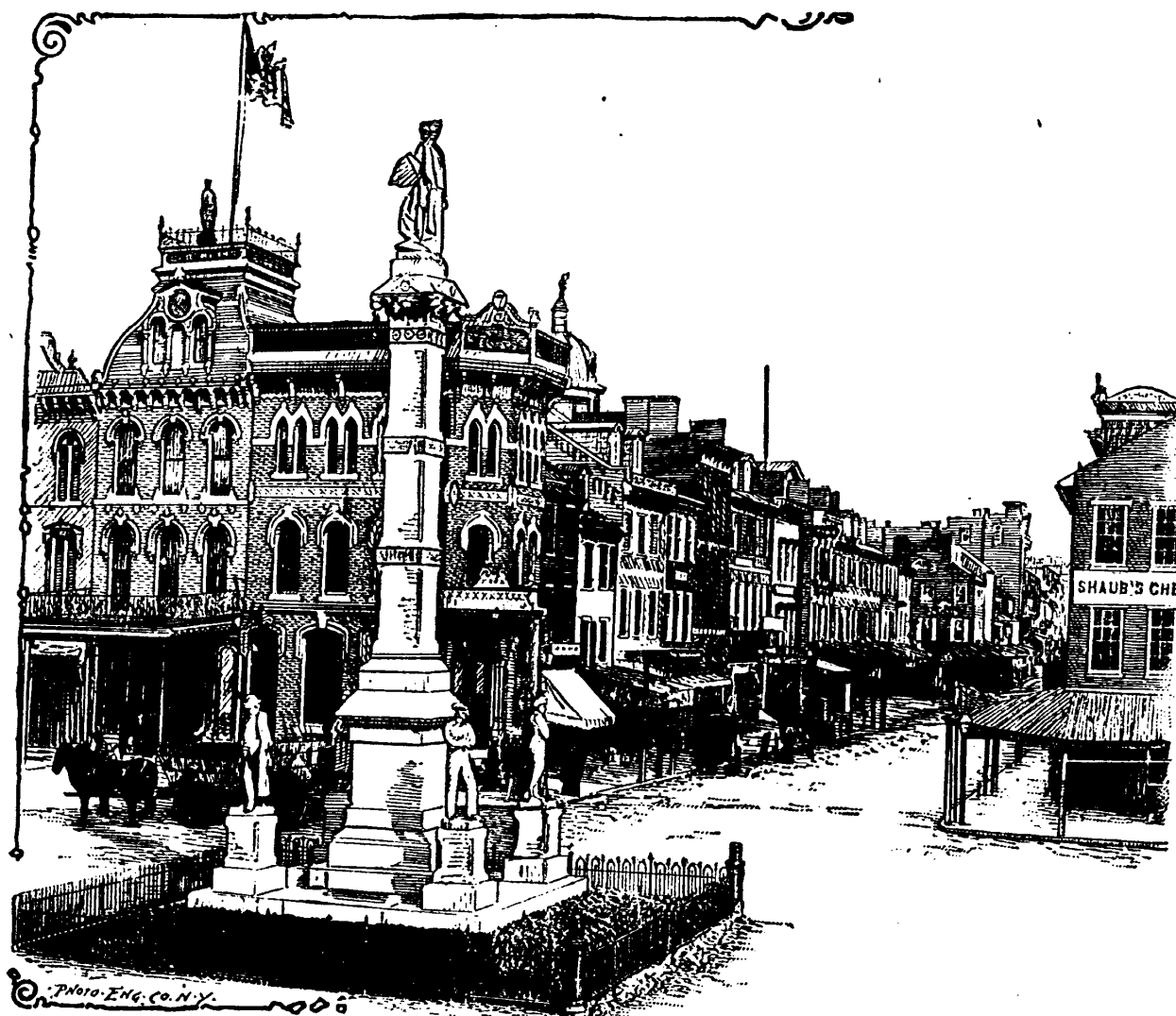
Population.—Statistics in regard to the ratios of increase in population are almost prophetic in their relations to the future, and a study of them gives confidence in the deductions from their showings. The population of Lancaster in 1800 was 4,292, according to the federal census; in 1810 it had increased to 5,405; 1820, population 6,663; in 1830 the enumeration was 7,704; ten years later 8,414; the next decade showed 12,369; in 1860 the population was 17,603; in 1870 the increase brought it up to 20,233; the last census of 1880 showed it to be 25,769—males, 12,212, females, 13,557; native, 22,390; foreign, 3,379; white, 25,458, colored

521. Since then no official census has been taken, but calculating upon the number of taxables, the residences occupied, the directory lists, the total vote polled, or any ordinary basis of enumeration, it is certain that an estimate of 30,000 population is very low, and if inaccurate at all it is below rather than above the actual number. The population in 1870 to 1880, increased by the average percentage of the whole country; in 1886 Lancaster polled 6,677 votes to 3,289 in 1868; and if Scranton with 7,727 votes has 70,000 population, and Williamsport with 3,906 has 28,000 people, Lancaster with great modesty can claim from 30,000 to 32,000.

City Government.—The city of Lancaster never accepted the Pennsylvania Legislative Act classifying cities, the operation of which has proved of very doubtful efficacy, while its unconstitutionality is generally admitted. The government is vested in a mayor, elected biennially in February by the people; select council, composed of one member from each of the nine wards; and twenty-seven members of common council, distributed among the several wards, it is supposed according to their relative population at the time of the apportionment by the new charter some twenty years ago. Changed conditions have materially altered this relation and a more just apportionment would re-distribute the membership of the lower branch. At present there is but one polling branch in each of the wards, for a total vote exceeding 6,000; and a suggestion is made for a precincting of the city, and an allotment of one member of common council to each of the precincts so created. Ordinances must be concurred in by both branches of the council, and are then subject to the approval of the mayor. The city solicitor, treasurer, superintendent of the water works, street commissioner and city engineer are elected annually by a joint convention of councils. The police, two from each ward and a chief, are appointed and removable by the mayor, subject to the approval of the select council, and with the condition that the ward constables elect shall be included among the appointees. The improvement of this system, by removing all ward restrictions and the addition of a house sergeant, has been seriously considered of late. The experiment of non-partisanship in the School Board and Fire Department has greatly commended the introduction of that element into the entire administration of municipal affairs; and one of the subjects now attracting the attention of business men, property holders and substantial citizens generally, is whether the moral and material interests of the city would not be greatly enhanced by the organization of a movement to elect and conduct the entire administration of municipal affairs on a purely non-partisan basis; and without regard to any of the political distinctions prevailing in county, state or federal affairs.

The Water Works.—The importance to a city of an ample and effective water supply cannot be overestimated. In this important particular Lancaster enjoys advantages equalled by few cities and excelled by none. The entire supply of the city is pumped from the Conestoga, a pure, copious stream of water, wholesome for drinking and culinary uses and suitable for all manufacturing purposes. It is capable of furnishing 1,000,000 per day at the present works. The pumps and machinery are adapted both to the water power owned and controlled by the city, and for steam-power to whatever extent it is necessary to employ it. For many years observation and comparison have shown that in the abundance of supply, purity of water, per capita consumption and economy of pumpage, Lancaster was unrivaled among the cities of the world. The water consumption of its people, about 1,400,000,000 gallons annually, is twice as much per capita as in Buffalo, Boston, Cincinnati, Philadelphia, Montreal or Brooklyn; three times as great as in Baltimore or Cleveland; four times as great as Columbus; six times as much as in Dublin or Liverpool; five times as great as in Paris or London; four times as much as Hamburg, Germany, and three times as much as Glasgow, which has the highest average of European cities. The actual cost to water consumers in Lancaster is less than 10 cents per 1000 gallons, which, in rates, is lower than any other city in Pennsylvania except one; and in that city the rate for all water purposes, where a meter is not in use, is greater than in Lancaster. Notwithstanding the abundant supply and the comparative purity of the present water, provision is being promptly made to protect both from impairment. The erection of many new buildings in the northeastern section of the city, a part of which turns its surface drainage to a point above the present location of the water works, has demonstrated the

necessity not only for an enlarged system of sewerage, to meet the sanitary wants of that part of the city, but also the removal of the water works to a higher point on the Conestoga, and the building of a new basin to purify the water and increase the present storage capacity. Through 36.45 miles of mains and the supply pipes of varied size, water is now carried by gravity to every part of the city, and by the erection of a stand-pipe some years ago the more elevated portions that had been suffering were supplied; but when the new reservoir to be added to the present storage capacity of 6,000,000 gallons is located on the highest attainable ground, no portion of the city, or the immediate suburbs can ever be beyond the reach of its supply, and year after year, with increasing consumption and revenues, the average cost of water will decrease; no circumstance is ever likely to depreciate its wholesomeness of



EAST KING STREET

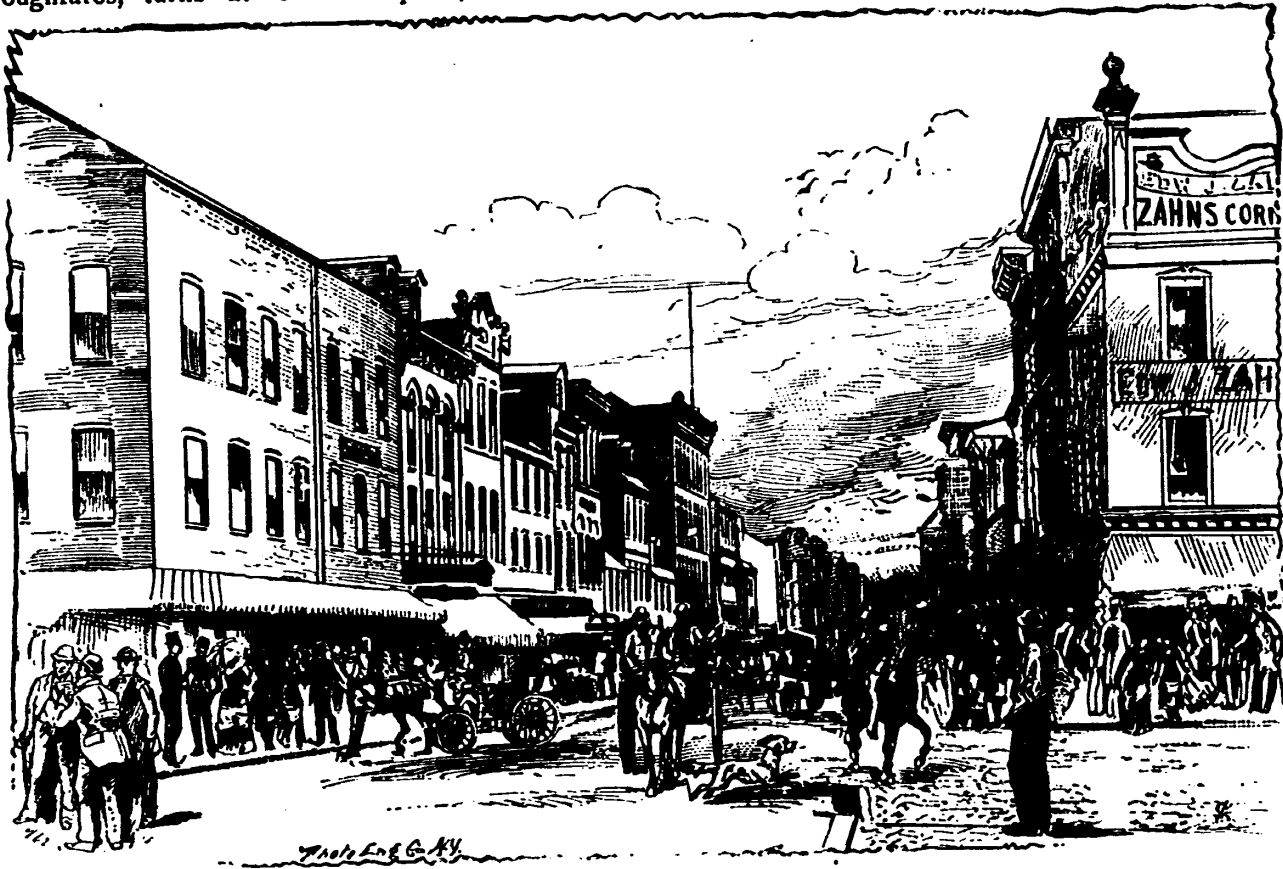
quality—one of the first considerations of comfort health and happiness.

Transportation Facilities, etc.—In its relation to local conditions Lancaster is not more favorably situated than with reference to communication with the outside, either in the distribution of its product or the supply of raw material. The earliest line of railroad which extended across its territory was the Philadelphia & Columbia, now part of the main system of the Pennsylvania; its extensions and branches run from Christiana on the eastern border of

the county to the Conewago on the west. On its line, only ten miles from the county seat, is the growing town of Columbia, with manifold enterprises: grouped in and about it is the great iron-making district of the lower Susquehanna, embracing the furnaces, foundries and rolling mills of Columbia, Chickies and Marietta. Mt. Joy, Elizabethtown, Landisville, Rohrerstown, Mountville, Bird-in-Hand, Gordonville, Leaman Place, Kinzers and the Gap are other considerable stations within reach of the county seat by numerous trains daily—the freight and local passenger trains on the main line via Columbia; the through trains via Mt. Joy. A recently constructed “cut off,” almost a straight line from the Little Conestoga to the Big Conestoga, is equipped with triple track of the finest construction in the world. The continuous lines of through freight trains no longer disturb and imperil the crowded streets of Lancaster City; and all along this new line, skirting the northern border of Lancaster, are magnificent sites for warehouses, factories and industrial activity of every sort. The Philadelphia & Reading Railroad extends itself for thirty three-miles across the upper part of the county, through the flourishing towns of Denver, Stevens, Ephrata, Akron, Rothsville, Lititz and Manheim to the Junction. There one branch runs to Columbia, crossing the Pennsylvania Railroad at Landisville, and another tends to Lancaster through Petersburg and Mechanicsville; this line enters the city on the north, and its freight depôt is the scene of freight and lumber yards, tobacco warehouses and various manufactures. It crosses the Pennsylvania Railroad within the city limits, above grade, and runs the whole length of the city, mostly in the middle of Water Street and on grade. Switches lead to coal yards, warehouses and other shipping and storage places; the passenger station is in the Stevens House, the largest hotel of the city and near the business center. The Pennsylvania station is a magnificent iron structure, unequaled along the main line, except at the terminal points, and in the most convenient part of the city, adjoining hotels and business houses; its freight depot is near at hand and easily accessible for business men and manufacturers. Built as an independent line, but operated in connection with the Philadelphia & Reading system, the Quarryville branch runs south fourteen miles to the rapidly increasing business towns, which gives it its name. This new line brings the city and lower end of the county into close communication by six trains daily, and on its route lie a number of flourishing villages, with diversified mercantile and manufacturing interests. These immediate connections with the two great railroad systems of Pennsylvania, and (through Reading) with the northern trunk lines give Lancaster easy communication with every industrial and commercial center of the country; and the competition of rival lines affords assurance of fair freight rates. A railroad down the east bank of the Susquehanna, from Columbia to Fort Deposit, brings the county seat into ready communication with the villages of that section, and opens a new route to Baltimore, 83 miles distant, and tide water; to connection with the Philadelphia, Wilmington & Baltimore at Perryville, and with the Baltimore Central at Port Deposit. The narrow gauge railroad, that runs across the lower end of the county from Oxford to Peach Bottom, is within six miles of the Quarryville terminus of the Reading system; and but a short link, projected for early construction, remains to be built to bring Lancaster into connection with the Baltimore & Ohio system, now so rapidly making Philadelphia and New York terminal points of the trans-continental trunk lines. A recently completed link of road from Manheim on the R. & C. to Cornwall, Lebanon County, the great Coleman ore and iron making region, and thence to Lebanon, Jonestown and Pine Grove, has given Lancaster almost a straight line north to the anthracite coal fields, to be reached at Pine Grove, within 53 miles; while the road from Cornwall to Conewago, in the northwestern section of the county, has added another to the network of railroads gridironing the surrounding country and enlarging the facilities of travel and traffic. But the most important railroad project and the one best assured of early consummation is the new road from Lancaster to New Holland. The construction of this will not only bring into close business relations with the city a flourishing town of twelve hundred to fifteen hundred people, the most important of its section, and a number of thriving towns on the way, but it will open up to quick communi-

cation the entire Conestoga valley, northeast of the city—a garden of fertility and cultivation, most densely populated and blooming with all the signs of thrift and prosperity. The Adams and other express companies have their lines and offices here, and each year sees a remarkable increase in business. The lines of the Western Union, Baltimore and Ohio, Mutual Union and other telegraph companies, Continental and Transatlantic, have offices here, and their competition affords the cheap day rate of one cent a word to leading points of the country. Besides the local telephone system, with many hundreds of instruments in the city, by this marvelous invention of modern science, there is ready communication with Reading, Lebanon, York and Harrisburg, and all the considerable towns and villages of the county.

Street Railroads.—A line of street railway, starting at the Pennsylvania Railroad station runs down North Queen Street, past the principal hotels and through some of the main thoroughfares, turns at Center Square, touches at the Stevens House, up Prince to Orange, out



N. QUEEN STREET.

Orange to the West End, the watch factory and thence to Millersville, four miles distant, the seat of the great Normal School; this improvement opens up a wide extent of beautifully situated suburban lots. Another line of street railway, starting at the monument in the Square, runs out East King to the Court House, up Duke to Walnut, out Walnut to the New Holland turnpike, thence to the Park. It conveys passengers to the Lancaster cemetery, stock yards, Penn Iron Works and other points of interest, and has its terminus and car depot in McGrann's Agricultural Park, a splendidly equipped ground of twenty acres, where county fairs and every variety of popular amusements are held. This line is to be extended at once all around the northeastern section of the city, and will greatly enlarge the present facilities of railway travel. A third line runs directly out East King to the county institutions, Rohrer's magnificent floral establishment, to Knapp's Villa and Tell's Hain, near to Witmer's bridge and the beautiful boating, fishing and skating grounds of the Conestoga.

Lancaster's Streets are almost always the first subjects of remark by visitors to the city; and worthily so both on account of their width and cleanliness. No serious elevations or depressions hinder quick communication; the thoroughfares are most of them substantially macadamized; Center or Penn Square is covered with a durable pavement of Belgian blocks; four squares of the principal streets leading out from it are laid with the same enduring, clean and economical pavement; and the principle has been accepted by the city government that at least one square of such permanent improvement must be added yearly, by the joint contribution of the city and the property-holders directly benefited.

Location, Climate, Sanitary Conditions, etc.—The location of the town is admirable for complete drainage. There is no swamp or sluggish stream to hinder it. A capacious arched sewer, following a natural water course, receives the sewage of the city and carries it off to the swift current of the Conestoga, which bears it seaward, while each recurring shower of rain washes clean the sidewalks and streets. The underground sewerage system has been rapidly extended to every portion of the built-up city, except the one at the natural disadvantage of location; and when this shall soon have been provided for, few cities of the country will be superior to Lancaster in natural drainage and artificial provision for the quick removal of sewage. The number of water closets, baths, etc., draining directly to the sewers, is constantly increasing, and the old well system is being rapidly abandoned. Naturally these conditions joined with rare climatic advantages and a location on the most favored line of latitude in the temperate zone, with ample breathing-room, numerous house yards, well set with fruit and foliage trees, and an abundance of healthful vegetation, have promoted the sanitary conditions of the city. A board of health appointed by the court and supported by the city government, makes and forces through its executive officers regulations for the preservation and protection of the public health. No epidemic ever prevails. The sanitary conditions are most salutary and invariable; the average longevity is exceeded nowhere, and the death rate is lower than in any considerable town in this or any adjoining state. What more favorable conditions could prevail to make the site of a flourishing city, with splendid opportunities for growth of population and the success of all well directed business enterprises! In latitude $40^{\circ} 3'$ north; longitude $76^{\circ} 21'$ west; upon a considerable elevation, 350 feet above tide water, with excellent drainage towards the Conestoga, a stream of good volume and current, the surrounding country gently sloping from it in all directions, and no barrier of mountain, hill or river to obstruct its extension for many miles,—the city of Lancaster to attract the stranger, needs only to have him examine the condition of the municipality, its wholesome social life, the prosperity of its commercial affairs, and the rare combination of circumstances centering here to promote and make prosperous the most varied manufacturing interests.

FACTS ABOUT A BUSY CITY.

For many years Lancaster occupied the distinction of being the first inland city of the country. The wide settlement of other states, the new cities of the far west springing up in the track of railroad enterprise, and the development of great mineral resources adjacent to other cities of Pennsylvania have reduced its relative rank. But it could not be otherwise that the center of a prosperous community, engaged in agricultural pursuits, yielding annually tens of millions of created wealth, should be a city of large commercial transactions; first, in merchandising, banking and trade; and secondly, in manufactures, varied and extensive. A glance at some of the chief features of these will point the present moral and adorn the tale of Lancaster's resources.

The Wholesale Trade.—Of course the great bulk of the merchandising done here is retail; but within a comparatively brief period highly successful ventures in wholesaling have been made, and the result has amply justified the belief that for a wide extent of country, and a trade extending very generally, Lancaster may be made the center of a great wholesale and jobbing business. Especially has this been true—in addition to the sale of products manufact-

ured here—of groceries, notions, boots and shoes, drugs, watches and other jewelry supplies, cigars, etc.

Retail Trade.—The retail trade of the city comprehends every variety of store; year after year business has been more subdivided and classified with the increasing volume of trade and the widening circle of patronage. While it is true that the more considerable of these are grouped near the centers of trade, business is well distributed over the city; and as rapidly as the requirements of a new development in any section that is building up calls for them, grocery and other stores are promptly located. It is calculated that between eleven and twelve hundred of the wage earners and persons engaged in exchange in the city find occupation in the retail trade.

Banking Institutions.—Few interests of Lancaster have been so stable, and like concerns of no city in the Commonwealth can point to such unabated and uniform prosperity as the banking institutions of Lancaster during the present generation. An occasional loss or failure has made a ripple in commercial and financial circles, but the career of the banks has, upon the whole, been of unabated prosperity; and they have conduced largely to the safety and stability—albeit perhaps too much to the conservatism—of all business enterprise. Lancaster has six National Banks, and two private banking institutions of high repute, long establishment and successful operation.

Building Societies.—Lancaster has a number of successful and well conducted building associations. All of them are in a good condition financially. Surplus money is disposed of at fair premiums; the various series mature in good time, and investors receive a profitable return. These building associations have been of great utility in affording saving institutions to small depositors, and in aiding workmen to secure homes of their own. Business men, those who follow professional pursuits, mechanics and laborers in every calling have alike been included in these associations.

Hotels.—The public places of entertainment in Lancaster have grown in number with the growth of the city. Of the present victuallers, sixty-one are hotels licensed by the court; and thirty-six others have eating house privileges, together with twenty-two boarding houses.

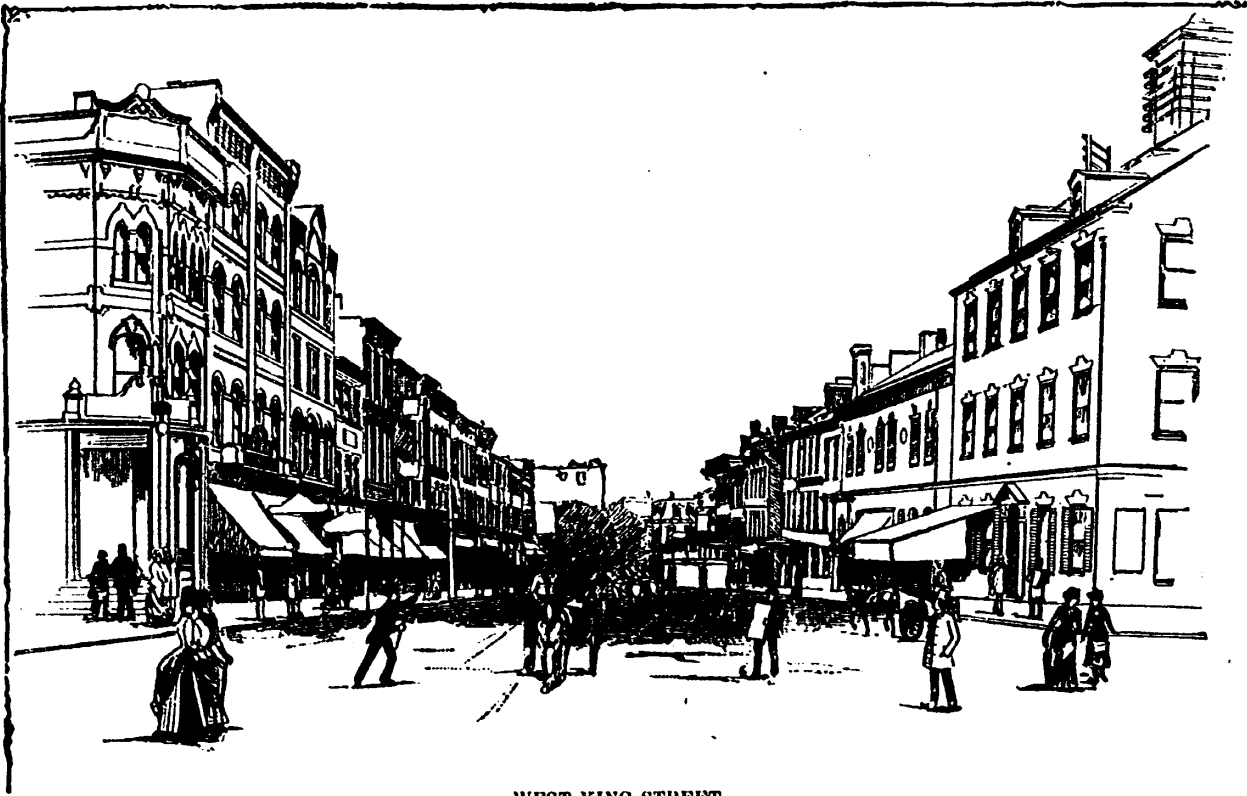
The Tobacco Interest.—For upwards of twenty years past Lancaster County has been notable throughout the world for its successful cultivation of leaf tobacco adapted to the manufacture of cigars. New counties and communities are learning the secret of successful cultivation of this profitable product, but Lancaster County has never lost its pre-eminence. Its soil gains rather than loses its fertility; and, if the farmer is satisfied with less return than the former almost fabulous profits of twice the value of his land from one year's crop, the interest continues to be such a vast and important one as to exercise most marked influence upon the business life of Lancaster city, which is the great central receiving depot for the leaf-tobacco trade and the seat of manifold cigar factories.

Cigars.—Closely with the interests of tobacco culture and dealing is that of cigar-making, for which the raw material is thus supplied at hand. Yielding a quality of leaf from which can be manufactured a most acceptable cigar, the extensive culture of Lancaster County tobacco has been followed by the establishment of cigar factories in every section of this district; many thriving villages have been given great impetus to growth and prosperity by this industry, employing several hundreds of hands and turning out millions of product annually.

Live Stock.—Another of the extensive and varied commercial interests of Lancaster is its trade in live stock. One of the chief elements of prosperity to the Lancaster County farmer has been his consistent adherence to the liberal use of barnyard manure for fertilizing and replenishing his land. To afford an ample quantity of such enrichment of the soil, as well as for the supply of the beef markets of New York and Philadelphia—either within a few hours reach—the fattening of cattle has been time out of mind one of the staple interests of Lancaster County's agriculture.

MANUFACTURES.

Lancaster's manufactures show a greater variety than those of any city in Pennsylvania, except Philadelphia and Pittsburg. Though not generally known as the seat of manufactures, its rank in 1880 in value of manufactured product was higher than in population, among the one hundred leading cities of the United States. It was exceeded in Pennsylvania only by Philadelphia, Pittsburg, Scranton, and Reading, in the gross value of investment and product. To particularize the vast variety of articles manufactured here would be a task beyond the scope of this work, hence we simply limit ourselves to an enumeration of the leading products, mills and factories as follows:—textile fabrics, cotton mills, iron mills, furnace, foundries, boiler and machine shops, watches, rifle works, cork-cutting, comb manufacture, tanning and other leather industries, wood-workers, carriage works, building and builders, brewing, distilling and bottling, flour mills, paper mills, electrical appliances, chemicals and medicines, jewelry, umbrellas, paper boxes, brick-making



WEST KING STREET.

machines, soap, confectionery, clothing, boots, shoes, also awnings, steam-cookers, baskets, bed springs, brushes and brooms, cigar-makers' tools, buckets and barrels, shirts, water wheels, and a large variety of other small wares. The number here casually set forth, indicating the wide range of adaptation, is no less an exposition of the actual existing industries of the city than of its greater possibilities in the same direction. Experience has demonstrated the practicability of establishing this variety and the profit of their operation. The commercial interests of Lancaster are on such a solid basis that any new legitimate manufacturing concern will find advantages of locating here not to be met with anywhere else.

LANCASTER SOCIALLY CONSIDERED.

For substantial increase without backset, for steady and conservative growth of numbers and of permanent wealth, for the prosperous and solid basis of future development, few communities can show such satisfactory results as the city of Lancaster. East and west, north and south,

on every side and in every direction, stretch either on the level, or with gentle slope, thousands of acres, at present subject only to rural taxation, for occupancy by industrial works, the mechanics' humble homes or fit site for the most splendid residences; and wealth of scenery, beauty of view, healthfulness of location and rich supply of all the luxuries and necessities of domestic life are here in unending profusion. When to these are added favorable climatic conditions, exceptional social advantages, the refining and cultivating influences of churches, schools, music and art, literary organizations and a refined family life, of cheap and well-stocked markets, low rents and all the modern conveniences of city life, with exemption from the disadvantages of crowded centers, some idea may be formed of the desirability of Lancaster as a place of residence.

Churches.—To the spirit of religious tolerance that has always prevailed in this section Lancaster owes a variety and number of churches, as well as the generous support of them, such as is probably exhibited in no community of equal size. The following denominations are represented here by organized congregations, mostly with church and chapel edifices, stationed pastors, established Sunday-schools, and other agencies for evangelical and missionary work; African M. E.; Baptist, two congregations; Baptist Brethren; United Brethren; Church of God; Reformed, five congregations; Evangelical, two; Methodists, two congregations and one chapel; Lutheran, six congregations and two chapels; Moravian; Reformed Mennonite; Old Mennonite; Presbyterian, two congregations; Catholic, three parishes, one English and two German; Episcopal, two congregations and one chapel; New Jerusalem (Swedenborgian) and Jewish.

Educational.—Here are located the central educational institutions of the Reformed church in the United States—its Theological Seminary, Franklin and Marshall College, and the Academy. Of the public schools, too, in Lancaster too much cannot be said in praise. They represent one of the city's prides, and properly so, as they rank among the best in the state. They are under the direction and control of a school board of thirty-six members, are models in the way of heat and ventilation, and the course of study prescribed is judiciously selected to meet the necessary ends in view. The people of the city take a deep interest in the schools, and appropriations are liberally made for their support. In this connection mention should be made of the Yeates Institute, a classical academy for boys, the parochial and orphans' schools, the Sacred Heart Academy, Kindergarten and Commercial College. Millersville, the seat of the oldest, largest, most successful and most celebrated Normal School of the country is virtually a suburb of Lancaster, and is connected by a street railway already mentioned.

Literary.—Societies devoted to literary and scientific purposes have at all times flourished in this city; and lyceums, debating societies, and literary and social organizations under various auspices, open their doors to young and old. Among such may be mentioned the Young Men's Christian Association Library and Reading Rooms, the Mechanics' Library, the libraries of the College and Theological Seminary. The leading associations prosecuting scientific researches and material coming within the scope of their respective purposes are the Linnecan and Historical Societies.

The Press.—Twenty-five daily, weekly and monthly newspapers supply the reading portion of the county with news and comment. Three English afternoon city dailies—the Examiner (Rep.); Intelligencer, (Dem.) and New Era, (Ind. Rep.); and one German, the Freie Press (Dem.) have long reached the top notch of local journalism, as measured by the high standard of state criticism. Their circulation in Lancaster and adjoining towns is numbered by tens of thousands, and each prints a weekly of wide circulation in connection with its daily edition.

The Markets.—For the accommodation of the public there is provided a large Central Market, in the middle of the city, subject to the control of the municipal authorities; the Farmers' Northern Market, corner of North Queen and Walnut Streets; The Farmers' Eastern Market, corner of East King and Sheppen Streets; and the Farmers' Western Market, corner of Orange and Pine Streets. Markets are held in the several market houses on different days of

the week at different hours; and the convenience of the several locations, with their proximity to the street railways, adds no little to the facilities afforded housekeepers.

Beneficial Orders, etc.—The following beneficial, social and military and other orders are established in their halls, and hold stated meetings in Lancaster: Free Masons, two lodges, Royal Arch Chapter, Commandery and Lodge of Perfection; Odd Fellows, four lodges and two encampments; Knights of Pythias, three lodges and two divisions of uniform rank; Red Men, four tribes; United American Mechanics, council, degree council and two councils of the junior order; Brotherhood of the Union, two circles, and one home communion; Grand Army of the Republic, two posts; Catholic Beneficial Associations, five societies and one of the Knights of St. John; Knights of Honor; Knights of the Revolution; Royal Arcanum; Heptosaphs; B'na B'rith; Sons and Daughters of America; Philozatheans; Hebrew Benevolent Society; Artisans Order of Mutual Protection; Patriotic Order Sons of America; Sons of Veterans; Good Templars; Knights of the Golden Eagle; besides college fraternities, the funeral benefit associations, a typographical association and some representatives of the Knights of Labor.

Charitable Organizations.—The defective, dependent and delinquent classes have a smaller ratio in the population of Lancaster than in any town of corresponding size in the country. The average of thrift, of intelligence, of industrial activity and social elevation is so high; the distribution of property so general; the absence of any criminal or squalid quarter so notable; and so conspicuous is the fact that places of comfortable and even elegant residence are confined to no particular section of the city, but are found everywhere within its limits—that there is little occasion for the organized relief of poverty, suppression of vice or correction of crime. The various churches, working within and without their parochial limits, and the volunteer efforts of good women and men; the establishment of soup house at police headquarters open all the winter months; and the Dorcas Society, whose members constantly go about doing good, supplement the comprehensive accommodations of the almshouse and hospital at the gates of the city.

SUMMARY OF LANCASTER'S RECOMMENDATORY FEATURES.

1. Advantages of location: in the centre of a rich and populous district; immediate local market of 150,000 population, all within easy reach; numerous small towns in the county, and ready communication with them. 2. Abundant railroad communication; on the main line of the Pennsylvania Railroad Company, and on the Philadelphia & Reading system; near to the seaboard cities and coal fields; with various local lines and the prospect of an early connection with the Baltimore & Ohio. 3. Abundance of ground for fit manufacturing sites; and the offer free by a number of land owners, of double the requirements for new manufacturing buildings. 4. Good water, large supply, promise of an early increase both of pumpage and storage, cheaper rates and excellent quality; abundance of light, gas and electric, competing companies; special rates for gas, fuel and electric power. 5. Low taxes; good public buildings; rapid decrease of county and municipal debt. 6. Agreeable and comfortable social conditions; elevated domestic life; good churches; cheap private and excellent free schools, free collegiate education; abundance of good dwellings and low rents; profuse and cheap markets. 7. Commercial prosperity; solid banks; good stores and public spirited tradesmen. 8. Cheap and abundant labor; intelligent, well-behaved and orderly working-men and women; adaptations of labor to varied light industries. 9. The extraordinary of existing industrial establishments, showing the versatility and ready adaptation of the population to new forms of labor. 10. Unusual healthfulness and exceptionally low death-rate; good sewerage, cleanliness and sanitary conditions. 11. Cheapness of building materials. 12. Protection from fire and exceptionally low insurance rates. 13. Hospitality of the people; liberality and co-operation from business men; practical assistance from the organized Board of Trade.

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In the succeeding pages, we give our readers and the business community brief but succinct as sketches of the prominent mercantile and manufacturing enterprises of the city of Lancaster. These will be found interesting as an indication of her commercial growth in the past few years and may also serve to show the completeness of the market at this point for the supply of of everything demanded by her citizens and the inhabitants of the surrounding country.

INDUSTRIES AND WEALTH OF LANCASTER, PENN.

THE FULTON NATIONAL BANK, J. R. Bitner, Esq., President, J. C. Carter, Esq., Cashier.—The Fulton National Bank has now been in active existence for a period of eight years, and during this period has had a most prosperous and useful career, reflecting the highest credit upon the conservatism and ability of the management. It was organized in 1882, in response to the pressing demand of this thriving and growing community for increased financial facilities. The capital stock of \$300,000 was promptly subscribed for by leading capitalists and prominent business men and manufacturers, and who have found it a most remunerative and desirable investment, the bank having proved a steady dividend payer while its stock is held at a high premium. The bank had the patronage and deposits of the most active merchants and manufacturers of this section from the start. The able guidance of the board of directors, headed by President Bitner, has materially contributed to the bank's prosperity. The directors' names are as follows: Mr. J. R. Bitner, president; and long a most popular railroad forwarding agent in this section: Messrs. John D. Skiles of Skiles & Frey, wholesale tobacco merchants; L. S. Hartman, retired lumber merchant; Samuel Groff, stock dealer; John R. Bricker, wholesale tobacco, cigars and lumber; Jacob B. Esbenhade, farmer; F. H. Bare, wholesale tobacco; Jacob Wolf, wholesale tobacco and cigars; Abram B. Huber, miller; David Brown, merchant; Jacob R. Hershey, miller, and Eli J. Kindig, farmer. These are the names of representative business men, and those who have had wide experience in financial circles. President Bitner's sound judgment and able methods since accepting the presidency in 1882 have insured the stability and success of this financial institution; he is not only a thorough organizer but a vigorous head of executive. Mr. John C. Carter, the cashier, though still a young man is old experienced in banking circles, having held positions of the highest trust and responsibility in this line for the past seventeen years. For three years he was receiving teller for the Farmers' National Bank, afterwards cashier for the Northern National Bank, and in 1887 receiving the appointment of cashier of the present institution, a position for which he is specially qualified. The bank transacts a general business, which has attained proportions of great magnitude. Its resources now amount to \$1,000,000 and over, and includes such profitable items as an average of \$750,000 of money in loans and discounts. The bank controls large available funds, as its lines of deposits represent nearly \$600,000, while it has the magnificent surplus fund of \$90,000, besides the very handsome additional sum of \$24,000 in undivided profits. The bank makes collections on all points. Its correspondents including the Continental National Bank, of New York; Girard National Bank, of Philadelphia, etc. Its elegant and substantial building was erected in 1882, and has a most spacious and pleasant interior. The counting-room has a ceiling forty feet high and is very handsomely fitted up, with every convenience at command. The bank at heavy outlay had specially built for its use, the largest Corliss safe ever made. It is about fifteen tons in weight and its spherical surface of the hardest steel, and other elements of strength form an impregnable barrier alike to fire or thieves, and it is recognized that this form and build of safe is the

only absolutely burglar proof structure in existence. It is very large, and has one hundred deposit boxes, enabling the bank to transact an extensive safe deposit business and affording the public absolute security for their valuables—deeds, mortgages, money, jewelry, bonds, stocks, etc. The bank has a large vault also and an additional Corliss safe of some six tons in weight. The bank has the entire confidence of the public; it has the benefit of the ablest and most honorable management, and is in every respect a vitally important financial factor in Lancaster County and vicinity.

D. P. LOCHER & SONS, Bankers, Penn Square.—Lancaster's financial stock brokerage facilities have a most valued, influential and responsible representative in the old, honored firm of Messrs. D. P. Locher & Sons, the well-known bankers, of Penn Square. The extensive and flourishing business conducted here, was founded in 1867 by Mr. D. P. Locher and his son, Mr. Charles H. Locher. Both gentlemen brought to bear special qualifications, and early developed influential connections with large deposits and extensive transactions. The business grew and flourished, becoming by far the most important of its kind in the county, and which has since retained its pre-eminence under wise and capable management. The lamented decease of Mr. D. P. Locher occurred in 1884, after a long, honorable and useful career. He was succeeded by his sons, Messrs. Charles H. and Robert E. Locher, who have retained their father's respected name in their firm title. They are both practical bankers and financiers of widest experience, manifesting soundest judgment and marked executive capacity. They transact a general banking and stock and bond brokerage business, receiving deposits subject to check at sight, allowing liberal interest on balances, discounting prime commercial paper, loaning on approved collateral, also negotiating loans on bond and mortgage at lowest rates. They do a very important collection business, and have all possible facilities at command for conducting same, their correspondents including the prominent First National Bank, of New York, and the Central National Bank, of Philadelphia. Foreign Exchange is bought and sold, drafts issued and every facility accorded to customers that they could have in a corporate bank. The firm transact a large commission business in the purchase and sale for cash, railroad and other stocks and bonds, United States bonds, etc., and make a prominent speciality of sound investment securities, bearing remunerative rates of dividend. Messrs. Locher are natives of Lancaster County, and universally popular and respected. They have ever retained the confidence of leading financial circles, and are bankers of ample resources and widest experience. Mr. Charles H. Locher is a director of the Stevens House Association, and likewise of the Conestoga and Big Spring Valley Turnpike Company, and is also treasurer of the Pennsylvania Boiler Insurance Company, which is in joint company with the American Steam Boiler Insurance Company, of New York. The firm also still continue the tanning business which their father was engaged in before his decease, and they most ably and faithfully discharge every duty devolving upon them, and the firm is well worthy of the pre-eminence it permanently retains in the financial world.

J. A. SPRENGER, Proprietor Excelsior Lager Beer Brewery, Corner South Lime and Locust Streets, Office Nos. 18 and 20 North Prince Street.—The widely known and representative Excelsior Lager Beer Brewery, corner South Lime and Locust Streets, of which Mr. J. A. Sprenger is the popular proprietor, was originally built in 1856. In 1881 Mr. Sprenger purchased the property, and in 1887 built a new brewery. The brewery is spacious and substantial, and is admirably equipped with the latest improved apparatus and appliances, including a kettle of a capacity of one hundred barrels and a twenty-five ton ice machine. Here ten brewers, etc., are constantly employed, and the machinery is operated by a thirty horse-power steam-engine. The pumps, refrigerators, mash tubs, vats, boilers, etc., and in fact all the interior equipments of the brewery are greatly admired by experts and by those who know anything about brewing. The capacity of the brewery is 20,000 barrels annually, and the trade which is steadily increasing now extends throughout all sections of Lancaster and its vicinity. The lager beer of the Excelsior Brewery is unrivaled for quality, purity and excellence, and has no superior in this or any other city. It is preferred by hundreds to any other lager; the superior quality of the malt and hops and the perfection of the apparatus and processes all unite to give it a delicacy of flavor rarely found in any other brand. Mr. Sprenger is one of the oldest practical brewers in the United States, having been in the business since he was twelve years of age. He was his own foreman until his sixtieth year and has made the malt, the beer casks, and brewed the beer, thus demonstrating that he understands its every detail. Mr. Sprenger is ably assisted by his brewer, Mr. John Forstburg, who is an authority with regard to everything appertaining to brewing. He is a native of Berk's County, Pa., and is highly regarded by the community for his enterprise and integrity. During the civil war he served in the Union army, and is a prominent member of the G. A. R. Mr. Sprenger's elegant saloon and office are at Nos. 18 and 20 North Prince Street.

B. F. SKEEN & SON, Empire Bending Works, Nos. 114 and 116 South Christian Street.—In reviewing a city of the importance properly ascribed to Lancaster from a manufacturing point of view, we are frequently at a loss in properly grading the large interests as to pre-eminence in their respective fields. We are only doing simple justice, however, in giving special prominence to so important a factor in the city's progress as the Empire Bending Works, conducted under the enterprising proprietorship of Messrs. B. F. Skeen & Son, at Nos. 114 and 116 South Christian Street. This representative enterprise was inaugurated in 1870, by Mr. B. F. Skeen, and in 1887 the present firm was organized by the admission of his son, Mr. Samuel Skeen, to partnership. During the successful and steadily upward career of this enterprising house, the original plant has been materially increased and improved upon, until at the present time the works are of important proportions, completely equipped with the latest and best machinery and appliances for sawing, planing, bending, all kinds of carriage and wagon woodwork, together with ample steam-power, and steady employment is given to a large force of skilled and expert workmen. The raw material is selected with the judgment born of long and ripe experience, and no concern in the country is more reliable in this important respect, and none can more thoroughly command all the advantages and opportunities of the market in the purchase of supplies. The highest cash price is paid for hickory, white ash and oak timber, either in logs or plank, cut to order. A specialty is made of the "Spear" brand goods, for the manufacture of wagons and carriages, which are pronounced far superior to any other as regards practical utility, thorough reliability and uniform excellence. The trade mark for these goods is owned by this firm, and in their production Messrs. Skeen & Son have gained a national reputation and built up a trade that overleaps the bounds of our own country and is rapidly gaining a foothold in foreign lands. The trade is broadly distributed over the United States and Canada, and is annually increasing in magnitude and importance.

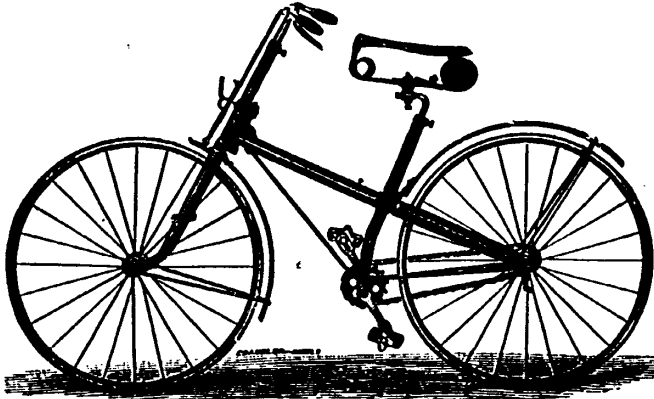
JACOB K. BARR, Alderman, Conveyancing and Collection of Claims Promptly Attended to, Office, No. 16 South Duke Street.—The best-known pension and claim agent in Lancaster is Mr. Jacob K. Barr, whose office is located at No. 16 South Duke Street. This gentleman is a native of Lancaster County, and a

resident of this city ever since his boyhood. He was elected as alderman of the third ward in 1879, and immediately established himself in his present business as an agent for the prosecution of pension and other claims against the United States Government. He is thoroughly familiar with all the laws, rules and regulations necessary to be complied with in the establishment of such claims, and his many clients in this city and elsewhere will bear testimony to his zeal and success in forwarding their interests. A great number of just claims are constantly failing for lack of knowledge on the part of those entrusted with their prosecution, and the services of a well-informed and reliable agent, such as Mr. Barr has proved himself to be, are indispensable to the claimant. All claims against the United States are paid by drafts upon the treasury to the order of the original claimant, and assignments are not recognized unless made after the ascertainment of the amount due and the issuance of a warrant for the exact sum. Fees are moderate and fixed by law, while in many cases no charge whatever is made, unless successful in obtaining the allowance of the claim presented. Mr. Barr has successfully carried through cases that have involved years of litigation, and is doing a large and flourishing business. He served four years in the war for the Union, has been commander of Geo. H. Thomas Post, No. 84, G. A. R., in this city, and is Past Senior Vice Department Commander of State G. A. R. encampment. He is known as a gentleman of the highest personal integrity, as well as of unquestioned professional ability, and is universally esteemed in both public and private life.

LONG & DAVIDSON, Jobbers in Boots, Shoes and Rubbers, No. 21 West Chestnut Street.—A progressive and one of the most reliable houses in Lancaster, actively engaged in the wholesale boot, shoe and rubber trade, is that of Messrs. Long & Davidson, whose salesrooms and office are located at No. 21 West Chestnut Street. This extensive business was established in 1884, by Messrs. G. B. Long and Jno. M. Davidson, who have since built up a liberal and influential patronage throughout all sections of Pennsylvania. Both partners bring great practical experience to bear, and are thoroughly conversant with every detail of the wholesale shoe trade, and the requirements of jobbers, retailers and the general public. They occupy a spacious, three-story building, 25 x 100 feet in area, fully equipped with every convenience, including electric lights, etc. The stock is well selected, and embraces a full line of goods for ladies, children, misses, men and boys. Only medium and first-class boots, shoes and rubbers are handled, and the prices quoted necessarily attract the attention of close and careful buyers. The firm promptly fill orders, and are agents in Lancaster for the popular Candee Rubber Company, whose goods are general favorites wherever introduced; also Woonsocket Company's, and Good-year Glove Manufacturing Company's boots and shoes. Messrs. Long & Davidson are natives of Lancaster Co., Pa. They are highly esteemed in business circles for their energy and sterling integrity, and well deserve their abundant success.

PEOPLE'S TEA CO., No. 41 West King Street.—The "People's Tea Co.," importers, steam coffee roasters and wholesale and retail dealers, are pioneers in the business and the only importers dealing direct with consumers. The store is under the able and efficient management of Mr. C. H. Malley. This highly successful and enterprising company, whose headquarters are at Nos. 423 to 425 Penn Street, Reading, Pa., was established in 1875. The growth and extent of the business to-day may be appreciated from the fact that branch stores have been opened in Columbia, Lebanon, Harrisburg, Allentown and other cities in this state, of which no more convincing evidence could be afforded of the stronghold. The establishment at No. 41 West King Street, this city, is one of the finest and best equipped and most ably conducted concerns of the kind in the city. The store is attractive and unique in appearance. Powerful steam coffee mills are in constant operation, and a staff of three capable and intelligent assistants are employed. The trade, which is principally confined to the city and outlying towns, is exceedingly heavy and shows signs of material increase annually. Mr. Malley is a native of Reading and has had charge of the business of the store in this city since April, 1888, and in the employ of the company for upward of thirteen years, and to his admirably directed efforts is largely due the eminent success the People's Tea Co. have achieved in this city.

MARTIN RUDY, Bicycles, No. 2 West King Street.—Those who reside in Lancaster who wish to know all about bicycles and tricycles, how to ride them, or desire to buy them, need not travel out of the city to have all their wants supplied in this respect, for right in their midst is a first-class riding school and one of the best equipped bicycle emporiums in the state. The riding-school is on the third floor of Loher & Sons' Bank building, on Centre Square, and the entrance to it is at No. 2 West King Street,



and the store for the sale of bicycles and tricycles and all kinds of wheelmen's supplies is at the same place. The proprietor of this establishment is Mr. Martin Rudy, who has gained a widespread and well-merited distinction in his line of business. He began the sale of bicycles and tricycles in 1879, and this venture soon proved a remarkable success. The store and workshop are very commodious, and appropriately appointed and equipped with all necessary appliances for the successful prosecution of the business. The stock is a very large one, and represents all the different makes of bicycles, new and second-hand. Machines are bought, sold, and exchanged, and are also let out by the hour, day or week. All kinds of wheelmen's supplies are kept on hand, and bicycles and tricycles of every description are neatly and satisfactorily repaired by skilled and experienced workmen. Mr. Rudy is also agent for typewriting machines, and has a fine assortment of these in stock. The riding school is 40 x 125 feet in size, and here riding is taught on any size or style of wheel. Mr. Rudy is a native of Lancaster County, has been a pharmacist for the past seventeen years, and is very popular in the community.

ANNE & THOMAS, Proprietors of the Lancaster Fire Escape, Iron Stairs and Fence Works, Filbert and Conestoga Streets.—A valued, progressive, flourishing industrial concern in Lancaster is that of the Fire Escape, Iron Stairs and Fence Works of which Messrs. Anne & Thomas are the esteemed and enterprising proprietors. The business was established in 1835 by Mr. George W. Anne and Mr. A. L. Thomas, both gentlemen bringing to bear special qualifications, Mr. Anne, being a practical expert machinist by trade, and Mr. Thomas, a practical iron worker. They originally opened their shop on Church Street with five hands at work, and soon had an appreciative return of orders for their splendid fire escapes and other iron work that necessitated enlarged facilities. In 1887 they removed to their present premises, corner of Filbert and Conestoga Streets, and where they have premises, 40 by 150 feet, fully equipped with the latest improved machinery and appliances. They employ from eighteen hands upward, and have achieved a national reputation for the superiority of the fire escapes, stair cases, fence and architectural iron work, both in design, materials and construction. They have just the sort of experience that render them experts in their line, having executed the most important contracts ever let in the line of fire escapes, etc., notably the largest in the United States for the Hotel Normandie of Washington, and at which house Secretary of State Blaine resides. They have also executed fire escape and other iron work for nearly all the hotels at Washington, on the Maltby building, etc. They have also filled a very large order for Mr. John Sharp, of Philadelphia, while they execute hundreds of jobs annually for contractors. They are doing the bulk of the finest and most artistic fire escape work in the United

States to-day, and also produce superior artistic styles of straight and spiral iron stairs, ornamental grills, etc., gates, roof crestings, copper weather vanes, etc. A prominent specialty is made by them of architectural iron work of all kinds, including iron columns, beams, girders and all other work for builders and architects. Quality has ever been the first consideration, while they have very superior facilities for securing iron at first hands, and filling promptly the largest orders. Estimates and designs will be promptly furnished for all iron work in their line, and Lancaster is to be congratulated upon the possession of such an able firm and important branch of industry.

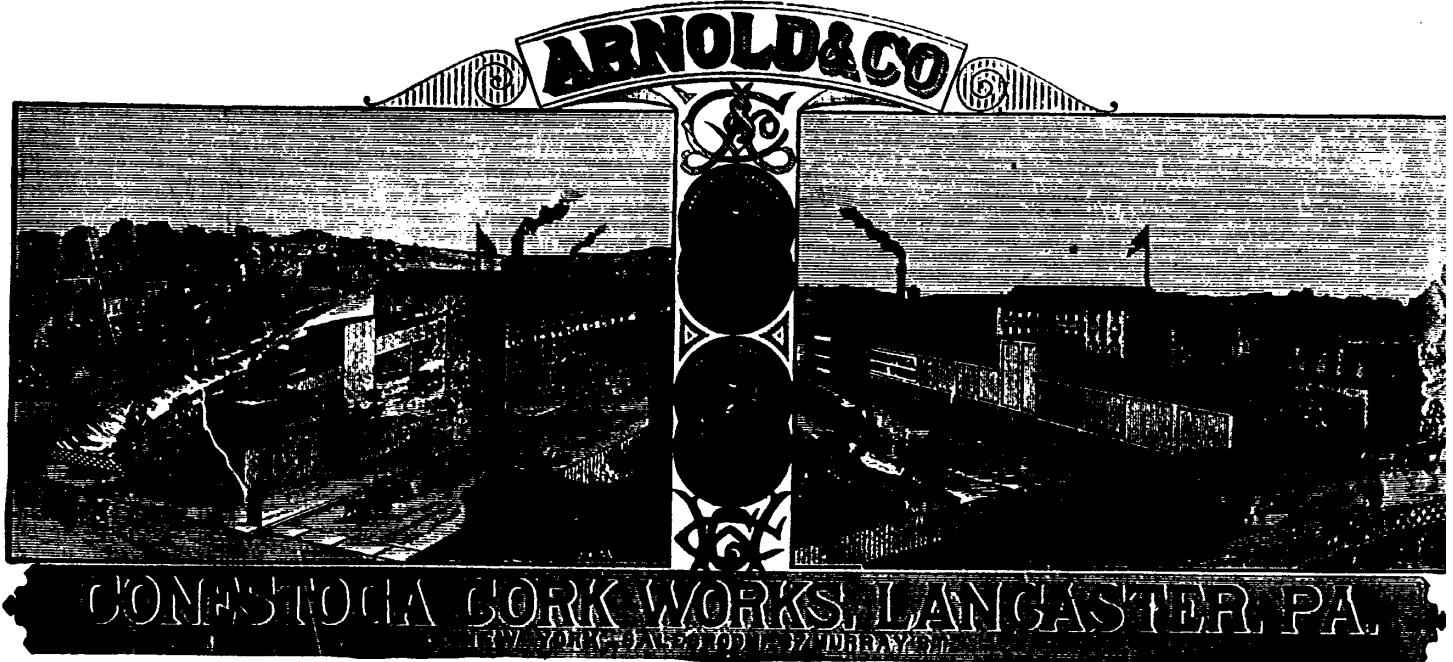
JOHN HORTING, Fine Old Whiskies, Wines, Brandies, Gins, Etc., No. 142 North Queen Street.—An old-established and responsible wholesale liquor house is that of John Horting, which for the past thirty-five years has been steadily growing in popularity and patronage. The business premises occupy a 20 x 185 ground floor and basement, and are well ordered and complete in every department, while several efficient assistants are employed, the proprietor exercising close personal supervision over every detail. A large, first-class stock is always kept on hand, including choice imported and domestic wines, brandies, gins, whiskies, rums, bitters, cordials, case goods and everything in the line of liquors, fine old native whiskies being a specialty, and all orders for the trade receive immediate attention, customers being assured of finding an excellent article and satisfactory treatment here. This well-known house was established in 1855 by George Horting, who conducted it up to 1883, when he retired in favor of his son and successor, the present proprietor. Mr. Horting the younger, who is a native of Lancaster, is a man of thorough experience, and is a prominent member of the Liquor Dealers' Association.

SCLAY MILLER, Dealer in Wines, Brandies, Gins, Fine Old Rye and Bourbon Whiskies, No. 33 Penn Square.—This business was established in 1869 by the present proprietor, who has occupied his present premises since 1876. These premises comprise one floor, 30 x 100 feet in dimensions, and are fully equipped with every appliance and facility for the accommodation and preservation of the choice and valuable stock, which is absolutely unrivaled for quality, purity, flavor and general excellence. The assortment includes the finest champagnes, ports, sherris, brandies, fine old bourbon and rye whiskies, native gins, rums, brandies, etc. The rye and bourbon whiskey of this popular and responsible house are noted for their purity and evenness of quality, possessing a natural flavor and fine tonic properties, and are sold under a guarantee to give perfect satisfaction. These splendid whiskies are sold free and in bond, large quantities being allowed to remain and mature until required for the demands of the trade. Mr. Miller is a native of Lancaster County, and is a Knight Templar.

HM. SHREINER, Jeweler, No. 30 North Queen Street.—Mr. H. M. Shreiner is now conducting the oldest establishment of the kind in this city, which dates its foundation from 1825, when it was opened by a Mr. Voorhees, who died in 1837, and was succeeded by Wm. J. Shoffner. He continued it until 1845, when it came under the control of Zahn & Jackson, who managed it successfully for a period of seventeen years, and were followed by Shreiner & Bro., and in 1878 it came into the possession of the present proprietor, Mr. H. M. Shreiner, who has made many improvements, increased the stock, and very materially extended the business. The store is 25 x 50 feet in area, and in its fittings and appointments is very handsome and attractive, the display made of rich, elegant jewelry being one of the finest to be seen in the city, and embraces splendid necklaces, lace pins, charms, wedding rings, bracelets, chains, and everything novel and unique in style that is in perfect accord with the prevailing popular fashions; also American and foreign watches, and the celebrated Rockford watches, for which Mr. Shreiner is agent in this country. Clocks are shown in great variety, and also solid silver and plated ware, precious stones, and a wonderful array of useful and fancy articles that belong to the business. Cleaning, repairing and regulating fine watches and clocks receive that attention this branch of the business demands. Two assistants are employed. Mr. Shreiner was born in this county, and is a prominent member of the Jeweler's Security Alliance.

CONESTOGA CORK WORKS, Nos. 211 to 225 East Fulton Street, Arnold & Co., Proprietors.—A representative and the largest establishment of the kind in this section of Pennsylvania, extensively engaged in the manufacture of corks of all descriptions, is that of Messrs. Arnold & Co., Walter J. Arnold, Manager, whose Conestoga Cork Works in the city of Lancaster are located at Nos. 211 to 225 East Fulton Street. This extensive business was established in 1860 by H. Boardman, who was succeeded in 1862 by Jay Cadwell, who died in 1874 and was followed by his

wear, his importations embracing the choicest productions of the leading manufacturers of Europe, while his domestic goods are from the most distinguished American makers. He carries a full and complete assortment in stock, including the latest patterns and novelties in every line, and the favorable conditions under which purchases are made, enable Mr. Loeb to offer inducements to customers in terms and prices, that are of the most advantageous character. The several lines will be found rich and attractive, while the selections are made with good taste and judgment.



widow in the business. Eventually in 1882 the factory was burned, and was rebuilt by Arnold & Co., who purchased the property and are now carrying on the business under the style and title of Arnold & Co. The premises occupied comprise a spacious main building, 40 x 200 feet in area, with wings. The various departments are fully equipped with the latest improved cork cutting machinery and appliances known to the trade, including fifty blocking and thirty-five tapering machines. Here 173 hands are constantly employed, and the machinery is driven by a superior fifty horse-power steam-engine. The corks manufactured by Arnold & Co. embrace all kinds and for all purposes, such as tapered, straight, mustard, speckle or jar corks; also those required by wine merchants, brewers and soda water manufacturers. These corks are made under the supervision of the proprietor, and cannot fail to satisfy the requirements of the most critical buyers. The output of the factory is 6000 gross of corks daily. For the convenience of the wholesale trade, they are packed in five gross bags and the trade of the house now extends throughout all sections of the United States and Canada. Orders are promptly filled at the lowest possible prices, and all corks are fully warranted to be exactly as represented. Mr. Arnold is a native of Lancaster, where he is highly regarded in business circles for his enterprise, perseverance and sterling integrity, while the goods manufactured by him are considered by the trade superior to any others in the market. Mr. Arnold's New York City office is at No. 67 Murray Street.

JULIUS LOEB, Importer, and Wholesale Dealer in Hosiery, Suspenders and Small Wear, Nos. 29 and 31 South Queen Street.—This gentleman established his business originally in 1866, as a wholesale and retail dealer, on North Queen Street, retiring from the retail branch of the trade in 1877. In 1886 he removed to his present quarters, comprising a store and basement, 80 x 150 feet each, arranged throughout in the most intelligent and appropriate manner for the storage and display of the heavy stock that is necessarily carried. Mr. Loeb is an extensive importer and wholesaler of hosiery, notions, shirts, drawers, suspenders and small

JOHAN J. WATSON, Undertaker, No. 26 South Queen Street.—The occupation of an undertaker is one that necessitates certain qualities not common to all lines of business, being thrown in contact with those in deep affliction. Mr. John J. Watson is a gentleman whose pronounced success in this line of business evidences his possession of all the essential qualifications, having had a practical experience of over thirty-six years. His warerooms contain a general assortment of everything in his line, including caskets and coffins of every description, besides having facility for manufacturing to order any particular style or size of the article desired. He gives personal attention to all details of the business, in which he performs his responsible duties. He is always ready to render any and every service to those afflicted and is very considerate as to their wants and requirements. His charges are always most reasonable.

B. F. LANDIS, Fine Boots, Shoes and Rubbers, No. 37 South Queen Street, Opposite the Fountain Inn.—Mr. B. F. Landis has a fine store and a good stock of boots, shoes, rubbers, gaiters and slippers, for men and boys', ladies', misses', and childrens' use. All his goods are warranted as represented, and purchased direct from our leading manufacturers. He makes a specialty of custom work, also repairing promptly and neatly done at reasonable prices. Mr. Landis is a young man full of energy and business attainments and a native of Pennsylvania.

J. P. STORMFELTZ & SONS, Manufacturers of Sash, Doors, Etc., and Dealers in Family Coal; Yard and Office, Nos. 222 and 224 North Water Street.—The substantial growth of Lancaster during the past quarter of a century has developed the manufacture of building materials to such an extent, that few cities in the United States of the same population have better facilities for producing all kinds of wood finish for buildings. An old established and reliable house in the city actively engaged in this important industry, is that of Messrs. J. P. Stormfeltz & Sons.

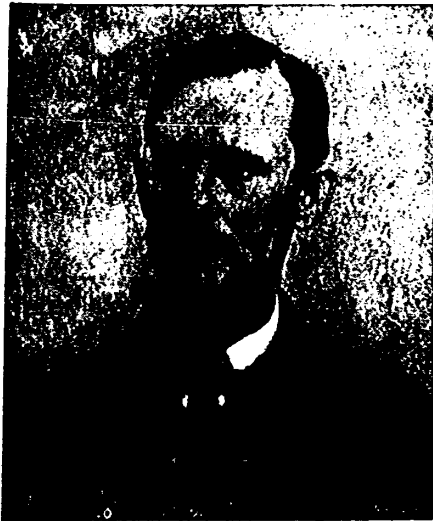
This business was established in 1864, by Mr. J. P. Stormfeltz, who eventually admitted his sons, Messrs. W. L. and Clarence Stormfeltz, into partnership. Mr. W. L. Stormfeltz retired in 1887, and the business is now conducted by Messrs. J. P. and Clarence Stormfeltz. The firm's planing mill was built in 1870, and is a spacious, two-story building, 40 x 125 feet in dimensions, fully equipped with the latest improved wood-working machinery, tools and appliances known to the trade. Here twenty skilled workmen are employed, and the machinery is driven by steam-power. Messrs. J. P. Stormfeltz & Sons manufacture largely sash, doors, blinds, etc., and promptly attend to orders by mail. Everything in the way of dimension lumber, dressed lumber, flooring, sidings, mouldings, and other planing-mill work is executed to order, and every facility is enjoyed for turning out work without delay and in the best manner. The firm promptly furnish estimates for all kinds of inside woodwork at the lowest possible prices consistent with first class workmanship, and the best material. They also deal in all descriptions of family coal, and employ three teams delivering orders in Lancaster and its vicinity. Messrs. J. P. and Clarence Stormfeltz are natives of Lancaster Co., Pa. They are highly esteemed in business circles for their integrity, and well merit the liberal patronage that is being accorded them in this important enterprise.

BEST STEAM ENGINE AND BOILER WORKS, John Best, Esq., Proprietor, No. 333 East Fulton Street.—The fame of the "Best" engines and boilers is world wide. The proper name of the popular proprietor of these works—Mr. John Best—is synonymous with its fullest use in the dictionary meaning of "best" as applicable to design, quality, workmanship and durability of all his engines, boilers, etc., etc. Mr. Best was born in this city, and here thoroughly and practically learned the trades of boiler maker and machinist, while he is to-day one of the recognized leading mechanical engineers in the United States. He established the Best steam-engine and boiler works upwards of thirty years ago, originally locating on Chestnut Street, where he at first devoted himself to the manufacture of boilers. His superiority of materials, of workmanship, design and finish, at once drew a large and growing patronage, and in 1872 he added the other departments, and began the manufacture of his improved types of horizontal, vertical and portable engines, smoke stacks, etc. The growing demands of the trades soon necessitated greatly enlarged facilities, and in 1887 the present modern and capacious shops were erected on East Fulton Street. They comprise a boiler shop, 60 x 100 feet in dimensions, machine shop, 50 x 138 feet in dimensions, and a foundry, 60 x 70 feet; also a fine, two-story pattern shop, 85 x 65 feet. There is every possible convenience here, including the latest improved machinery and appliances run by two engines of sixty horse-power each, with boilers of 120 horse-power. There are two cupolas with large melting capacity, and the concern executes orders for castings of all sizes up to ten tons, etc. The "Best" engines are constructed of the choicest materials upon the most approved principles, embodying every modern improvement, and proving ever reliable, serviceable and economical. Horizontal engines are manufactured here from two to sixty horse-power, and vertical engines from one and one-half to forty horse-power, and hundreds are in daily use all over the United States. The "Best" portable engine is justly celebrated as much the best for running threshing machines, saw mills, and for mining and quarry work. It has had the endorsement of the ablest engineers, and is the strongest, most compact and powerful engine of its class in the country. The "Best" boilers are renowned for their marked strength, easy steaming qualities and durability, and Mr. Best guarantees every boiler under severest tests. He also manufactures all sizes smoke stacks, gas flues, bellows pipes, water and oil tanks, and contracts for all descriptions of work, from plate, iron or steel. He is doing a flourishing business with influential connections all over the world, and has exported his engines to Mexico, South America, France, England, Spain, etc. Wherever they come into competition with other makes, they manifest their superiority, and have carried off first prizes at the principal exhibitions, notably at the Philadelphia Centennial, and medal and two diplomas at the World's Industrial and Cotton Centennial Exhibition at New Orleans. Those seeking the best engines, boilers, etc., should place orders with Mr. John Best, of Lancaster.

THE CONESTOGA NATIONAL BANK, D. B. Landis, President.—This ably and conservatively managed bank was organized in March, 1889, under the National Banking law with a capital stock of \$125,000, which was promptly subscribed for by leading capitalists and business men, and has since proved a most remunerative investment. The bank commenced business under the most favorable auspices and has since had a prosperous career, and the officers and directors are entitled to praise for the prudent and sagacious manner in which the bank has been managed, proving themselves worthy of their responsible positions and as able and judicious financiers. Its board of directors includes such well-known and prominent citizens as Mr. D. B. Landis (also the president), Dr. P. W. Hiestand (also the vice-president), J. H. Dickinson, Andrew M. Frantz, E. S. Huber, Dr. M. L. Herr, J. B. Kendig, A. B. Kreider, A. L. Landis, W. W. Tripplé, Dr. W. J. Wentz, H. Warfel, F. Steigenvaldt, J. P. Hollinger, and John G. Bear. Mr. Albert K. Hostetter, the popular and efficient cashier, has been connected with the banking business for over four years and was for three years with the Ephratah National Bank. President Landis is a widely known financier of the soundest judgment and most judicious methods, and has guided the bank with consummate ability, and he has a most valued support in the vice-president, Dr. Hiestand. The bank occupies handsome premises and is fitted up specially for the business here transacted. It does a general business and receives the accounts of corporations, firms and individuals; loans on approved collateral; discounts large lines of the choicest commercial paper issued in town; makes collections on all points, and in every way facilitates the financial operations of the public. Its correspondents include the United States National Bank, of New York City, and the Corn Exchange and Seventh National Banks of Philadelphia. The bank is in every way doing a splendid business with ample resources, and has won the respect and confidence of commercial and financial circles everywhere.

PHILIP SCHUM, SON & CO., Manufacturers of Genuine Lancaster Quilts, Counterpanes, Coverlets, Blankets, Carpets, Carpet Chain, Stocking Yarn, Etc., Nos. 140-150 South Water Street.—No detailed account of the manufacturing industries of the city of Lancaster would be complete without honorable mention of the enterprise so successfully conducted by Messrs. Philip Schum, Son & Co., the well-known manufacturers of genuine Lancaster quilts, counterpanes, coverlets, blankets, carpets, carpet chain, stocking yarn, etc., at Nos. 140 to 150 South Water Street. This firm are also the proprietors of the Lancaster Fancy Steam Cleaning and Dyeing Works, and are extensive dealers in all kinds of coal. The foundation of the business here carried on was laid in 1850, by Mr. Philip Schum, as a manufacturer of quilts and coverlets, to which he added counterpanes and blankets in 1860 and rag carpets in 1864. The dye works were erected in 1858. In 1874 the coal business was added, with a storage capacity for 5,000 tons, and a direct switch with the Pennsylvania Railroad in the yard. In 1878 the present firm was organized by the admission of Messrs. John E. Schum and Charles Hollsworth to partnership. Two years later the honored senior partner and founder of the house, died, after a long and successful business career. The woolen mill at New Milltown operated by this firm for the production of blankets and woolen yarns has 244 spindles and gives employment to from twenty to thirty skilled hands. No better goods are produced anywhere. The yarns and blankets here manufactured are standard the country over. The utmost care and practical skill is exercised in all methods of manufacture to improve the quality and enhance the value of the output in all respects. As a result, the highest degree of perfection is attained, which serves to stamp the proprietors as manufacturers of keen judgment, business sagacity and unusual executive ability. These qualities they are recognized as possessing in a high degree, and, with such advantages and benefits as naturally result from able and experienced management, this house is enabled to offer extraordinary inducements in all branches of trade which it represents. Its patronage is thoroughly national in extent and eminently creditable in its character. Their fancy steam dyeing establishment is second to none in the country in its appointments. Gentlemen's made-up garments, such as coats, pants and vests cleaned, dyed and pressed in first-class style. Mr. John E. Schum was born in Lancaster, and Mr. Charles Hollsworth, a brother-in-law of the preceding, was born in Germany.

AGENCY OF THE NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY, G. N. Reynolds, General Agent, No. 121 East King Street.—The success of life insurance companies doing business on the mutual plan has been remarkable, and the history of the Northwestern Mutual Life Insurance Company, of Milwaukee, Wis., affords an apt illustration of the fact. This well-known company began business in November, 1858, and, starting without capital, it soon accomplished results which place it in the foremost rank of American life insurance companies. It is represented in Lancaster by Mr. G. N. Reynolds, of No. 121 East King Street, who is the general agent of the company for twenty-two



counties in eastern and central Pennsylvania. He has been engaged in the insurance business for the past twenty-seven years, and accepted his present position in 1877. The Northwestern is a purely mutual company; that is, an association of policy-holders, managed by men selected by, from and for themselves; in fact, each member is a full partner in the whole business, with liability limited to premiums paid. All surplus earnings over the cost of insurance are returned to its members. It maintains a reserve, according to the actuaries' table, at four per cent. This is the highest reserve required by the laws of any state, and furnishes the most ample security for the payment of all claims as they fall due. Nearly three-fourths of the business now being done is issued on the semi-tontine plan, which, with the incontestable feature, makes these ideal policies, and they have been pronounced the "perfection of life insurance contracts." The ratio of surplus to liabilities shows the company to be among the strongest and most secure of any in the world. It invests its funds upon improved real estate security, at western rates of interest, and it has now thus placed over thirty million dollars. No loans are made on stocks, collaterals or any kind of fluctuating or doubtful securities. The new business of the company has been steadily increasing, and a larger sum was written during 1889 than any previous year of its existence. Mr. Reynolds, the manager here, is one of the best-informed insurance men in the state. He was born in Maine, and has resided in Lancaster for many years; is still in the active prime of life, president of the Lancaster democratic club, a school director, a prominent member of the Episcopal Church, and honored and esteemed by his fellow-men in all the various relations of life.

JAMES C. LEMAN, Proprietor, Enterprise Brass Foundry and Smelting Works, No. 117 East Chestnut Street.—A man who can mold and perfectly cast the innumerable pieces of brass, bronze and other soft metal castings for the countless purposes to which these metals are now put is a very important helper in promoting the general good. With such a worker the city of Lancaster is well supplied in Mr. James C. Lemman, the well-known proprietor of the Enterprise Brass Foundry and Smelting Works, at No. 117 East Chestnut Street. This gentleman is a native of Lancaster, and was trained from his early youth by his father in all the rudiments and details of the business in which he is now so successfully engaged. His enterprise embraces the manufacture of all

kinds of brass, bronze, composition, nickel-silver, and other soft metal castings, zinc, battery plates, picture hooks and kindred articles to order, and all jobbing in this line. He also does a large casting and smelting business for manufacturers and plumbers, and his products include large quantities of goods for the trade in this city and throughout the state. Faithful attention is given to whatever may be desired in this line, and great care is taken in the selection of proper qualities of metal and the delicate processes of casting, especially where soundness and accuracy are required in the finished articles. His foundry and smelting works are equipped with all modern facilities, and unsurpassed advantages are possessed for insuring rapid and perfect production. With his large, practical experience in the business, and his thorough knowledge of the wants of the trade, Mr. Lemman may justly be considered as eminently qualified for carrying on this enterprise, while it may be added that the work turned out by him is of a superior character, meeting the conditions of all contracts, and gaining for him the esteem and confidence of a widespread and influential patronage.

JACOB B. LONG, Investment Broker, Stocks, Bonds, Mortgages, Insurance, Real Estate, No. 10 North Queen Street.—Mr. Jacob B. Long, the well-known investment broker, at No. 10 North Queen Street, has been prominently identified with the financial world for the past twenty years, and during that period the business which he conducts has attained proportions of gratifying magnitude, and his house is recognized as a leader in its special field. He deals in investment securities of every description, handling stocks, bonds and mortgages; placing insurance and conducting transactions in real estate, while making a leading specialty of local securities. He is also agent for western mortgage bonds of the Equitable Mortgage Company, of New York, Philadelphia and Kansas City, and places orders in all the markets of the country. He has an extended acquaintance in financial circles, and his career has been marked by a display of that energy, tact and appreciation of opportunity so essential to permanent success in the city. He keeps a keen eye upon the market, and is considered a leading authority upon actual values, while his extended and influential connection enables him to secure much inside information of mutual and incalculable benefit to his large clientele and himself. He possesses exceptional facilities not only for the prompt fulfillment of his own obligations, but also for the successful negotiation of important operations for others. Mr. Long is a native of Lancaster, in the prime of life, and a financier of large experience and marked ability. He is recognized as belonging to that class of steady, conservative and thorough business men to whom Lancaster owes so much of her prosperity and commercial success.

D. B. LANDIS & SON, Proprietors of Lancaster Grain Elevator, Dealers in Western Grain, Etc., Lemon Street.—Among the responsible and enterprising business houses that contribute so largely to the permanent prosperity of Lancaster, is the widely known firm of Messrs. D. B. Landis & Son, proprietors of the Lancaster Grain Elevator, and dealers in western grain, flour, hay, straw, etc. The firm's elevator, which is fully equipped, is on Lemon Street, and is connected by a switch with the P. & R. and Pennsylvania Railroad. This business was established in 1879 by Groff & Hosietter, who were succeeded by D. B. Landis and Landis & Westheffer. Eventually in 1889 the firm of D. B. Landis & Son was organized and assumed the management, the co-partners being Messrs D. B., and C. G. Landis. The premises occupied are spacious, and the business, which is steadily increasing, is both wholesale and retail. The firm are constantly receiving consignments of grain, flour, etc., and make a specialty of selling car load lots. Their connections in the best producing sections of the west are of the most influential character, enabling them to quote prices very difficult to be duplicated elsewhere. They also run a full roller flour mill with grain warehouse in Quarryville, Pa., where they also have a large coal and lumber yard. Messrs. D. B. Landis & Son make liberal advances when required on consignments, and guarantee at all times quick sales and immediate returns. They are highly regarded in trade circles for their enterprise, promptness and integrity, justly meriting the liberal patronage secured in the grain trade of Lancaster. Mr. D. B. Landis is president of the Conestoga National Bank and a director of the Horse Shoe Turnpike, and is one of Lancaster's public spirited citizens.

BAUSMAN & BURNS, Fire Insurance and Real Estate Agency, No. 10 West Orange Street.—Insurance is undoubtedly the main support of all business enterprises. The insurance agent occupies a very important position in this business. He acts as agent for the company or companies he represents, and also of the property owner who employs him to place his insurance. In this connection, we desire to make special reference in this commercial review, to the reliable agency of Messrs. Bausman & Burns, whose offices are centrally located at No. 10 West Orange Street. The business is a consolidation of the interests



of Mr. John A. Bausman who commenced in March, 1871, and Mr. Samuel Burns who was established in April, 1873. The firm carry on an extensive business not only in insurance but also in real estate. They are both able insurance underwriters and real estate brokers, and possess an intimate knowledge of every detail and feature of their business and the requirements of patrons. They transact a general insurance business, and represent the following famous companies viz.: Aetna, of Hartford, \$10,000,000; Merchants, of Newark, \$1,550,000; North British and Mercantile, of England, \$33,500,000; British America Assurance Company, of Toronto, \$1,400,000; Union of Philadelphia, \$700,000; Lancashire, of England, \$15,000,000; Phoenix, of Hartford, \$5,350,000; Northern Assurance Company, of London, \$15,000,000; American, of New York, \$1,320,000; Citizens, of New York, \$1,180,000; Firemen's, of Newark, N. J., \$1,800,000; Liberty, of New York, \$1,400,000; Union, of California, \$1,300,000; Metropolitan Plate Glass Insurance Company, of New York, \$320,000; and Lancaster County Mutual Hill Insurance Co. Messrs. Bausman & Burns offer at all times substantial inducements and advantages to the public, including low rates and liberally drawn policies, while all losses sustained are equitably adjusted and promptly paid through this agency. They likewise buy, sell, and let property of every description, also collect rents, manage estates and negotiate loans on bond and mortgage. The firm have always upon their books descriptions of the most eligible properties in Lancaster and its vicinity for investment purposes. They are recognized authorities upon the present and prospective values of all kinds of realty, and intending investors can always rely on their sound judgment and judicious advice in making purchases. Mr. Bausman is a native of Lancaster, while Mr. Burns was born in Montour County, this state, but for the last twenty-five years resided in Lancaster. They are members of the board of underwriters, and are highly esteemed in business circles for their promptness and sterling integrity. They are prepared to take the entire charge of the insurance of large mills and factory properties, dwellings, stores, etc., placing and distributing risks with first-class companies only, renewing policies when expired, and generally relieving the business community of all care in this important respect. Their office has telephone connection and they solicit correspondence.

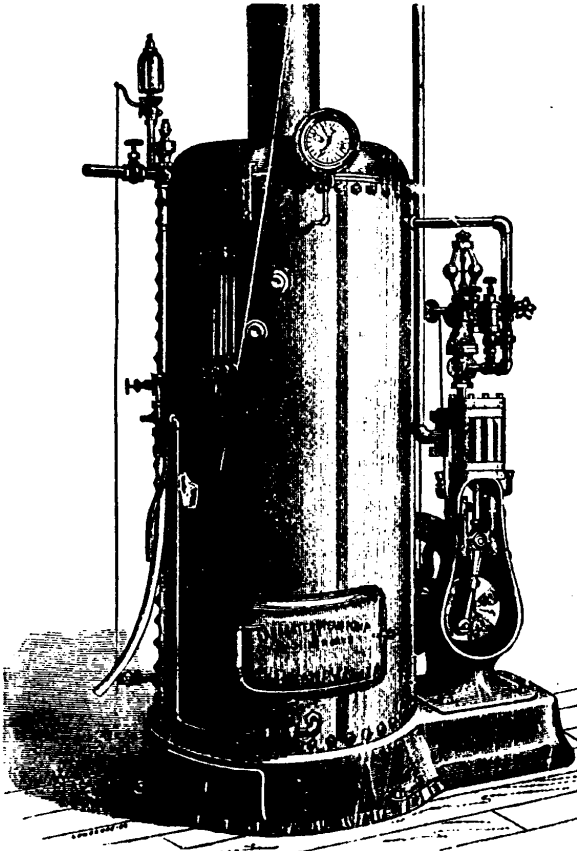
REINOEHL KNIPE (Late with Gilbert & Bacon, Philadelphia), Art Photographer, No. 45 West King Street.—Lancaster's foremost photograph artist is Mr. Reinoehl Knipe (late with Gilbert & Bacon, Philadelphia), who executes a class of work of exceptional merit, the portraits made by this gentleman being all in every particular, in fidelity, beauty of design, shading and finish. Sittings are given at all hours, in any weather and at night, (by the flash light process), and satisfaction is guaranteed in every instance, special attention being paid to posing, and proofs are promptly furnished likewise, while the prices prevailing in this deservedly popular studio are remarkably low, character of work con-

sidered. The premises occupied, including reception parlor, ladies' dressing-room, gallery, operating room, etc., are conveniently located on the second floor, and are neatly appointed and completely equipped with the latest improved appliances and appurtenances, while three competent assistants are in attendance also. Pictures are made in any size or style in the highest form of the art, fine life-size and cabinet portraits being specialties, and photographs are finished in oil, water colors, crayon, pastel and India ink also in the most superior manner at short notice. This well-known studio was established some thirty odd years ago by B. F. Taylor, who was succeeded by John W. Hubley, and in February, 1889, came into control of the present proprietor, who has since conducted it with eminent success. Mr. Knipe is a native of Norristown, Pa., and is a thoroughly expert, all-round photographer of many years experience in his profession, and prior to coming to this city had been with Gilbert & Bacon, Philadelphia, for some time in the exercise of his art.

FLINN & BRENEMAN, Manufacturers and Wholesale Dealers in House Furnishing Goods, Etc., No. 152 North Queen Street.—This business was established in 1856 by Mr. A. C. Flinn, who conducted it till 1868, when Mr. Breneman became a partner. The premises occupied comprise a spacious, four-story and basement building 257 x 80 feet in dimensions, fully equipped with every convenience for the successful conduct of this steadily increasing business. The firm employ constantly twenty-five persons, and their trade extends throughout all sections of Lancaster and its vicinity. Messrs. Flinn & Breneman keep always on hand well selected and superior assortments of house furnishing goods, cutlery, shelf and lamp goods, wooden and willow ware, chandeliers, gas fixtures of all kinds. They handle only the best and most desirable goods, and procure them direct from the most famous manufacturers in large quantities, thereby enabling them to fill orders at prices very difficult to be duplicated elsewhere. In plumbing materials, tin, sheet-iron and copper ware, and kitchen furnishing goods, the stock is large and complete, and recommends its own merits to all. Messrs. Flinn & Breneman make a specialty of plumbing and gas fitting, and also contract for heating buildings by hot air or steam. They have done a large amount of heating work in Lancaster and its neighborhood, giving entire satisfaction to patrons. Mr. Flinn is a native of Delaware, while Mr. Breneman was born in Lancaster County. In conclusion we would add, that the heating and ventilating apparatus as erected by Messrs. Flinn & Breneman for residences and public buildings is beyond comparison a certain and satisfactory means of making our indoor life a perpetual summer, and at the same time driving from our dwellings foul air and noxious gases.

F. SHRODER & CO., Manufacturers of Fine Brown Shirtings and Sheetings, Etc.—This representative and reliable concern was established in 1856 by Mr. F. Shroder, who after having several partners, is now sole surviving proprietor. The factory is a spacious and substantial five-story building, and was originally built in 1844 by the Conestoga Steam Mills Company. The various departments are fully equipped with the latest improved machinery and appliances, including 12,000 spindles, 72 carding machines, 300 looms, 4 pickers, etc. Here three hundred skilled hands are employed, and the machinery is driven by a superior 800 horse-power steam-engine, steam being supplied by seven first-class boilers, made by John Best & Son. On the premises are a commodious waste house, ware-house, offices and calender house. Mr. Shroder manufactures extensively fine brown shirtings and sheetings, brown jeans, colored satens and genuine nankeens. These goods are highly appreciated by the trade as standard productions, and are general favorites with first-class retailers and jobbers wherever introduced, always commanding a ready sale, owing to their quality, superiority and intrinsic merits. The selling agent of the house is Mr. W. L. Strong, No. 75 North Street, New York, who has also branches in Boston and Philadelphia. Orders are promptly filled at the lowest ruling market prices, and the trade of the house, which is steadily increasing, now extends throughout all sections of the United States and Canada. Mr. Shroder was born in Hagers-town, Maryland, but has resided in Lancaster the greater part of his life. He is director of three Turnpike companies, Stevens House Association, Woodward Hill Cemetery Association, and President of the National Manufacturing Company.

THE LANCASTER STEAM PUMP AND MACHINE WORKS, Landis & Haverstick, Proprietors. Office and Works, Nos. 531 to 537, North Cherry Street.—One of the most important manufacturing establishments of Lancaster is that of the Lancaster Steam Pump and Machine Works, of which Messrs. Landis & Haverstick are the skilled and enterprising proprietors. Mr. Landis is a native of Lancaster County, Pa., and a practical machinist by trade, with every professional qualification as a mechanical engineer. At the age of seventeen he became an apprentice in Mr. George Frick's machine shops at Waynesboro, Franklin County, Pa., where he served faithfully for three years, after which he returned to Lancaster, and embarked in the business of a machinist, engine designer and builder, during his twenty years' career achieving an enviable reputation for the practical, reliable and markedly successful character of his product. It was in 1878 that he founded the present works, and which he has had to enlarge



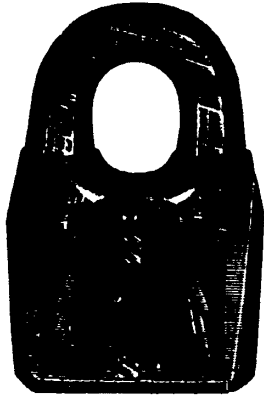
to meet the growing demands of his trade. With his natural inventive genius and great energy he has made many important improvements in steam fitting, engines and machinery and has invented a new radiator, equal to the best for simplicity and efficiency and in several respects far superior to any style we have ever seen. The works are situated at Nos. 531 to 537 North Cherry Street and are of extended dimensions. They have a splendid outfit here, including many new appliances and several of their own inventions; they are enabled to execute the most difficult engine and machine work, and at prices consistent with the times. Every job is guaranteed satisfactory and must give entire satisfaction. They employ a good force of skilled hands, and enforce a thorough system of organization throughout these extensive works. They are the inventors of the deservedly famous "Success" farm engine, boiler and pump combine, ranging from one to one and a-half horse-power in capacity, and an indispensable adjunct to every farmhouse, printing office, small shop or dwelling. They also handle the peerless patented traction or road engine and it is the most

complete and serviceable engine of the kind in existence; and besides other improvements, this peerless traction engine has a device which keeps the water on crown sheet while going down hill, and front end of tubes covered with water while going up hill. It is mounted on powerful springs, has every modern improvement and is the most powerful, safest, and speediest traction and road engine known. They also handle the peerless portable engines, and "Titan" stationary engines and boilers of any desired style or size and manufacture full lines of valves, water and steam gauges and steam fittings generally, also steam heating work put up and guaranteed in private or public buildings of the most reliable character; latest and best circular saw mills, steam pumps, dies and taps for bolts and pipe, hose couplings, and a general line of machine and repair work. They also control and own the Canadian Patent on the New Peerless Grain Thresher and Separator, a machine well worthy the attention of capitalists to embark in the manufacture of same, as it is without question the leading machine of the day, having taken the place of the world renowned Geiser Separator, on account of its superiority, also the Landis Patent Steam Radiator, an article of easy production, and the universal Gauge Cock. Manufacturers of any goods in this line will do well by addressing Messrs. Landis & Haverstick, stating just what they want. Among popular specialties are the improved "Eclipse" fan blower and "Eclipse" Tire Bender, ahead of any makes of similar machines elsewhere. Messrs. Landis & Haverstick use only the choicest of materials, while workmanship and finish are perfect, and prices cannot be duplicated elsewhere, quality considered. They have developed a trade covering many sections of the United States with an important export demand, and Lancaster is to be congratulated upon the possession of such an important industrial establishment as this. The cut illustrating one of these specialties of vertical engines and boilers is a model of simplicity and complete in every respect, and are made in four, six and eight horse-power with any desired size boilers to either, at extraordinary low prices, workmanship considered. Parties contemplating the purchase of an engine and boiler or any machinery in their line will do well to write Messrs. Landis & Haverstick stating their wants and an estimate will be furnished them.

LANCASTER STEAM LAUNDRY, C. G. Schuberth, Proprietor, No. 146 1-2 East King Street.—The Lancaster Steam Laundry was opened originally in September, 1885, by Messrs. Dickey & Hochstetter, who were succeeded in July, 1886, by Mr. C. G. Schuberth, the present proprietor. The building contains one floor, 86 by 100 feet, and is supplied with three washing machines, all the latest improved machinery and appliances, and ample steam-power, while steady employment is given to from fifteen to twenty skilled hands. The value of such an institution to the city cannot be overestimated. The daily traveler, who is constantly on the road, heartily appreciates the facilities it affords, for having his clothes "done up" in first-class style and with promptness and dispatch. This institution possesses ample capital and superior facilities, and it is in a position to guarantee the prompt and perfect fulfillment of all demands, and to place all transactions on a thoroughly substantial and satisfactory basis. A number of agencies are established through the city. Mr. Schuberth was born in Hamburg, Germany, and has resided in Lancaster since 1872.

WH. BATEMAN, House and Sign Painter and Decorator, No. 30 East King Street.—Among the painters and interior decorators in Lancaster there are probably none so well known as Mr. W. H. Bateman, who has been identified with the business in the city for more than thirty-five years. He is located at No. 30 East King Street where he occupies a spacious, commodious basement, 25 by 100 feet in area, which is well equipped and provided with every convenience for executing work in the very best manner. Experienced practical workmen are employed who are under the immediate direction and supervision of Mr. Bateman, and every attention is given to house, sign and ornamental painting and graining and kalsomining and hardwood finishing, glazing and attending to jobbing. Contracts are entered into by Mr. Bateman for work of any magnitude, and in every instance he always guarantees the best satisfaction as to workmanship and price. He is highly indorsed and recommended, and is a gentleman in whom the utmost confidence may be placed.

SLAYMAKER, BARRY & Co., Diamond Lock Works, Sole Manufacturers of Self-Locking Scandinavian Padlocks, in Malleable Iron, Japanned, Nickel-Plated and Brass. Nos. 314 to 330 South Water Street.—One of the leading industries of Lancaster is that of making padlocks, and the largest establishment engaged in that work in this city, and one of the largest in the United States, is that of Slaymaker, Barry & Co., at Nos. 314 to 330 South Water Street. In January, 1838, the manufacture of a recently patented padlock was begun by S. R. Slaymaker and John F. Barry, two young men of this city. The principle of the interior works of this lock was of peculiar excellence, the tumblers being so constructed and arranged as to make it self-locking, while the case and shackle were of Scandinavian or jail order; a combination which had long been sought after by the largest lock manufacturers



in this country, but had never before been accomplished. In the old style of Scandinavian padlocks the interior works were formed by thin round and square pieces laid alternately one on top of another in a horizontal position. The round pieces formed the tumblers, and the square made the changes. These pieces were held in place only by the pressure of a light spiral spring bearing from the bottom of the case; the consequence was that as there was always some space between the sides of the tumblers, and the case, this pressure was not sufficient to hold the tumblers in place, and a jar would throw them either to one side or another, thus getting the key-holes in the tumblers out of line, and preventing the putting in of the key. Then it was a very easy matter to pick them, and an impossibility to make any large number of changes. All these disadvantages of the old style lock were noted, and overcome by the inventor of the locks which this firm are manufacturing. As will be seen by the accompanying cut showing the interior works, the tumblers are upright, journaled in the case, the springs are oil tempered, tested; a large number of changes can be made, and the locks are absolutely unpickable. The keys are of flat steel, light, and of beautiful shape. This combination made a lock for which there was an opening in the hardware trade, and the goods soon took a place in the markets of the world. As the firm were not afraid to let the public know of their wares, but were liberal advertisers, the trade steadily and rapidly increased. Soon the demand for their brass locks was of such large proportion that it was deemed advisable to make their own brass castings. Accordingly a brass foundry was opened by them for their own use, when the discovery was made that a brass foundry which made fine work was much wanted in this community; the foundry was enlarged and outside work began to pour in. Toward the latter part of 1830, the building which they occupied at Nos. 238 and 240 North Arch Street was found to be far too small to make enough goods to meet the demand. The building at Nos. 314 to 330 South Water Street (formerly occupied by the Miller Soap Co.), 90 x 50 feet and three stories high, was secured and remodelled, and an addition 50 x 30 feet built for a brass foundry. At the time of this removal, Edward McGovern, formerly of Bradford County, Pa., but now of this city, secured an interest in the business, and the firm name was changed to Slaymaker, Barry & Co. They now employ upwards of one hundred men under the management of W. F. Troast, the inventor of the lock. They now make their padlocks in malleable iron, in nickel-plated, and in solid brass, while there has been added

a new line of a cheaper grade of locks with the interior mechanism the same as the first, a line of small white locks for chests and dog collars, a patent hinge, a novel rest for the hand on smoothing planes, and other articles of shelf hardware. Their goods are not only found in this country but in all the principal hardware centers of the world. In the brass foundry a tremendous business is done. Good work tells, and firms which heretofore were compelled to send to New England for fine castings now send to Lancaster to this firm, who make the finest brass castings to be gotten anywhere. Quite an item in their brass trade is the making of molds for umbrella and cane heads, which castings are so fine as to hardly require any dressing for use. This is the history of one of the leading industries of Lancaster, for which we predict a bright future.

WM. R. GERHART, Solicitor of Patents, No. 34 North Duke Street, Next to Court House.—Possessing a foundation understanding of the principles of patent law, a complete and thorough knowledge of the rules and regulations governing the administration of the United States Patent Office, and a lengthened experience as a practitioner before that bureau of the government, Mr. Gerhart may be justly considered as pre-eminently adapted for success in patent law practice. He is a native of Lancaster County, in the active prime of life, and began his professional career as a civil engineer on the Pennsylvania, and the Philadelphia & Reading Railroads, in 1868. He established himself in the patent business here in 1877, and in 1878 purchased the patent library and papers belonging to the estate of the late Jacob Stauffer, who had long been a patent attorney in this city. Devoting himself from that time exclusively to patents, his reputation has become firmly established as an able, scientific and successful solicitor, and a clear-headed, reliable counsellor in patent causes. His practice relates to the preparation and prosecution of applications for letters-patent, trade marks, design patents, labels and copyrights; including the making out of specifications, drawings, caveats, assignments and other necessary papers; the making of preliminary examinations as to the patentability of an invention or discovery, and investigations as to the scope and validity of patents; searching in novelty, securing patents in all foreign countries, filing papers for the reissue of defective patents, contesting interferences, prosecuting appeals in the patent office and before the courts, and counseling at all stages on exclusive rights. The papers filed by him in the interest of his clients are models of accuracy, wisdom and perfect understanding of the case in hand. No attorney before the patent office at Washington can secure fairer treatment or more prompt consideration of their cases.

JOHAN F. REED & CO., Manufacturers of Cigars and Packers of Leaf Tobacco, Nos. 227, 229 and 231 North Prince Street.—This business was established in 1881 by Messrs. John F. Reed and Hiram Stamm, both of whom are thoroughly practical cigar manufacturers and tobacco packers, fully acquainted with every detail of this important industry and the wants of jobbers, retailers and a discerning public. The premises occupied comprise a spacious, three-story brick building, fully equipped with every convenience for the successful prosecution of this steadily increasing business. Here 125 skilled cigar makers are employed, who turn 25,000 cigars daily. All cigars are made from choice selected stock, no poor or inferior tobacco being used, and none but medium and first-class goods produced. Messrs. John F. Reed & Co. manufacture seventy-five brands and make a specialty of the brands "Remedio," "El Minneatto," "Stevens," "Spanish Tuck," "Planter," "Conestoga," etc. Their goods are ever maintained at the highest standard of excellence and are unrivalled for quality, flavor and finish. The firm carefully fills orders at extremely low prices, and its trade now extends throughout the entire United States. They likewise keep constantly in stock full supplies of Connecticut, Pennsylvania, Ohio and western tobacco, and import direct the finest grades of Sumatra and Havana. Their connections in Cuba are influential, enabling them to put on the market a class of Havana leaf that is eagerly sought after by our principal cigar manufacturers. Messrs. Reed and Stamm are both natives of Lancaster County, Pa. The firm have likewise a large store at No. 1238 Oxford Street, Philadelphia, from which they deliver cigars to local trade, having several wagons for that purpose.

REIGARTS' OLD WINE STORE, No. 29 East King Street, H. E. Slaymaker, Proprietor.—The consumption of wines and liquors is so vast in the United States, that the trade necessarily involves considerations of the greatest importance. Prominent among the old established and representative houses in the city of Lancaster extensively engaged in this business is that known as Reigart's Old Wine Store, No. 29 East King Street, of which Mr. H. E. Slaymaker is the popular proprietor. This business was originally founded in 1783 by A. Reigart, Jr., as an importer of Maderia wines and French brandies. He was succeeded by



George H. Whitaker, who was followed in 1850 by Mr. H. E. Slaymaker, who has since built up a liberal and influential patronage in all sections of Pennsylvania and the adjacent states. The premises occupied comprise a spacious store and cellar, each being 25 x 125



feet in area, fully equipped with every convenience for the accommodation and preservation of the choice, well selected and valuable stock. Here Mr. Slaymaker keeps constantly on hand the finest champagnes, old Maderia wines, brandies, ports, sheries, clarets,

whiskies, rum, gin, mineral waters, ales and stout, cordials, bitters, etc. The Maderia wines include the vintage of 1793, and importations of 1800, 1814, 1817, 1818, 1827, and vintages of 1840 and 1870, while the brandies are of the vintages of 1810, 1854, 1860 and 1870. We would recommend dealers and critical buyers to sample some of the leading specialties of this responsible house, as they are positively not to be duplicated elsewhere. Mr. Slaymaker imports direct and makes a specialty of the famous Pinet brandies of Pinet Castillon & Co., Cognac, France, which are absolutely unrivaled for quality, purity and excellence. A specialty is also made of Pennsylvania whiskies, free or in bond. These whiskies are mild, mellow and delicious, and are sold under a guarantee to give entire satisfaction. They are admirably suited for a first-class bar, club and drug trade and include Reigart's AA, Reigart's Old, Reigart's Old BB and Franklin Co. G. Mr. Slaymaker promptly fills orders at the lowest possible prices, and his trade, which is both wholesale and retail, is steadily increasing, owing to the superiority and purity of his wines and liquors, which are general favorites wherever introduced. He also has introduced to patrons his celebrated "Special Great Western Wine," which is the finest wine produced in the United States. Mr. Slaymaker was born in York Co., Pa., but he has resided in Lancaster since boyhood. He is an honorable and enterprising merchant, liberal in all transactions, justly meriting the abundant success secured in this important business. Mr. Slaymaker was postmaster of Lancaster from August, 1885, to December, 1889, and is one of our public spirited, influential and progressive citizens.

J. E. WEAVER, Grocer, No. 101 West King Street—This house was founded in 1862 by Mr. John E. Weaver. The store has a handsome front which gives it an elegant appearance, while within the extensive stock contains a full and complete assortment of teas and coffees purchased direct from importers, and for quality, flavor and excellence are unexcelled in this city. He also deals largely in smoked meats, being headquarters for dealers to get their supplies; retails spices, sugars, condiments, canned goods, fruits and vegetables in their season, likewise confectionery; in fact, nothing has been omitted to make this establishment first class in all its appointments. All the articles in this store are not surpassed in quality and freshness by any house in Lancaster. Mr. Weaver is a native of this city and a very popular and reliable business man.

G. M. ASKEW, Merchant Tailor, Nos. 240 and 242 West King Street.—One of the most popular among the representative merchant tailors in this city is unquestionably Mr. G. M. Askew, who during his business career, extending over a period of about eight years, has been foremost in promoting the standard of elegance in gentlemen's dress, and acquired a wide reputation for skill and ability in this direction. He has had a long, valuable experience as a designer and cutter of wearing apparel, and is thoroughly proficient in all the details of the art, and secured a first-class substantial patronage. The store occupied at Nos. 240 and 242 West King Street is admirably arranged and fitted up with good taste and judgment, and in size measures 20 x 42 feet. Mr. Askew is always among the first to introduce the latest London and New York fashions, and upon the counters and shelves in his store displays a splendid assortment of elegant goods in all the new, popular styles in fine woolens and suitings and trouserings, overcoatings, cloths, etc., of British, French, German and American production, the character and extent of the stock being such as to meet the wants of the most fastidious and fashionable, as well as the extremely plain, and those conservative in their dress. The goods have been selected with care and as regards quality, unsurpassed by the stock of any other first-class tailoring establishment in the city. Experienced practical tailors from fifteen to twenty in number are employed, and every care is paid to orders, Mr. Askew always guaranteeing a perfect fit and superior workmanship. He is always up with the times, and is justly considered one of the most accomplished exponents of the merchant tailor's art in the city. Although a resident of Lancaster for twelve years, Mr. Askew is a native of England. He has been in this country many years, and during his business career has made many friends in this city and vicinity, and is doing a business greatly redounding to his ability, skill and upright, honorable, liberal methods.

ERNEST ZAHM, Jeweler.—The house conducted so successfully by Mr. Ernest Zahm, the well-known manufacturing jeweler, has long been recognized as the leader in the watchmaking and jewelry trade of Lancaster, and widely esteemed for thorough reliability and undoubted knowledge of the intricacies of the business. It was originally established in 1824, by G. M. Zahm, who was succeeded by his brother, Mr. E. J. Zahm, in 1848. After his death in 1887, he was succeeded by his son, the present proprietor.



The latter is not only a practical watchmaker and manufacturing jeweler, but is also a thoroughly trained diamond setter, and the manufacture of diamond setting finds here most charming exemplars. The store is one of the most attractive in the city, and is the center of a large and influential trade. The stock carried is the most elaborate and valuable of its kind in this section of the state, and its leading specialties comprise watches, diamonds, fine statuary and silverware. In gems and stones of worth the selections here displayed are the largest and choicest in town. Diamonds and emeralds, ruby and beryl, opal and pearl, sard and peridot, jacinth and spinel, topaz and turquoise, are all fittingly represented. Here are diamonds in all conceivable shapes and unequalled whiteness and clearness, and of absolute faultlessness; "gems of purest ray serene," riviere solitaire, cluster and pendant, panache and aigrette, neckless and bracelet, chains, earrings and chatelaines; in fact, every article for personal adornment meets the eye and delights the sight. Here will be found many classes of articles for decoration and ornament nowhere else obtainable. A special feature is the innumerable articles of large and small silverware, which are noted for grace, originality and novelty of design, and artistic workmanship. Watch repairing is also given skillful attention, and a corps of expert hands are constantly employed. Mr. Zahm is a native of Lancaster, and is highly esteemed as an accomplished master of the jeweler's art, and a young man of large experience, wide popularity and sterling personal worth.

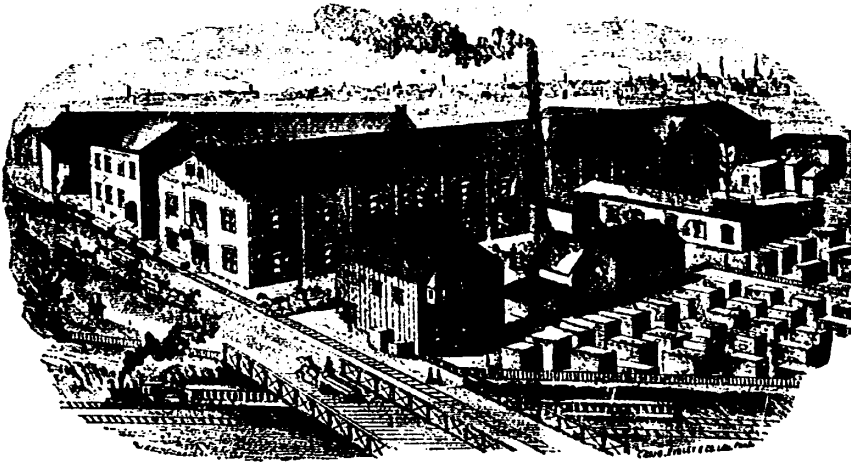
JEREMIAH RIFE, Insurance and Real Estate Agency, No. 82 1/2 South Duke Street.—One of the most experienced and best informed underwriters in Lancaster is Mr. Jeremiah Rife, proprietor of the Insurance and Real Estate Agency at No. 82 1/2 South Duke Street. The foundation of the extensive business here transacted was laid in 1853, by Mr. A. B. Kaufman, and in 1870 the firm of Rife & Kaufman was organized by the accession of Mr. Jeremiah Rife, who succeeded to the sole control in 1885. He is recognized as a reliable authority upon all matters re-

lating to fire insurance, while his standing in insurance circles is best shown by the following list of companies whose interests here presents in this city, viz.: The Home, of New York; American, of Philadelphia; Phoenix, of Brooklyn, N. Y.; Hartford, of Hartford; Royal, of Liverpool; Westchester, of New York; Girard, of Philadelphia; Springfield, of Massachusetts; Norwich Union, of England; Travelers' Life and Accident, of Hartford; Lloyd's Plate Glass Insurance Company, of New York; Phoenix Assurance Company, of England; Transatlantic, of Germany. Representing, as he does, many millions of dollars of assets and resources, Mr. Rife is prepared to promptly place the largest risks, distributing the same in the most judicious manner, quoting the lowest rates of premium, and guaranteeing a speedy and liberal adjustment of all losses. He controls the insuring of many of the choicest lines of business and residential property in the city, and is universally popular with all classes of real estate owners and business men. Mr. Rife has also earned a high reputation for accurate judgment and superior business tact in conducting transactions in real estate, and has developed an important connection therein, including among his permanent patrons many leading capitalists, investors and property owners, and carrying through to a successful issue many heavy and valuable transactions, while he is justly regarded as one of the best judges of realty values in the city. He is prepared to handle real property of all kinds, and to collect rents, manage estates, and negotiate loans on bond and mortgage. Mr. Rife is a native of Lancaster and one of its best-known citizens and prominent business men. He has been a notary public for the past twelve years, is secretary of the Lancaster Mining and Milling Company of Colorado, and a gentleman with whom it is always a pleasure to deal.

BRADY'S EDGE TOOL WORKS, Nos. 309 & 311 Cherry Street.—

There are certain enterprises carried on here which cannot be regarded as of secondary importance to the continued growth and prosperity of the city in an industrial or commercial sense, and chief among the number is that known as Brady's Edge Tool Works, located at Nos. 309 & 311 Cherry Street. These works enjoy a national reputation for the production of a superior line of edge tools, mill picks and feed cutter knives, also for the manufacture of all kinds of hammers and quarry tools to order, and Brady's superior tobacco shears and spears. The foundation of the business was laid in 1805, and at about 1824 they were removed to Mount Joy (then called Richland). It was at this time that William Brady assumed the active management of the business about 1845, introducing steam-power, and gradually extending the premises, increasing the facilities for production, enlarging his commercial relations, and generally placing the house in a flourishing condition. In 1872 the works were totally destroyed by fire, but were rebuilt the same year, and in 1875 were transferred to Lancaster. About twenty years ago Mr. Brady admitted his son, H. A. Brady, to partnership, and in 1886 another son, W. S. Brady, forming the firm as at present constituted. The business has grown gradually and steadily from year to year, the proprietors paying more attention to the excellence of the wares manufactured than the amount of sales or monetary returns. They have devoted themselves with the greatest ardor and enterprise to the production of a class of tools, which should at least be equal to any manufactured in this country, and vie in excellence with the best imported goods. That the firm has succeeded in this object is no matter of doubt. They are now making a leading specialty of making knives for feed cutters, in which branch of manufacture they have no successful competitors in the country. They fill large regular orders for knives in Louisville, Ky., Baltimore, Md., Washington, D. C., Springfield, Ohio, Lancaster, Ohio, Bowling Green, Ky., Philadelphia, York, Reading, Harrisburg, Pittsburg, and other points in the country. The quality of their goods can be implicitly relied upon, and are guaranteed to be flawless in every respect. Their factory is equipped with special machinery, enabling the firm to assure the prompt fulfillment of all orders, and to place their goods to customers at prices which cannot be duplicated elsewhere. The Messrs. Brady are natives of Lancaster County, trained in this branch of manufacture from their youth up, and justly regarded as its leading exponents in this country. Their standing in commercial, financial and trade circles places them far beyond the requirements of any praise which these pages could bestow.

DOWNEY BROS., Manufacturers of Fine Second-Growth Hickory and Oak Wheel Stock, Rough and Finished Second-Growth Hickory Shafts, No. 240 Harrisburg Avenue.—The present high state of perfection in manufactures has only been possible through diversified industry, while the manufacture of many articles of utility has been greatly facilitated, and the cost of production lessened, by means of a division of labor. Scarcely any branch of industry better illustrates this fact than the manufacture of carriages and wagons. Forty years ago the various parts of a vehicle were made in one shop by the same set of hands; to-day the operations of a wagon or carriage-maker are simply to unite and



finish the work of several other factories. The improvement made during these years is the result of the change of methods here indicated. In this connection we would refer our readers to the enterprise conducted by Messrs. Downey Bros., as manufacturers of fine second-growth hickory and oak wheel stock, and rough and finished second-growth hickory shafts, at No. 240 Harrisburg Avenue, in this city. This firm established their business here May 1, 1889, bringing to bear thereon a wide range of practical experience, and a perfect knowledge of the wants and requirements of the trade in all sections of the country. The business premises comprise a two-story brick building, 30 x 170 feet in dimensions, supplied with all the requisite machinery and appliances, including spoke lathes, hub mortisers, hub lathes, circular band saws, rounding machines for shafts and poles, rotary planers, boring, throating and finishing machines, all operated by steam-power, while steady employment is given to some twenty skilled and expert workmen. Oak and hickory are the woods principally used, and the products have a solid reputation, wherever they have been introduced, for first-class material and reliable workmanship. The proprietors command the most favorable opportunities for the purchase of raw material, selecting the same with judgment and discretion, and are in a position to offer bargains to the trade that cannot possibly be duplicated elsewhere. Their trade is rapidly extending over the entire United States, solely on the merits of the goods, and our readers who are interested will find their interests greatly advanced by opening trade relations with this house before concluding contracts elsewhere. The co-partners, Messrs. James W. and Charles E. Downey, are natives of Lancaster, thoroughly practical and experienced manufacturers, and enterprising, progressive and responsible business men, with whom it is always a pleasure to deal.

BAUMGARDNER, EBERMAN & CO., Dealers in all kinds of Lumber; Office, No. 325 North Prince Street.—It is an admitted fact that the lumbering interests of the United States form a very important item in the general aggregate of our country's business. The rapid growth and development of the lumber business has been largely brought about through the agency and enterprise of such houses as that of Messrs. Baumgardner, Eberman & Co., at Lancaster, who are widely known as extensive wholesale and retail lumber dealers and manufacturers of building timber, and whose office is located at No. 325 North Prince Street. The business of this concern was founded in 1870 by Messrs. Thomas Baumgardner, Edward Eberman and William Albert, under

the style of Baumgardner, Eberman & Co. In 1887 Mr. Albert died, but the original firm style has been retained. The firm occupy a very spacious yard, which contains a switch track connecting with the main line of the Pennsylvania Railroad, thus offering every facility and convenience for the receipt and handling of stock, which consists of all kinds of hard and soft lumber, lath, fire-brick, shingles, mouldings, etc. Their stock of lumber is received direct from the forests, and having extensive manufacturing facilities at Columbia, Pa., are in a position to conduct all branches of the business under the most favorable conditions. The connections of the firm are such that all orders are promptly filled at the lowest current

rates. Lumber is cut to any dimensions desired and at the shortest possible notice. The policy upon which the business of this house is conducted is characterized by liberality and a careful fostering of the interests of patrons, so that transactions once begun are made not only pleasant for the time being, but are of such a nature as to become thoroughly profitable and permanent.

F. B. MARION, Boilers, South Water Street.—Any one paying a visit to the boiler works of Mr. Frank B. Marion, will find a vast emporium of mechanical industry, thoroughly furnished in every department and complete in every detail, with ample steam-power and all the trade appliances that mechanical skill and ingenuity can devise for facilitating and perfecting the manufacture of boilers. The enterprising proprietor established his business here in 1884, and for excellence of workmanship and improvements in manufacture his house has attained to a high rank in its line of trade. A force of thirteen skilled workmen is constantly supplied, and the output is one of great importance. His patronage in this community is of a character which furnishes the best possible proof of his ability to meet every demand of a first-class trade, and reflects the greatest credit upon his skill as a manufacturer. Among the many in this city whom he has supplied with boilers of his own construction may be named the Edison Illuminating Company, the Cooper House, the City Hall, Geo. M. Steinman & Co., Henry Baumgardner, B. J. Graun, Wilson Planing Mill, H. S. Shirks & Sons, Cotton Factory, and the Eden Paper Mill. Those who engage the services of this house will find its operations conducted upon a policy at once liberal and straightforward, and patrons will secure inducements and advantages in reliability of work and liberality of prices that are rarely met with elsewhere. Mr. Marion is a native of Lancaster.

WATT & SHAND, New York Store, Dry Goods, Notions, Etc., Nos. 6 to 10 East King Street.—This business was established in 1877, by Messrs. E. T. Watt and James Shand who are thoroughly experienced business men, possessing an intimate knowledge of every detail of the dry goods trade and the requirements of the most critical customers. The premises occupied comprise a spacious floor and basement, each being 60 x 180 feet in dimensions, fully equipped with every convenience, including electric lights, cash railway, etc. The stock, which is carefully selected, contains all kinds of silks, satin, velvets, plushes, dress fabrics, white goods, linens, woolens, ladies' and gents' furnishing goods, hosiery, cloaks and suits, umbrellas, parasols, etc. The firm handle only the best and most desirable goods, and quote prices that necessarily attract the attention of careful buyers. They employ fifty clerks, salesladies, etc., and the attendance upon customers is always prompt, polite and intelligent. The firm make a specialty of fashionable cloak and dress making. All cloaks and suits sold by Messrs. Watt & Shand are produced after the latest Paris fashions, many being specially imported as samples. The latest novelties in ladies' walking jackets, jerseys, etc., are to be found in great variety, all quoted at the firm's usually low prices. The firm started with about \$10,000, and their stock now is valued at upwards \$100,000.

ROBERT H. PIERCE, Merchant Tailor, No. 65 North Queen Street.—An especially notable feature of these days of tasteful attire is the marked improvement effected in male apparel of recent years in this country. Not only are the garments made in our fashionable tailoring establishments now designed and cut upon exact scientific principles, but are fitted and finished with a degree of artistic skill utterly unknown here a generation ago. Among Lancaster's leading merchant tailors we have some turning out a class of work of exceptional excellence, and of these none maintain a higher reputation than Robert H. Pierce, of No. 65 North Queen Street, the garments leaving this gentleman's place being first class in every respect, alike as to cut, fit, finish and fabric. He occupies commodious, well appointed quarters here as store and shop, employing a dozen or more competent workmen, and keeps on hand always a large and elegant assortment of imported and domestic woollens and worsteds, including the very newest designs and neatest patterns in fancy cassimeres, cloths, chevots, checks, serges, diagonals, corkscrews, trouserings, vestings and fashionable suitings in quite a variety. The prices prevailing here, too, are of the most reasonable character, the figures quoted being the very lowest compatible with A1 workmanship and fine material, perfect satisfaction being guaranteed in every instance, while altering and repairing for patrons are promptly and neatly done likewise. Mr. Pierce, who is a man in the prime of life and a native of this state, is a thoroughly practical cutter and general workman of ample experience, and is master of his art in all its branches. He established himself in business here in October, 1880, succeeding A. H. Rosenfeld, and from the first has been signally successful, acquiring a large and influential patronage.

WALTER A. HEINITSH, Maker of Furniture and Upholsterer, Nos. 27 and 29 South Queen Street.—The splendid equipment of the leading business establishments of Lancaster is fully reflected by the house of Mr. Walter A. Heinitsh, the well-known maker of furniture. The enterprising proprietor has been actively engaged in the business since 1870, and is known as a practical and expert upholsterer, and as a manufacturer of desks, mouldings, artistic decorations, and furniture of all kinds, both fine, medium and low-priced, to order. He established his business in a modest, unpretentious way, and its humble origin is a matter of surprise when we note the imposing proportions it has now assumed. The warehouse contains five floors and a basement, 30 x 125 feet, while the workshop is a three-story building, 30 x 50 feet, and taken as a whole the establishment is the largest and finest of the kind in the city, a credit to the intelligent enterprise of its management, and reflecting luster upon the name of this community as a growing commercial center. The warerooms are arranged in an attractive and perfect manner for the storage and display of stock. The lines carried comprehend furniture of every imaginable character, illustrating every phase of production, and varying in value from the plainest article of common need to the most beautiful and elaborate specimens of the genius of the designer, and the skill of the artisan. Much of the ware here displayed is really matchless for elegance of design and tasteful composition. Orders and commissions are promptly and carefully filled. Personal attention is also given to undertaking. Mr. Heinitsh is a native of Lancaster, and a young man of genius and skill as a cabinet-maker and manufacturer.

TROUT & SHANK, Manufacturers of Shirts, No. 140 North Queen Street.—This firm has facilities enjoyed by no others in the city, and, as designers and manufacturers, make good their claim as leaders by originating new styles, accepted by the elite as en regle, and to which the homage of the trade is rendered by a close imitation. Both partners bring to bear large experience in catering to the wants of the fashionable public. The business premises comprise three spacious floors, finely fitted up in all departments, and well stocked with new, choice and stylish goods. The house is perfectly equipped for its specialty of fine custom shirts, and a large force of skilled hands is constantly employed in this important branch. Gentlemen are measured on the premises, and here select their linens, which are made up by expert hands. In a word, Trout & Shank are the leading fine shirt-makers in the city; they defy competition, guarantee a perfect fit, and place their prices at a reasonable figure. Gentlemen who find it difficult to be suited elsewhere, are particularly commended to place their or-

ders with this responsible firm. A full line of embroidered and colored shirtings is kept on hand, and in connection they have a hand laundry, with experienced hands from Troy, N. Y. The co-partners, Messrs. F. B. Trout and H. J. Shank, are natives of Lancaster, and young men of marked business ability.

BOHN & BROTHER, Merchant Tailors, No. 131 North Queen Street.—Messrs. Bohn & Brother occupy a neat, handsomely fitted up, tastefully arranged store at No. 131 North Queen Street. Both these gentlemen, Mr. Conrad and Edward Bohn, although young men, have had quite an extended experience in the business, and as practical scientific cutters and successful merchant tailors have achieved a wide celebrity; and it should be said to their credit that many of the best dressed men in the city are their permanent patrons. The firm make a fine display of imported and domestic woollens, suitings and trouserings and overcoatings in all the new desirable fashionable styles from which selections may be made, and can name prices no one can reasonably object to. They pay particular attention to the making, trimming, and finishing of garments ordered from them and can always guarantee satisfaction as to style, perfection of fit and workmanship. The Messrs. Bohn are both natives of Lancaster County, and have been associated and established in business since September, 1888.

THE GREAT ATLANTIC AND PACIFIC TEA COMPANY, No. 112 North Queen Street.—This company has branch stores in all the cities and towns throughout the country and controls a large, permanent business. They import direct from China and Japan, and having a heavy capital and doing an immense business are better prepared than any others to offer inducements in choice high quality goods at the very lowest prices. The branch house in this city has been established and in successful operation since 1870, and about a year ago came under the management of Mr. R. M. Garber, who although a young man has had quite an extended experience in the business and for some time was employed in the branch house in Philadelphia. He was born in this county and is well and favorably known and very popular. Several clerks are employed. A large stock of choice teas, coffees, pure spices, baking powder, etc., is carried and the grades are in every instance fully guaranteed as represented.

FRANK J. FAESIG, Practical Book and Job Printer, No. 22 Market Street.—Among the leading book and job printers in Lancaster is Mr. Frank J. Faesig, who established his enterprise about thirteen years ago, having been located at his present quarter since April, 1880. The premises occupied are spacious and commodious, being of ample dimensions, which are completely furnished with the most approved type, materials, etc.; besides two large presses, one engine, and one boiler, and several men are given constant employment. Mr. Faesig is prepared to execute all kinds of book composition and press work, having every facility for the production of work of the most artistic and intricate character. He is a thoroughly practical and experienced printer, and gives his entire attention to the business, taking special care to give satisfaction to customers. Work confided to his charge may be relied upon to be in every case turned out in the best manner, and upon the most reasonable terms. Mr. Faesig is a native of Lancaster, and bears an excellent reputation for the merit and artistic excellence of his work.

JACOB G. SHIRK, Jobber and Dealer in Plug and Smoking Tobaccos, Cigars, Cigarettes, Etc., No. 241 North Queen Street.—Mr. Jacob G. Shirk, jobber and dealer in tobaccos, cigars, etc., has been established about five years and from the start, has been steadily pushing his way to the front, his trade, which is wholesale exclusively, extending all over the state. The premises occupied as office and salesroom are compact, ample and well arranged, and several salesmen are employed, while a large, first-class stock is constantly carried on hand. The assortment includes plug and fine cut, chewing and smoking tobaccos of every description; finest and medium grade, of imported and domestic cigars; all the favorite brands of cigarettes, snuff, pipes and everything comprehended in smokers' articles, the trade being supplied with all the leading brands at exceptionally favorable terms. Mr. Shirk, the proprietor, is a gentleman in the prime of life, and a native of this city. He is a man thoroughly reliable in his business transactions.

B. G. DODGE, Manufacturer of Machine Cut Corks, New Holland Avenue.—Cork, as is well known, is the outer bark of the cork tree, a species of oak, and is principally obtained from Spain and Portugal, which countries supply the world with the cork of commerce. A prominent and one of the most successful houses in this country, actively engaged in the manufacture of machine cut corks of every description, is that of Mr. B. G. Dodge, whose office and factory in Lancaster are located on New Holland Avenue. This business was established in 1876, by Messrs. Dodge & Son who bought the Lancaster Fulton Street Cork Works. The building was destroyed by fire in 1881, when they moved to the present premises. After some changes in May, Mr. B. G. Dodge became sole proprietor. The factory is a substantial three-story and basement building, 60 x 74 feet in dimensions, with two two-story buildings adjoining for storage purposes. The manufacturing departments are fully equipped with the latest improved machinery and appliances known to the trade, including blocking and tapering machines. Here a large number of skilled hands are constantly employed, and the machinery is driven by a superior fifty horse-power steam-engine. The corks manufactured by Mr. Dodge embrace all kinds and for all purposes, such as tapered, straight, mustard, specie or jar corks; also those required by wine merchants, brewers and soda water manufacturers. These corks, made under the immediate supervision of Mr. Dodge, are unrivaled for quality and finish, and cannot fail to satisfy the most critical buyer. For the convenience of the wholesale trade they are packed in five gross bags, and the capacity of the factory is 5000 gross daily. Mr. Dodge promptly fills orders at the lowest possible prices, and his trade extends throughout all sections of the United States. The proprietor had previously cork works at Bennington and Berlin, N. Y. He is a native of New York, and is highly esteemed in trade circles for his enterprise and sterling integrity, justly meriting the liberal and permanent patronage secured in this useful industry.

JOHN J. HOOVER'S SONS, Practical Carriage Builders, Nos. 242 and 244 West Orange Street, and No. 243 West Grant Street.—The enormous increase in the demand for carriages and buggies of all grades has rendered their manufacture a prominent industry in the United States. A leading and eminently popular house engaged in this industry in Lancaster is that of Mr. John J. Hoover's Sons, located at Nos. 242 and 244 West Orange Street, and No. 243 West Grant Street. This firm are practical carriage builders of large experience and established reputation, and have operated this present establishment here with marked ability and steadily increasing success. Their business premises comprise a workshop 25 x 100 feet in size, and a repository measuring 20 x 135 feet, and employment is constantly afforded to a large force of skilled and expert workmen. All the operations of the works are conducted under the immediate supervision of the proprietors, thus insuring to purchasers only such products as will withstand the most critical tests, both as regards the materials used and the workmanship employed. Only the finest of first-class work is turned out, and the carriages and buggies here manufactured are recognized wherever introduced as unsurpassed for strength, lightness, ease of draft, thorough durability and elegance of finish, having no superiors in this market, and are in heavy and influential demand throughout all parts of the state. They are placed to customers at prices which challenge competition, and those opening business relations with this house can rely upon the promptness and liberality of all transactions. Messrs. Hoover are natives of Lancaster, trained in the business from their youth up, their father being a carriage-maker before them, and they are highly esteemed in this community for their sound business principles and sterling personal worth.

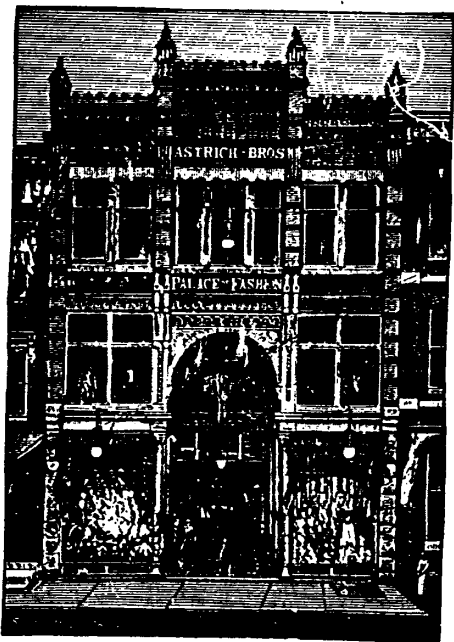
DAVID L. DEEN, Alderman and Collection Agent, Office, No. 221 North Queen Street, Residence, No. 525 East Chestnut Street.—In this comprehensive review of Lancaster's representative citizens and prominent business men, more than passing mention should be made of Alderman David L. Deen, whose law and collection agency is located at No. 221 North Queen Street, with residence at No. 525 East Chestnut Street. Mr. Deen, who is a pleasant mannered gentleman of full middle age, was born in this city, where he formerly worked at the lathe for many years prior to engaging in the legal line, and being an expert machinist and engineer,

is well and favorably known in the community, alike in his business relations and in private life. He is a man of entire probity of character, as well as of sagacity and thorough knowledge in matters pertaining to civil and criminal procedure, and all interests entrusted to him are certain to be handled in the most judicious and trustworthy manner. The office is compact, ample and well ordered, and is connected by telephone, while an efficient assistant or two is employed. Mr. Deen, who is alderman from the sixth ward, elected in 1885, and re-elected in 1890, and is also a Justice of the Peace, is prepared to draw up deeds, contracts, articles of co-partnership, attests, wills and legal documents of every description in the most accurate and reliable manner, giving special attention to the preparation of civil and criminal suits, while claims and collections on all points are brushed through.

WM. WOHLSEN, Planing Mill and Sash Factory, Nos. 407 to 417 North Mulberry Street.—One of the best equipped planing mills and sash factories in Lancaster is that of Mr. Wm. Wohlsein, Nos. 407 to 417 North Mulberry Street. This business was established in 1868 by Dan'l Erisman, who was succeeded by F. O. Sturges. Eventually, in 1884, Mr. Wm. Wohlsein became sole proprietor. Mr. Wohlsein is a thoroughly practical and experienced manufacturer, fully conversant with every detail of this important industry and the requirements of builders, contractors and dealers. The premises occupied comprise a spacious two-story brick building, 70 x 100 feet in dimensions, fully supplied with the latest improved wood-working machinery, tools and appliances known to the trade. Here forty skilled hands are employed, and the machinery is driven by steam-power. Mr. Wohlsein manufactures to order, frames, doors, and shutters, blinds, sash mouldings, etc., and also attends carefully to turning and scroll sawing. He is likewise manufacturer and proprietor of the Centennial Patent Pastry Board, which is unrivaled for utility, and is a general favorite wherever introduced. Mr. Wohlsein enjoys excellent facilities and can always quote satisfactory prices in all branches of work, and has furnished his productions and materials for several of the finest buildings latterly erected in Lancaster and its vicinity, giving entire satisfaction to patrons. He is also prepared at all times to contract for the repair or alteration of old premises and the erection of new buildings. Mr. Wohlsein is a native of Germany, having resided in Lancaster for the past twenty-five years. He is an energetic, honorable business man, liberal in all transactions, whose success in the planing mill industry of Lancaster is as substantial as it is well deserved. Mr. Wohlsein furnished the furniture for the New Trust Company on North Queen Street, and is a specialist in hardwood finish of all kinds.

BAUMGARDNER & Co., Wholesale and Retail Dealers in Coal, No. 129 North Queen Street; Yard No. 604 North Prince Street.—The largest coal business in Lancaster is that conducted by Baumgardner & Co., whose principal offices are at No. 129 North Queen Street and whose yards are at No. 604 North Prince Street. These yards have a storage capacity of 6000 tons and are thoroughly equipped with the most improved appliances for the prompt and convenient handling of coal. Railroad tracks run direct to the yard, and there is every facility at hand for meeting the demands of an extensive trade. The firm does a wholesale and retail business in all kinds of hard and soft coal both for steam and family use. The sales amount to 250,000 tons annually. For half a century this establishment has been closely identified with the growth and development of Lancaster and is now ranked among the oldest and strongest business houses in the county. The business was established in 1840 by Thos. Baumgardner, who in 1843 took his brother, Henry Baumgardner, into partnership. Subsequently William T. Jeffries was taken into partnership, and the firm name changed to Baumgardners & Jeffries, which it remained until in 1888 when the present co-partnership was formed and the firm name of Baumgardner & Co. resumed. All the members of the firm are natives of Lancaster but Thomas and Henry, who are natives of York, Pa. Thomas Baumgardner, the founder of the house, is a director in the Lancaster Gas Light and Fuel Co. Henry Baumgardner, who has been a member of the firm since 1848, is president of the same company, which has for its secretary and treasurer the junior partner, John H. Baumgardner, who has been a member of the firm for the past ten years.

ASTRICH BROS., Dry Goods, Etc., Nos. 115 to 117 North Queen Street.—Astrich Brothers' magnificent new palace of fashion is one of the sights of Lancaster, and is in fact one of the most elegant, modern improved and best arranged millinery trimming emporiums in the United States to-day, reflecting the highest credit on the proprietors. Messrs. Bruno and Louis Astrich are natives of Germany, still young men though old experienced in their branch of trade. Mr. Bruno Astrich came to the United States twenty-three years ago, and was for a lengthy period with the well-known firm of Ettenger Bros., of Hoboken, N. J. Mr. Louis Astrich came to New York twenty years ago, and was with



the firm of A. & R. Ettenger on Bowery. Both gentlemen thus acquired a thorough, practical knowledge of the retail dry goods trade, and in 1870 availed themselves of a favorable opening in this city to establish a large store at No. 13 East King Street. It was at first of one floor, 22 x 100 feet in dimensions, but this soon became far too contracted, so rapidly did trade grow, so the firm took in the second floor. Eventually their trade had grown so large that it was absolutely essential to secure greatly extended accommodations, and in 1889 was completed their magnificent new "Palace of Fashion" which occupies the prominent stand, Nos. 115 and 117 North Queen Street. The premises were planned after their ideas to secure vast floor space and abundance of light and air, while in architecture it is one of the most elegant stores in the land. It is three lofty stories and basement in height, with a modern plate glass front and lofty arched entrance way on first or main floor. These big show windows can fittingly be spoken of as the "mirrors of fashion," displaying samples of all the new goods and styles, and forming an index to the vast stock within. The first floor is 34 x 250 feet in dimensions, and is devoted to general millinery goods, fancy goods, underwear, furnishing goods, etc. The second floor is 32 x 150 feet in size, and has the finest stock of cloaks and wraps. The third floor is devoted to stock and workrooms, while in the basement are the engine room, packing and shipping departments, etc. It has every modern improvement, including the electric light, cash railroad, safety passenger elevator, conveying customers and employes to every floor, etc. The entire building is heated thoroughly by steam, while the ventilation is perfect, thirty-two fans revolving to circulate and purify the air. The store is beautifully finished in oak, and the main floor presents a charming appearance, with its elegant fixtures, systematic arrangement of departments and attractive display made by the enormous stock. The proprietors are keen judges of the markets and buy for cash to the best advantage in the largest quantities. They import the choicest silks, satins and velvets, also dealing in the standard American makes. Their mill-

inery department is justly celebrated for embracing all the novelties in styles, patterns or colors. Here are departments devoted to hosiery, underwear, laces, embroideries, notions, jewelry, corsets, ribbons and a general line of furnishing goods, etc. The big cloak department also includes full lines of furs, while the stock of millinery carried here is far larger and more comprehensive than anything of the kind in Lancaster. They employ on an average from seventy-five to one hundred hands.

M. MILEY, Manufacturer of and Dealer in Harness and Driving Goods, Trunks and Traveling Bags, Etc., No. 108 North Queen Street.—A house that has for more than a third of a century occupied a foremost position in its special line of enterprise, is that of Mr. M. Miley, manufacturer of and dealer in harness and driving goods, trunks, traveling bags, buffalo and fancy robes, etc. The business was originally founded by the present proprietor's father, Mr. Amos Miley, in 1853, who died in 1882, and who was then succeeded in this enterprise by his widow, who continued it until January, 1887, when the present proprietor assumed control of the affairs of the house. He was born and reared in the business, and is thoroughly familiar with its every detail. He is personally an expert, practical workman, and a thorough master of the art in all its branches, with twenty years' experience. He occupies a commodious store and workshop, and the latter is equipped with the best mechanical appliances, and affords constant employment to about twenty skilled and experienced workmen in the manufacturing and repairing of all kinds of harness and driving goods, trunks, traveling bags, etc. The salesroom is very finely appointed and admirably arranged, and contains a first-class assortment of harness, collars, whips, blankets, robes, nets, brushes, bridles, knee caps, interfering boots, combs, sponges, and horse furnishing goods of every description; also a large variety of trunks, valises, and kindred articles. Fine custom work is a specialty, and harnesses of every style and variety, are made to order cheaply and satisfactorily.

GUSTAV GROEZINGER, Tanner of Oak Harness, Leather and Calf Skins, No. 236 S. Water Street.—Mr. Gustav Groezinger is an expert and practical tanner of oak harness, leather and calf skins, and none engaged in the business maintains so excellent a reputation for reliability and superiority of goods, while none enjoy so large a measure of patronage. The business so successfully conducted by him was founded in 1852, by James Hollinger, the present proprietor succeeding to the control in 1868. His works were destroyed by fire in 1885, but were promptly rebuilt on a larger scale, and now comprise a fine brick structure, splendidly equipped with the latest and best machinery and ample steam-power, and having a capacity of 300 sides of leather and 120 calf skins per week. The exigencies of the business require the constant employment of twenty-five skilled hands, and the goods produced are in steady and influential demand in New York, Philadelphia, Baltimore and throughout New England, owing to the high standard of excellence and efficiency at which they are maintained. Orders of whatever magnitude are filled with promptness and conscientious care, and inducements are offered both as regards reliability of goods and liberality of terms and prices which challenge comparison. Mr. Groezinger is a native of Germany, a resident of Lancaster since 1850, and prominent and popular as a representative manufacturer.

R. M. SLAYMAKER, Manufacturer of Boilers, Smoke Stacks, Water and Oil Tanks, No. 611 North Prince Street.—Among the representative establishments in Lancaster, engaged in the manufacture of boilers, and also of smoke stacks, water and oil tanks, etc., is that of Mr. R. M. Slaymaker. He was formerly manager of Mr. A. C. Kepler's hardware business, and was also a member of the firm of Kepler & Slaymaker, in the hardware trade. He is a native of Lancaster County, and has resided in this city for the past sixteen years. The premises occupied for the business comprise one floor, 30 x 60 feet in dimensions, and this is fully equipped with steam-power and with the latest improved machinery and appliances, including machinery for dishing heads, plate planers, steam riveting machinery, etc. Six experienced and skilled workmen are employed. Boilers, smoke stacks, and water and oil tanks are made to order in all sizes, and the products in this line are unrivaled for quality of materials, strength and workmanship, and have no superiors in this country.

W D. STAUFFER & CO., Ladies' and Gents' Fur Goods, Seal Coats, Etc., Nos. 31 and 33 North Queen Street.—The manufacture of seal and fur goods, has made considerable progress in Lancaster, and one of the most reliable houses in this trade is that of Messrs. W. D. Stauffer & Co. This business was established in 1840, by David Schultz, who was succeeded by Schultz Bros., and eventually in 1882, by W. D. Stauffer & Co. Mr. W. D. Stauffer, who is sole proprietor, brings great practical experience to bear, and possesses an accurate knowledge of every detail and feature of the fur trade, and the requirements of the most critical customers. The premises occupied comprise a substantial, three-story building, 30 x 120 feet in dimensions, fully equipped with every convenience for the accommodation of the extensive and valuable stock. The assortment includes all kinds of ladies' and gents' fur goods, seal coats, seal caps, capes, collars and muffs, also fur trimmings, gloves, robes, trunks and traveling bags. Here likewise is the largest and best stock of men's and boys' hats to be found in the city. Mr. Stauffer manufactures to order seal-skin saccques, dolmans, etc., using only the finest Alaska sealskins of the best English dye. The advantage of purchasing sealskin robes, etc., from a house that manufactures is of the greatest value, not least of which is that a perfectly fitting garment is obtained, which is impossible under other conditions. Mr. Stauffer is an authority on the prevailing styles and fashions, and offers his handsome goods at prices that will compete favorably with those of any other contemporary first-class house in the state. The business is both wholesale and retail and extends throughout all sections of western Pennsylvania. Mr. Stauffer is a native of Lancaster County, and was Mayor of Lancaster four years, and had command of the Geo. H. Thomas Post, G. A. R., 1881-1882. Mr. Stauffer enlisted in the Union army in 1861, and went through the whole of the war, being noted for his bravery and devotion to the cause of the Republic, and was mustered out with the rank of captain.

H R. BRENEMAN, Insurance, Real Estate and Coal; Office, No. 31 Centre Square.—Mr. H. R. Breneman has claims upon our attention which we do not feel justified in passing lightly over. Establishing himself in business here in 1871, by indefatigable energy, careful consideration for the best interests of patrons, and a thorough knowledge of all the intricacies and details of his occupation, he speedily took rank with the oldest insurance and real estate agents in the city. This position he has steadily maintained, and a list of customers secured, embracing many of the best-known property-holders, merchants and manufacturers in this community. Starting as the agent for one company, he now represents the following powerful and ably-managed fire insurance corporations, viz.: Commercial Union, of London; Scottish Union and National, of Edinburgh; Hamburg-Bremen, of Hamburg and Bremen; Germania, of New York; American, of Newark; the Williamsburg City, of Brooklyn; and the Citizens, of Pittsburg. He is also the authorized agent of the Washington Life, of New York, and the Pacific Mutual Life and Accident, of San Francisco. Insurance is thus effected by this agency in sound and reliable companies at the lowest rates of premium, while a speedy and satisfactory adjustment is guaranteed in all bona fide cases of loss. Mr. Breneman transacts all a general real estate business, sells and rents properties, negotiates loans, investigates titles, and gives his attention to all such matters as come within the legitimate sphere of his usefulness. He also represents the Gulon Steamship Company, and the Texas Loan Agency, doing a real estate mortgage business in a state with a most productive soil, with advantage of climate in producing crops unequalled. No loans under laws of the state can be made on the Homestead, additional ownership in real estate being required, giving an unusually solid class of borrowers with corresponding security. Principal and interest guaranteed, and payable in New York. Delay in payment has never occurred. Their securities are held by large numbers of northern investors, the managers being largely northern men.

A LLAN A. HERR, Real Estate, Collection and Insurance Agent, Civil Engineer and Conveyancer, No. 108 East King Street.—This gentleman is prominent both as a real estate, collection and insurance agent, and as a civil engineer and conveyancer, and has been established in business here since 1877. Mr.

Herr was born in Lancaster County, and graduated at Lehigh University as a civil engineer; has served two terms as city engineer, and made the plans for the streets of this city; has been a notary public for twelve years, and serves the People's National Bank in that capacity; has filled the position of director of the poor, and is secretary of the Eastern Market Company. He transacts a general real estate business in this city and vicinity, buying, selling and leasing property of all kinds, attending to the management of estates and the collection of rents, negotiating loans on bond and mortgage, examining titles, and doing a general conveyancing business. His connections are of the most substantial and desirable character, numbering, as he does, among his permanent customers, many of the solid and wealthy capitalists and property owners in this city and county, and he is widely recognized as a reliable authority as to the present and prospective values of realty in this section. As an insurance agent, Mr. Herr represents many reliable and substantial companies, and is prepared to offer the best possible indemnity against loss by fire, quoting the lowest rates of premium, and guaranteeing a prompt and liberal adjustment of all losses.

A MERICAN HOUSE, J. A. Britton, Proprietor.—Lancaster has a strictly A1 hotel in every respect in the American House. It is the equal of any in the large cities as regards excellence of outfit, cuisine and careful management, and Mr. J. A. Britton, the esteemed and popular proprietor, is to be congratulated upon the large measure of success attending his ably directed efforts. This is the best hotel in town, and occupies the best site. Here was erected upwards of sixty years ago, the old Grape Hotel, and which controlled the best class of patronage. In February, 1889, Mr. Britton became proprietor, and entirely rebuilt and refurnished same, throughout, in April of 1889, renaming the practically new establishment, the "American." The hotel is large and substantial, very well arranged, and having fifty fine rooms for guests. All the modern improvements have been introduced, including steam heat, the electric light, electric bells, etc., while there is a first-class bar, stocked with the purest and best of wines and liquors, a billiard-room, having new tables, four fine sample rooms for commercial men, elegantly furnished parlors, large and well-lit dining hall, and the most comfortable and well-furnished rooms for guests of any in town. The table is first class. Mr. Britton is a liberal caterer, and nothing but the best enters his kitchen. He employs good cooks and his bill of fare is strictly superior, and gives choice from a great variety of dishes. Mr. Britton is a native of Reading, and is a widely experienced hotel man, whose proprietorship of the Merchants Hotel at Reading for ten years indicates his enterprise and abilities. The rates of the American are two dollars per day and up, and Mr. Britton is a most popular and painstaking host, who is bound to make his guests comfortable.

E AGLE SPOKE AND BENDING WORKS, Phillip Lebzelter, Proprietor, No. 241 North Queen Street.—In 1856 Mr. Lebzelter founded the industry in this city which is so widely known under the name of the Eagle Spoke and Bending Works. He has had two partners in the mean time, but has continued to be during all these years the moving spirit of the enterprise, and is now the sole proprietor. Mr. Lebzelter is a practical wood turner and bender, and now devotes his special attention to carriage woodwork, wood turning, balusters, bed-posts, second-growth hickory bent rims, shafts, spokes, wheels, bows, reaches and banded hubs. His factory is a spacious, three-story building, supplied with all the necessary machinery of improved designs for wheel stock, mortising, boring and throating, planing etc., while steady employment is given to a force of thirty skilled workmen. Oak and hickory are the principal woods used, and as there are about three qualities there are as many variations in price. The trade is large, international in extent and covers the United States and Europe, where the products have a deservedly high reputation for reliability, uniform excellence and solid merits. The business is conducted at both wholesale and retail, and inducements are offered that are seldom equalled for liberality by any contemporary house in the country. Mr. Lebzelter is a native of Germany, a resident of this country since 1849, still in the active prime of life, and widely esteemed for his business integrity and personal worth.

RUFUS H. ANDERSON, Confectioner, No. 48 East King Street.—This house was established a long time ago, by Mr. S. J. Demuth, in whose service Mr. Anderson was for twenty-six years, and whom he succeeded as proprietor, in 1887. The business has been located at its present stand for the past thirteen years. The premises comprise two floors, each 25 x 150 feet in dimensions. The upper floor is used for manufacturing purposes, and is equipped with all the latest improved machinery, apparatus and appliances necessary for the systematic conduct of the enterprise. The goods manufactured here embrace all kinds of confectionery, and ice-cream, and are noted for their purity and uniform excellence. Large quantities of plain and decorated creams, marsh-mallows, plain and fine chocolate creams, mixed candy of all kinds, vanilla chocolate, cream almonds, macaroons, etc., which are unexcelled in this country or Europe, for quality, purity and uniform excellence. All orders are promptly and carefully filled at the lowest possible prices, and the trade of the house is both a wholesale and retail. The salesroom and ice-cream parlor occupy the lower floor, and these are very tasteful and attractive in their fittings and appointments. Courteous assistants are in attendance, and purchasers can always rest assured of obtaining here the finest class of goods at bottom prices. Mr. Anderson is a native of Virginia, and has resided in Lancaster for the past twenty-eight years.

D. H. MILLER, Plumbing, Gas and Steam Fitting, Tin Roofing and Spouting, No. 350 North Queen Street.—Mr. D. H. Miller, the well-known boss plumber, gas and steam fitter, sustains an A1 reputation, for skill and reliability. He was born in Lancaster County, is a thoroughly practical workman himself, of many years' experience, and is master of his art in all its branches. He started in business on his own account here on North Queen Street, in 1879, becoming owner of the premises in which his establishment is located, last year, and from the first has been uniformly successful, building up a large, active trade throughout the city and county. Mr. Miller occupies a commodious, well-equipped store with shop in connection, employing some ten or more expert hands, and keeps in stock always a full assortment of lead, water, steam and gas pipe fittings, sheet lead, sanitary devices, sewer traps, faucets, brass cocks, marble basins, tin plate, tinware, etc. Estimates are furnished on all classes of work in the lines above indicated, and satisfaction is guaranteed in every instance.

J. WALTER MILLER, Gold, Silver and Nickel Electroplater, No. 41 East Chestnut Street.—A Lancaster man who turns out a class of work of exceptional excellence in the lines above indicated, is J. Walter Miller, than whom none in the business in this city or county sustains a higher reputation for skill and reliability. Mr. Miller, who is a gentleman in the prime of life, born in Carlisle, Pa., is a thoroughly expert workman of ample experience, and is, in short, master of his art in all its branches. He has been established in business since 1886, and from the first, has been very successful, acquiring a large, permanent patronage. The quarters occupied as shop, etc., are commodious, ample and completely equipped, steam-power, electricity and all facilities being in service, while a large number of competent assistants are employed. Gold, silver and nickel electroplating is done in the highest style of the art, at short notice; also brass polishing, bronzing, satin finishing, oxidizing, gilding and recoloring, and satisfaction is guaranteed in every instance, all work executed here being warranted first class, while the prices prevailing are of the most reasonable character, orders for the trade receiving immediate attention.

JONAS F. EBY, Grain, Flour and Feed, Elevator Rear of Nos. 219 and 216 North Queen Street.—This widely-known and responsible establishment was founded in 1882 by the present proprietor, who has since built up a large and important trade. The premises occupied comprise two buildings, one containing three and the other two spacious floors, which are equipped with every convenience and appliance for the economical handling of the heavy stock carried. The capacity of the elevator is that of thirty-five car loads of grain, of which a large and valuable stock is always kept on hand, together with everything in the line of mill feed, as well as an ample supply of fine family flour. Mr. Eby is the agent for the products of the Brownstone Roller Flour Mills. The railroad

lines run close up to the doors of Mr. Eby's establishment, thus affording everything that can be desired in the way of transportation facilities. Four hands are employed, and the most prompt attention is given to all orders, the trade being of a wholesale or retail character. Mr. Eby is a native of Lancaster County, and is a man of energy, sagacity and excellent business ability.

JOHN RIBMAN & SON, Auctioneers, Northern Market House.—None engaged in this line indicated in this city, bear a higher reputation for integrity or reliability, as few, if any at all, enjoy a more substantial measure of public favor, their patronage, which is large and active, extending throughout the county. It was established some twenty years ago by the present senior member, who conducted the same alone up to 1887, when he admitted into partnership his son, Isaac Ribman. The Messrs. Ribman are general auctioneers and appraisers, selling on commission all kinds of merchandise, furniture, household effects, personal property, real estate, etc., and all interests entrusted to this responsible firm are certain to be handled in the most judicious and trustworthy manner. The senior member, who is a man of middle age, was born in Germany, but has been a respected resident of Lancaster for the past thirty-five years, the son being a native of this city.

H. J. MELLINGER, Grocer, No. 336 North Queen Street.—This business was established by the firm in 1885, since when under the able direction and management of Mr. Mellinger, the head of the firm, the success enjoyed has been as positive as pronounced. The store is neatly and tastefully fitted up in modern style, and is very perfect and complete in all departments for the purposes of the business. A large, splendid stock of choice, well-selected goods is carried, embracing everything in the line of imported and domestic staple and fancy groceries of every kind. A special feature is made of new crop China and Japan, green and black teas, and rich, fragrant Mocha, Java and South American coffees and pure, whole and ground spices, hermetically sealed goods in tin and glass, and table delicacies, condiments, preserves and foreign and domestic green and dried fruits, and also hams, shoulders, breakfast bacon and salt and smoked meats and fish generally, and marketing is delivered free of charge to any part of the city.

PHILIP RUDY, Manufacturer of Harness, Saddles, Collars, Whips, Robes, Blankets, Etc., Nos. 248 and 245 North Queen Street.—Mr. Rudy, who is a gentleman in the full prime of life and a native of this city, has had many years' experience, and is master of his art in all its branches. He started in business on his own account in 1876, and from the first he has been uniformly successful, acquiring a large, active patronage throughout the city and county. The quarters occupied as store and shop are spacious, neat and complete, and several competent workmen are regularly employed, while a very fine assortment is always carried in stock, including carriage and wagon harness, both light and heavy; saddles, collars, whips, robes, blankets and horse goods generally. Harness is made to order, also, in the most prompt and superior manner, and repairing executed with neatness and despatch, fine custom work being a specialty, while the most reasonable prices prevail in this establishment.

GEORGE WIAIT, Fine Teas and Coffees, Choice Family Groceries and High Grade Flour, No. 113 West King Street.—The well-known grocery store of Mr. George Wiant has been established and doing a successful, flourishing business since 1874. It was founded by Mr. B. P. Miller, and afterwards passed into the hands of the present proprietor, who is a business man of ability and enterprise. He has lived in Lancaster thirty-five years, and is thoroughly identified with the city. The store occupied measures 25 x 60 feet. It is tastefully arranged, and contains a large, valuable assortment of choice, staple and fancy groceries, and family supplies of every description, including teas, coffees, flour and spices of a superior quality; also fruits, vegetables, delicacies for the table, pure sugars, smoked and salt meats, fish, print and creamery butter, and prime cheese. Mr. Wiant is a heavy buyer in the market, and always has new, fresh goods to offer his patrons at fair, satisfactory prices.

WEST CHESTER.



HE county of Chester contains no very large towns, but is studded over with pleasant rural hamlets which have grown up in the progress of years, at the crossings of the great roads, or near the sites of the tavern inns with which the county abounds. West Chester, the seat of justice (so called from its situation with regard to *old* Chester, in what is now Delaware County), is a pleasant town, rather compactly and substantially built, situated in Goshen township, five miles south of Great Valley and twenty-three west of Philadelphia, on very high ground, the dividing ridge between branches of the Brandywine and Chester creeks. The town is regularly laid out on streets at right angles. The public buildings, especially those erected in the past ten years, reflect great credit on the enterprise and taste of the citizens. Of these, the bank, with a magnificent doric portico of pure white marble, the prison, the Methodist, Presbyterian and Episcopal churches, the Atheneum and Bolmar's Seminary are amongst the most conspicuous. Besides the churches enumerated there are two Catholic churches and two Friends' meeting houses; also an academy, a female seminary, several large boarding schools, a public library, Atheneum and Cabinet of Natural Science, the Court House and public offices. The town is remarkable for salubrity, and is surrounded by a beautiful undulating country. West Chester is pre-eminent among the boroughs of the state for its highly cultivated society, and the general diffusion of knowledge among its citizens. The geology, mineralogy and natural history of the county had been very fully explored and written upon by citizens of the town engaged in the ordinary pursuits of life, before the state geological survey was set on foot; and with many departments of science, literature, and the arts the great mass of the citizens have acquired familiarity by self-instruction and by lectures at their admirable Atheneum. Among the curiosities deposited in the cabinet here is the telescope of General Wayne, and a collection of autograph letters to himself from nearly all the distinguished officers of the Revolution, together with his own autograph. West Chester became the seat of justice in 1786, by the removal of the public offices from Old Chester; it was made a borough in 1789.

THOMAS T. SMITH, Tobacco Jobber and Cigar Manufacturer, No. 10 East Gay Street.—Mr. Thomas T. Smith has been engaged in the business of cigar making for the past thirty-five years, and has met with a degree of success fully in accordance with his merits. His factory is located at Coatesville, while he has handsome distributing depots in Philadelphia and at West Chester, the latter at No. 10 East Gay Street being the subject of this brief sketch. Mr. Smith is himself a practical cigar-maker, as well as a most expert judge of tobacco and cigars, and all of his workmen, of whom there are from sixty to seventy-five, are among the most experienced in the trade. They use only the higher grades of tobacco imported direct from the most celebrated plantations of Cuba, and all the cigars emanating from this establishment are entirely free from artificial flavor. Mr. Smith does a large wholesale and retail business, and his establishment is properly considered as one of the best of its kind in the city. His store is well fitted up and furnished, and in addition to the goods of his own manufacture, he also keeps a large and varied stock of popular brands of foreign and domestic cigars, tobaccos, cigarettes and snuffs, as well as smokers' sundries of all kinds. His new store, No. 10 East Gay Street, is one of the handsomest in the state, complete in all modern improvements, heated throughout by steam and lighted by the Edison system.

RUPERT & PHILLIPS, Money Loaners, Conveyancers, and Real Estate Agents, No. 9 North High Street.—The house of Messrs. Rupert & Phillips, money loaners, conveyancers and real estate agents, is one of the best known in its line in the city. The members of this concern are Messrs. John A. Rupert and Horace M. Phillips. Mr. Rupert was born in Upper Township, Chester County, Pa., and has lived in this city since 1864; and Mr. Phillips, who has resided here since 1873, is a native of East Nantmeal Township. The firm was organized in 1880, and has established a solid business connection in all branches of realty. Messrs. Rupert & Phillips occupy a fine suite of offices, furnished and provided with all necessary conveniences for the business. They negotiate mortgages, loans of all kinds, buy, sell, exchange, let and lease property, invest moneys, collect rents, and take the entire management of estates. They have the fullest confidence and esteem of leading capitalists, investors and property owners, and are prepared to promptly dispose of realty at fair values, while offering to conservative investors the best possible bargains. The examination of titles, the drawing up of conveyance deeds and all other legal writings form a special feature of the business. Insurance is also effected at the lowest rates, this being the accredited agency for the New York Mutual Life Insurance Company and the Phoenix Fire Insurance Company of London.

INDUSTRIES AND WEALTH OF CHESTER.



S the spot where William Penn first set foot on American soil, Chester is more or less enshrouded by a species of historic halo, but it is what Chester has achieved since that bygone period which forms the theme of this brief sketch, and that she has enjoyed uninterrupted prosperity during the two centuries and more since she was founded is beyond the peradventure of a doubt. It is on the industrial Chester of to-day that we wish to dilate, to point out her splendid opportunities for manufacturing enterprise, to depict the commercial status she now holds among the business centers of the Union, and to comment upon her affairs municipal, educational, religious and social in this year of Grace, 1890. To-day her business men do not know what dull seasons are; to-day her workingmen are kept busy the year round; to-day her stores always enjoy a lively trade, and to-day her manufacturers always have orders enough to keep their shops humming with the ceaseless movement of industry. Little did the venerable William Penn and his followers dream that the log huts they were to build on the site of the commercial Chester of to-day held the germ of a highly industrious center, with its factories and blocks, its steam and horse railways, its electric lights, its telegraph and telephone, its fire department and water works, the very invention of which had not even been imagined in their wildest flights of fancy. While duly allowing for that spirit of enterprise which has ever characterized Chester's citizens, it has to be admitted that the main predisposing cause of her present commercial eminence is to be attributed to the situation of the city, with its noble water front on the Delaware River, navigable for ocean vessels throughout the year; the three great railroads by which freight may be sent north, south and west, and the splendid sites for manufactories with which the city is abundantly supplied. With these advantages Chester manufacturers are able to defy that foe of productive enterprise, the "dull season," and the many thousands who depend upon them for the means of livelihood are prosperous and contented. Those opportunities are not yet exhausted. The river front is not wholly occupied. There are good sites along the creeks where canal boats can pass to and fro. The railroads have opened many sites for manufactories. Chester, in fact, is growing daily, and the chances for mercantile enterprise multiply with her growth.

Topography, Population, etc.—Chester is located on the west bank of the Delaware River, twelve miles by rail from Philadelphia. The city proper is two miles long and from one to two and a quarter miles wide, and is separated from the borough of South Chester, practically a part of the city, by the almost unknown boundary line at Lamokin Run. The population according to the census of 1880 was 22,000, but is now estimated to have increased to 35,000. The most interesting part of the territory is the area of six square miles along the Delaware River,

where the manufactories are located, and within which there are 6,000 dwellings, mostly built of brick and stone.

Leading Industries.—While the cotton and woolen industry leads in the value of its productions,—about thirty mills being engaged in making fabrics of various kinds, those of oil, steel, shipbuilding, boiler and engine building are very important. Besides these there are a large number of other enterprises in successful operation, such as the manufacture of dye-wood extracts, edge tools, mill supplies, lubricating oils, brass castings, etc. The smaller industries are in variety and number as indicated in the following list: Leather belts, 1; top roll covering, 2; candy works, 5; brick yards, 9; chemical works, 1; brass foundries, 4; sash and planing mills, 4; box factories, 2, coopers, 3; mast and spar makers, 1; kindling wood, 4; pottery, 1, wooden vessels, 1; cigar factories, 12; flour mills, 2; breweries, 1; carriage and wagon builders, 5; harness, 7; mattresses, 1; blank books, 1. The leading industrial establishment of Chester, however, is the world-renowned Delaware River Iron Ship Building and Engine Works, established by the late John Roach, now managed with extraordinary success by Mr. Jno. B. Roach, the oldest living son of the founder, who is the president of the corporation. These works employ on an average about 1,500 men, and the annual pay roll amounts to \$750,000.

Trade, Wholesale and Retail.—Chester's business houses are sufficient in number and variety to supply nearly all the wants of her citizens, and most of them do a prosperous business. Architecturally, there is room for improvement in many of them, but in this respect there is a gratifying advancement in those recently erected. There are 14 large wholesale dealers and 1,018 retail merchants and men carrying on small trades on their own account.

Railroad Transportation and Companies.—Three great railroad systems are represented by the lines which run through Chester from north to south. These are the Chester branch of the Philadelphia & Reading Railroad, the Philadelphia, Wilmington and Baltimore branch of the Pennsylvania Railroad, and the Baltimore and Philadelphia, an important connection of the Baltimore & Ohio Railroad. The Chester Street Railway Company was incorporated in July, 1882, with a capital of \$100,000. The roadway is in excellent condition. The stock consists of eighty horses and mules and nineteen cars. The main line is $3\frac{1}{2}$ miles long; Upland line, 2 miles; Twenty-fourth St. line, 2 miles. Passengers carried in 1889, 1,000,000.

Financial and Building Organizations.—The banking institutions are as follows:—The Delaware County Trust, Title and Insurance Company, the Delaware County National Bank, the First National Bank and the Chester National Bank. There are also twelve building associations in Chester, whose regular monthly receipts amount to \$18,000. They loan very nearly to the full value of a property, and are of practical use to many who cannot obtain private loans because greater margins are looked for by individual investors.

Hotels.—Considering its proximity to Philadelphia, Chester hotels are a credit to the city. The traveler will find in the Cambridge, the Washington or the Colonnade all that any reasonable man can expect. These are the leading hotels of the city, and in connection with the smaller hotels they have been sufficient to accommodate comfortably many large gatherings. Good boarding-houses are plentiful, and, altogether, Chester is well equipped to take care of the traveling public.

City Government.—The corporate powers of the city are vested in the mayor and members of select and common councils, and the good work which those bodies have done is shown by the fact, that, although Chester has been making rapid strides in municipal improvements during the last five years, the tax rate has been but slightly increased.

Educational and Religious Facilities.—The people of Chester are amply provided with educational and religious facilities. Within the municipal limits there are thirteen school buildings, all (except one) constructed of brick. These contain seats for 3,500 school children. A corps of seventy-eight teachers, with a city superintendent, has charge of the public instruction, under the control of the legally constituted Board of Directors. In addition to the public schools there are several private institutions for educational purposes in various grades from the

kindergarten to the seminary. Notable among these may be mentioned the Chester Academy, the Pennsylvania Military Academy, the parochial school of the Church of the Immaculate Heart, and just beyond the line, in Upland, the Crozer Theological Seminary. There are twenty-four houses of worship in Chester, being one to about every 1,250 inhabitants; hence whatever form of Christian belief one may hold, he can be reasonably sure of finding some of his household of faith here established, ready to welcome him with kindly sympathy. Chester is also well supplied with halls, libraries and reading rooms in which leisure hours may be profitably spent. Holly Tree Hall and National Hall are well fitted for entertainments, and the Mechanics' Library and Young Men's Christian Association provide home comforts for lovers of good reading.

The Press.—There are six newspapers—two daily and four weekly—published in Chester, in order of seniority as follows: The Delaware County Republican, the Delaware County Democrat, the Delaware County Advocate, the Chester Evening News and the Chester Daily Times; also the weekly Reporter (law) and the weekly News, published in South Chester.

Social Amenities.—The social conditions of Chester are everything that can be desired. A number of the old families have been established in the city since the time of its settlement, and the newer element which has come in with the new enterprises, is full of plans for making life pleasant in every way for the people. There is a well established Young Men's Christian Association, a Ladies' Union Benefit Society, a Woman's Christian Temperance Union and a Reform Club. There are forty-eight secret and benefit societies, of which the following are the more prominent: Masonic, 7; Odd Fellows, 3; Red Men, 2; Knights of Pythias, 2; Brotherhood of the Union, 3; Knights of the Golden Eagle, 3; Knights of Labor, 3; G. A. R. posts, 2; all others, 21. The rooms of Wilde Post, G. A. R. are the most handsomely furnished of any in the state, outside of Philadelphia. Among the miscellaneous societies are the Robert Burns Club (Scotch), Robert Emmett Club (Irish), Briggs Gun Club, McClure Gun Club, Chester Cricket Club, Alpha Boat Club, and Steam Engineers' Association.

Sanitary Conditions, Water Supply, etc.—As regards sanitary conditions, Chester is most admirably situated, its elevation from the river front making drainage a simple matter. The paved streets are all sewerred, and leading physicians state that the city is free from all local disease. Chester and Ridley creeks form natural channels for carrying off the city's waste, and the sewers are an important factor in preserving the health of the city. There are now over twelve miles of streets which are paved with asphaltum or Belgian blocks, and no city of its size, east or west, has more or better paved streets than Chester. The city is connected with Philadelphia and Wilmington by telephone, and there are 165 subscribers in Chester alone. The service is uniformly good. Gas was introduced in 1856, and the company operating the works have tanks capable of storing 160,000 cubic feet. The Chester Electric Light and Power Company furnishes 276 city lights of 32 candle power to burn all night, and 260 business houses, dwellings and manufactories are supplied; 2,640 lights, and 22 motors are in daily operation. The present system of water works consists of three reservoirs on an eminence about three miles northwest of the city, with a capacity of 12,000,000 gallons; a pumping station 100 x 60 feet; two Gaskill pumps made by the Holley Manufacturing Company, each of 4,000,000 gallons capacity daily; five boilers, aggregating 300 horse-power, and 5½ miles of force and supply mains. The total distribution mileage is thirty miles. The average pressure is 75 pounds, sufficient to run the largest sized water-motors. Comparison with twenty cities of the same class in the United States, shows that none are more thoroughly equipped than Chester in this respect.

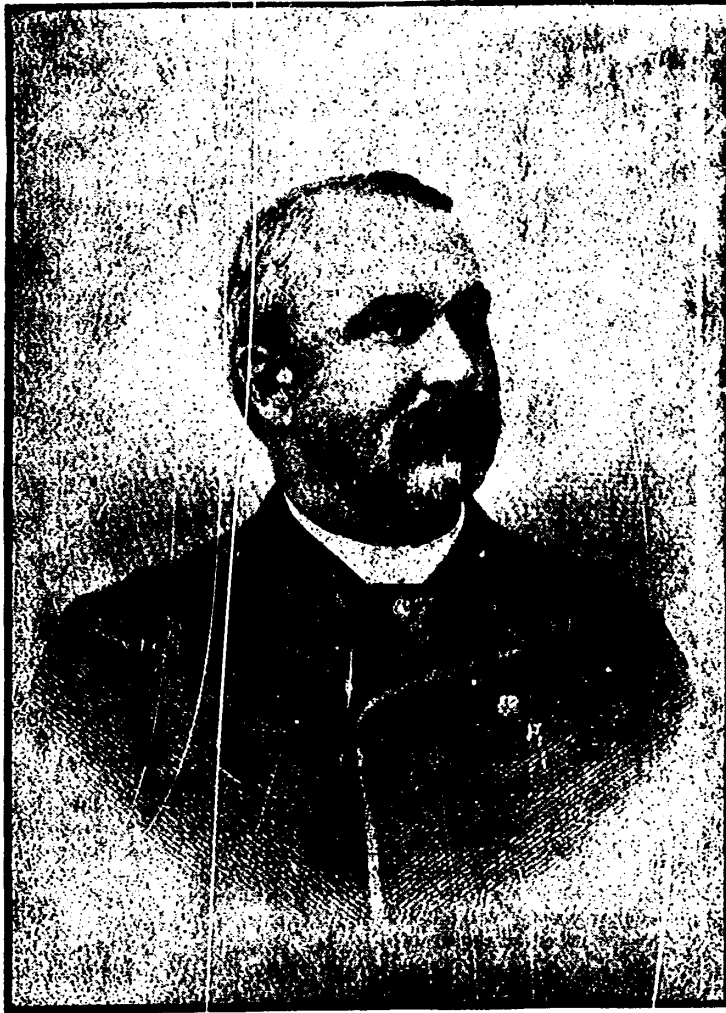
The Board of Trade.—Like other enterprising places, Chester has a public spirited Board of Trade, which does everything in its power to advance the interests of the city. Among other features consonant with an organization of this type, the Board of Trade makes a business of watching the interests of persons who wish to invest in property in Chester to start manufactories or other enterprises, seeing to it that they receive the advantages which ought to

be accorded to concerns who have it in their power to materially advance the permanent prosperity of the city. The concern which has done more than any other to make the city of Chester what it to-day is, is that of

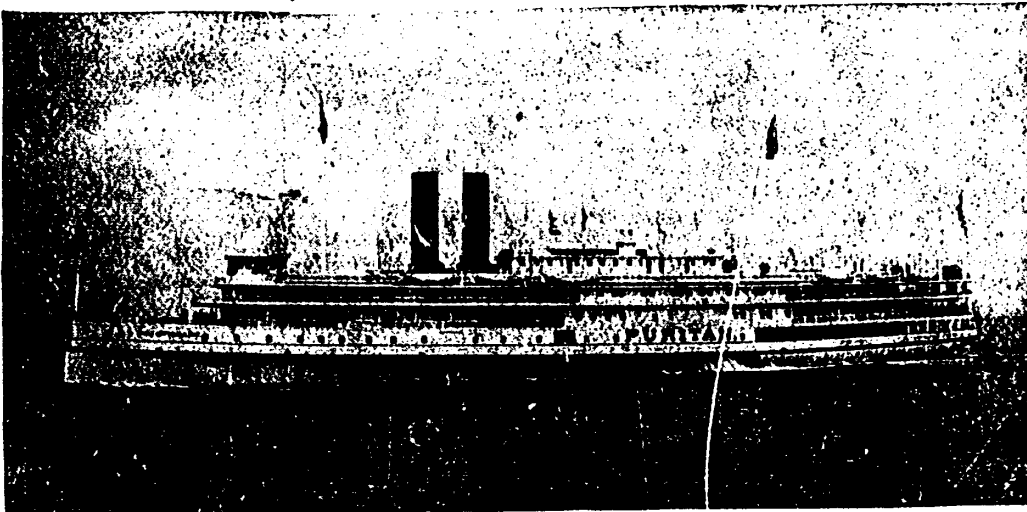
THE DELAWARE RIVER IRON SHIPBUILDING AND ENGINE WORKS

With John B. Roach, President; Wm. Parker, Secretary and Treasurer.—The name of Roach will ever be commemorated in American history as that of the father and founder of iron shipbuilding in the United States. The late Mr. John Roach was a practical shipbuilder and mechanical engineer of great inventive ability, who after years of practical indentification with the trade, in 1871 succeeded to the proprietorship of the Delaware River Iron Shipbuilding and Engine Works, which had been founded in 1860, by the old firm of Reaney, Son & Archbold. The interests were duly organized as a company in 1872, with the late Mr. Roach as president, John B. Roach, secretary, and Mr. William Parker, as treasurer. The works were greatly enlarged and improved, with latest tools and machinery introduced, and in every respect were the model concern of the kind on the continent. During the war these yards were kept busy constructing government vessels, and which rendered an excellent account of themselves in the work of blockading and naval expeditions to the Confederacy. Mr. Roach, and his associates, after the war was over, found a great field of usefulness in building a merchant marine for the coastwise trade, and the type of iron steamers he designed and built were in every way and are still, the best for the trade,—roomy, staunch and fast vessels, specially qualified to pursue their voyages in all weathers. Mr. Roach's lamented decease while yet involved in the troubles and losses of a suspension, caused by political rancor, and the willful delays in acceptance of such magnificent ships as the "Dolphin," etc., need only be referred to here. His demise was a severe blow to the interests of American shipping, but not an irremediable one, as Mr. John B. Roach, his son, had grown up in the business, and when the company reorganized he was chosen as president, and worthily sustains the old time reputation of the works, which, newly refitted and with ample resources at command, are now driven with orders for the largest size, coastwise, sea-going steamships; also vessels for the new navy, etc. These vast works and yards cover an area of twenty-eight acres, being the largest of their kind in the United States. They occupy an admirable location on the Delaware River, and have deep-water frontage, with large ways and all conveniences for building and launching. There are here large machine shops, foundry, boiler shops, pattern shops, erecting shops, etc., each a substantial building of extended dimensions. The average force employed is 1500 hands—machinists, shipwrights, riveters, boiler makers, carpenters and joiners, draughtsmen, etc. The yards are a scene of busy industry, and there are now under construction half a dozen large sized steamships, with contracts ahead for others. It would be impossible in these limits to refer to the vast fleet, 150 in number, of magnificent river, sound, and ocean steamers turned out from the Roach yards during the past twenty years, but it will be of special interest to state that on March 8, 1890, there was launched here, the twin screw United States gunboat "Concord," 230 feet long by 36 beam, and of 1,700 tons displacement. She is a beautiful model, constructed in the most careful manner of steel, and with her battery of six six-inch rifled guns, and torpedo tubes, she is a most valued addition to the American Navy. The gunboat "Bennington," of similar type, is now approaching completion, while there is a splendid new steamship for the Ward Line service; and the magnificent new Fall River Line sound steamboat, the "Plymouth," launched April 3, which will eclipse all previous efforts in which the United States are so famous. "Pilgrim" and "Puritan" are marvels, yet here will be a boat their superior in every way; a great "heavy weather" steamer prepared to plough the sound at railroad speed during the stormiest weather. She is the first side-wheel steamer to have triple expansion engines. The company is also building two large steamers for the Brazilian service, of special model and design, for the lengthy intertropical voyages. They are to have four decks and be especially fitted for passenger accommodation as well as cargo storage. The company has every modern appliance at command; it has a large staff of designers and draughtsmen, and has the enviable reputation of doing the finest and most accurate work of any American ship yard. Its

specimens of marine architecture have every element of speed, stability and capacity, they give special satisfaction in all weathers, and to-day over thirty coastwise steamships of their build are



plying regularly between New York and Philadelphia. Mr. Roach devotes close personal attention to the direction of the company's vast and complicated interests. He is a shipbuilder of sound judgment and executive capacity, is universally respected, and one of Chester's most valued citizens. In Mr. Parker he has a worthy lieutenant, a practical business man of great experience, and



who ably and faithfully discharges the onerous duties devolving upon him. The works are justly a source of pride to every American, and of the utmost value to the flourishing city of Chester.

ROBERT WETHERILL & CO., Manufacturers of Corliss Engines, Boilers and Power Transmitting Machinery.—Messrs. Robert and Richard Wetherill have achieved a world-wide reputation as manufacturers of the finest type of Corliss engines in the market, and are the pioneers and leaders in the designing and production of cable railroad and power transmitting machinery generally. The present firm was organized in 1872, by the Messrs. Wetherill, who are natives of Montgomery County, Pa. They soon had to enlarge their facilities, and have now the finest and best equipped engine works and shops in the country, and are the largest cable railroad engine builders in the world. The works cover fully two squares of ground, the buildings being spacious, and one and two stories in height, and equipped in the most approved manner, including large cupola, foundry, splendid machine shops, large boiler shop and yard, pattern shop, draughting floors, etc. The motive force is supplied by a 100 horse-power engine. A Pennsylvania railroad siding connects with the works, and every facility and convenience are at command. An average force of 350 hands are here employed in the manufacture of Corliss engines, boilers, shafting, gearing, etc. Messrs. Wetherill have effected in the most satisfactory manner the solution of every problem affecting the most economical and direct transmission of power, and their Corliss engines and connections are now preferentially in use all over the United States by the leading cable railroad companies. As examples of Messrs. Wetherill & Co.'s achievements in this line, we refer our readers to such magnificent plants as those of the Pittsburg Cable Railroad Company, Philadelphia Cable Railroad Company, Chicago Cable Railroad (north side), etc., etc. They have designed Corliss engines of the largest size, 1000 horse-power and upward, and all are noted for elaborate and accurate workmanship, embodying all improvements, and giving the most efficient service. They are kept busy building engines for all classes of stationary use, and number their customers by hundreds all over the United States, Canada and likewise, West Indies, South America, etc. Their boilers are equally famous, manufactured from the finest charcoal plate iron and steel, fully stayed and braced, and noted for their excellent steaming qualities. Work executed here has the guarantee of the greatest success ever achieved in the lines of engine building and transmission of power, and cable companies, factories and others requiring power, will consult their best interests by placing their orders here. Mr. Robert Wetherill is very widely and favorably known in connection with Chester's development, and is a director of the Chester National Bank, while he and his brother, Mr. Richard Wetherill, are both actively interested in other financial and industrial enterprises.

COLONNADE HOTEL, T. S. Williamson, Proprietor, Market Square.—The Colonnade Hotel was erected in 1876, and is a substantial brick structure, three floors and basement in height, having lofty corridors, and large rooms most elegantly furnished with all the modern improvements at command. The hotel was opened here in 1882, and was known as Brown's Hotel up to 1887, when Mr. T. S. Williamson succeeded to the proprietorship, and has achieved a deserved success in the difficult art of modern hotel keeping, and is a most watchful and liberal caterer to the wants of his numerous guests. He is a native of New Jersey, a long resident in Chester, and at one time engaged in the coal trade. He was subsequently in the grocery business, retiring from it upon accepting the appointment of chief of the police force of Chester. He resigned from this position in 1887, after the most faithful discharge of its onerous duties, to become proprietor of the Colonnade Hotel, and which he entirely renovated and refurnished throughout. It has a fine, roomy office, reading and smoking rooms, ladies' parlors, and forty sleeping rooms furnished in the most comfortable manner. The hotel is heated throughout by hot air, has incandescent electric light in all the rooms, electric fans in dining-room, etc. There is an elegant café and bar, stocked with the purest and best of wines and liquors, while there is also a fine billiard parlor. The dining hall seats fifty-five, and the table of the Colonnade is justly renowned for its excellence. Mr. Williamson employs the most skillful of cooks and help in the kitchen. In fact, as regards those great features of hotel life—the table and service—the Colonnade leads here, and has no superior throughout the country at large. The rates are only \$2.00 per day, and remarkably moderate, accommodations considered. The office is in charge of Mr. James E. Byrne, a most popular and genial representative.

THE DELAWARE COUNTY NATIONAL BANK, Market and Third Streets.—The Delaware County National Bank has had a long and prosperous career and has weathered safely the many financial storms that have swept the country. The bank was organized away back in 1814, as the Bank of Delaware County, and is the oldest and leading bank in Chester. In 1864 it was among the first to obtain a charter under the National Banking Act, and was duly reorganized with a cash capital of \$300,000, which by able and prudent management has been further augmented by the splendid surplus of \$240,000, and undivided profits of \$5,000, and has ever retained the entire confidence and widely extended patronage of the city and county at large. The board of directors is composed as follows, viz., J. H. Roop, who is also the esteemed president; David Trainer, J. O. Deshing, Jr., J. P. Crozer, J. N. Trainer, D. R. Esny, J. M. Burnall, Jr., Thos. Scattergood and Thos. Appleby. These are able and representative merchants and manufacturers, and financiers whose names are synonymous with stability and integrity, and whose presence on the board of the Delaware County National Bank affords the best possible guarantee of its continued usefulness and prosperity. Mr. J. H. Roop has been connected with the bank for the past nineteen years, and was elected president four years ago. He brings special qualifications to bear for the discharge of the onerous duties devolving upon him and there is no more prudent, able and honorable financier than he. In Mr. B. T. Hall, the bank has a cashier of experience, sound judgment and strict integrity. He has been connected with the bank for the past seventeen years, and was elected cashier four years ago, and is one of the most popular bank officials in the town. The bank building is one of the handsomest of the kind in the city. It is a large, two-story building, which is handsomely decorated, tiled, etc., and is finely furnished and fitted up with every convenience for the safe and successful prosecution of the business, and the convenience of patrons. The bank has added to its vaults safe deposit boxes, for the convenience of corporations, individuals, etc., which are rented at \$10.00, \$15.00, and \$30.00 per annum. These vaults are made of double steel, and are both fire proof and burglar proof, being secured with time locks, and every precaution is taken with a view to perfect safety. The bank does a remunerative business, discounting the best class of commercial paper, loaning on proper collateral, selling and buying exchange, and making collections on all points, its principal correspondents being the First National Bank, of Philadelphia.

TIDEWATER STEEL WORKS, Manufacturers of Steel Rails, Fish Plates, Etc., Corner Lloyd and Front Streets, C. A. Weed, President and General Manager, S. E. Haas, Secretary and Treasurer.—It has often been asserted on the part of foreign manufacturers that the texture, properties and qualities of American ore and iron were unsuited to the proper manufacture of steel, and that even the characteristics of our coal and coke were unfitted for the manufacture. These allegations, however, have been completely confuted by the actual product of steel by our Pennsylvania houses, which compares with any made in the world. Prominent among the concerns in the city of Chester thus referred to, is the widely known and representative Tidewater Steel Works, corner Lloyd and Front Streets, of which the Combination Steel and Iron Company are the proprietors. This company was duly incorporated under the laws of Pennsylvania with ample capital, and since its inception has obtained a liberal and influential patronage from ship and locomotive builders, railroad companies, implement makers and general machinists. Mr. John Roach was the first president, who died in 1885. He was succeeded by Mr. C. A. Weed, the present president and general manager, while the secretary and treasurer is Mr. S. E. Haas, who was elected in 1888. The works and grounds have an area of two acres. The various workshops are fully equipped with the latest improved appliances, tools and machinery, including ten heating furnaces, three teams of rolls, etc. Here 260 workmen are often employed, and the machinery is driven by several steam-engines, aggregating 800 horse-power. The company manufactures largely steel rails, fish plates and railway track castings, merchant bars, iron and steel angles and ties, etc. Their specialty of soft steel fish plates are absolutely unrivaled for quality, finish, reliability and uniform excellence, and have no superior in this or any other city. Orders are carefully filled at the lowest possible prices, and the trade extends throughout all sections of Pennsylvania.

HOTEL CAMBRIDGE, Samuel H. Lewis, Proprietor.—Chester can boast of having one of the most perfect and ably conducted hotels in the United States in the popular Hotel Cambridge, of which Mr. Samuel H. Lewis is the esteemed and enterprising proprietor. It occupies a very desirable site, central to the depots and the best sections of the city, and has a very large and influential class of patronage. It is architecturally a great ornament to the city, being constructed in an ornate and modern style of brick, four stories in height in the front, and five stories in the back, and is 75 x 168 feet in dimensions. The building was erected five years ago, and being constructed especially for hotel purposes is fitted up with every modern improvement that art and science can invent and ample capital could supply and was erected and furnished at a cost of \$160,000. Three years ago Mr. Lewis became the proprietor of this strictly first-class house, and under his experienced and judicious management the house has enjoyed an uninterrupted career of prosperity, and is known to the best classes of the traveling public as one of the best and most liberally conducted hotels in the country. The interior arrangements of the hotel are perfect, and it is fitted up with every comfort and convenience for guests, while with regard to sanitary arrangements and means of escape in case of fire it is unrivaled. The hotel contains seventy rooms for guests, which are handsomely furnished and conveniently arranged; and a large and well furnished billiard parlor and bar which is stocked with the purest and best of wines and liquors, with a barber shop, etc., are among the modern conveniences of hotel life found here. All the modern improvements have been introduced here, including incandescent electric lights and gas throughout the house, annunciators steam heat, etc. The table is deservedly famous and Mr. Lewis is one of the ablest and most capable of caterers, who has the finest of everything in market delivered daily, while the kitchen is in charge of experienced cooks who are directed by an accomplished chef. The large dining hall is light and airy and has a seating capacity for sixty guests, with first-class waiters in attendance, and a fine café is provided for the accommodation of guests arriving outside of meal hours and is open from 6 a. m. till midnight. The rates charged at the Hotel Cambridge are from \$2.50 to \$3.50 per day on the American plan, according to accommodations, and are remarkably reasonable. Mr. Lewis is a thorough master of the difficult art of hotel keeping, in which he has had an experience extending over sixteen years, and has achieved deserved prominence and success. He is universally popular and respected and has secured to Chester a hotel in which the public justly feels a sense of pride, and the traveling public will find nowhere in town better accommodations, board, or attendance than here, where they will always find their sojourn a pleasant experience.

M. CONNOLLY & SON, Agents for Browning's Clothing, No. 23 West Third Street.—There is one house which is conspicuously representative in the clothing trade in the city, and that is the establishment now presided over by Messrs. M. Connolly & Son, located at No. 23 West Third Street. The business here was originally founded in 1853 by the widely known clothing manufacturing firm of Browning, King & Co., of New York, Chicago, Philadelphia, etc., for whom Messrs. M. and C. J. Connolly were the managers until 1887, when the latter purchased the business, which they have since conducted with marked and increasing success under the firm style of M. Connolly & Son. This firm still handle the ready made clothing, and are the agents for the order department of Messrs. Browning, King & Co. The premises utilized for the business are very commodious, and comprise an entire building, two stories high, with a frontage of 23 feet and a depth of 100 feet. The interior arrangements are very perfect in every department; ample show windows afford every convenience for making a fine display, and the store presents an attractive and inviting appearance. The stock is a large and comprehensive one, and is made up of the latest and most fashionable styles of clothing in fine and medium grade qualities for men, boys, youths and children. In the custom order department a splendid exhibit is made of the latest novelties in foreign and domestic fabrics, and ample choice is afforded even to the most fastidious. Suits made to measure are guaranteed to be stylish and perfect in fit and workmanship. All goods are first class, prices reasonable, and the service prompt and courteous. Mr. M. Connolly, who has been in the United States fifty-five years, was born in Ireland, and his son is a native of Delaware.

S. L. ARMOUR, Feathers and Bedding, No. 138 West Third Street.—One of the most reliable and extensive manufacturing establishments of the kind in Chester is that of Mr. S. L. Armour, manufacturer and dealer in furniture of all kinds, feathers, bedding and upholstery of all kinds, whose salesroom and factory are respectively located, the former at No. 138 West Third Street, the latter at No. 411 Concord Avenue. The business was originally established by its present proprietor some eleven years ago, his premises at that period being restricted to the Concord Avenue plant, but as years progressed Mr. Armour's operations consequently increased, and in 1880 for the obvious reason of necessity he opened his retail depot on Third Street. The scope of manufacture embraces all kinds of bedding, bed lounges, fine hair mattresses, feather bedding, upholstered spring beds, etc. They also keep in stock feathers, curled hair, tickings, burlaps, extra purified feathers and patent down pillows. All the goods turned out by this responsible house are unrivaled for quality, utility, reliability and excellence and have no superiors in this city or elsewhere, while the prices, quoted in all cases for all kinds of feathers and bedding are extremely moderate. The salesroom is always filled with a heavy stock of choice goods, and all orders are promptly filled, while all bedding, mattresses, etc., are fully warranted to be exactly as represented. Mr. Armour is a native of Cecil Co., Md., and has resided in Chester for the past twenty years. He was alderman for six years, and is at present a member of the School Board of Chester.

EISENBISE & BRO., Tin Roofers, Manufacturers and Dealers in Tin, Sheet-Iron and Hollow Ware, Stoves, Ranges, Galvanized Awnings, Etc., No. 816 Edgmont Avenue.—This business was organized eighteen years ago by the present proprietor and his brother, the late Mr. M. S. Eisenbise, who died in 1887. From the beginning the house has been the center of a large and important trade. The premises occupied for the business comprise a three-story building, 25 x 120 feet in dimensions, and are suitably fitted up and provided with every appliance and convenience for facilitating the dispatch of business. The workshop is thoroughly equipped with all the latest improved mechanical appliances and tools for the execution of all kinds of tin, copper and sheet-iron work, etc., while from a dozen to fifteen hands are employed. Hot air flues are put into buildings, stoves, ranges and heaters are set up and repaired, and all kinds of sheet metal work done. The salesroom contains a heavy stock of the latest improved stoves and ranges, and the largest assortment of stove repairs to be found in the city. A full and complete line of household utensils is also kept on hand, and the lowest prices prevail. A large trade is done throughout the city and vicinity. Mr. Eisenbise was born in Mifflin Co., Pa., and was for four years in service in the Civil War. He was one of the first five hundred soldiers to report at Washington, became Captain of Company A, Forty-sixth Pennsylvania Volunteers, and was in the Libby and other rebel prisons. He subsequently joined the regular army. He is now a prominent member of Post 25, G. A. R.

S. GREENWOOD, Agent, Real Estate and Insurance, No. 405 Market Street.—Mr. S. Greenwood has been in business here for the past dozen years, and controls an extensive business interest in improved and unimproved property and in fire insurance. Mr. Greenwood is a busy man, and he is entrusted with great monetary and property transactions by his clients. He buys, sells, exchanges, leases and lets lands, factories, workshops, stores, dwellings, etc., manages estates on behalf of both absent and resident owners, collects rents, and attends to everything associated with the real estate business. He is recognized as an accurate authority on the present and prospective values of realty in this section, so that the utmost reliance can be placed upon his judgment and advice by intending investors. He negotiates at short notice loans on bonds and mortgages at reasonable rates, does a large amount of building all over the city and vicinity, and sells houses on time payments at reasonable rates to responsible purchasers. He handles realty of all kinds, not only in the city, but in all parts of Delaware County. Mr. Greenwood also places fire risks with all the leading, responsible foreign and home insurance companies at the lowest rates compatible with security, and he is the accredited agent here for the Firemen's Fund Insurance Company, of San Francisco, the Firemen's Association, of Philadelphia, and the Merchants' Fire Insurance Company, of Providence.

H. B. BIRTWELL, Cotton, Woolens and Worsted Machinery, No. 313 North Third Street, Philadelphia, and No. 130 East Sixth Street, Chester, Pa.—As a center for the trade in manufacturers' supplies, Chester has, in view of its size, attained great prominence, and is becoming more than ever a favorite purchasing point. This satisfactory state of affairs is almost wholly to be attributed to the energy and enterprise of the leading dealers in this line. Prominent among the number and one of the oldest established is Mr. H. B. Birtwell, who began business about 1873, and has during the intervening period, developed an influential connection, and a trade of great importance. Mr. Birtwell is an authority on all descriptions of cotton, woolen, worsted and hosiery machinery, and deals both in new and second-hand mill supplies of this type, likewise shafting, pulleys, belting, pipe, tools, iron, metals, etc. He also contracts for the fitting up or repairing of cotton and woolen mills with a complete outfit of machinery, and has built up a large and growing trade in this line in Chester and the adjoining counties. His premises, which are centrally and eligibly located at No. 130 East Sixth Street, comprise a spacious and commodious three-story building, 25 by 100 feet in dimensions, equipped with adequate steam-power, and every accessory in the way of improved machinery and appliances which might tend towards the advantageous prosecution of the business. Mr. Birtwell is a thoroughly practical business man of thirty years' experience, and as he personally superintends all contracts entrusted to his charge and employs only the best of skilled labor, he is enabled to guarantee that everything emanating from his establishment shall rank as perfect in every particular. He is of English nationality and has lived in Chester since early boyhood. He has achieved a reputation accorded only to those whose transactions are based upon the strictest principles of mercantile honor, while his enterprise, intimate knowledge of his branch of business, and equitable methods, entitle him to a still further enlargement of trade. He also conducts a metropolitan branch at No. 313 North Third Street, Philadelphia.

HOWARD BROTHERS, Wholesale Grocers, Corner Sixth and Welsh Streets.—The leading wholesale grocery establishment of this section is that owned and managed by Messrs. Howard Brothers at the corner of Sixth and Welsh Streets. The business was originally established some fifteen years ago, and the house early grew in importance, and to-day stands in the van of the trade. The firm occupy a two-story and basement building, 40 by 150 feet in dimensions, with a spacious wing covering an area of 40 by 60 feet, fitted up with every convenience for the storage, display, packing and handling of stock, and a heavy and full line of all staple and fancy groceries and canned goods of the highest grade of excellence, fine teas, coffees, sugars, syrups, flours, farinaceous goods, pure spices, laundry supplies, cigars and tobacco are offered to the trade at bottom market prices. The house always carries an extensive stock and choice assortment of fresh crop teas that are renowned for purity, flavor and quality. They likewise make a specialty of fine Java, Mocha and Brazilian coffee, pure spices and imported cigars, enabling them to promptly fill all orders from the most exacting grocers and jobbers at prices which defy successful competition. The house is represented on the road by a force of six commercial travelers, and gives general employment to some eighteen assistants in the conduct of a business that extends throughout Chester and adjoining counties. The members of this enterprising firm are Messrs. W. E. and Fred A. Howard, both natives of Chester and young and energetic men of business. Enterprise, energy and honorable dealing have always characterized the transactions of this reliable house. As the leading city wholesale grocery house the firm is worthy of the large patronage accorded.

PENNSYLVANIA COFFEE COMPANY, Wholesale Dealers in Coffees, Teas and Spices, Nos. 409 to 418 Edgmont Avenue, George W. Howard and William M. Bowen, Proprietors.—Messrs. George W. Howard and William M. Bowen are the enterprising and popular proprietors of the Pennsylvania Coffee Company and established this business three years ago, since which period they have built up a liberal and influential patronage with jobbers and retailers in all sections of Chester and Delaware Counties. The premises occupied comprise a three-story brick building, 40 by 60 feet in dimensions. Here they have a fully equipped coffee and spice mill, with coffee roasting department attached, and have

become noted for the purity, strength and flavor of their coffee and spices. The roasting is performed by two first-class, improved cylinders which have a capacity of turning out two tons of roasted coffee daily. As wholesale dealers in teas and coffees, no house in Chester is better prepared to quote bed-rock rates for the choicest growths. They carry at all times a full assortment of fresh crop Oologs, Japans, gunpowder, English breakfast and other standard teas, that are renowned for flavor and quality, and are justly popular. A specialty is made of coffees, and the firm is enabled to promptly fill orders from the most exacting grocers and jobbers at lowest market prices, owing to its influential connections and superior facilities. Messrs. Howard and Bowen are natives of Chester.

N. W. FAIRLAMB & SON, Undertakers, No. 512 Market Street.—In no calling of life does a conscientious attention to one's whole duty meet with a more general recognition or greater public approbation than in the delicate administration of the undertaker's profession. It is seldom that any species of fraud or reprehensible practices are heard of in this respected line of business. Throughout the civilized world, business scandal has, in the main, kept aloof from this profession. Among the many engaged in the business in this section, the oldest established undertaking establishment in Chester is that of Messrs. N. W. Fairlamb & Son. The business was founded by Mr. N. W. Fairlamb in the year 1853, who conducted its affairs for the succeeding twenty years, when he admitted his son, Mr. Horace W. Fairlamb, as a participator in the interests of the concern. When requested, they take full charge and control of funerals. Carriages are furnished, and hearses for adult, or infant, are supplied. All the necessary legal steps are taken for the burial of the dead, and embalming in the most scientific manner is one of the leading specialties of the house. With a nature full of sympathy for those in sorrow, these gentlemen are of the utmost service when death takes away a member of the community. Their establishment is located at No. 512 Market Street, where many varieties of coffins and caskets are always kept in stock. In the matter of charges, Messrs. Fairlamb endeavor to suit the convenience of those who are unfortunate enough to be obliged to engage them, and in every way they exert their utmost endeavors to conduct the last rites of the dead in the most becoming manner. Mr. Fairlamb, senior, is a native of Delaware County, and a descendant of one of the oldest families of that section. He has resided in Chester since 1832, where his son was born. They are both members of one or more benevolent organizations, Mr. N. W. Fairlamb being an associate of the I. O. O. F., Free and Accepted Masons, and the Knights of Pythias; Mr. H. W. Fairlamb is a member of the I. O. O. F., and Improved Order of Red Men.

THE PANCOAST STORES, Boots and Shoes, Trunks, Satchels, Rubber Goods, Etc., No. 812 Edgmont Avenue, and No. 108 West Third Street.—As illustrating the possibilities of trade in Chester, we would call attention to the Pancoast Stores which are among the largest and most prominent in the city. They are conducted and managed by Mr. Samuel Pancoast, the owner and proprietor, and well patronized by a discerning public. They are conveniently located, one at No. 812 Edgmont Avenue, which was opened in 1876, and the other at No. 108 West Third Street, which was established in 1887. The fittings and furnishings of these popular stores are very handsome and attractive, and the stock of goods carried, which embraces everything in an ordinary first-class shoe-store, The goods are purchased from the most reliable houses, many of them being ordered direct from the manufacturer. They are bought entirely for spot cash, and therefore at bottom prices. The goods are carefully made of the very best materials and fully warranted in every respect as represented. Prices are moderate and the very best satisfaction is always guaranteed and given the patrons. The foundation of these popular stores was laid by Mr. Robert E. Pancoast, who conducted them until his decease in June last, and was succeeded by his father, the present proprietor, Mr. Samuel Pancoast. Besides boots and shoes a general stock of slippers and rubber goods is always kept on sale, and also trunks, satchels, etc. The trade comes from the city and all the adjacent sections, and business is always brisk and flourishing. Mr. Pancoast is a native of Delaware County. He is a Methodist minister by profession, and has served his church faithfully and well in all parts of the country, and is an upright gentleman, widely known and popular.

H. B. TAYLOR, Hardware, Seeds and Agricultural Instruments, No. 15 West Third Street.—The popular house of Mr. H. B. Taylor is an old and well established one, and dates its foundation from 1860, when it was opened by Mr. Taylor, who has since conducted and managed it in a manner greatly redounding to his energy, ability and enterprise. The premises are 20 x 125 feet, and well adapted in all essentials requisite for the convenience of the extensive trade carried on, which is widely diffused throughout this city and all the adjacent sections of the country. An immense stock of goods is always kept on sale, the assortment embracing in the variety builders' and general hardware, nails, mechanics' and farmers' tools, shelf goods, cabinet hardware, guns, rifles, pistols, and ammunition, and table and pocket cutlery, house furnishing goods of every description, fishing tackle, etc., and also plows, rakes, harrows and general farming implements. A special feature is made of farm and garden seeds of all kinds, which are fully warranted to be strictly as represented. The best possible advantages are offered buyers in the way of prices. He is a Delaware Countian by birth, and has lived in Chester since 1844, and is recognized as one of the solid business men of this section of the state. Mr. Taylor has been located in the premises now occupied for the past twelve years.

J. OS. M. BOTTOMLEY, Hardware and Tools, Contractors' and Mill Supplies, No. 605 Edgmont Avenue and Sixth and Wall Streets.—This progressive and substantial house was founded in 1860 by Mr. Bottomley, and under his able direction a permanent local business has been secured and a splendid wholesale trade cultivated which extends throughout this and all the adjoining counties. The premises utilized for the purposes of the business consist of a substantial, three-story brick building, having an area of 27 x 125 feet, thoroughly equipped throughout and provided with every convenience to facilitate transactions. The stock carried is exceedingly large, and includes everything in the line of hardware and builders' supplies, shelf goods, iron and steel, and mechanics' and farmers' tools, and contractors' and mill supplies, housekeeping hardware, carriage, wagon makers' and blacksmiths' supplies, cements, cotton and woolen mill supplies, etc., cutlery and patented specialties that belong to the business, and kindred goods of every description. The assortment is one of the largest and most complete in all departments to be found in the city, and he is always in a position to quote the very lowest market prices and fill orders in a satisfactory manner. An adequate force of clerks and salesmen are employed. Mr. Bottomley is well and favorably known in this community, having been born here and personally is very popular.

J. JEANES, Photo Artist, No. 702 Edgmont Avenue.—While the number of photographers throughout the country is legion there are comparatively few who have attained unquestioned eminence in the art, and are worthy exponents of the perfection it has attained. A house in Chester, which can be truly called a leader in the line, is that of Mr. J. Jeanes, located at No. 702 Edgmont Avenue. He is a native of Montgomery County, and has followed his profession in Chester for the past eight years, though prior to that period he had enjoyed some twenty-four years' practical experience in Wilmington, Delaware, and Allentown, this state. Mr. Jeanes is a practical operator, and has kept pace with all the discoveries and improvements in photography during the past ten or fifteen years. His gallery is fitted up in elegant style, provided with the most costly apparatus and specially adapted for the finest class of work. He has invariably succeeded in catching the expression of the sitter, hence giving character as well as faithful likeness of all the subjects which pose for him, his productions of either animal or still life, portrait, landscape or building being absolutely perfect in every particular. Mr. Jeanes enjoys an excellent patronage among the best people of the city and surrounding country, and is well entitled to the success which has attended his efforts in producing the finest class of photographic work at the most moderate prices to be found anywhere for the same quality.

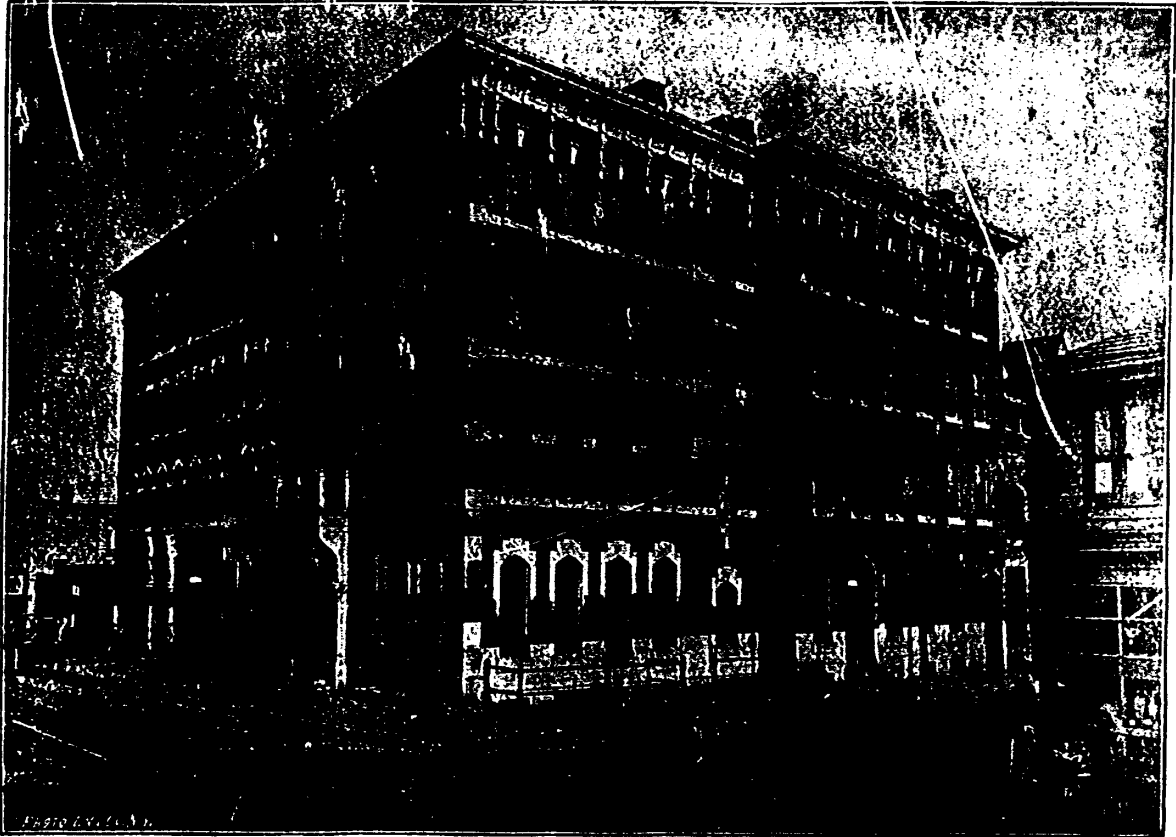
G. EORGE W. COMPTON, Wall Papers and Window Shades, Etc. Northeast Corner Seventh and Welsh Streets.—Mr. George W. Compton, the well-known paper hanger and dealer in window shades, has a well appointed store at the corner of Seventh and Welsh Streets. He is a thorough artist in his line of

business, and as an interior decorator and paper hanger is considered one of the best in this city. He has gained a reputation for the originality of his designs and the good workmanship of every job he undertakes. Mr. Compton's store is a landmark. He has been established in business for over fifteen years, five of which Mr. Creighton was his partner. A large stock, which embraces everything in his line, is constantly kept on hand, and he gives constant employment to ten skilled and practical workmen. All that is new and fashionable in wall-papers, dados, friezes, borders, etc., is exhibited. He also gives special attention to painting and decorating private dwellings, and makes contracts and takes orders for all kinds of work and general jobbing in his line of business. Mr. Compton is about thirty-seven years of age and a native of Pennsylvania. He is a first-class, reliable business man and can always be depended upon. He is widely known, and is esteemed as an honorable, straightforward citizen.

M. E. BORDINE, Artist in Crayon, No. 532 1-2 Market Street.—Mr. Milton E. Bordine has won an enviable reputation as an artist in crayon. He is a native of New York, and possesses rare talents and skill, and as a thorough master of his art is fully equal to the best in the country. The greater part of his life has been devoted in studying the details and requirements of his profession, and his splendid, artistic efforts are highly commended by an appreciative public. Mr. Bordine's specialty is portraiture, in which he is unrivaled, and executes with marvelous skill soul-speaking likenesses, showing harmony in their composition and truth in outlines and softness of tone and an elegance of finish unsurpassed. All of Mr. Bordine's work is brilliant, permanent and lasting and never fails to attract attention. He occupies a store having an area of 20 x 50 feet, in which a fine display is made. Mr. Bordine has been established since 1877 and resided here for the past thirteen years. Previous to locating here he was in business in Michigan.

S. TANDARD BEEF CO., Fresh and Salt Meats of all Kinds. John Fulmer, Propr., No. 527 Market Street.—The Standard Beef Co. has been in successful operation the past two years and is receiving a liberal patronage from an appreciative public. The premises have a front of 20 feet with a depth of 60 feet and are very neatly and tastefully fitted up and kept scrupulously clean, and present a handsome, attractive appearance by the display made every day of the choicest fresh beef, veal, lamb, mutton, pork, etc., and salt and smoked and dried meats of all kinds, and when in season nicely dressed poultry. The assistants are polite and attentive, and a wagon delivers purchases in any part of the city. Prices are reasonable. Mr. Fulmer makes a specialty of everything of the best quality in his line. Although a resident of Chester since 1884 Mr. Fulmer is a native of Bucks County. He is a business man of integrity and ability and is doing a flourishing wholesale and retail, city and country trade.

J. AMES BOWERS' SONS, Manufacturers of Mungoes and Shoddies, and Carders of Shoddy, Sixth and Madison Streets.—The business was established nineteen years ago by Mr. James Bowers, who died in 1887 after a successful and honorable career. He was succeeded by his sons, Messrs. T. B. and Charles H. Bowers, who are now conducting the business under the firm name of James Bowers' Sons.—The factories, which are two and three stories high, cover half a square, and are the property of the firm. The various departments are fully equipped with the latest improved machinery, apparatus and appliances, including four sets of cards, three pickers, six garnet machines, etc. Here fifty-two hands are employed, and the machinery is driven by a superior eighty horse-power steam-engine. Messrs. James Bowers' Sons manufacture largely mungoes and shoddies, and are also carders of shoddy worsted, yarn, waste, etc. Their goods are general favorites with the trade, and have no superiors in the market for quality and uniform excellence. Orders are promptly filled at the lowest ruling market prices, and the trade of the house now extends throughout the entire United States. Messrs. T. B. and C. H. Bowers were both born in England, but have resided in Chester since 1871. They are thoroughly conversant with every detail of this industry. The firm's Philadelphia office is at No. 203 Chestnut Street.



Hotel Cambridge (See descriptive article on page 115).

INDUSTRIES AND WEALTH OF BRISTOL.



BRISTOL, the largest town in Bucks County, and formerly the seat of justice, is beautifully situated on an elevated flat on the right bank of the Delaware River, at the mouth of Mill Creek. It is opposite Burlington, and twenty miles from Philadelphia. The Delaware branch of the canal from Easton, terminates here in a spacious basin, bringing to the place an extensive coal trade. The Philadelphia & Trenton railroad passes in the rear of the town. Steamboats are constantly touching at the landing place. All steamboat travelers to Philadelphia retain a lively recollection of the beautiful river bank at Bristol, adorned with tasteful country seats, and shaded with weeping willows. The distinguishing characteristic of the place, notwithstanding the advantages for business introduced by recent public improvements, is its quietness and rural beauty. It has long been a favorite resort of the residents of Philadelphia, and was formerly celebrated for a chalybeate spring, situated in the marsh northwest of the village, but now abandoned. Bristol was incorporated as a borough by Sir William Keith on the 14th of November, 1720. The old original borough boundaries remained unaltered until 1801, when it was enlarged by act of Assembly to its present bounds. From the continued growth in population of the borough, incident mainly to the natural and artificial advantages, and the productiveness of the soil of the surrounding country, and to the river facilities, Bristol was not only a town of early promise of importance, but also became the permanent residence of most of its first settlers, the descendants of many of which families are still among and around us. It was also once a more noted place of residence for families of wealth and fashion than at present; while several highly distinguished persons have from time to time, been its permanent residents. The population of Bristol, in fact, has always largely exceeded that of any other town in this highly favored county; has long regularly continued to be and now is, almost double that of the county town, while it is environed by a more densely populated country, enterprising villages, and grain and lumber mill sites, than any other borough in the county. Commanding the immediate advantages of the river navigation, the railroad, turnpike and canal, Bristol is therein possessed of local facilities for the advancement of industrial pursuits, which, although adding much to its prosperity, nevertheless for a long period of years, but little enterprise has been aroused into action. To-day, however its manufacturing advantages are patent to the most obtuse, while the broad field is still open and at the command of the capitalist for erecting works for all the heavier manufactures; and we opine the day is not far distant when Bristol may possibly rival Chester as one of the most valuable manufacturing posts bordering on the river Delaware. The Delaware division of the Pennsylvania Canal terminating at this port, it is made the general depot for trans-shipment of anthracite coal from the Lehigh region,

affording labor to a large number of operatives and vesselmen, who must be fed, clothed, and furnished with all necessary implements of labor. Hence again, this gives an active impetus to dealers in the common necessities of life, and of the trades, more particularly in smith-work, machine and iron works, rope, harness and shoe-making; consequently at present, the larger amount of the capital of the place is invested in the pursuits mentioned. Along the line of canal within the limits of the town are several extensive stables, smiths' shops, coopers' shops, and stores adapted to the wants of watermen. We do not by any means claim in these few words to have noticed all the industrial pursuits of the town, while enough has been presented to give a superficial idea of the borough as to its business character in 1890.

WILSON & FENIMORE, Manufacturers of Paper Hangings, on Canal and Beaver Dam Road.—Paper hangings are now universally recognized as very prominent features of interior decoration, and no department of industrial or decorative art has received so much attention or latterly has made such rapid growth and advancement. A representative and progressive house in Bristol, Pa., extensively engaged in this important and artistic industry, is that of Messrs. Wilson & Fenimore, whose factory is located on the Canal and Beaver Dam Road. This industry was originally established in Philadelphia in 1872 by Messrs. William Wilson & Francis Fenimore and was removed by them to its present location in Bristol in 1882. Messrs. Wilson & Fenimore bring a wide range of experience to bear, and by reason of their sound judgment, correct taste and enterprise, are well fitted to cater to the wants of the community. The works have an area of an acre. The factory is a spacious, three-story building, 80 x 300 feet in dimensions, fully equipped with all the latest improved facilities and appliances as regards presses, rolls, reeling, grounding, embossing and bronzing machines, satin polishers and other labor saving machinery, necessary for the successful and systematic conduct of the business. Here eighty skilled operators are employed, and the machinery is driven by a sixty horse-power steam-engine. The output of the factory is 6,000,000 rolls of wall paper annually. Messrs. Wilson & Fenimore manufacture extensively fine wall papers of all grades, dados, friezes, etc., which for beauty, design, quality, color and general excellence are unsurpassed by those of any other contemporary house in the trade in this country. They are always prepared to fill the most comprehensive orders from out-of-town jobbers and dealers, each season's stock being entirely new and original colors, shades and designs, and ever offering fresh attractions to the trade and public, while the prices quoted in all cases are extremely moderate. Mr. Wilson was born in England, but has resided in Bristol since 1883, while Mr. Fenimore is a native of Philadelphia. They are highly regarded in trade circles for their ability, enterprise, and just methods and their trade, which is steadily increasing, now extends throughout all sections of the United States.

T. B. HARKINS FOUNDRY COMPANY, Manufacturers of Fine Gray Iron Castings, T. B. Harkins, President; William V. Leech, Secretary and Treasurer, Washington and Canal Streets.—For many years the manufacture of iron castings has constituted one of the most important American industries. Among the reliable and prosperous houses in this section of the state actively engaged in this industry, is that known as the T. B. Harkins Foundry Company, whose works in Bristol are located on Washington and Canal Streets. This business was established nineteen years ago by Mr. T. B. Harkins, who conducted it till 1887, when it was incorporated under the laws of Pennsylvania, with a paid up capital of \$12,000, the officers being Mr. T. B. Harkins, president; and William V. Leech, secretary and treasurer. Both Messrs. Harkins & Leech are thoroughly practical iron founders, fully conversant with every detail of this industry and the requirements of patrons. The premises occupied comprise a spacious, one-story building, 100 x 140 feet in dimensions, fully equipped with the latest improved machinery, tools and appliances known to the trade. Here twenty skilled workmen are employed, and the machinery is driven by a twenty horse-power steam-engine. The capacity of the works is four tons of fine gray iron castings, daily, and the company can cast pieces up to 400 pounds weight. They pay the greatest attention to the selection of proper qualities of metal, and turn out castings that are unrivaled for smoothness, softness and uniform

excellence, while the prices quoted for all work are extremely moderate. The company cheerfully furnishes estimates for any description of castings, and attends carefully to designing and mechanical drawing and pattern making. The trade of the T. B. Harkins Foundry Company extends throughout Bristol and the adjacent cities, and is steadily increasing, owing to the superiority of its productions. Mr. Harkins is a native of Bristol, while Mr. Leech was born in England, but has resided in the United States for the last twelve years. Both gentlemen are highly esteemed in trade circles for their skill, enterprise and integrity, and the prospects of the company under their careful management, are of the most favorable character. Mr. Leech is treasurer of the Bristol Improvement Company, and is one of our public spirited and progressive citizens.

LEWIS JONES, Manufacturer of Hosiery and Underwear, Buckley Street.—A branch of industry of a very meritorious character in Bristol, is the manufacture of hosiery and underwear. In this connection, we desire to make special reference in this commercial review of Bristol, to the progressive and reliable establishment of Mr. Lewis Jones, whose factory is located on Buckley Street. Mr. Jones established this industry eight years ago, and his patronage, which is steadily increasing, now extends throughout all sections of the United States. The works, which consist of one and two-story brick and stone buildings, cover an area of 300 x 250 feet. The various departments of the mills are fully equipped with modern machinery and appliances, including 400 knitting, 25 winding, and 100 sewing machines, 5 presses, etc. There is likewise a well fitted up dye-house on the premises, and a superior finishing department. Mr. Jones is the manufacturer of the "Ballou" ribbed knitting machinery, and the greater part of the machinery used in his mills was manufactured according to his designs and patterns. From 300 to 350 skilled hands are employed in the mills, and the machinery is driven by a sixty horse-power steam-engine. The output of the mills is 1500 dozen pairs of hose, and 400 dozens of underwear daily. Mr. Jones sells direct to the trade, and his goods are everywhere recognized as standards, being unrivaled for quality, finish and uniform excellence. The works are under the able and careful management of Mr. Thomas Hughes, who has had twenty-five years experience in the production of hose and underwear, and is widely known for his skill and ability. Orders are carefully filled at the lowest possible prices, and entire satisfaction is guaranteed to patrons. Mr. Jones is a native and resident of Philadelphia.

WILLIAM M. DOWNING, JR., Flour, Grain, Seed and Baled Hay, Manufacturer of All Kinds of Feed.—The enterprise of Mr. William M. Downing, Jr., in this direction of trade is a prominent one, and deserving of honorable mention in this review. The business was founded by him at its present location in 1883, and from the start has been conducted with eminent success. The premises occupied comprise a building two stories high, and with a frontage of 25 feet and a depth of 100 feet, thus affording ample accommodations for storing a large stock, and for supplying the most extensive demand. The establishment is fitted up with the latest improved machinery for the grinding of feed of all kinds, and of this a very extensive stock is carried at all times, together with all the most popular and favorite brands of family flour, grain of every description, seeds of all kinds and baled hay of the best quality. Supplies are received direct from producers and first hands, and the facilities possessed by this house are such that consignments of goods, however large, are quickly placed, and prompt returns made in all cases.

INDUSTRIES AND WEALTH OF CONSHOHOCKEN.



CONSHOHOCKEN is prettily situated in a handsome undulating country on the left bank of the Schuylkill, four miles from Norristown and twelve miles from Philadelphia. Its reputation however, and indeed it might be aptly said, its creation as a busy manufacturing center may be so far attributed to its connection with the water power of the Schuylkill Navigation company that we hardly deem it a digression to incorporate in this instance a few words upon the material growth that organization was the primary means of effecting in this section. The Schuylkill Navigation company was incorporated *without* mining and trading privileges; and hence it was to their interest to invite tonnage, from every quarter and from every source. Having a free navigation open to all who chose to participate in its facilities, and entering the first coal field at its center, individuals of capital and enterprise were attracted to the scene, and railroads constructed diverging to all the mines. Laborers of all kinds and from all nations, thronged to this region and found ready and constant employment. A new era seemed to have dawned in the mountains. The wilderness was subdued. The coal basin seemed to be literally running over with active and resolute adventurers; a rapidly growing population became established; the wild animal was driven back to give place to a host of miners, who now pierce its thousand hills. Houses, many of which are costly and splendid, and towns sprang up in various parts of the region, and the lands that now sell for their \$100,000 for a small tract, and pour forth annually their thousands of tons of coal and other products, if they had the honor of being known at all, they were known only as the valueless property of some venerable German or lone widow, who esteemed it a burden to pay the taxes. Some of them had been taken and some of them had been refused in payment of desperate debts. Among such grew mushroom like the Conshohocken of to-day, as before stated, her rise being mainly due to the water power connection of the Schuylkill, though it must not by any means be lost sight of that her minerological location has played a leading part in her assuming the manufacturing and commercial status she now enjoys in the Schuylkill Valley. The limestone and marble deposit of this section constitute Conshohocken's chief source of wealth. The very valuable primitive limestone of the Great Valley, lies in a narrow belt, from one to two miles wide, near Willow Grove to Reesville, crossing the Schuylkill at Swedes' Ford and Conshohocken, where a very large and lucrative business is done burning lime for the Philadelphia market, etc., etc., the manufacture of sheet iron, cotton and woollen factories and kindred manufacturing industries.

H. K. KROH, Druggist and Pharmacist, No. 63 Fayette Street. —Prominent among the druggists and pharmacists of Conshohocken, is Mr. H. K. Kroh, whose drug store is located at No. 63 Fayette Street. This business was established in January, 1887, by Mr. Kroh, who has since built a liberal and permanent patronage in all sections of Conshohocken and its vicinity. Mr. Kroh is a native of Gettysburg, Pa., and was a graduate of the Philadelphia College of Pharmacy in 1886. The store is elegantly fitted

up with splendid show cases, etc., and the stock embraces a full assortment of fresh, pure drugs and chemicals, perfumery, toilet articles, physicians' and surgeons' supplies and all kinds of miscellaneous articles usually found in a first-class establishment. Special attention is given to the prescription department, every care being taken in compounding physicians' prescriptions and family recipes, while only the purest and freshest drugs are used. Mr. Kroh puts up a line of compounds and tinctures and quotes popular prices.

THE FIRST NATIONAL BANK of Conshohocken, Lewis A. Lukens, President, Wm. McDermott, Cashier, Hector and Fayette Streets.—Of the first importance in every community are banks and moneyed institutions. The success and ability displayed in their management form an important link by which to estimate and value the commercial standing of the community, in which they are located. In this connection, we desire to make special reference in this commercial review to the reliable and successful First National Bank of Conshohocken, whose banking rooms are located on Hector and Fayette Streets. This bank was duly organized in 1873 under the national banking laws. It has a paid up capital of \$150,000, which has been further augmented by a surplus of \$70,000 and undivided profits of \$10,305. The following gentlemen, who are widely and favorably known in business circles for their prudence, ability and just methods, are the officers and directors: Lewis A. Lukens, president; Wm. McDermott, cashier. Directors L. A. Lukens, Wm. Davis, M. O'Brien, E. B. Bickel, E. McFarland, Geo. Sampson, James Moir, John Pugh. A general banking business is transacted, including the receiving of deposits, the discounting of approved commercial paper, the collection of drafts, and the dealing in other first-class securities. The investments of this bank are made with care and judgment, and its success in the past gives ample promise of a long and honorable career in the future. We would observe, that the policy of the bank toward all the substantial interests of Conshohocken are liberal and encouraging, and it gives judicious and valuable support to all kinds of commercial and industrial enterprise. Mr. Jones was elected president in 1888, and died February 8, 1889. He was a gentleman of superior financial ability. Mr. McDermott, the cashier, has held his present position since 1873. He is a thoroughly capable officer, who attends carefully to the interests of customers. The bank's Philadelphia correspondent is the Girard National Bank.

WM. T. BATE & SON, Montgomery Boiler and Machine Works.—In no branch of industry in the United States has such notable progress been made in the last few years as in the construction of steam boilers, tanks and kindred work. In this connection, special reference is made in this commercial review of Conshohocken to the representative and reliable firm of Messrs Wm. T. Bate & Son. This business was established in December, 1868, by Mr. Wm. T. Bate, who conducted it till 1871, when he admitted his son, Mr. Richard H. Bate, into partnership. Mr. Wm. T. Bate is a thoroughly accomplished mechanical engineer and boiler expert, whose inventions in the construction of steam boilers have proved of great value to steam users. The various departments are fully equipped with modern tools, machinery and appliances, operated by a superior thirty-five horse-power steam-engine. Here forty skilled mechanics are employed, and the trade of the works, which is rapidly increasing, now extends throughout the entire United States. The firm make promptly to order all kinds of brass and iron castings, gas and steam pipes, fittings, patent lock grate bars, etc. The firm make a specialty of the Wm. T. Bate's patent combined feed water heater and filter, patented April 15, 1873. This invention removes scale producing and other impurities from feed water for steam boilers, by pressing the feed water in its course through the boiler, through an apparatus, in which are combined a heater and cold and hot water filters. The Daily Union of Atlantic City, of July 31, says this: "The Graphic Process Company at Pleasantville have just put in a sixty-five horse-power Bate boiler, steel, for generating superheated steam. It is one of the finest boilers ever seen in this section of the state. The fire is banked up at night and during the dinner hour and the steam is held up to the working point, with 200

feet of shafting on, with all the accompanying machinery." In their portable boilers, Mr. Wm. Little, proprietor of Spring Mill Stone and Slag Works says: "I have two of your portable boilers, one thirty-five horse-power and one sixty horse-power. After a thorough trial I find them the best boilers in the market. I have tested them with the old style boiler and these give a greater head of steam, with a saving of one-half the fuel. The Bate boilers are a complete success, first class in every respect, and in every way satisfactory." The new patent for portable generation was allowed April 2, 1889, and is really a grand and beautiful affair. The chief feature in this new generator is the substitution of water-chambered cheek-pieces superseding the old fire-clay lining. They are much cheaper, more durable and can be easily removed, each one without disturbing the others. These generators can be used in any kind of building as no brick walls are required. They can also be used as Marine boilers, for which they are well adapted. Already they are in use in river yachts and steamers. One was shipped August 16, to H. Tetlow, Esq., of Philadelphia, and three more are now in hand for other parties. The special object Messrs. Bate & Son had in view in this their latest invention was to dispense with the crown sheet on the boiler and do away with the brick walls, thus securing the heat to the water sides. One of these boilers is running a forty horse-power engine with 1200 pounds of coal for ten hours, this including the banking at the dinner hour and at night. Messrs. Bate & Son furnish boilers from a six horse-power to 100 horse-power, and a very particular advantage in their boilers is found in the fact that you can get all round them inside and outside for cleaning or repairs. These generators have been examined by the Government Inspector and the Hartford Insurance Company Inspector and their verdict is that they are perfect. That decides the status of the Bate boiler, to wit, that there is nothing to surpass them in this country for safety and economy. Messrs. Wm. T. Bate & Son promptly fill orders for their unrivaled steam boilers at the lowest possible prices, and guarantee complete satisfaction to the most critical patrons. The firm also build gas apparatus and have latterly constructed several in Baltimore, Staten Island, New York, Jersey City, Boston and Chicago, and have at present in course of construction four sets to be used in making fuel gas for ore working at Cornwall and Colebrook furnaces.

S. F. JACOBY, Cemetery and Building Work, Fayette Street.— This business was founded in 1884, though before that its proprietor had had some fifteen years of practical experience in a subordinate position, thus learning every branch of the trade. Head-stones, monuments and memorials of various styles and sizes are made by Mr. Jacoby in various designs, or furnished to order in polished granite or marble. He likewise attends to all kinds of cemetery work, and furnishes galvanized iron railings and iron cemetery furniture, and makes a specialty of vaults, monuments, and has executed many elegant memorials in this section that cannot be surpassed for artistic ability and workmanship. He likewise prepares all kinds of stone, marble and granite work, both for exterior and interior fittings for buildings, also sills, bases, corners, etc., and can offer special inducements to those requiring this kind of work. In his show-rooms are to be found beautiful specimens of monuments, statues and memorials, all of designs embodying artistic taste and conception. It is Mr. Jacoby's aim to furnish strictly first-class work at reasonable prices, so that the public taste may be gratified and educated, and for this purpose he is prepared with all modern conveniences sufficient to turn out anything required in marble or granite. Mr. Jacoby is a native of Philadelphia, but has now resided in Conshohocken for the past twenty years.

See out of boiler manufactured by Wm. T. Bate & Son on last page of book.

INDUSTRIES AND WEALTH OF NORRISTOWN.



EARLY HISTORY. Norristown is one of the oldest as it is certainly one of the most beautiful towns in the state of Pennsylvania. Like almost every other place in this part of the country, it was originally settled by Friends. On the 2d of October 1704, William Penn gave to his namesake 7,482 acres of land on the Schuylkill River, known as the "Williamstadt Manor." In the same month William sold it to Isaac Norris and William Trent for £850, and eight months afterwards the latter disposed of his right to the former for £500. Norris was an Englishman by birth, about twenty-six years old at the time, had been member of the Assembly since 1700, continued therein for many consecutive years, and at the time of his death was Chief-Justice of the Province. Trent was an important figure, too, about this time—Speaker of the Assembly for several years—and gave his name to Trenton, N. J., where he settled in 1712. Norriton, as it was then called, was created a township in 1730. In 1734 most of the original tract had passed out of the hands of the members of the Norris family; but Charles, a son of Isaac, subsequently bought it back, built a mill on the river and made other improvements. In 1771, his widow sold 543 acres of land on the east side of the river, together with the mill, to John Bull for £4,600, who, after greatly enhancing its value, sold the whole property, with the exception of fifty-five acres, for £6,000, to Rev. Dr. Wm. Smith, Provost of the University of Pennsylvania, for the use of the college. The first building of any account on what is the present site of Norristown was a tavern called the Norriton House, at the point where the road now crosses Stony Creek. Swedes' Ford at Norristown was one of the most important fording places in this section during the Revolution, and a few days after the battle of Brandywine a strong redoubt was thrown up for its protection. While General Washington was at Penn's Grove, a detachment of the British marched upon Norristown and burned the principal portion of it, but property owners were fully indemnified by the state government. In the fall of 1784, the Legislature was induced to divide Philadelphia County, and Montgomery County was created. At this time the University of Pennsylvania owned the greater part of the land upon which the ground now stands, but Dr. Smith presently became the possessor, and straightway deeded the property to his son, William M. Smith, who, in 1785, cut the land into regular plots, fifty feet wide and varying in depth. There were sixty-four of them in all, some valued as high as \$4 per foot. The town was incorporated as a borough in 1812—the first in the county.

Subsequent Growth and Progress.—At first the growth of Norristown was extremely slow and in 1820 it had only 800 population, which ten years later had increased to 1,089, in 1840 to 2,937, and in 1850 to 6,000 more. At this time another ward was added, and the census of 1880 gave 18,634 inhabitants. Its present population is rising 25,000. Many things in addition to its manifest natural advantages have contributed to its growth and present pros-

perity—chief among them the enterprise of its people, and the public improvements that have been made from time to time. The Bridge turnpike, from Philadelphia to Perkiomen Bridge, two miles of which passed through the main street of Norristown, was built between 1812 and 1816 at a cost of about \$7,000 per mile. In the latter year the Schuylkill Navigation Company inaugurated its improvements of the river, which were the foundation of the great manufacturing industries that gave the town its present commercial standing and significance. These telling improvements were completed and the whole line was in successful operation in 1826. Their value and efficiency were materially enhanced, however, by the raising of the dam to its present level four years subsequently, and its enlargement in 1846. The old State road, forty feet wide, of which the present De Kalb Street is a portion, one of the finest thoroughfares in the country, running from New Hope on the Delaware to the Maryland line, was laid out in 1830, and in the same year the bridge was thrown across the river. The bridge connecting Norristown and Bridgeport, over which the Chester Valley Railroad crosses to make connection with the Germantown and Norristown Railroad, is at Swedes' Ferry, and was built in 1857. The broad, neat and substantial stone bridge over Stony Creek at Main Street, was constructed in 1854.

NORRISTOWN, 1890.

The Norristown of to-day covers an area about two miles square, embracing twenty-three hundred acres. It has a river frontage of two miles, extends back into the country about the same distance, and the elevation of its site gives commanding views of the Schuylkill and the adjacent country. Within its corporate limits are extensive deposits of marble, iron ore and limestone, and the surrounding region is agriculturally rich and productive. The largest iron interests of Montgomery County are operated here, and the marble and limestone quarries are a prolific source of industry and wealth. This town is also the terminus of the Germantown and Norristown Railroad, which was completed in 1835, and under the management of the Philadelphia and Reading Company has very considerably contributed to the general business advancement of the place. This and the Stony Creek Railroad, which runs to Bethlehem, are connected by a junction road with the depot at the upper part of the town on Main Street. The frequent trains between the borough and Philadelphia render the former so near a suburb of the latter that many Philadelphia business men reside in Norristown the year round.

Religious, Educational and Social Advantages.—The average intelligence of Norristown people is high, and its many religious, educational, benevolent and financial institutions are unexcelled by any in the state. Its public school system is thorough and comprehensive, its school houses are handsome and convenient, and the general attendance is large. Its public buildings, business blocks and private residences are conspicuous for their beauty and substantial character, and the evidences of good taste, prosperity and wealth are observable on every hand. Its social advantages are numerous, the tone of society healthy, and the morals of the community beyond criticism.

Public Buildings, etc.—The Court House is a splendid and stately building of white marble, erected in 1854 at a cost of \$150,000, and the Music Hall is an imposing structure of stone and brick, on Main Street. The State Hospital for the Insane for the eastern district of Pennsylvania is beautifully situated in the upper part of the town. The almost half a score of public schools includes a fine high school; and in addition to these are the Oakland Female Institute, the Fremont Seminary (boys) and several other larger boarding schools of acknowledged superiority. The Norristown Library was founded as far back as 1796, while the Law Library, established some seventeen years since, also contains a valuable collection of its kind. Turning to religious institutions, we find that the first church was St. John's, erected by the Episcopalians in 1813, and there are now seventeen church organizations, many of whose edifices are attractive and highly ornamental. The town is filled with handsome private residences, and the growth is now in the vicinity of the new reservoir, at its highest elevation.

Manufactures.—The manufacturing industries of Norristown claim particular attention. Pre-eminent among them are the Norristown Iron Works, established in 1745. Located immediately above them is the Stony Creek Rolling Mill, attached to which is a blast furnace. The Schuylkill Rolling Mill, at the lower end of the borough, is owned and operated by the Germantown and Norristown Railroad Company. The rolling mill and the blast-furnace machinery manufacturing of the Messrs. Newbold & Son and the Tack Works are also prominent. The extensive cotton and woollen mills, the sash and door factories, the flour mills, the shirt factories, the Grain Binder Works of Mr. Singerly, of the Philadelphia Record, are also among the most notable manufacturing enterprises, which, in conjunction with its general trade, give the boroughs its commercial standing and reputation. Taking it all in all, there is no city or town in the Keystone State that so harmoniously combines so many and so great natural, social and business advantages as the borough of Norristown.

LEWIS G. STRITZINGER, Caterer and Confectioner, Corner of Main and Cherry Streets.—The business of a caterer is one requiring a peculiar tact, as well as a high order of intelligence, and he who adopts this vocation and makes its development a life-study, must carry in his mind the countless combinations which enter into the great variety of confections, and the different kinds of luxuries and delicacies which are necessary to meet the demands of the modern social public, and be prepared to cater to every taste, and satisfy every fancy. These qualifications are possessed in a marked degree by Mr. Lewis G. Stritzinger, whose bakery and confectionery establishment is located at the corner of Main and Cherry Streets, and has led to the brilliant success achieved by him as a caterer in this city. He deals extensively in ice-cream, pastry and confectionery at retail, his store and parlors being replete with everything necessary to constitute a first-class establishment of this kind. The assortment of goods in stock comprise the most delicious confections, fancy cake of every name and nature, and ice-cream of every imaginable flavor. Special attention is given to all orders for serving weddings, reception parties, balls and picnics, and every article is furnished that could by any reasonable stretch of the imagination be included in a caterer's establishment. Thirteen skilled assistants and three delivery wagons are required in the furtherance of the extensive business transacted. It was originally founded in 1871 by the father of the present proprietor, under whose able tuition Mr. Lewis G. Stritzinger acquired his knowledge of the caterer's art, so far succeeding in such direction, that he is to-day the leading exponent of the same in this section. He is a native of Norristown, and is justly ranked among its reliable, responsible and representative business men and citizens.

BBROWN, CLOUD & JOHNSON, Real Estate, Insurance, Collection and General Business Agency, No. 309 Swede Street.—Among the leading insurance and real estate agents in Norristown are Messrs. Brown, Cloud & Johnson, who occupy eligible offices at No. 309 Swede Street. The individual members of this firm are Messrs. Ezra H. Brown, C. F. Cloud and Charles Johnson, who organized their partnership in 1886. Mr. Brown is a native of New Jersey, and has resided in Norristown since 1883. For three years he was with the firm of Strawbridge & Clothier, of Philadelphia, as cashier and correspondent, and for five years he was secretary of a Philadelphia manufacturing company. In 1887 he was elected, for a three years' term, collector of school and general taxes of the city. Mr. Cloud is a native of Chester County, this state, and has devoted many years to insurance and realty, and has resided in this city since 1886. Mr. Johnson is a native of Norristown, Montgomery Co., Pa., and is well and favorably known in the community. The firm are the representatives of the Hartford Fire Insurance Company, the United Firemen's Fire Insurance Company, the Liverpool, London and Globe Fire Insurance Company, the Providence Washington Fire Insurance Company and the Northern Assurance Company. They do an extensive business also in real estate in all its branches. By reason of their superior facilities and large experience, the firm are in a position to offer the rarest inducements to those who are seeking insurances against losses by fire, life, tornado or accident. The largest risks are promptly placed and distributed in a judicious manner, while the lowest rates of premiums are invariably quoted, and a liberal and speedy adjustment of all losses is guaranteed. Such in brief are the qualifications possessed by this firm, and such as have placed them among the most responsible and prominent of the underwriting fraternity in this city, and such as justly entitles them to the extensive business which they know so well how to foster and promote. They are the special agents in this locality for the Provident Life and Trust Company, of Philadelphia, and are greatly respected for their commanding ability and unswerving integrity.

H. B. RITTER, Manufacturer of Fine Cigars, and Dealer in Plug and Smoking Tobacco, Smokers' Articles and Imported Havana Cigars, DeKalb Street, Below Main Street.—The leading headquarters for smokers' supplies in Norristown is the establishment of Mr. H. B. Ritter, manufacturer of fine cigars, and wholesale and retail dealer in tobacco, etc., located on DeKalb Street, below Main Street, where can always be found an extensive, first-class assortment of everything comprehended in this branch of mercantile activity. This flourishing business was established May 15, 1851, by Mr. H. B. Ritter, who, in 1865, formed a partnership with Mr. E. D. Johnson, under the style of H. B. Ritter & Co. Mr. Johnson died in December, 1888, and since then Mr. Ritter has continued the enterprise alone. The store, which has a frontage of 25 feet and a depth of 125 feet, is tastefully fitted up and excellently arranged, a very attractive display being made. Connected with the store is a well-equipped factory for the manufacture of cigars, and in which an ample and competent staff of cigar makers is employed. The stock in the salesroom comprises smoking and chewing tobaccos of every description, imported and domestic cigars, both in finest and medium grades; all the favorite brands of cigarettes, meerschaum and amber goods, pipes of all kinds, snuff and smokers' articles in great variety. The house has a very substantial and influential retail trade, and in a wholesale way the business is spread over the whole of Montgomery County. Mr. Ritter, who is a native of Philadelphia, has resided in Norristown since 1851. He is one of the oldest, best known and most popular merchants in the city, and is a director of the Norristown Gas and Water Companies.

JAMES HOOVEN, Manufacturer of Wrought Iron Pipe.—For many years the manufacture of wrought iron pipe has constituted one of the most important American industries. It is an industry which requires the investment of a large amount of capital, while at the same time it is a source of employment to numbers of skilled workmen. A representative and one of the most noted houses in this section of the state, actively engaged in this industry, is that of Mr. James Hooven, whose works in Norristown are located on Washington Street. This business was established in 1846 by the present proprietor, who has since built up a liberal and influential patronage extending throughout nearly all sections of the United States. The works and grounds have an area of 700 x 800 feet on river front of Washington Street Railroad, and are connected by switches with the Philadelphia & Reading Railroad and Norristown Railroad. The various departments are fully equipped with the latest improved machinery and appliances, including six puddling and three heating furnaces, and three trains of rolls and a blast furnace producing some of the best iron in the state. Here 250 workmen are employed, and the machinery is driven by steam-power. The output of the rolling mill is several thousand tons of wrought iron pipe annually, in addition to large quantities of skelp iron, the blast furnace alone producing about 25000 tons annually. The pipe manufactured by Mr. Hooven, is unrivaled for quality, finish and uniform excellence, and is a general favorite with the trade, owing to its superiority and intrinsic merits. Orders are carefully filled at the lowest possible prices, and Mr. Hooven's policy has ever been to adopt every invention and improvement, that gives any promise of perfecting his productions. He has two patents of his own invention for the preparation of a superior quality of pipe. Mr. Hooven was born in Montgomery County, Pennsylvania, but has resided in Norristown for the last sixty years, where he is highly regarded by the community for his enterprise, energy and sterling integrity. He is president of the First National Bank, and is one of Norristown's public spirited and influential citizens.

FIRST NATIONAL BANK, Main Street, Near Cherry, James Hooven, President; George Shannon, Cashier.—One of the oldest and thoroughly representative banks in Norristown is the First National Bank, which was incorporated under the National Banking Act in 1864. This institution has ever been a favorite with the business world; its extended lines of deposits are largely those of active merchants and manufacturers, while it discounts much of the most desirable commercial paper on the market. The bank has a capital of \$150,000, while its surplus fund shows the ability of its management in the magnificent sum of \$100,000, with undivided profits of \$15,730.09, and the capital stock is held by leading citizens as one of the choicest and most remunerative of investments. Its board of directors are gentlemen who are prominent and influential in commercial circles, and whose names are synonymous with stability and integrity, and are as follows: James Hooven, George S. Hallman, Frank M. Hobson, D. M. Anders, T. Ellwood Linezey, Benjamin B. Hughes, Benjamin E. Chain, F. G. Stenson and W. H. Cooke. The president, Mr. James Hooven, has been president of the bank since its foundation, and is recognized as one of the city's most able financiers, an energetic and far sighted executive head, who has guided the bank successfully through many commercial and financial crises, and has ever accorded a hearty support to all measures best calculated to advance the county's prosperity. Mr. George Shannon has had a long, practical experience in bank affairs, having been connected with the Montgomery National Bank from 1842 till 1864, since which time he has been the popular and able cashier of this bank, and is one of the most widely known as well as one of the oldest bank cashiers in the state, and is an officer of sound judgment, and a thorough exponent of the laws governing banking and finance. The bank occupies its own substantial building, which was built for the corporation, and where every facility and convenience for the transactions of business is enjoyed. A general banking business is transacted, and it has great and remunerative lines of loans and discounts, and makes collections through its correspondents, which includes the First National Bank of New York City, and the First National Bank of Philadelphia. The statement rendered at the close of business, on September 30, 1889, shows the prosperous condition of the bank. Its present management is eminently conservative, and Norristown is to be congratulated upon the possession of such a valued, financial factor.

F. D. SOWER, Bookseller and Stationer, No. 64 East Main Street.—One of the most prominent among the neat and attractive stores on East Main Street, in Norristown, is the old-established stand of Mr. F. D. Sower. The name Sower is one which has been prominently connected with the book trade of America for the past two hundred years. It was Christopher Sower, the great-great-grandfather of the subject of this present sketch, who published the first Bible printed in the German language in this country, and each male member of the family has since the year 1743 been prominently connected with printing and the book-trade. The founder of the house was obliged to make his own type and ink, and the "Sower Bibles" are now amongst the most valuable of American curiosities. Mr. F. D. Sower, whose store is at No. 64 East Main Street, Norristown, began business as a boy in his father's store as long ago as 1836, bought out the business in 1852, and has always been the leading bookbinder and dealer in the county. His establishment is a magnificent, three-story, brick structure, each floor of which is required for the purposes of the business. The binding, etc., for which there are ample facilities, are conducted on the upper stories, the first floor being utilized as the salesroom. Beautiful plate-glass windows flank the entrance, and the interior is very handsomely fitted up. Here will be found, in various styles of bindings, Bibles in the English and German languages, prayer and hymn books, school and blank books, miscellaneous works of fiction, history, science, biography, and current literature, etc. All kinds of stationery, blank deeds and parchment, bonds and mortgages, wedding and visiting cards, gold and steel pens, knives, razors, scissors, pocket-books and fancy articles, and many other useful and ornamental goods are here to be had at reasonable prices. It is known as the Old Cheap Book Store, and enjoys a patronage which in magnitude and character is incomparably the best in town. Mr. Sower is a well-read, cultivated and enterprising business man, a worthy descendant of this old historical family. He is highly honored and respected. In literary circles it is admitted that there is no family

in America which has done so much for letters and religion as the descendants of Christopher Sower, who founded the first Bible-house in the Western Continent.

A. H. MARCH, Pork Packer and General Provision Dealer, Front and Green Streets, Bridgeport.—Notwithstanding the great competitions in the west, the pork-packing interests of the east still employ millions of capital and an army of workmen. As an illustration of the extent of the business carried on in this line in Pennsylvania, we would refer our readers to the establishment of Mr. A. H. March, at the corner of Front and Green Streets, Bridgeport. The facilities here enjoyed for curing, smoking and packing provisions, are rarely equalled in this state. The business so successfully carried on here was founded some forty-five years ago by Mr. Charles Whitman, and, after several changes, Mr. March became proprietor in July, 1838, as successor to John B. Horn. The buildings and grounds devoted to the purpose cover half an acre, and the capacity of the works admits of the disposing of 300 hogs per day. The main building is three stories high, 100 x 90 feet in dimensions, arranged with every facility for the economical prosecution of the work, and every department of the business is conducted with the most perfect system and order. All the work is done quickly and accurately, from the entrance of the live animal to the slaughter pen to the arrival of the dressed carcass at the cooling room. Hogs are received direct from the producers, and only the finest grades are cut up; consequently the very highest standard of excellence is obtained, and all the products of the house are so recognized by the trade and consumers wherever introduced. A splendid stock of pork, hams, bacon, shoulders, sausages, smoked and corned meats, pure kettle-rendered lard and other provisions, is kept constantly on hand, and the trade is large and influential in Pennsylvania and throughout the east. Mr. March is a native of this city, and identified to a marked degree with its commercial interests, which he is greatly advancing by the prosecution of so useful a business. The interests of our readers everywhere will be greatly promoted by effecting a business connection with this old, reliable and enterprising house.

BODEY & LIVINGSTON, Dealers in Pine, Hemlock and Hardwood Lumber, Manufacturers of Mill Work, Corner Main and Water Streets.—The substantial growth of Norristown and the adjacent cities during the past twenty years has developed the manufacture of building materials to such an extent, that few cities of an equal population in the state have better facilities for producing all kinds of wood finish for buildings, while the most favorable inducements are now held out by our manufacturers to dealers, contractors and builders. A prominent house in the city, actively engaged in this useful industry, is that of Messrs. Bodey & Livingston, whose planing mill and yard are located at the corner of Main and Water Streets. This business was established in 1834 by Groff & Zimmerman, who were succeeded by Thomas H. Wentz. Eventually in 1834, Messrs. W. H. Bodey and James Livingston assumed the management. Both partners are thoroughly practical manufacturers and expert lumber dealers, fully conversant with every detail of this useful industry and the requirements of the most exacting patrons. The planing mill and yards have an area of an acre. The mill is fully supplied with the latest improved wood-working machinery, tools and appliances known to the trade. Here fifty men are employed, and the machinery is driven by a superior steam-engine. The yard is connected by a switch with the Pennsylvania Railroad and Philadelphia & Reading Railroad, and has ample space for handling and piling lumber. Here the firm keep constantly on hand an extensive and well selected stock of pine, hemlock and hardwood lumber, which is offered to customers at the lowest ruling market prices. They likewise manufacture sash, doors, blinds, mouldings, etc. Everything in the way of dimension lumber, dressed lumber, flooring, sidings and other planing mill work is executed to order, and every facility is enjoyed for turning out work promptly and in the best manner. Messrs. Bodey & Livingston furnish estimates and plans for all kinds of woodwork at the lowest possible prices consistent with first-class workmanship and the best materials. Mr. Bodey is a native of Norristown, while Mr. Livingston was born in Montgomery County, Pennsylvania, but has resided in this city for the last twenty-four years. Both partners are honorable business men, and liberal in all transactions.

THE MONTGOMERY INSURANCE, TRUST AND SAFE DEPOSIT COMPANY, Montgomery National Bank Building, John Slingluff, President; B. E. Chain, Vice-President; W. F. Slingluff, Secretary and Treasurer.—This representative and progressive company was duly incorporated in 1834 under the laws of Pennsylvania with an authorized capital of \$250,000. Its career has been a very successful one, a fact largely due to the conservative and honorable policy it has ever pursued. The Montgomery Insurance Trust and Safe Deposit Company is empowered to act as executor, administrator, guardian, trustee, assignee or other position of trust for which its capital is liable, while it is required by law to keep all trust investments separate and distinct from other assets. The company's deposit vaults are the finest in the county and cost \$20,000. These vaults are constructed of the finest chrome steel, and are impregnable to burglars and indestructible by fire. Deposits of all kinds of valuables such as deeds, mortgages, bonds, jewelry, diamonds, silverware, etc., are received and guaranteed; also safe deposit boxes in the splendid burglar proof vaults are rented at very reasonable annual rates. The company issues certificates of deposits payable on demand, pays interest thereon at three per cent. per annum if remaining thirty days. Deposits payable at sight without interest are received, and books are given to depositors for such deposits, while loans are made on first mortgages and bonds and wills are receipted for and carefully kept without charge. This company is ably officered, and its directors are highly regarded for their executive ability and sterling integrity in financial and commercial circles. The list is as follows, viz.: officers: John Slingluff, president; B. E. Chain, vice-president; W. F. Slingluff, secretary and treasurer. Directors: John Slingluff, John S. Heebner, Samuel Dresher, Charles Hunsicker, B. E. Chain, William Stahler, Michael O'Brien, Charles H. Stinson, Anthony H. Seipt, Albert Longaker, Jacob H. Grater, John J. Corson, William B. Rambo, Solomon Gilbert, Samuel S. Kohn, Louis M. Childs. Mr. John Slingluff, the president, is one of the leading financiers of Norristown, who worthily presides over the rapidly increasing interests of the company. Mr. B. E. Chain, the vice-president, and Mr. W. F. Slingluff, the secretary and treasurer, are able and honorable officers, eminently qualified for their important positions. The statement rendered January 1, 1890, shows the affairs of the company to be in a most substantial and flourishing condition.

THE ALBERTSON TRUST AND SAFE DEPOSIT COMPANY, George W. Rogers, President; A. U. Howard, Vice-president; Wm. E. Albertson, Treasurer.—It is an admitted fact that bank vaults and private safes do not afford that security which can be obtained in the vaults of a well managed and successful safe deposit company, whose whole energy and ability are devoted to the protection of the valuables committed to its care. No safe deposit company has ever been robbed, and no attempt by burglars has ever been made, which shows emphatically that the precautions taken by these companies have been absolutely successful. In connection with these remarks, we desire to make special reference in this commercial review of Norristown, to the reliable and successful Albertson Trust and Safe Deposit Company, which was founded in 1857 by Mr. J. M. Albertson, who conducted it till September, 1889, when it was duly incorporated under the laws of Pennsylvania, with a paid up capital of \$250,000. The company receives deposits subject to check at sight, and also buys stocks, bonds, mortgages, notes or obligations of states, individuals, corporations or companies, and other estate real and personal. Securities and valuables of every description, including bonds, stocks, plate, jewelry, deeds, etc., are taken for safe keeping on special guarantee at lowest rates. The company likewise rents safes inside its burglar proof vaults, at prices varying from five dollars to twenty dollars, according to size. It also acts as executor, administrator, guardian, agent, assignee, trustee under appointment by the courts for corporations or individuals. It takes charge of the property of absentees, collects and remits income promptly and executes trusts of every description known to the law. Trust funds are always kept separate and distinct from the assets of the company. This company insures the title to real estates and mortgages, and becomes security for per-

sons acting in official positions. It acts as agent for the registration and transfer of loans and stocks of corporations, and in the payment of coupons or registered interest or dividends. It issues drafts available for traveling purposes in all parts of Europe, while wills are receipted for and safely kept without charge. The following gentlemen, who are widely and favorably known in financial and business circles for their prudence, ability and just methods are the officers and directors, viz.:—president, George W. Rogers; vice-president, Abner U. Howard; treasurer, William E. Albertson. Directors: George W. Rogers, Esq., Counsellor at Law, Norristown, Pa.; Abner U. Howard, Esq., Manufacturer Plate Glass, Pittsburg, Pa.; Amos L. Albertson, Glass Manufacturer, Norristown, Pa.; Charles Lewis, Capitalist, Norristown, Pa.; George F. Coleman, (Coleman Bros.), Wool Merchants, Philadelphia, Pa.; Henry C. Kline, Sheriff Montgomery County, Conshohocken, Pa.; Henry Freedley, Counsellor at Law, Norristown, Pa.; William F. Solly, Counsellor at Law, Norristown, Pa.; James Kenworthy, Manufacturer, Norristown, Pa.; Irwin H. Brendlinger, Dry Goods Merchant, Norristown, Pa.; Edward E. Perot, Manufacturer Conduits and Water Pipes, New York; P. Frank Hunter, Pennsylvania Railroad Company, Philadelphia; Patrick McGrath, Wholesale Liquors, Norristown, Pa.; Samuel Rittenhouse, Farmer, Fairview Village, Montgomery County, Pa.; Henry H. Hobensack, Farmer, Broad Axe Post-office, Montgomery County, Pa. The company's offices are handsomely furnished, and are fitted up with every convenience for the prompt dispatch of business and the comfort of customers. The officers of the company are under strict orders not to impart to others any information of the transactions of customers, and the corporation fully merits the entire confidence of the community.

MONTGOMERY NATIONAL BANK, John Slingluff, President, William F. Slingluff, Cashier.—This is one of the oldest and most reliable financial institutions in this section of the state of Pennsylvania. It has been in active operation since 1814, in which year it was incorporated as the Bank of Montgomery County. It entered then upon what has since proved to be a career of great prosperity and usefulness, breasting successfully all the storms and crises that have occurred during the long period of its existence. In 1865 it was reorganized and re-incorporated under the national banking laws as the "Montgomery National Bank." The paid up capital of the bank is \$300,000, which has been further increased by a surplus of \$300,000 and undivided profits of \$33,150.18. The Montgomery National Bank is very fortunate in having a management whose standing and experience give it a high rank among the banks of the state and draw to its counters leading business men and capitalists of Norristown, besides a long list of minor customers. The bank receives deposits, negotiates loans, discounts first-class commercial paper, deals in exchange and generally transacts all kinds of business pertaining to legitimate banking. Collections of rates, checks, coupons and dividends are made and credited to depositors free of charge, while stocks and bonds are bought and sold in the Philadelphia stock market at regular brokers' commission. Drafts on New York and Philadelphia are issued to depositors without charge. The following gentlemen, who are widely and favorably known in financial and business circles for their ability, prudence and integrity are the officers and directors, Officers: John Slingluff, president; William F. Slingluff, cashier. Directors, elected January 8, 1889: John Slingluff, Norristown; Anthony H. Seipt, Skippackville; John S. Heebner, West Point; Albert Longaker, Norristown; Abraham C. Allebach, Hatfield; Samuel Dresher, Norristown; Jacob H. Grater, Worcester; William F. Slingluff, Norristown; William Yeaker, Flourtown; Solomon Gilbert, Norristown; William B. Rambo, Upper Merion; William Stahler, Norristown. The last report of the condition of the Montgomery National Bank, shows the affairs of the bank to be in a highly satisfactory condition. Mr. John Slingluff has been president since 1874, and Mr. William F. Slingluff cashier since 1876. The principal correspondents of the bank are the Western National, and the Chemical National Banks, New York City. The banking rooms are commodious and well appointed, and are provided with every facility for the prompt prosecution of business.

POTTSTOWN.

POTTSTOWN, the county seat of the highly cultivated county of Montgomery, is a rapidly growing city, offering exceptional advantages to capitalists and first-class manufacturers seeking a location. It also possesses rare natural inducements to workmen who may desire a place where labor in vast manufacturing industries may be found under conditions of health, independence, and homestead comfort to the laborer. In her vast agricultural surroundings (the agricultural resources of the shire of Montgomery amounting to about one fifth of the valuation of the whole county), her mineral supply of primitive rock, gneiss, talc, slate, limestone, marble, iron ore, vast coal fields and ready building materials at her very door—Nature has indeed lavished her bounties on this favored site with prodigal hand. Nor does the vigorous and energetic town itself, pulsing with useful activity from center to circumference, furnish any illustration of "all work and no play," for Pottstown's social organizations and attractions, numerous pleasure resorts, educational and religious activity, remarkable healthfulness, and beautiful residences well adapt it to all the requirements and exigencies of a well-rounded life, and to the privileges of leisure as well as the rights of labor.

In the succeeding pages a brief resume is given of the leading and representative houses, who are awake to the demand of the times, and are actively engaged in the endeavor to make Pottstown a leading source supply for all commodities.

GEO. W. GILBERT, Music Hall, No. 107 High Street.—The increase in wealth and population in and about Pottstown has developed a corresponding desire for all kinds of articles that minister to the comforts and pleasures of mankind. Particularly is this noticeable in the great demand that has arisen for pianos and organs, a demand that is well met by Mr. Geo. W. Gilbert, whose popular establishment, familiarly known as "Music Hall," located at No. 107 High Street, is well equipped for this purpose. It is the largest and leading house in this line, and during the two years that have elapsed since its foundation he has built up a flourishing business, a fact which at once attests the musical culture of this community. The premises occupied consist of a spacious, commodious building, three stories in height, having a front of 25 with a depth of 105 feet. It is well fitted up throughout, and the wareroom is made very handsome and attractive by a fine display of pianos of such eminent makes as Boardman & Gray, James M. Starr, Gilbert & Co., Estey piano and organs from such well-known manufacturers as Estey, Newman Bros., Taber and the celebrated Chicago Cottage and the New England. The widely-known reputation of these instruments has demonstrated beyond question that they are unsurpassed for tone, ease of touch, style, finish and general workmanship. They are shown in all the new, popular prevailing styles and sold by Mr. Gilbert at manufacturers' prices for cash or upon long time payments by instalments monthly. Every instrument is fully guaranteed as represented and warranted in every respect. Mr. Gilbert also has a large and complete assortment of music and instruction books of all kinds, and also sheet music, including all the popular songs, ballads and dance music, the new operas and small musical instruments and brass, string and reed instruments, and musical merchandise generally, and also albums and pocket books, and a great variety of useful and fancy articles. He carries the largest stock of pianos and organs and music and has the finest store outside of Philadelphia, and through his close business connections with manufacturers he is always in a position to offer the very best inducements to buyers. Mr. Gilbert is a young man, active and energetic, courteous and polite, and a most excel-

lent judge of a musical instrument, and is professor of music, and a skillful educator on musical instruments, and those about making a purchase will find their interests best conserved by consulting him before placing an order. He is very popular in this city and well deserves the success he has won and enjoys. Piano and organ tuning and repairing receive here prompt attention and the best satisfaction is always guaranteed.

WILLIAM L. ANTRIM, JR., Paper Hanging and Painting, No. 22 North Hanover Street.—The business of decorating interiors of dwellings and buildings has of late years become of considerable importance. In this city among those who give their attention to this work is Mr. William L. Antrim, Jr., who, although a young man, has had considerable experience in the art and has carried on the business successfully at No. 22 North Hanover Street since 1879. His reputation as a paper hanger, painter, and interior decorator is of the highest character, and his skill, good taste and judgment is appreciated by a discerning public. Mr. Antrim's ideas are original, and he is particularly expert in blending colors and tints so as to produce the most pleasing effects. His establishment is well equipped and he is prepared to execute general house painting, sign writing and frescoing and also graining, hardwood polishing and kalsomining, glazing, etc., and paper hanging, in a manner that cannot be otherwise than satisfactory. He occupies a neatly fitted up, handsome store, 20 x 60 feet in dimensions, and carries a full stock of all kinds of wall papers in all the new beautiful designs and also elaborate ceiling pieces and friezes and dados, etc., and painters' and frescoers' supplies and materials. A splendid business has been built up by Mr. Antrim which is derived from the city and all the surrounding sections of country, requiring the services of from twelve to eighteen expert, practical workmen, who are proficient in their respective branches. Mr. Antrim was born in Pottstown. He is a gentleman of artistic taste and fully able to fill any and all orders that may be intrusted to him with ability and fidelity.

INDUSTRIES AND WEALTH OF READING, PENN.



HERE is but one Reading. As yet the vast development of Pennsylvania has disclosed few if any localities where the same natural forces and advantages are grouped. Some of each, other sections of the state may possess; but, whatever the future may unfold, there is hardly a locality with the same grouping of wealth, creating powers, natural and artificial: a city whose steady progress is so assured, if the same factors of wealth and manufacturing growth shall continue to be in force in the future as in the past. The story of her progress, industries and resources are of interest to all whom the activities and gains of business are a necessity or have a charm. In the succeeding pages we shall endeavor to give a condensed summary of her early history, topography, manufacturing advantages, commerce, trade, business and transportation facilities, together with pen sketches of her manufacturing establishments and principal business houses. While by the masses such statistics may possibly be voted dry and stupid, yet they lie in some form or other at the base of all business enterprises, and properly studied, are prophets of the future. The best sources of information in such regard have been sought in all cases, and it is the sincere hope of the authors that a near approximation to accuracy in a sketch of this necessarily limited character has been attained.

GEOGRAPHICAL ADVANTAGES, ETC.

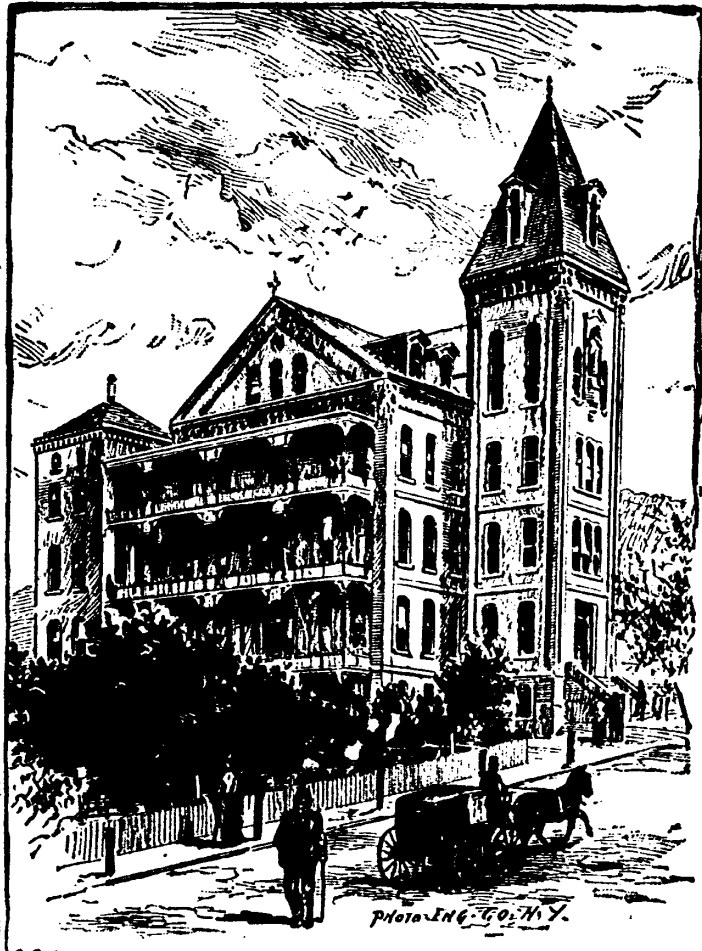
Geographical position and advantages are necessarily so homogeneous in the progress as well as in the birth of great manufacturing communities, that in the subject matter of this sketch, these requisites to the growth of such a population are combined in their position as they naturally are in their power. Reading combines as many geographical advantages of position as any city of southern Pennsylvania, and from that cause has always been a marked point. The city of Reading is situated in Berks County, of which it is the judicial seat, on the east bank of the Schuylkill river. It is on the main line of the Philadelphia and Reading, fifty-eight miles from Philadelphia, thirty-five from Pottsville, and fifty-four from Harrisburg. Surrounded by a fertile and highly cultivated agricultural country, it is the centre of an extensive and lucrative trade in farm products, while its proximity to the coal regions and the rich deposits of iron ore and limestone in the vicinity have given it the greatest importance as a manufacturing place. The site of the city is a plain that gradually slopes back from the river, which is here crossed by two substantial bridges one of them more than 600 feet long. Reading is located 250 feet above the elevation of the sea, in $40^{\circ} 19' 26''$ north latitude and $1^{\circ} 5'$ east longitude.

EARLY HISTORY AND TRADITIONS.

The site of the city was formerly part of the territory granted to William Penn by King Charles, of England, and by him was repurchased from the Indians. In 1733, letters patent

were granted by the executors of the Penn estate to one Thomas Lawrence. He obtained 500 acres of the land on which Reading now stands, and later, in 1739, obtained an additional grant of 137½ acres adjoining the first grant. Afterward, the heirs of Penn conceived the idea of laying out a town at this point, and endeavored to repurchase the land from Lawrence, who, however, refused to sell. Prior to this their agent, Richard Hockley, had surveyed and set apart in the interest of the Penns, a large tract of 1150 acres of land, upon which, and upon Lawrence's tract, the proposed city was to be erected. But Hockley discouraged any proceedings on the part of the proprietors to include Lawrence's ground in the contemplated site, saying that the locality was inconvenient. In reality, however, the latter's land was the better of the two tracts for a town site, because it possessed better water facilities for household use. This coming to the knowledge of the Penns, they abandoned the idea of using Hockley's tract and renewed their efforts to induce Lawrence to part with his land. He finally did so, conveying his two tracts to Thomas Jenkins on the 30th of December, 1745. By Jenkins it was conveyed to Richard Hockley and Richard Peters, who in turn reconveyed it to the heirs of the original proprietors, Thomas and Richard Penn. They immediately set about the fulfilment of their scheme, and in the fall of 1748, laid out a town on the Lawrence land. Like almost all the older towns in Pennsylvania, its name was reproduced from the old country—Reading, in Berkshire, Eng., furnishing this one, and the shire that of the county. The original town plan, adopted in 1748, comprised 520 town lots and 240 out lots. These lots were sold at a public auction, held on the 15th of June 1749, by three commissioners appointed by the proprietors—Conrad Weiser, Francis Parvin and William Hartley. The conditions accompanying the sale of lots were very liberal in nature and the lots were readily disposed of, the first patentees consisting of the settlers from the surrounding townships and counties. In the following four years patents were issued for 241 lots. In 1769 the town of Reading and part of Alsace township were conjoined into a district called the "Township and District of Reading." A survey made the year following showed the district to contain 952 acres. Religious belief and sound educational facilities went hand in hand in the now flourishing town. The first house of worship was a Friends' meeting house, constructed of logs, and was built in 1750. In 1766 it was torn down and rebuilt on Washington Street below Fifth, where it continued to stand until some twenty years ago, when it was displaced by the present substantial structure. Afterwards the Roman Catholics, the Episcopalians, the Lutherans and the Calvinists established places of worship. Each of these separate denominations carried on their own school. Prior to the settlement of the place there were eight schools in various parts of the county. The first public building erected in Reading was the Court House, built in 1762. The public offices were held in it, but as the town continued to grow, larger and better quarters were established. In 1764 a petition was sent from the inhabitants of Reading to John Penn, governor of the province, praying that, as the town was yearly assuming more importance, and would in natural course of time develop into a prosperous city, they be allowed to keep public markets and hold fairs twice a year, in order to attract immigration thither and fully exhibit the resources of the place. The proposals set forth in the petition were favorably entertained by the governor, and on the 30th of July, 1766, a charter granting all that was asked was issued. This led to an immediate increase in the trade of the town; a large market house was erected on Penn Square, just east of Fifth, and farmers and butchers began the sale of vegetables, meat and produce twice a week. The semi-annual fairs were opened in Oct., 1766, and were a great success. Goods and merchandise of every description were brought to the market house and exposed for sale. These events were also a source of much amusement to the people, and dancing and music formed no inconsiderable part of the programme. The early taverns were the great public resort of the town. In 1762 over thirty licenses were issued for taverns by the authorities. One of the most famous, Witman's Tavern, was on the site of the Farmers' National Bank building. The early industry of the town was very diversified. Hat making was then the principal industry. In 1773 the Rainbow Fire Company was organized, and remained the only one of the kind for the succeeding thirty years. The occupations of the

people up to this time were very ordinary and commonplace. They pursued a simple routine of daily life, and aspired for nothing beyond that. Wood was used for heating and fuel purposes, although coal had been discovered in the upper country, long prior to this. The lamp and the candle formed the light of the period, and the workshops closed at six o'clock. Newspapers were unknown, as also a post-office; there was no bank, no bridge, nor anything in fact, of that description. Hunting and fishing were the principle out-door sports. Reading was fortunate in one respect at this period of her existence. She never suffered from an Indian attack, although other communities within a



ST. JOSEPH'S HOSPITAL.



PUBLIC BUILDING.

radius of twenty miles were ravaged by the redskins. During the Revolution the people of Reading were heart and hand in accord with the principles enunciated in the Declaration of Independence, and furnished their quota of patriotic soldiers, some of whom became greatly distinguished in the American Army. After the acknowledgment of American independence by Great Britain, the country at large underwent a radical change. New life and vigor seemed infused in every department of industry and channel of human enterprise. Reading participated largely in the general prosperity and energy, and her population largely increased. On the 12th of September, 1783, the town was erected into a borough, and continued as such till 1847; election districts were divided off, and the poll was at the Court-House; evidences

of progress and civilization began to appear at every point; newspapers were established, the two most conspicuous being the Reading Adler, established in 1796, and the Berks and Schuylkill

Journal, in 1816. The former was German and the latter English. Afterward came the Berks Country Press and the Gazette and Democrat. The year 1796 signalized another important event—the establishment of a post-office. There was a daily mail by stage between Reading and Philadelphia, till the establishment of the railway in 1838. Internal improvements also assumed prominence; turnpikes and roads were laid, radiating in every direction; ferries monopolized river travel until bridges were built across the Schuylkill in 1816. Two more fire companies—the Union and the Sun, were organized in 1808. The water supply of the town was furnished from wells and cisterns until the year 1821, when the Reading Water Company was organized. This company, by means of pipes, conducted water throughout the borough into the yards of their patrons. At the beginning of this century the public buildings of the borough constituted the Court House, Prison, State House and Market House. The State House was erected in 1791, in order to provide offices for the county clerks, treasurer and commissioners. The old Court House was replaced by the present structure in 1840.

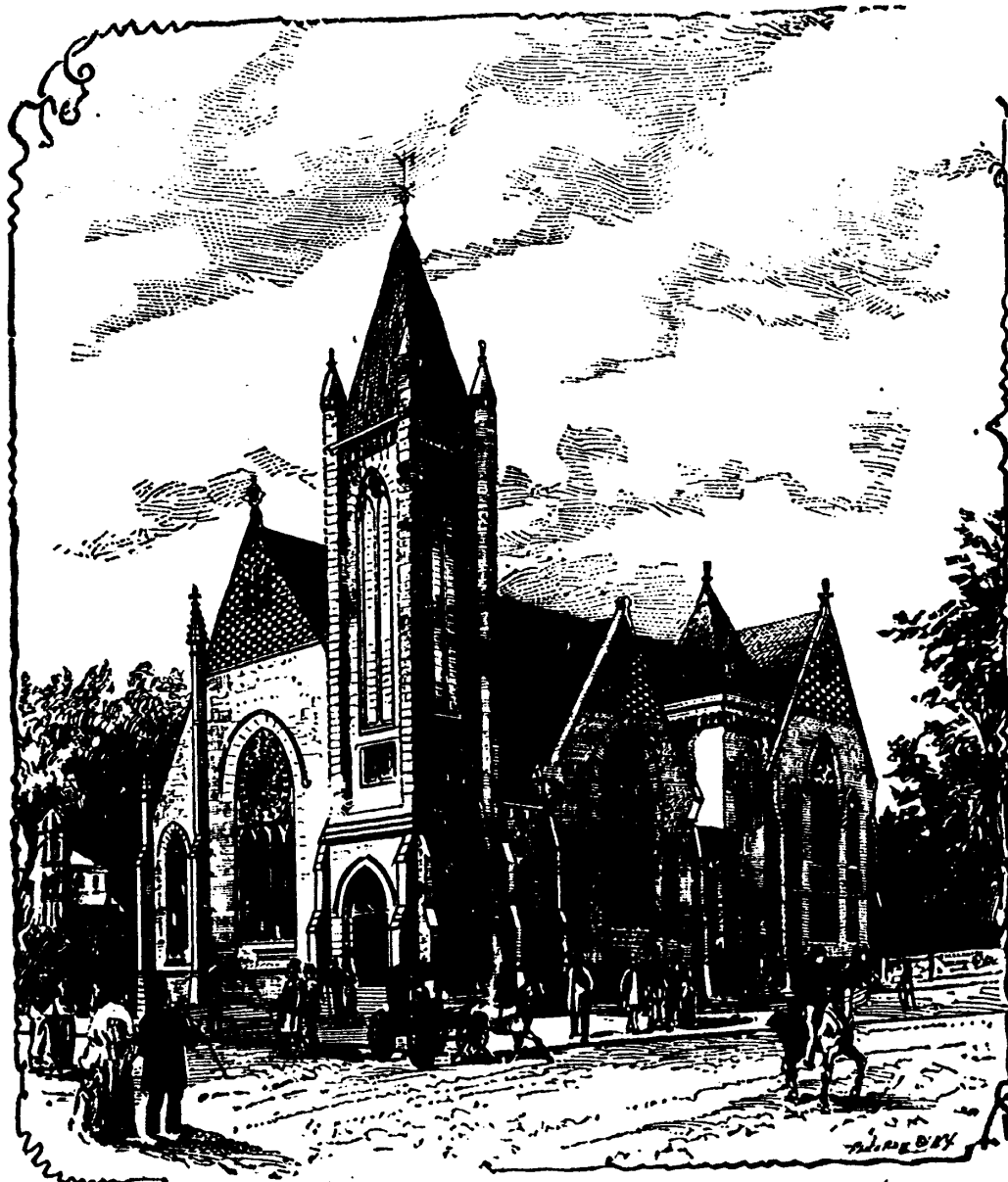
RATIOS OF PROGRESS IN POPULATION.

To make a living is a primary requirement with all men, to acquire fortune its accompanying desire. It is where the elements for the realization of those two desires seems most abundant the tide of population flows. Where the statistics of the flow and increase of that tide show constant increase over such volume as is equal to that which is indicated at other growing areas, the inferences are that such a city has powers which must continue to cause the growth of the community. Statistics are almost prophetic in their relations to the future, and a study of them gives confidence to the deductions from their showings. Where the statistics of anything given show the original ratios of increase to have been sustained and verified from decade to decade, there is good reason to have confidence that where the same powers that have caused that increase still are operative, that what has been verified in the past will be continued in the future. With what statistical prophetic force the foregoing enunciation applies to the past and future of Reading's progress in population a few analytical statistics will show. In 1755 there were but 200 dwellings in Reading, with 1000 people. This was certainly a very proud showing in those days. In order to accommodate the steady increase in population there were added, at different times, to the original survey, additional lots located along the river front. The tax list of 1755 showed the town to possess 269 taxables, the total amount of the assessed valuation of taxable property being £994. Twenty-one years later, in 1780, the town had 417 resident taxables, or fully 2,000 inhabitants. The population of Reading two decades later was 2,386 souls. In 1820, the population of the city was 4,332. Ten years later, 1830, the census returns exhibited the number of inhabitants to be 5,856, a gain of about 1,500 in a decade, certainly no bad record in this direction at this period of the borough's history. But the following decade from 1840 to 1850, was an eventful one for Reading. Her population at the end of the ten years was 15,743—a clear gain of 7,323. This is all the more remarkable when it is taken into consideration that this decade witnessed the Mexican war and the gold discoveries in California. The succeeding decade, 1850 to 1860, witnessed the population grow to 23,162 people. In 1870, the population of the city was 33,930, while in 1880 the United States census returns credited Reading with 43,278 people. But nothing affords a more satisfactory index of the progress of Reading than the following statistics called from the New York World Almanac and furnished through the courtesy of James R. Kemney, Esq., the present mayor of the city, as follows: "Area in square miles, 7; estimated present population 63,000; net public debt, \$887,511; actual property valuation \$40,000,000; tax rate on each \$100 of assessed valuation, \$.75." absolutely the lowest tax rate, with two exceptions, of any imposed taxation levied in any city of the Union. In this increase of population and the business that will have attracted it, and the business that will be increased by this increase, are there not possibilities for capital, merchants, skilled mechanics and industrious workmen, workmen, workmen, worth thinking of!

DEVELOPMENTS OF THE PRESENT EPOCH.

The history of Reading, from the beginning of the nineteenth century to the present time is similar in many respects to that of other cities. At different periods of her existence she has undergone those changes wherein new ideas and new customs supplant the old ones, and impress their advent indelibly upon the history of a city. First came the changes in the mode of travel and transportation. The first stage coach was the only means of transit upon the great highways of the country in early days, and for a time served its purpose well. This, however, is not a publication of sentiment but rather a panorama of *facts*, which, according to England's greatest novelist, Charles Dickens, "is stubborn things." Nevertheless, we can but endorse the sentiment of the celebrated Judge J. W. F. White, of Pittsburg (despite the allurements [if you can afford them] of a "Pullman Sleeper") when he so feelingly alludes to what, in point of fact, to the hard-pressure business man of to-day, are point-blank disadvantages. Thus the learned judge mourns: "Three notable institutions of the past, the pride of our forefathers, have passed away, never to be seen again on earth in the glory they possessed fifty years ago; railroads have made them "things that were,"—Conestoga wagons, stage coaches and turnpike taverns. What memories these words stir up in the minds of those now living who saw them in their noon-day splendor! After the turnpike was constructed over the mountains, all goods from the east were hauled in great canvas-covered wagons, and often a string of tinkling bells on the harness of each horse, and one or two big dogs—the night watchmen for the journey. Hundreds of these wagons were necessary for the trade, and sometimes ten, fifteen, or more could be seen at one time on the road, delivering their loads. The four-horse stage coaches, nine passengers inside, two with the driver, and three or four on top, with the great "boot," bulging out with trunks, was a sight never to be forgotten. Often too, a dozen or twenty of these could be seen closely following each other, dashing down hill at a furious rate, the drivers cracking their whips and the horses panting and covered with dripping foam. The drivers of these wagons and coaches were generally merry characters, fond of a joke, full of doubtful information for inquisitive passengers, good eaters, great drinkers, and always knew the best of taverns. The passengers, also, had a merry time of it. Cooped up in the coach for several days and nights on the trip, they whiled away the hours with jokes and lively chat, walking up hill occasionally to stretch their limbs, and huddling together under cloaks and wraps in winter time to keep warm. Besides these coaches there were many private carriages on the road, for it was a common thing for those who had the leisure to travel in their own vehicles. To accommodate the teams and travelers with meals and lodgings required numerous and large taverns. The stage coaches had their regular stopping places, but accidents and delays occurred, when the passengers wanted a meal at some other tavern, and if the regular stopping place was not first class, a fee to the driver would cause some reported accident to the coach or a horse and secure a better meal at another tavern. The drivers of the Conestoga teams always got good treatment from "mine host," for they gave information to travelers, and it became well known that where the wagons stopped there was the best tavern. "Mine host" was a character also—usually fat, red-faced, good-natured, jolly—could crack a joke with any one till his sides shook. He always had, so he said, the best liquor, and the cleanest beds of any tavern on the road; his stable was roomy, full of hay and oats, and he had a most attentive hostler. The present generation, alas! knows nothing of the pleasure—and no future generation will—of riding 300 miles in such a stage coach or of spending a night at such an inn." Nous avons changé tout cela! When the great industries of this part of the country, when lumber, coal and iron became the staple products, then a change in the manner of carrying them was demanded and wrought in the opening of the canal built by the Schuylkill Navigation Company. It was opened for traffic from Philadelphia to Mount Carbon in 1825, and at once became a great factor in commerce and trade in the Schuylkill Valley. Reading benefited largely by the opening of the canal, for it permitted easy shipment of those of her products which have since given her a great reputation as a manu-

facturing center. After the canal came the railroad. The P. & R. was the first road built into Reading, and was finished from here to Philadelphia in 1838. The tracks were extended to Pottsville in 1842. The manufactures of Reading consisted at this time principally of hats, ropes, chains, carpets, coverlets, barrels, castings, boots, shoes, wagons, carriages and whiskies. The manufactured articles were produced by hand, steam-power not being introduced till 1836. At that time, every pursuit of human industry was represented, there being four hardware houses, twenty-two dry goods houses and fifteen miscellaneous enterprises, such as grocers, boots and shoes, flour and feed, hats, etc. In 1840 Reading had thirty dry goods stores, three hardware, five groceries, four druggists, seven hats, seven boots and shoes, four confectioneries, sixteen carpenters, twelve blacksmiths, thirteen masons, sixteen tailors, seven clockmakers, four saddlers, nine butch-



ST. MATTHEW'S LUTHERAN CHURCH.

ers, eight brickmakers, six barbers, five cabinet makers and thirty-two general houses. In dry goods alone, the annual sales amounted to \$280,000. On the 16th day of March, 1847, Reading was incorporated as a city by an act of the state legislature. It was then in a flourishing state in every department of life, and well prepared to enter a new, larger and more responsible

stage of existence. The first election for officers under the new charter was held on the third Friday of March, 1847. Subsequently, the city received three other charters at different times, each of which granted more powers and made additional changes in their provisos than did their predecessors. The last charter was granted in May, 1874. During the Mexican War Reading furnished a company of volunteers called the "Reading Artillerists." From 1850 to 1860 many changes were also introduced, particularly gas, which now began to be used for lighting purposes; also erection of public halls for entertainments, dramatic performances, etc. The "Charles Evans' Cemetery" and other cemeteries were founded, and the removal of the dead to them effected. From 1860 to 1870 was an important period to Reading, as it was to the rest of the country. The Civil War burst upon the land in all its terrible phases, and, for a time completely obscured everything else. Reading, as in the revolutionary climax of 1776, furnished her quota of volunteers to the Union cause. During this decade the streets were regulated by a topographical survey; daily newspapers were established; the postal facilities were increased, and a fourth railroad was extended to Lancaster and Columbia. The years intervening between 1870 and 1880 found the era of improvement still rampant. Street railways were built and operated through the length and breadth of the city. The old market houses of the city were torn down, and fine, handsome and capacious structures erected in their stead; foundries and factories were extended in different branches of industry; the electric fire alarm was introduced; Reading's business men commenced an active competition for trade with merchants elsewhere; new and modern halls were erected; the city was extended northwardly, and the total area increased to 3,200 acres; the building and savings associations had assisted greatly in improving the city with numerous dwelling houses for the working classes, a city park was instituted by private individuals, and the councils increased the water supply to answer the demands of the growing community. The year 1877 will ever be memorable in the annals of Reading's history for the great riot which occurred in July of that year. It broke out among the railroad men employed here and lasted for three days, during which time much property was destroyed and many lives lost.

The foregoing remarks, which we have endeavored to embellish with a few desultory, yet interesting facts, contain, in essence, a brief outline of the history of Reading from the time of the laying out of the town in 1748. Here practical history, if only viewed from the standpoint of the statistics collated, must make the progress of the city patent to all. It does not need any expressed reiteration on our part to say that the city has increased in population. She has increased in more ways than one. Her manufacturing and business houses are in the highest state of prosperity and development; her immense jobbing trade attests her advantage in location as a retail center; furthermore, she possesses all the facilities and conveniences, natural and otherwise, of a modern city, and she can surely take a position as one of the most enlightened and prosperous cities of the continent. A perusal of the following terms relative to Reading's varied commendatory features will fully bear us out in this latter statement.

Location.—The location of Reading, in a business point of view, is exceedingly favorable to the great enterprises going on within her limits. Lines of railway radiate in every direction, affording rapid means of conveyance of her products to those two great stopping points—New York and Philadelphia. The roads now centering here are as follows: PHILADELPHIA & READING RAILROAD—main line division—Philadelphia to Phoenixville, Pottstown, Reading, Port Clinton, Schuylkill Haven and Pottsville; miles operated 93. Over this division are handled the coal trains from the great coal regions of Pennsylvania, lying directly north of here. EASTERN PENNSYLVANIA AND LEBANON VALLEY BRANCHES—New York to Allentown, Topton, Reading, Lebanon and Harrisburg; miles operated, 90. MAHANoy AND CATAWISSA DIVISIONS—New York via Easton and Mauch Chunk, and via Bound Brook and Philadelphia to Reading, Port Clinton, Pottstown, Pottsville, Milton, Mahanoy City, Sunbury and Williamsport. Miles operated from Pottsville to Williamsport, 120. PENNSYLVANIA RAILROAD—Schuylkill Division, Philadelphia to Norristown, Pottstown, Reading, Hamburg, Pottsville, Wilkesbarre; miles operated, 175. WILMINGTON AND NORTHERN RAILROAD—Wilmington, Del. to B. & O. Junction, Higley, Chadd's Ford, Lenape, Coatesville, St. Peter's, Joanna, Birdsboro and Reading; miles operated, 73.

Education and Schools, Religious Facilities, etc.—Religion and education go hand in hand in Reading as in every section of the Keystone State. Meeting houses, or churches and meeting houses are among the very first to be constructed in the laying out of a town, and the people see to it that they shall keep pace with its growth and form. The first public school building in the city was erected in 1838. To-day there are 27 schools, 170 teachers and an average daily attendance of 5,964 scholars, although 7,382 is the general average. The school buildings are generally large, roomy structures, lighted and heated, and are well adapted to the purposes intended. Religious influence has always predominated in the training of young people, and the churches of Reading have always been accorded liberal support from the people. The following is a list of the prominent organized church societies maintaining places of public worship; 8 Lutheran, 6 Reformed, 3 Presbyterian, 2 Roman Catholic, 3 Baptist, 3 Protestant Episcopal, 4 Methodist Episcopal, 5 Evangelical Association, 1 Universalist, 5 United Brethren, Society of Friends and 1 Hebrew Temple.

Banks.—The moneyed and fiduciary institutions of Reading are among her most important and ably managed business enterprises. There are now in Reading seven banks altogether, six National and one State. Their combined capital is ample to supply all needed commercial accommodation, the amount aggregating between \$1,500,000 and \$1,600,000.

The Press.—Reading has an unusually large amount of enterprising newspapers, which mark the advancement of her citizens in education and general information. To-day there are eighteen daily, weekly and monthly papers published here. Naturally the dailies are the most important. They are the Reading Eagle, Times, Daily Post (German), Daily Herald, and Evening Telegram. The weeklies are ten in number, and the monthly papers three.

Cemeteries.—There are three cemeteries in all—the Charles Evans Cemetery, the Aulenbach Cemetery and the Catholic Cemetery.

Street Railroads.—Of street railways, Reading possesses two lines—the Reading City Passenger Railway Co., and the Parkiomen Passenger Railway Co. These lines penetrate the manufacturing and mercantile districts; will be extended as soon as occasion requires and afford ready means of transportation to and from all depots, hotels and places of amusement, and the homes or places of business or employment of the people generally.

Places of Amusement.—Reading is highly favored in all that goes to make life worth the living. In the amusements of the people and the means of recreation, Reading is a city of attractions. She possesses two first-class theatres, the Academy of Music and the Grand Opera House. During the warm summer months, people flock to numerous private parks and concert gardens in and around the city. Boating excursions to neighboring resorts by rail and by water also form popular recreations. In addition, the city has many clubs, societies and bands, which amply provide means for the pursuit of pleasure, in the hot season of the year.

Resume.—The growth of Reading still continues at a steady and rapid rate. New buildings are being erected, and new business enterprises inaugurated all the time. Its people are noted for their thrift and progressive spirit, and its business men are thoroughly alive to the best and highest interests of the city, and are determined to make still more prominent and important its manufactures and trade. As a residence city, Reading presents a multitude of claims, in point of salubrity, advantageous site, and similar advantages, for, it may be truly said, both in natural beauty and social surroundings no place can be found anywhere on this continent to surpass it. We append a list of Reading's enterprising and representative manufacturing and commercial firms, such as have, by their tact and energy, aided materially in the city's growth and importance.

INDUSTRIES AND WEALTH OF READING, PENN.

WALTER G. STEWART, Mechanical Engineer and Patent Attorney, No. 530 Washington Street.—Instances are by no means infrequent where the inventor or patentee of some really meritorious device finds his proprietary rights in the same disputed and rendered null, owing to the carelessness or incompetence with which a patent was solicited; indeed cases of the kind indicated have become of entirely too common occurrence. It is of manifest importance, therefore, for persons desiring to secure caveats, patents, etc., to engage the services of a man of integrity and reliability who is conversant with patent law and patent office procedure; but it is just as important that he should also be an expert in mechanics. This, however, is just where many patent attorneys with good abilities are lacking. And in this connection, special complimentary mention should be made in the present résumé of Reading's representative merchants, manufacturers, and professional men, of Walter G. Stewart, the well-known mechanical engineer and patent attorney (successor to Thos. P. Kinsey, who possesses in a high degree all the above qualities, and whose work will compare favorably with the best of his profession. Mr. Stewart, who is a comparatively young man and a native of this city, is a gentleman of courteous manners and entire probity of character, as well as an expert mechanical engineer and competent patent attorney, having a rare combination of knowledge pertaining to both branches. He is an active member of the American Society of Mechanical Engineers, and prior to succeeding Mr. Kinsey here in April, 1887, had been for several years chief draughtsman for the Philadelphia & Reading Railroad, at their extensive shops in this city. Mr. Stewart has had his office in the Pennsylvania Trust Co. building, but has since removed to No. 530 Washington Street, a few doors from the new post-office, where he occupies a very conveniently arranged suite of rooms on the second floor. Personal interviews and general advice will be given without charge, and a very useful pamphlet of "Information about Patents" will be furnished on application. Mr. Stewart attaches special importance to a proper understanding of the scope of patents, and has had valuable experience in such investigations. He considers it very important that candid and careful information from a reliable patent expert should be obtained before investing, and is well prepared to make reports of this character. In short, all business intrusted to Mr. Stewart is certain to be executed in the most capable and trustworthy manner.

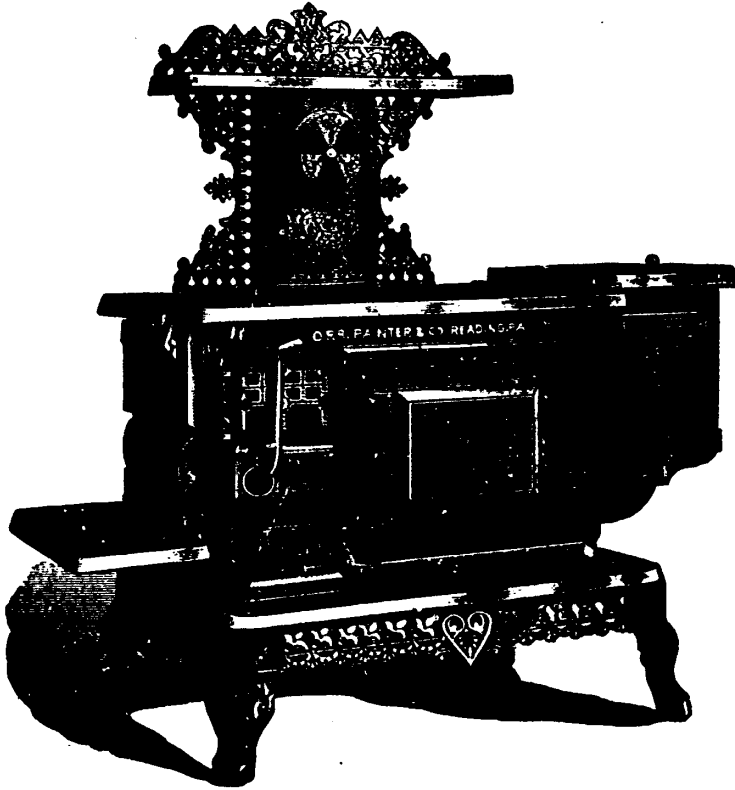
HOSKIN & GILES, Floral Depot, No. 87 North Tenth Street.—The leading exponents of the art of floriculture in Reading are unquestionably Hoskin & Giles, located at No. 87 North Tenth Street, with extensive nurseries and greenhouses at Seventeenth Street and Mineral Springs Road. This popular and prosperous firm was established at the present location about thirteen years ago, and from its inception the venture has been signally successful. The quarters occupied here as salesroom and conservatory are spacious and very tastefully arranged, the greenhouses at Seventeenth Street and Mineral Springs Road covering a superficial area of 200 x 150 feet, while half a dozen expert assistants are em-

ployed, with all the latest improved heating appliances and other facilities in service. A large and splendid assortment is carried on hand at all times, including select cut flowers, fresh and fragrant roses, wreaths, nosegays, bouquets, etc.; also potted plants, grasses, mosses, ferns, roots, bulbs, rustic baskets, and emblematic floral designs in great variety, including pillows, columns, crosses, crowns, harps, anchors, etc. Appropriate designs are furnished to order, likewise, at short notice here, for funerals, weddings and all occasions of floral display, and satisfaction is guaranteed in every instance, while the prices prevailing are of the most reasonable character, all orders receiving immediate attention. Messrs. G. H. Hoskin and John H. Giles, the proprietors, are gentlemen of middle age, and natives of Cornwall, England, but residents of this country a number of years. They are both practical, expert florists and gardeners of thorough experience in their profession, and have minute knowledge of the business in all its branches. Mr. Giles is a member of the American Florists' Society, and Mr. Hoskins is actively connected with the I. O. O. F. and I. O. R. M.

JAMES STONEBACK, The Racket Store, Notions and Fancy Goods, Hosiery, Underwear, Etc., Southeast Corner Ninth and Penn Streets.—Mr. Stoneback has had over fifteen years experience in the business in which he is engaged, and possesses most exquisite taste and judgment. His notions and goods are of the very best material and strictly one price. Mr. Stoneback is very painstaking and makes an effort along with five polite and energetic salesmen to please and satisfy his numerous patrons, who embrace many of the most respectable and fashionable families in the city. Mr. Stoneback is a native of Pennsylvania, and has resided in this city for the past two years.

J. J. SMITH, Agent, Dealer in Men's Furnishing Goods, No. 431 Penn Street.—Mr. Smith has had a long, valuable experience in this business and is one of the best successful practical shirt cutters and makers in the city. For a period of forty years he was engaged in it, in the city of New York, and in 1889 located in Reading and has since been doing a splendid flourishing trade. The store which has a front of 20 feet and a depth of 100 feet is tastefully arranged, all the surroundings being in perfect keeping with the character of the business, and every facility and convenience is afforded for examining the stock and making selections. In the assortment, which embraces everything in the way of haberdashery, there is displayed superb neckwear, scarfs, ties, etc., and collars and cuffs, and splendid hosiery, gloves, underwear, braces, and dress shirts; in fact, there is everything necessary and requisite to complete the costume of a gentleman. Mr. Smith makes fine shirts to order and fully guarantees a perfect fit and the best satisfaction. He also manufactures shirts for the trade and is doing a large business throughout central Pennsylvania. His establishment is one of the largest and finest in this line of trade in Reading. He is a New Yorker by birth and a member of the Sons of St. George. Four clerks are employed in the store.

THE READING STOVE WORKS, Manufacturers of Stoves, Ranges and Furnaces; Works, Canal Street, Chestnut to Spruce; Warehouses: Philadelphia, Nos. 64 and 66 North Second Street; Chicago, Nos. 245 and 247 Kinzie Street.—Reading, representative in so many ways, has special claims to celebrity, as the seat of the most extensive stove foundry establishment in this section of the state. It is that of the Reading Stove Works, whose outfit and plant covers a very large area, and has during its twenty-three years of existence achieved a national reputation for the superiority of its product. The business was founded in 1867, by Messrs. Orr, Painter & Co., who early introduced their



product into all the large cities of the Union. Its rapid absorption by the trade indicated the superiority of the stoves, ranges and furnaces manufactured by them, both for durability of castings, careful fitting, finish and true scientific principles of construction. In 1885 the immense interests involved were duly incorporated with a cash capital of \$400,000. The company's officers are as follows: president, Jesse Orr; secretary, Chas. S. Prizer; treasurer, Grant Nagle; and the board of directors is composed of Messrs. Jesse Orr, Peter W. Nagle, Wm. H. Shick, Elijah Bull, Enoch T. Painter, Chas. H. Williamson and Chas. S. Prizer. The executive combines experience, ability and influential connections and the great works are the model establishment of the kind under existing management. Fronting principally on Canal Street and extending from Spruce to Chestnut Street, and from Canal eastward along Chestnut, the immense factories cover a large area. Over three hundred hands are employed here, a thorough system of organization is enforced, and the smooth workings of this immense concern, everywhere under competent supervision, is worthy of special mention; also the elaborate care bestowed to produce stoves perfect in every detail. The equipment is complete and of the most modern character, including engines, cupolas, molding floors, etc. The product of this famous house includes everything in the line of stoves, ranges, heaters, hot-air furnace, hollow ware, registers and everything known in this line. Their brand of stoves have proved the most popular and successful of any ever put upon the market, and are the best embodiment of the laws governing combustion, uniform, evenly heated surfaces, heavy castings, perfect fitting conveniences and elegance ever achieved. Their ranges have the most perfect heating and cooking qualities with the smallest

consumption of fuel, and their parlor stoves are handsome and popular. The company manufacture fully two hundred different styles of stoves and ranges. They melt the finest brands of pig iron; their castings are all extra heavy and most carefully mounted and finished, thus giving the trade lines of reliable and elegant stoves, ranges and heaters which invariably afford entire satisfaction. Quality has ever been the first consideration with this reliable old house and its products are the highest embodiments of mechanical excellence, finest workmanship, utility and elegance, and are general favorites with the trade all over the country, always commanding a rapid sale. The officers of this company are respected and influential business men of marked executive ability and sound judgment, and with their progressive energy, honorable methods and splendid facilities at command, coupled with their unflagging efforts at progress in every branch of their business they retain to Reading a national supremacy in the wholesale stove trade. Mr. Jesse Orr, the honored president of the company, and one of the original founders of the concern, is prominently identified with some of the city's most valuable industries and is prominent in both commercial and financial circles; he is a director of the National Union Bank and is held in universal respect and esteem and is justly entitled to the phenomenal success that has attended his perseverance, energy and honorable dealing in all his transactions. The other members of the board of directors are also prominently identified with the several interests of the city of Reading. Four out of nine of the original members of the firm of Orr, Painter & Co. are connected with the company, namely, Jesse Orr, Peter W. Nagle, Wm. H. Shick and Elijah Bull.

THE READING BOLT AND NUT WORKS, J. H. Sternbergh & Son, Proprietors.—Among the important industrial establishments of the Schuylkill

Valley, the bolt and nut works of Messrs. J. H. Sternbergh & Son, located at Reading, are conspicuous as being one of the largest, most important and thoroughly representative establishments of its kind in the United States. Mr. J. H. Sternbergh, the founder and head of the establishment, is a native of New York State and for twenty-two years a resident of Saratoga Springs, where for several years he was the general passenger agent of the line running from Troy to White Hall and Rutland. In 1865 he removed to Reading and began the manufacture, upon a limited scale, of hot-pressed nuts. Without experience, he met with many discouragements, but during the first two years which followed, he invented a radical improvement in nut-making machinery which contributed greatly to his subsequent success. On the first of January, 1869, he removed from the foot of Pine Street to his present location on North Third Street, since which time he has built a rolling mill to supply his works with iron, and has enlarged the capacity of his establishment by frequent additions to the buildings, until at the present time the works cover over four acres of ground and employ steadily, over four hundred men. The manufactured articles embrace merchant bar iron, and more particularly bolts, nuts, rivets and washers of every size for a great variety of uses, also Harvey Grip-Thread track bolts and rods and irons for buildings and bridges and a variety of other wrought-iron work. In July, 1886, his eldest son, Philip H. Sternbergh, having reached his majority, was admitted to partnership in the business, under the firm name of J. H. Sternbergh & Son. The establishment is equipped with machinery of varied character, including machinery for the manufacture of hot-pressed nuts, bolt and rivet forging machines, washer-making machines, as well as machinery for shaping, punching, bending and threading rods, plates and straps of iron into all sorts of forms for the construction of buildings, bridges, cars, etc. Nearly all of this machinery has been designed and built by the firm at their own works. During the past year the product of the rolling mill was a little over ten thousand tons of finished iron, nearly all of which was worked up in the forging department into bolts, nuts, rivets, washers, etc., and shipped to all parts of the United States and some also to foreign countries. The wages paid out for labor alone, during the same period, amounted to about one

hundred and fifty thousand dollars, all of which, besides a much larger amount for supplies and materials was distributed in Reading, contributing greatly to benefit the material and commercial interests of that city. An earnest effort is constantly being made by this conscientious firm to improve its products, with the view of maintaining a very high standard of excellence. The motive power of the works is supplied by five engines, aggregating about six hundred horse-power, steam being supplied by a battery of seven large boilers. The proprietors enforce a thorough system of organization and in numerous ways have most materially advanced the economy of manufacture, with constantly increasing efficiency of production. Instead of coal they use crude oil for fuel in their bolt and nut forging department. Wherever their goods have been exhibited, they have received first premiums, notably at the Centennial Exposition in Philadelphia, in 1876; at Chicago, in 1883; at New Orleans in 1885, and for Mr. Sternbergh's improved, screw-threading machine, a silver medal at the Paris Exposition of 1889. Perhaps no branch of mechanical industry illustrates in a more surprising manner, the advancement that has been made within a quarter of a century than the methods at present employed in the manufacture of screw bolts, nuts, washers and rivets. Take for example, the iron bolt, having a square or hexagonal head, which a few years ago, was made only by the slow process of hand labor, the swaging and forming of the head of the bolt requiring from ten to fifteen minutes of the time of the blacksmith and his helper, according to the size of the rod to be headed. In like manner in olden times, an iron nut was made in the smith shop by heating the end of a flat bar of iron and punching a hole through the center of it, then re-heating and cutting the blank nut off the end of the bar, and afterward swedging it up by repeated blows of the blacksmith's hammer into the form of a square or hexagonal nut, as the case might be. Now, however, owing to the invention of ingenious machinery above referred to, specially adapted to accomplish these operations automatically, the piece of round iron, sheared to the requisite length, is heated and placed in a machine which upsets the end of the rod and at the same instant forms the side and top of the bolt head so as to produce a symmetrical and perfectly shaped article in less time than it takes to read this brief paragraph. In a similar manner, by the use of powerful and ingeniously constructed nut-making machinery, a bar of flat iron heated to a white heat, is fed into a machine which cuts off from the end of the bar a blank nut and forces it into a solid die-box where it is pressed into shape and simultaneously punched with a round, piercing punch which forms a hole through the central part of the nut and at the next instant the nut is forced out of the box and falls into an iron bucket—a complete and perfect article, more symmetrical, accurate and true to size than could be made by a blacksmith and his helper if they were to spend ten minutes in the operation. Thus at present, every variety of bolt, rivet, nut and washer is made with the same rapidity and economy of labor, exhibiting a marvelous advancement in the processes of the manufacture of these articles. The cost of the hand-made bolt and nut in former times was very high, ranging from ten cents per pound, upward, according to size and proportions. Now, however, the same articles are made and offered in the various markets of the country, at a price but slightly in advance of the value of the rolled iron from which they are made. It is owing largely to the inventive genius, indomitable perseverance and energy of our Yankee population, that our country is taking a proud position in all branches of industrial art, and this spirit of ceaseless improvement, which never rests satisfied with results already accomplished, promises a glorious future for our republic.

G. A. SCHLECHTER, Manufacturing Jeweler, Society Goods a Specialty, Diamonds, Settings, Nos. 600 to 602 Penn Street.—Mr. G. A. Schlechter is one of the best known, most enterprising and successful, and most popular of Reading's business men. Upwards of twenty years ago he and Mr. Henry started business together under the style of Schlechter & Henry, on Penn Street, and for the past ten years the enterprise has been conducted at Nos. 600 to 602 on that thoroughfare. In 1887 the firm was dissolved and since then Mr. Schlechter has continued the business alone. The building, which has been a jewelry establishment for forty years or more, is two stories high, 60 feet wide and 80 feet deep. Mr. Schlechter is a designer, engraver, manufacturing jeweler, jobber of American watches, dealer in pianos, organs and

other musical instruments, manufacturer of society banners, dealer in Knights Templar and society uniforms, regalia, jewels, badges, emblems, etc. His premises are elegantly fitted up, and the manufacturing department is equipped with the best mechanical appliances known to the trade, while some fifteen experienced workmen are permanently employed. The store, No. 602, is utilized as the musical department, and here are to be found musical instruments of all kinds, notably the famous Knabe, Baus, Fischer, Smith-American, Kranich & Bach pianos, and Smith-American, Miller and Waterloo organs, for the whole of which Mr. Schlechter is the local agent. The connecting store, No. 600, is stocked to repletion with a magnificent assortment of diamonds, jewelry, watches, and society goods of every description, a specialty being made of the latter. Particular attention is given to designing and manufacturing society badges, medals, etc., in gold, silver, bronze, white metal, etc., for exhibitions, agricultural societies, fairs, college and school commencements, bicycle and boat racing, rifle tournaments, G. A. R. and S. of V. Encampments, military reunions and parades, Knights Templar Conclaves, firemen, political and society conventions, etc. Silk badges, all kinds, ten cents upwards. Mr. Schlechter carries in stock a full line of gold plated charms, some of the finest Knights Templar and society banners, uniforms, regalias, etc., in the country, and manufactures every description of society jewelry, badges, etc., to order. He is also the inventor and patentee of the handy watch and clock patent check and tag holder combined, for the use of jewelers, to whom this appliance saves time and money.

GEO. W. BIEHL, Carriage Builder, Wareroom, No. 31 South Fifth Street.—Mr. George W. Biehl is known throughout the city and state as an extensive manufacturer of sulkies, skeleton wagons, and gentlemen's road and family buggies, and as making a leading specialty of fine, light work. The business was inaugurated on Cherry Street about a dozen years ago, and Mr. Biehl still retains that establishment, which is 60 x 25 feet in dimensions. In 1881 he opened his establishment at No. 31 South Fifth Street. This is a building varying from two to three stories high, and covering an area of 80 x 235 feet. The concern is systematically and admirably divided into departments for blacksmithing, wood-working, trimming, painting, etc., and show-rooms. In these several departments between forty and fifty skilled and experienced workmen are employed, and all the operations of the works are conducted under the supervision of Mr. Biehl, thus insuring only such products as will withstand the most critical tests, both in regard to the materials used in their construction and the workmanship employed. The vehicles turned out at these works are highly esteemed wherever introduced for their strength, lightness, durability and general excellence. Carriage repairing in all its branches is also neatly and promptly done. A large and valuable stock of carriages and light wagons of every description is constantly kept on hand. The trade, which is both wholesale and retail, is large and influential throughout the entire county, and a considerable patronage is received from other parts of the state.

THE GLOBE STUDIO, W. I. Goldman, Manager, Southeast Corner Sixth and Penn Streets.—A prominent establishment in this city is that of Mr. W. I. Goldman, and known as the Globe Studio. Mr. Goldman, though but a young man, is one of the most proficient photo-artists in this section, and established himself in his present quarters (which have been used as a photographic gallery for the past quarter century) some three years ago. The premises, which are eligibly located at the southeast corner of Sixth and Penn Streets, comprise a very nicely furnished reception-room, while the operating and other departments are thoroughly equipped, and supplied with all the latest improved appliances known to the profession, including the dry-plate and instantaneous processes. Mr. Goldman is prepared to execute all kinds of pictures from the smallest locket to the life-size portrait; also to enlarge from small pictures to any size. Portraits are also executed in oil, water-colors, pastel, crayon and India ink in the highest style of art, at very low prices, and satisfaction guaranteed in all cases. His work cannot be excelled for truthful delineation, brilliancy of expression, correctness of pose and harmony of general effect. Recent years have wrought wonderful changes for the better in the photographer's art, and Mr. Goldman has kept fully abreast of every innovation which tended towards perfection in photography.

CHAS. BRENEISER & SONS, Wholesale Dealers in Leaf and Manufactured Tobaccos, Southwest Corner Seventh and Penn Streets.—A time-honored and representative Reading business house is that of Chas. Breneiser & Sons, wholesale dealers in leaf and manufactured tobaccos, southwest corner Seventh and Penn Streets, and which for upward of forty years has been conducted at the present location with uninterrupted prosperity. This is one of the oldest and foremost establishments of the kind in central Pennsylvania, and the trade of the firm, which is large and active, extends throughout Berks, Buck, Montgomery, Lancaster, Lebanon and all the counties in the interior of the state. This widely and favorably known house was established in 1847 by the present senior member, and some years later the firm name became Chas. Breneiser & Co., and as such the business was conducted up to 1886, when Messrs. Thomas, Edgar, and Charles Breneiser, Jr., sons of the founder, were admitted into partnership. They occupy as office and salesrooms the whole of a four-story building, 25 x 125 feet, with retail store in connection, and carry on hand always a heavy and complete stock, while several representatives are kept on the road. The assortment includes Havana and domestic leaf, plug and fine-cut smoking and chewing tobaccos of all kinds, fine and medium grades of imported and domestic cigars, all the favorite brands of cigarettes, snuff, pipes and everything in smokers' supplies; and all orders for the trade receive immediate attention. Mr. Breneiser, the elder, is a gentleman well advanced in years, but active and energetic, and was born in this city. He is one of Reading's solid citizens and substantial merchants, and is a director of the National Union Bank, director of the Real Estate Insurance and Trust Co., and trustee of the estate of the late G. A. T. Bechtel.

JOHN H. DERR, Commission Broker, No. 29 North Sixth Street.—The oldest and most experienced stock broker in Reading is Mr. John H. Derr, whose offices are located at No. 29 North Sixth Street, and whose ability, perfected facilities and influential connections entitle him to continued confidence and patronage both of operators and investors. This gentleman has been in this line of business for the past fifteen years in Lebanon and other parts of Pennsylvania, and in 1884, removed to Reading, where he has gained a very extensive and valuable business connection. Mr. Derr brings to bear the widest range of practical experience, and the most reliable connections in all the leading financial centers of the country. He is a member of the Philadelphia Petroleum and Stock Exchange, where he has regular correspondents in Messrs. Merrick, Pierce & Co. He has also correspondents connected with the Public Grain and Stock Exchange, of New York. He transacts a general business, promptly filling orders for the purchase or sale of bonds, stocks, or miscellaneous securities exclusively on commission, and through his correspondents promptly executes all orders in New York, Philadelphia and elsewhere, giving the utmost care and attention to the interests of his customers, who include a number of the leading capitalists and investors of Reading and its vicinity. Mr. Derr also buys and sells grain, provisions and petroleum for cash or on margin, and is attentive to giving his clients the most complete information concerning changes in values on the various exchanges in the country. He occupies a handsomely furnished office, which is provided with stock indicator, telephone and telegraph service, every facility being at hand for the successful carrying on of the business. The office is centrally located, and orders and inquiries relating to intended investments receive the immediate personal attention of Mr. Derr, and no house is better able to attend to the interests of customers, either in the city or in any section of Pennsylvania than the one which forms the subject of this sketch. Mr. Derr, who is a native of Lebanon City, is a gentleman of middle age, and is deservedly esteemed by all who know him.

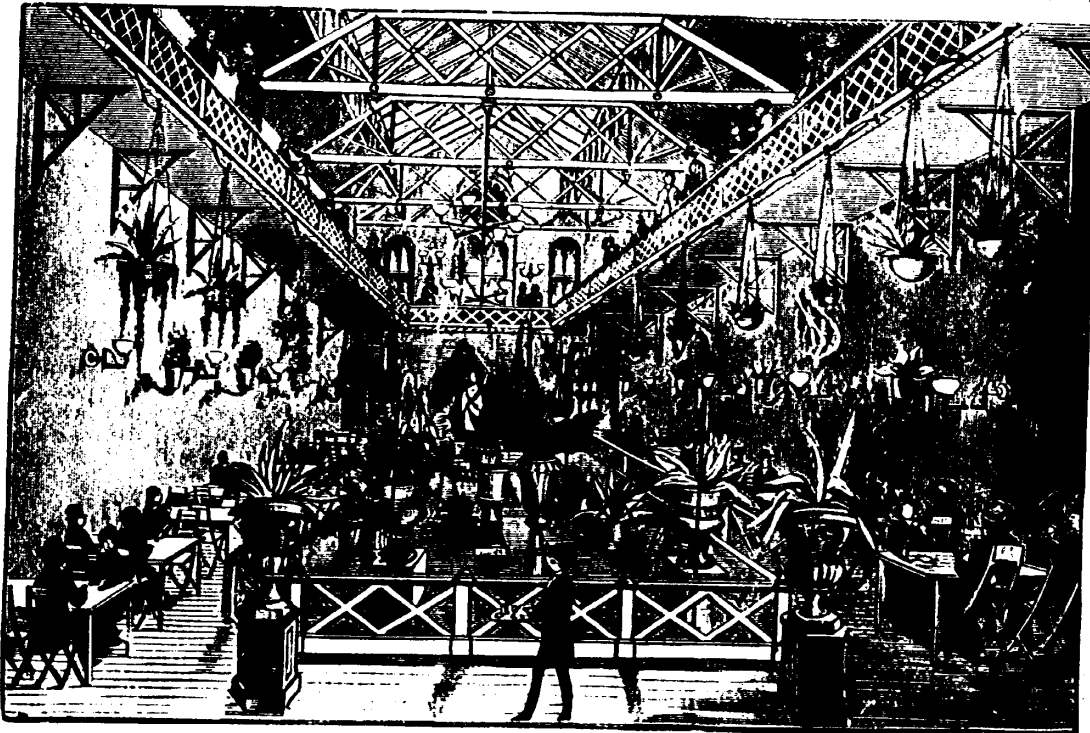
ALBERT J. FISHER, Dry Goods and Choice Family Groceries, Corner Eighth and Washington Streets.—This business was established in 1865 by Mr. H. B. Fisher on Washington Street, and after two years he was succeeded by his son, the present proprietor, who has since conducted it with a success as pronounced as it is permanent. About ten years ago, in order to meet the demands of the steadily growing trade, a removal was made to the very spacious and commodious premises at the corner Eighth and Washington Streets. The salesroom, which is divided into two

departments, has an area of 25 x 80 feet, and is very neatly and tastefully fitted up and complete in all its appointments, and affords ample room for the storage and display of a large stock of goods, embracing everything in the line of imported and domestic dry and fancy goods, including splendid dress fabric and silk, woolen, and laces, ribbons, satins, linens, hosiery, gloves, ladies' and gentlemen's underwear, notions, trimmings, etc., and cloths, cloaks and shawls and wraps; and also choice family staple and fancy groceries of every description; teas, coffees and spices of a superior quality and hermetically sealed goods in tin and glass, and table delicacies and condiments and western and other family flours, and hams and shoulders and smoked and salt meats and fish, and provisions generally. Four courteous, polite clerks are employed in the establishment, and a wagon makes deliveries of purchases in any part of the city. Mr. Fisher is a native of Bucks County, and has lived in Reading twenty-six years, and is a member of the Knights of Pythias.

WILLIAM A. HECKMAN, Plumber and Gas Fitter, No. 16 North Eighth Street.—Among the practical plumbers and gas fitters in Reading there are probably none better qualified to execute work of this kind than Mr. William A. Heckman. For a period of ten years he was a member of the firm of Francis Rambo & Co., of Schuylkill County, and since 1876 has been located in this city, occupying a store and workshop which are very spacious and commodious, and measure 20 x 60 feet in area, and very perfect and complete in all departments. In the store there is a first-class stock of all kinds of plumbers' and gas fitters' supplies and materials, chandeliers, globes, brackets, etc., and hanging lamps, etc., and bath tubs, water-closets, wash-basins, hydrants and sanitary devices of all kinds. Drainage and ventilations are arranged, and sewer connections made, and baths, sinks and closets fitted up, and buildings and dwellings are piped for the introduction of water and gas. Estimates are given by Mr. Heckman for work and materials, and especial care is taken with repairing and jobbing. Mr. Heckman was born in this city and is popular as a master plumber and a member of the Masonic Order and the Odd Fellows.

J. G. SPEIDEL, Mechanical Engineer, All Classes of Machinery Designed and Constructed, Corner Orange and Bingaman Streets.—Mr. Speidel, who is a young man of about thirty-four, was born in Germany, and has resided in this city a number of years. He is a thoroughly practical and expert mechanical engineer, machinist, brass worker and tool maker of ample experience, and is, in short, master of his art in its every feature and detail. He established himself in business at the present location about two years ago. The premises occupied as office and shop on the corner of Orange and Bingaman Streets, are commodious, ample and well equipped, and several competent assistants are employed, Mr. Speidel exercising close personal supervision over every department. All classes of machinery are designed and constructed in the most expeditious and trustworthy manner; working drawings and models are accurately and reliably made; special and experimental machinery is perfected and built, and general blacksmithing, tool making, brass and iron work of all kinds are all done likewise, with skill and despatch, while repairing and jobbing of every description receive immediate attention, paper cutting machine and knife grinding being a specialty. Mr. Speidel is also prepared to make plans of buildings for manufacturing purposes, with motive power, shafting and machinery designed, and put in operation; also drawings and calculations for floors, girders, roof trusses, etc., of wood or iron, for builders and manufacturers, and guarantees satisfaction in every instance. Estimates are furnished, and correspondence is solicited. A large assortment is constantly carried on hand here, also including engines, boilers, pumps, pulleys, shafting, gearing, valves, pipe and fittings, new and second hand machinery, packing and manufacturers' supplies. Mr. Speidel makes a specialty of his patent hand elevator, which combines all the important features a good elevator should possess, viz.: practicability, safety and economy, and parties in want of an elevator should consult their own interests, by comparing it with those in the market; also his patent economic, safety hoisting machines, two speed portable chain hoists, overhead tramways, hatchway hoists, dumb waiters, hand power elevators, cranes and other hoisting machines, with Speidel's patent safety brake, patent two-speed blocks for cranes, etc., which are simple, safe, economical, quick acting, strong and durable.

TROPICAL GARDEN, Charles P. Hoffman, Proprietor, Manufacturer of Fine Confectionery, Ice-Cream, Etc., Nos. 802-804 Penn Street.—This establishment was first opened in 1881 by C. M. Groff, who conducted it till 1889, when Mr. Hoffman purchased the business. This is the largest summer, winter and tropical garden in Pennsylvania. The premises occupied comprise a



spacious, four-story building, 90 x 100 feet in area, with the garden in the rear, 25 x 100 feet in dimensions. The garden is handsomely furnished and decorated, and in the center is a beautiful collection of plants and an aquarium full of fish. The garden has a capacity of accommodating sixty tables with four chairs each. A piano and other music are utilized, and twenty-six waiters, assistants, etc., are employed. Here the finest confectionery, ice-cream of all kinds, foreign and domestic fruits are promptly served at popular prices, also oysters, meats, game, etc., in every style. Mr. Hoffman manufactures his own confectionery, and his business is both wholesale and retail. He also supplies balls, parties, weddings, etc., with ice-cream, confectionery, etc., of the very best quality at very moderate rates. The Tropical Garden is frequented by all classes of our citizens, and is one of the best conducted establishments of the kind in the state. Mr. Hoffman was born in Reading, and is an enterprising, honorable, business man.

LEYMASTER & BRICKER, Fresco, House and Sign Painters, No. 16 North Sixth Street.—The business of the painter and paper hanger is an important one, and among those who give their attention to it in this city there are none occupying a more prominent position than Messrs. Leymaster & Bricker, whose store and workshop is at No. 16 North Sixth Street. The foundation of the business dates from 1869 when it was established by Leymaster, Selling & Bricker, who conducted it for a period of ten years. The premises occupied are admirably arranged for business purposes, and the firm is perfectly equipped to execute orders and contracts for house, sign and ornamental painting, frescoing, paper hanging, graining, kalsomining and interior decorative work, glazing, etc., promptly and satisfactorily. Thoroughly skilled practical workmen, from twelve to twenty-five in number are employed, and all work is done under the immediate supervision of the firm. As fresco painters, paper hangers and interior decorators, Messrs. Leymaster & Bricker enjoy an enviable reputation. They introduce many beautiful and pleasing effects and are perfect masters of the

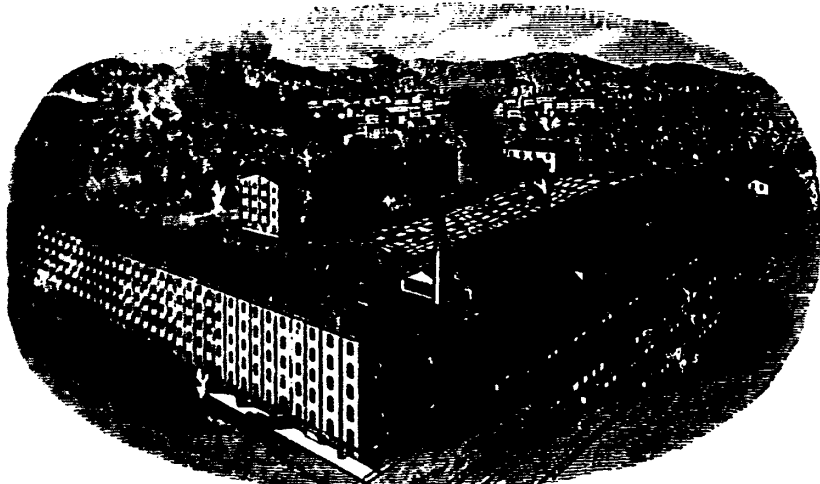
art, and are highly endorsed and recommended for their skill, ability, good taste and judgment. In the store, which is 20 x 80 feet in size, a full stock of painters' supplies and materials are kept on sale, and also plain, ornamental and decorative paper hanging in new, beautiful styles and designs, and also splendid ceiling decorations and dados, friezes, etc., and plate, cut, embossed window

and church glass, in all colors, and all the various articles belonging to the business. Mr. Samuel Leymaster is a native of Bucks County, where he was born sixty-three years ago. He located in Reading in 1847 and has since been prominently identified with the business interests of the city. Mr. Henry Bricker is a native of Northampton County, but for more than thirty years has been a resident of this city and identified with business affairs. They are both popular, representative men in their line, and occupy a leading position and pronounced by those best capable of

judging, to be the most reliable painters, paper hangers and decorators in this section of the state.

KURTZ, GROVES & MAYERS, Wholesale Grocers and Provision Dealers, Nos. 133 and 140 North Sixth Street.—Reading has no more important mercantile house than that of Messrs. Kurtz, Groves & Mayers, the leading and largest firm of wholesale grocers in eastern Pennsylvania outside the city of Brotherly Love. The business was started upwards of twenty years ago by the firm of J. K. Griem & Son, who developed influential connections and a thriving trade. In 1867 the present co-partnership succeeded, composed of Mr. Horace G. Kurtz, Mr. Harvey B. Groves and Mr. George W. Mayers. They are all young men and natives of Philadelphia, where they thoroughly learned the trade and are recognized authorities in every detail thereof. Mr. Kurtz has fifteen years experience, Mr. Groves sixteen years, Mr. Mayers ten years, while they bring to bear every facility, for the successful conducting of the business. Their establishment occupies an entire four-story and basement building, 40 x 140 feet in dimensions, and thoroughly equipped with the latest improvements. Here is an admirable and an enormous stock of staple and fancy groceries and provisions. The firm manifest their enterprise in many ways. Six months ago they bought from the George W. Mayers estate the well-known Keystone Coffee and Spice Mills, which were started fifteen years ago and have always had a fine run of trade. The firm are noted for select growths of Mocha, Java and Rio coffees, green roasted; fresh crop teas, purest and strongest spices, whole and ground, and carry a full and complete stock of grocers' sundries and fancy groceries. The firm employ four traveling salesmen and fifteen employees and salesmen, and have secured to Reading a wholesale grocery house, the equal of any elsewhere, and one that is being most honorably and ably conducted by the popular proprietors. The fact that the firm have greatly increased their business over that of their predecessors in both branches of their business, is sufficient evidence of their ability to compete favorably with any of the leading jobbers in the country.

MT. PENN STOVE WORKS.—One of the manufacturing establishments of the city of Reading which cannot be passed over without a brief mention is the Mt. Penn Stove Works. Situated in the northwestern part of the city, at a location most eminently adapted for manufacturing purposes, this establishment has grown within a few years from a small beginning until to-day it takes rank among the leading manufactories of this manufacturing city. The business was started in 1881, by Stauffer, McKnight & Co., who put up a small warehouse and foundry and started the manufacture of stoves, heaters and ranges. In 1883 the capital was increased and the concern incorporated as the Mt. Penn Stove Works, and from that time it has been conducted under the same management with a success which has certainly been flattering. Fronting on North Third Street, and extending from the Lebanon Valley branch of the Philadelphia & Reading railroad, north clear to Greenwich Street, the buildings cover at present over an



acre of ground, consisting of a foundry, pattern shops, extensive fitting and machinery departments, nickel plating plant, blacksmith shop, and very extensive warehouses for the storing of manufactured goods. Their offices are situated on Third Street, while the stable, sand houses, oil houses, etc., are in the rear of the lot, leaving ample space for the storage of a large number of flasks. Having a railroad siding directly into their yard, they have most superb facilities for securing the heavy supplies of iron, coal, sand, etc., needed in their manufactory, and at the same time are enabled to load their finished product on cars directly from their shipping platform. Added to the natural advantages of its situation this establishment has always exercised the utmost care in the manufacture of its class of goods until it has succeeded in establishing a reputation second to none for workmanship, beauty, progressive ideas and general excellence pertaining to a large assortment of goods covered by its manufacture. They make ranges and cook stoves of all sizes and designs from the small, low-priced goods, demanded by the trade of the large cities, up to the largest and most elaborate style of ranges. They make parlor stoves of every conceivable size and shape, from the little globe stove which a man could almost carry away in his pocket, up to the elaborate parlor heaters decorated in the prevailing fashion with nickel, bronze and tile—in other words, "gilt edged and full jeweled." Recognizing the present large demand for these highly decorated goods they have made a specialty of this class, and no handsomer goods are made anywhere than those made right here by the Mt. Penn Stove Works. They have, too, a large list of cellar furnaces and for the last few years have devoted considerable care to the perfecting of heating apparatuses of this kind, aiming to furnish for a reasonable price a cellar heater which will do the required work without the annoyance, expense and general disadvantages which have heretofore characterized this class of goods. When steam began to be generally used for heating purposes they began the manufacture of steam radiators, and in connection with their stove and heater business have been making and selling a large quantity of the "Landis Steam Radiator," in different sizes and designs. We have not the space here to mention

the important specialties which in a large measure have been the cause of their success, but they have secured control of a number of the latest improvements in their class of goods which undoubtedly give them a material advantage over the majority of competing establishments. The diversity of the style of goods manufactured here enable them to extend their trade over a very large territory. At present they are selling goods all over the United States, and recently have made arrangements which will no doubt enable them to export a large quantity of special goods which appear to be taking hold in some of the foreign markets. The natural advantages of location (right in the heart of the iron and coal district) and their special facilities for the cheap production of goods, together with the enterprise they have shown and their strict care in employing only the best class of labor and workmanship, certainly will enable them to compete without difficulty with any market in the world. Without selling their product direct to the consumer they have their local stove dealers in almost every locality, with distributing agencies in New York, Boston, Chicago and San Francisco, and a branch house under the management of Mr. Thomas Holt, Nos. 111 and 118 North Second Street, Philadelphia. Among the industrial establishments of the city of Reading there is none more worthy of a visit by anybody who has any interest whatever in this branch of business than the Mt. Penn Stove Works, and any visitor so interested will be sure of a courteous reception from its officials.

JOHAN D. DAUTH, Stoves, Heaters, Ranges, Etc., No. 764 Penn Street.—A resume of the leading merchants and representative citizens of Reading would be hardly complete without more than passing mention of the gentleman whose name heads this sketch. Mr. Dauth, who is a man of middle age, was born in Philadelphia on October 29, 1840, but has resided in this city since boyhood. He is a thoroughly practical

and skillful workman in the tin and sheet-iron and kindred branches. Mr. Dauth has a very creditable military record, serving during the late war in the Third Pennsylvania Reserve, and is a prominent member of Post 16, G. A. R., and also of the Union Veteran Legion. He started in business here at No. 764 Penn Street in 1864, and during this quarter of a century since intervening has been uniformly successful, building up a very large trade throughout the city and vicinity. The premises occupied as store and shop comprise the whole of a spacious, three-story building, some half-a-dozen competent assistants being employed in the establishment, and a large, first-class stock is constantly kept on hand, including stoves of all kinds, heaters, ranges, tinware, kitchen furnishings and kindred articles. Furnaces and ranges are repaired and reset also in the most prompt and trustworthy manner, and tin, sheet-iron and hot-air work executed with judgment and skill, and jobbing receives immediate attention.

GEORGE FREES, Manufacturer and Dealer in Harness, Saddlery and Horse Goods, No. 417 Penn Street.—For upwards of forty-one years the gentleman whose name heads this sketch has been established in business at the present location, and is the oldest and leading representative of the harness and saddlery line in or around Reading. Mr. Frees, who is a man of seventy, active and energetic, was born in Berks County, and has lived in this city since 1837. He is a thoroughly practical and expert harness maker, of fifty odd years experience, and is, in short, master of his art in all its branches. Mr. Frees occupies spacious, well-appointed quarters as store and shop at No. 417 Penn Street, where he employs half-a-dozen competent workmen, and keeps on hand always a large, first-class assortment of carriage and wagon harness, saddles, collars, etc.; also trunks, valises, whips, robes, blankets and everything in the line of horse goods. Harness of every description is made to order in the most prompt and excellent manner, fine custom work being a specialty, while repairing is done also with neatness and despatch, all at remarkably low figures, workmanship and material considered.

GLASER, FRAME & CO., Manufacturers of Fine Cigars, Nos. 940 to 948 Spruce Street, Factory No. 456 First District.—The leading and representative house in Berks County and one of the largest in the state engaged in the manufacture of fine cigars is that of the popular and reliable firm of Messrs. Glaser, Frame & Co. of Nos. 940 to 948 Spruce Street, this city, whose products maintain a uniformly high standard of excellence and are in steady and increasing demand throughout the length and breadth of the land. The business was originally established in a small way in 1866 by Mr. Nicholas Glaser, who brought to bear a large, practical experience, and an intimate knowledge of the wants and require-



ments of the trade, his aim from the start being to make cigars from the finest tobacco obtainable and to sell them at prices which would be beyond competition when the quality of his product was considered, and he early achieved a reputation for the fine quality, exquisite flavors and excellent finish of his goods, which has brought a trade to the house that now extends all over the United States, and their goods are universal favorites with the trade and public everywhere. In 1886, the firm of Glaser, Frame & Co. was established. The premises occupied comprise a three-story building, 40 x 80 feet in size, which is fully supplied with the most perfect facilities for conducting the enterprise upon the largest scale, and constant employment is given to a force of three hundred expert hands who turn out two hundred thousand cigars per week. Among the well-known brands manufactured by this firm is the famous "Windex," which has won three gold medals and which maintains a strong hold on popular favor for solid merit, and is in constant and increasing demand. The relations which this firm sustain with Cuban producers of the finest tobacco in this country, are of such an influential character as enables them to place their goods upon the market at the lowest possible prices. Eight traveling salesmen represent the house upon the road and all orders are promptly filled, of whatever magnitude, from the heavy and varied stock constantly carried, and every advantage and benefit is granted to customers that is known to the trade. This enterprising firm is composed of Messrs. Nicholas Glaser, Wm. J. Frame and M. H. Milmore. Mr. Glaser is a native of Germany, but has been a resident of Reading for the past thirty years, and Mr. Frame and Mr. Milmore are both natives of Reading. These gentlemen owe their success and commercial prominence to their industrial ability and honorable, reliable dealing in all their transactions, and are fully entitled to the position they hold among the leading manufacturers of the United States.

MANSION HOUSE, M. S. Weller, Esq., Proprietor.—The Mansion House is the equal of any of the finest hotels in Philadelphia or New York, and is under the energetic, able proprietorship of Mr. M. S. Weller. There is no more popular or respected resident in Reading, than Mr. Weller. He is a native of Berks County, resident here for thirty years past and has had a life-long and active identification with the best class of the hotel business. He has done much for Reading, by establishing several of her best known hotels, and since taking the Mansion House eighteen years ago, has rendered it the leading, fashionable center for both citizens and the traveling public. This hotel was opened fully fifty years ago, and occupies what is without exception the finest and most central location in town. It has been entirely rebuilt and re-

modelled and is now a handsome and substantial brown stone structure, four stories in height and 65 x 185 feet in dimensions. The interior is well arranged to secure the utmost of comfort, while Mr. Weller recently refurnished and decorated the house throughout. There are sixty rooms for guests, large and airy, and several arranged en suite for families. There are large and richly furnished parlors, good sample rooms, reading and smoking rooms, a fine bar, stocked with the purest and best of wines and liquors, billiard room with new tables, barber shop, etc. All the modern improvements have been introduced by Mr. Weller, including steam heat, electric call bells, best sanitary plumbing, baths, etc. The Mansion House is renowned for its table. Mr. Weller is a liberal caterer and secures for his guests the choicest of everything in market. He employs first-class cooks, while the bill of fare and service are perfect. The rates are \$2.50 per day and upward. The office is in charge of Mr. Hiram S. Weller, son of the proprietor, and of Mr. Geo. H. Steninger, popular young business men.

CHAS. W. MOODY, Druggist, No. 601 North Ninth Street.—The legitimate function of a pharmacy being the compounding of physicians' prescriptions and family recipes, their branch of the business is conducted with that care and skill commensurate with its importance by Mr. Chas. W. Moody, whose popular establishment is located at No. 601 North Ninth Street, corner of Greenwich. Mr. Moody's experience in dispensing medicines extends over a period of about ten years, and as he is also a graduate of the Philadelphia College of Pharmacy, it will thus be seen that he is well qualified both by education and training for the duties of his profession. He has been established in business in this city since 1887, and become widely known as one of the most efficient members of the fraternity of pharmacists and won the esteem and confidence of the community in the vicinity in which he is located. The store, which is very neatly and handsomely fitted up, has dimensions of 20 x 60 feet, and furnished with every facility for business purposes. A full and complete assortment of all kinds of pure, fresh drugs and medicines is always to be found here and also all those articles required by physicians in their practice, together with a great variety of perfumes, toilet requisites, proprietary medicines of value and merit as remedies, pharmaceuticals and everything belonging to the business. Mr. Moody was born in Tremont, this state, where he was for some time engaged in business. He located in Reading in 1882 and is highly regarded for the able manner in which he conducts his business and his liberality and public spirit as a citizen. He compounds a number of special remedies which have a wide sale, and also prepares most of the fluid extracts and tinctures used in his establishment. Prescriptions are compounded and medicines dispensed at all hours and every attention is given to the patrons.

WK. LEAMAN, Manufacturer of Laundry Soaps, No. 128 Washington Street.—The manufacture of soaps is one of the most important of the industries of Reading, and as such we must give prominent mention to it in this historical review of the city's manufacturing and commercial enterprises. One of the oldest and most prominent concerns in the soap trade here is that of Mr. W. K. Leaman, manufacturer of laundry soaps, at No. 128 Washington Street, and the soaps sent out from these works have long been distinguished as the purest and best put upon the market. The business was founded at its present location in 1864 by Mr. D. R. Hendrix, who conducted it until 1879, when he was succeeded by his son-in-law, Mr. Leaman, the present proprietor, who has since developed the trade to large proportions and managed it with gratifying success. The building utilized is three stories high, and covers an area of 40 x 60 feet. There are in use all the latest improved appliances known to soap makers, and the works have a capacity for turning out six tons of soap daily, and the products are offered to the trade, according to grade, at from \$3 to \$10 per box. These products comprise all kinds of laundry and fulling soaps, the latter being especially adapted for the use of manufacturers. A considerable number of hands are permanently employed, and the trade, which is entirely wholesale, extends to all parts of the country. All orders are promptly shipped and the most complete satisfaction is guaranteed. Mr. Leaman is a thorough-going, energetic, reliable man of business and held in great respect. He was born in Lancaster County, Pa., and has resided in Reading for the past forty years. He was twice wounded in the late Civil War.

OTTO EYRING, Brewer of Lager Beer, Porter and Ales.—Mr. Samuel C. Keller established this business in 1874, and in 1878, Mr. Otto Eyring came into co-partnership under the existing name and style. Mr. Keller has since retired leaving Mr. Eyring sole proprietor. This gentleman brings to bear special qualifications and has every possible facility at command. His brew of lager has the popular favor, and is a pure and healthful stimulant. The same remark applies to his ales and porter, which are in such growing demand, that he has had to repeatedly enlarge his facilities, and now has the model brewery in operation. It is a substantial four-story building, 130 x 270 feet in dimensions, fully equipped with the latest improved machinery, including an eighteen-ton ice machine. There is a thorough system of organization enforced, and Mr. Eyring exercises the greatest care in all his processes. He has a splendid artesian well on the premises, and its waters are exceptionally fine for brewery purposes. He uses only the choicest of malt from the best of barley, and high grade imported and domestic hops, resulting in the utmost purity of his product. He has large cellarage, and the beer is allowed to remain in an even, cool temperature the requisite length of time until fully aged and true lager, before shipment. The old and new ales are also delicious beverages, highly recommended to all who want a nourishing, agreeable tonic stimulant. The storage accommodation equals 5,000 barrels at a time, while he has an annual capacity of 20,000 barrels per annum. His trade is the best and most extensive throughout Berks and adjoining counties, and the annually enlarging sales indicate how popular Mr. Eyring's beer, ales and porter are. Mr. Eyring is a native of Bavaria, the world's greatest brewing center, and brings to bear thirty years practical experience.

JOHAN G. MCGOWAN, Men's Furnishings, Shirt Maker and Hatter, No. 537 Penn Street.—This review of the representative business men of Reading would hardly be complete without more than passing notice of John G. McGowan, successor to N. N. Sprecker & Co., the well-known men's furnishing's shirt maker and hatter, whose spacious and handsome emporium is centrally situated at No. 537 Penn Street. This is by general consent the leading house in this line in this city, and enjoys a very large and influential patronage, the trade of the establishment, which is both of a jobbing and retail character extending throughout Berks County. An exceedingly fine and very complete assortment of everything in the lines above indicated is always kept on hand, including new, exclusive and exquisite novelties in neck dressing, underwear, gloves, etc.; also the very latest styles in fashionable headgear, from the most elegant silk tile to the nattiest derby, all at remarkably low figures, while shirts are made to order, likewise in the most superior manner at short notice, and perfect satisfaction guaranteed in every instance as to fit, finish and fabric. This popular and responsible house, which was until recently composed of Messrs. N. N. Sprecker, and J. G. McGowan, and is now under the management of the latter, was established some fourteen years ago, and by close attention to the wants of its many patrons, has grown to the present dimensions, occupying the present commodious quarters since 1837. The store, which is 25 x 125 feet in dimensions, is neatly fitted up and well appointed in every respect, while a staff of twelve or more, all told, are employed, the proprietor exercising close personal supervision over every department. The stock which is extensive, embraces white dress shirts, fancy colored shirts and flannel shirts; rich and serviceable neckwear, underclothing in great variety, gloves, fur and straw goods in their respective seasons silk, felt, fur and cloth hats and caps in every size, shape, style and pattern; umbrellas, canes, valises, hosiery, suspenders, collars and cuffs, sleeve buttons, scarf pins, and in short, everything comprehended in gents' furnishing's goods, fine custom shirts being a specialty.

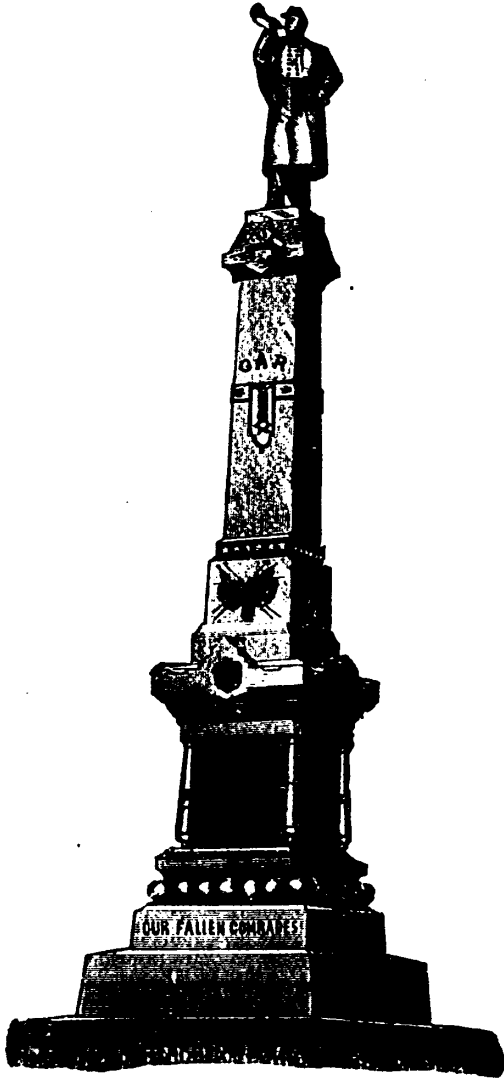
R. H. SAVAGE & CO., Wool Hat Manufacturers, Thirteenth and Muhlenberg Streets.—This business was established in 1833 by Mr. R. H. Savage, who is sole proprietor. Mr. Savage, who was formerly a member of the firm of Messrs. W. H. Reinhoel & Co., has had long experience, and possesses intimate knowledge of every detail of the wool hat industry, and the requirements of retailers and the general public. The premises occupied comprise a superior, brick, four-story building, 75 feet 6 inches x 40 feet

four stories high; warehouse 85 x 18 feet frame; wool house 50 x 18 feet frame; dye house 50 x 35 feet in dimensions. The various departments are fully equipped with the latest improved machinery, apparatus and appliances known to the trade. Here 175 skilled hands are constantly employed, and the machinery is driven by a sixty horsepower steam-engine. The capacity of the works is 200 dozen of men's and women's wool hats daily. These goods are everywhere recognized and appreciated by the trade as standard productions, and are general favorites with jobbers, retailers and the public wherever introduced, always commanding a ready sale. Mr. Savage makes a specialty of ladies' felts, which are unrivaled for quality, elegance of style and excellence. He sells largely to commission merchants in all sections of the United States, and quotes prices for all goods that necessarily attract the attention of close and careful buyers. Mr. Savage was born in Ireland, but has resided in the United States for the last thirty-five years and in the city of Reading since 1877.

CHAS. F. HAAGE, Book and Job Printer, No. 752 Penn Street.—The business of the printer is well represented in this city by Mr. Charles F. Haage, who ranks foremost among the leading exponents of the art. He has been identified with the business since 1832 and established in this city nine years, five of which he has occupied the very desirable premises on the third floor of the building, No. 752 Penn Street. The dimensions of the floor are 30 x 90 feet, and every convenience and facility is at hand for executing work in the highest style of the art. Ample power is provided and the latest improved machinery and appurtenances, including a cylinder and four job presses, while from eight to twelve experienced hands are employed. Everything in the way of book, commercial and general job, plain and ornamental printing is done in the best manner, and orders receive that attention their importance demands. Mr. Haage is a young man of enterprise, push and vim and skill and ability. He is a native of Philadelphia, but since 1868 has been a resident of Reading. He is popularly known, and his well equipped and ably managed printing house is recognized as the largest and best in the city, and is provided with facilities for filling orders and contracts of any magnitude, having also a complete stereotyping outfit, while electric power is used as a motor. He is a prominent member of the Odd Fellows, the Knights of the Golden Eagle and the Sons of America, and has a wide circle of friends and acquaintances. He is doing a large, flourishing business, and the work he turns out is fully equal in every respect to the best executed in the country.

B. & J. SAYLOR, Wholesale and Retail Grocers, Northeast Corner of Fourth and Penn Streets.—The leading, representative grocery house of the flourishing city of Reading is unquestionably that of Messrs. B. & J. Saylor. Messrs. B. & J. Saylor were brothers, born in this city, reared here, and who forty years ago established in the grocery business in the city of Philadelphia. In 1864, they permanently removed to this city and have since occupied their present stand, Fourth and Penn Streets. Here they early developed a heavy trade, coupled with most influential connections, and have ever been noted for quality, variety and lowest prices. The lamented decease of Mr. John Saylor occurred in 1888, since which date Mr. B. Saylor has in co-partnership with Mr. Howard Saylor (son of deceased) continued the business under the old name and style. The junior partner is a young merchant of ability and integrity, universally popular and respected. The firm occupy a four-story building, 30 x 142 feet in dimensions, and which is handsomely fitted up and fully stocked with the choicest and best of all staple and fancy groceries, fruits and provisions. Among the specialties are the firm's famous African blend of coffees, fresh crop, China, Japan and Assam teas; choicest table delicacies; canned goods in vast variety and of the most reputable brands only, full packs, and invariably affording the highest satisfaction. A prominent specialty is their "Shawmut" blend of flour, from finest spring and winter wheat, of roller process make and which gives the best results for bread and pastry. The firm's provisions, fruits and sundries are all of similar high grade and desirability. Prompt filling of orders can be relied on, the firm running four delivery wagons. There is a large coffee roasting plant on the premises, having a capacity of 8,000 lbs. per day, the machinery being run by two ten of the modern pharmacy.

EAGLE MARBLE AND GRANITE WORKS, P. F. Eisenbrown, Sons & Co., Nos. 300 to 314 North Sixth Street.—The leading representative in fine marble and granite work, in monuments, head-stones, etc., and the largest house in this line in Pennsylvania is the Eagle Marble and Granite Works of Messrs. P. F. Eisenbrown, Sons & Co. of Nos. 300 to 314 North Sixth Street. The business was established in 1874 by Mr. P. F. Eisenbrown, who had been formerly engaged in the same line in Pottsville, Schuylkill Co., Pa., and has had a large practical experience extending over a period of thirty-five years. He early won an enviable reputation for the beauty and originality of all designs and exquisite work-



manship emanating from his establishment, and a trade that has since become material in extent has been the result, and through his energy, ability and progressive enterprise Reading has retained a most valuable and desirable branch of industry. In 1889 the present firm was formed, consisting of Messrs. P. F. Eisenbrown, H. W. Eisenbrown, C. S. Eisenbrown, G. F. Eisenbrown, and J. B. Faust, comprising a firm of commanding strength, fine business abilities, large, practical experience and strict integrity in all their transactions. Mr. J. B. Faust has been with the concern since the inception of the business. They have extensive and well equipped works on North Sixth Street covering one and a half acres of ground, the buildings being thoroughly equipped with all the latest improved machinery and appliances run by steam-power and where an average force of from thirty to forty skilled hands find constant employment. Fine work is a specialty and the firm unquestionably bring to bear qualifications nowhere else developed. In their handsomely

stocked show-rooms can be seen some of the finest specimens of work in this line in the country in granite and marble monuments, head-stones, tablets, vases, urns, rockery work enclosures, coping posts, etc., of every description. The firm utilize only the finest Italian marble and also the best from Vermont, Tennessee, etc., affording the trade the widest range from which to select. They also use the finest granite quarried in the United States, and both as to prices, artistic style, and elaborate workmanship, no concern offers such substantial inducements. This firm built the handsome G. A. R. Soldiers' Monument at the cemetery, erected at a cost of \$4,500. They also made eleven monuments which they put up at Gettysburg at a cost of \$16,000, as also the Mausoleum of C. M. Atkins at Pottsville, at a cost of \$6,000. These splendid specimens of their handiwork stand as monuments to their artistic skill and elegant workmanship. Those seeking the latest original styles in all classes of marble and granite work should visit the firm's show-rooms which affords one of the finest exhibits in the United States. A stock of from \$40,000 to \$50,000 worth of finished and uncut stone is constantly carried by the firm, and they promptly fill all orders and guarantee entire satisfaction in every instance. Mr. P. F. Eisenbrown is a native of Bucks Co., Pa., and the rest of the gentlemen comprising the firm are natives of Schuylkill County, but have resided in Reading for the past fifteen years, where they are highly esteemed for their skill, industry and honorable methods, which secure to them the confidence of leading commercial circles as conducting one of the largest enterprises in the state, and second to none in the country in this line.

J. H. STEIN'S, City Drug Store, Northeast Corner Eighth and Penn Streets.—The popular City Drug Store, of which Mr. J. H. Stein is the proprietor, is one deserving of special mention. It was established some twenty-one years ago by Mr. Stein, and from the very outset its career has been one of unbroken prosperity. The present premises have been occupied since 1881. Previous to that time the business had been carried on next door, but the necessities of the trade requiring larger facilities for its accommodation the removal was made and every convenience provided for meeting the demand of the city and county custom with which the store is favored. In size it is 20 x 90 feet, well lighted, systematically arranged and fitted up in modern style. It has a well equipped laboratory where medicines are compounded and dispensed and an elegant soda fountain of novel design. The stock of drugs, chemicals and pharmaceuticals is full and complete in all departments, and the family medicines have been selected with special reference to their merit and efficacy. A fine display is made of toilet requisites and all the various articles needed in the sick room, and also perfumery and surgical appliances, trusses, etc. Physicians' prescriptions and family recipes are compounded with that careful precision which this department of the business so peremptorily demands, and medicines are dispensed at all hours of the day or night. Mr. Stein, who was born in Lebanon County, has been a citizen of Reading since 1868.

F. D. BAUM, Jobbing, Manufacturing and Dispensing Druggist, No. 240 Penn Street.—This popular drug house was established a short time ago and has met with uninterrupted success. The proprietor, Mr. F. D. Baum, puts up here on the premises some fluid extracts and proprietary remedies of exceptional merit, notably, and is interested in, Dr. Bell's Pine Balsam, conceded to be the ne plus ultra preparation for pulmonary affections, while physicians' prescriptions and family recipes are compounded by him in the most accurate and trustworthy manner in every instance, from absolutely pure, fresh ingredients, at bottom prices. The store, which is 20 x 80 feet in dimensions, with pharmacy and laboratory in connection, is neatly fitted up and well ordered in every department, and night-bell calls receive prompt response, prescriptions being a leading specialty. A large and carefully selected stock is always kept on hand, and includes besides everything in the line of medicines, drugs and chemicals, tinctures, extracts, acids, essences, flavors, spices and kindred products; all the standard patent pharmaceutical compounds, sanitary preparations, herbs, barks and roots; pure medicinal wines, liquors, mineral waters, etc., also a fine assortment of toilet articles, perfumery, soaps, sponges, chamols, fancy goods, stationery and druggists' sundries in great variety. Mr. F. D. Baum is a native of Hamburg, Pa., and has been a resident of Reading nearly twenty years.

READING COTTON MILL, Ninth, Tenth, Cotton and Laurel Streets, Jonathan Smith, Manager.—Among the great staple industries of Reading, prominent mention must be made of this old established and extensive cotton mill. This immense establishment, now being so successfully operated under the experienced management of Mr. Jonathan Smith, was founded away back in 1850, by the Reading Manufacturing Company. In 1861, the well-known New York house of Garner & Co. became proprietors, and named the concern the Reading Cotton Mill, which title it has permanently retained. The mill is still part of the Garner estate, and is controlled by the executors or trustees of same, Messrs. Thom & Birdseye. In 1886, Mr. Jonathan Smith was appointed manager, and brings to bear special qualifications, including fully thirty years practical experience as a mill manager, a thorough knowledge of the textile industry, sound judgment, and marked executive capacity. The buildings are very extensive; the grounds comprise upwards of seven acres, about one-half of which is built upon. The main building is three stories in height, and all are substantial brick structures fully equipped with the latest improved machinery and appliances, including 400 looms, 20,000 spindles, and 84 cards, thus rendering this as well an equipped cotton mill, as any in the east. There are on an average 300 hands employed, and the monthly output is upwards of 400,000 yards of the best grades of cotton cloth, principally intended for the print mills of the same estate. The motive power is supplied by a splendid 450 horse-power engine of Green's make. All the goods are shipped to the New York warehouses of Garner & Co., and thence go to their print works. Messrs. Thom & Birdseye have guided this valuable property in the most judicious manner and rendered it a productive and very valuable factor both to Reading and to the ownership, and several thousand dollars more will soon be added to increase the production and quality of the goods. They have in Mr. Smith, a manager who enforces a thorough system of organization, and who is producing a very good quality of cotton goods, much sought for by the trade, and indicating the perfect character of all the processes of manufacture, and the honorable policy ever characteristic of the management and the proprietorship.

J. M. KING, Agt. Singer Sewing Machines, No. 84½ Penn Street.—The Singer improved family sewing machine with the oscillating shuttle has attained a degree of popularity and achieved a reputation for mechanical excellence as unprecedented as it is well merited. Embodying every desirable quality, it has won the admiration of all who have seen it in operation. It is specially adapted for family use, and it is the expert's favorite. Without alteration or special attachments it not only has a wider range and easily does more and better work than any other, but it also does art work that no others can do. No one who requires perfect work on fine materials, and no one who depends on fine machine work for a living can afford to be without it. The Singer Sewing Machine Company established a branch office in Reading, Pa., upwards of sixteen years ago, and since that period thousands of their machines have been sold with perfect satisfaction to all concerned. In June, 1899, Mr. John M. King became manager, and has upwards of ten years practical experience. The premises occupied are 20 x 50 feet in dimensions, with a well arranged store, which contains a large stock of the Singer sewing machines with all its latest attachments. These sewing machines can be purchased on time payments, and if cash be paid very liberal reductions are made. The Singer machine is unequalled for ease of management, and capacity for wide range of work. The improved family machine is the perfection of mechanism for hemming, felling, trimming, binding, cording, seaming, braiding, embroidering and other purposes too numerous to particularize. In fact it is the simplest, more easily operated, best made, and most elegantly ornamented machine in the world. Mr. King is highly complimented for the strict and prompt attention he gives to the repairing of these machines.

ISAAAC W. KEIM, Wholesale Dealer in Foreign and Domestic Wines and Liquors, Southeast Corner Sixth and Washington Streets.—From a commercial point of view the importance of the wholesale liquor interests in this city at the present day, can scarcely be overestimated. Engaged in the line of business indicated Reading has a number of solid and substantial merchants, prominent among them being Isaac W. Keim, whose well stocked

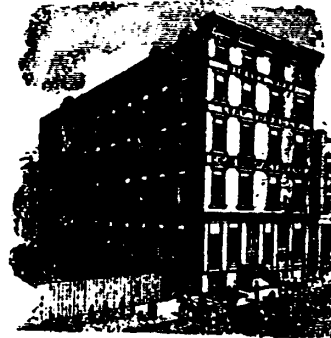
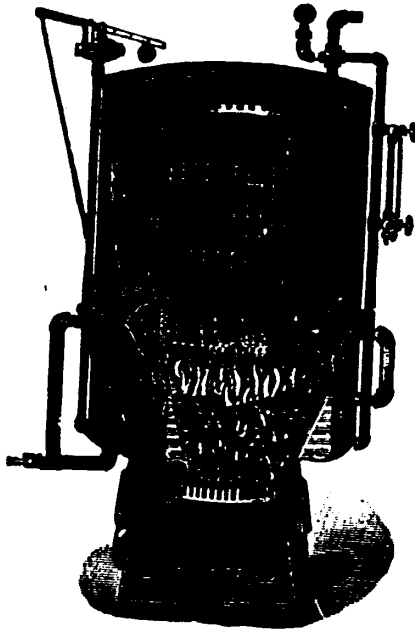
establishment is located at southeast corner Sixth and Washington Streets, and than whom none in the business in central Pennsylvania maintain a better reputation for fine goods or equitable dealing. He is a general wholesale dealer in choice grades of foreign and domestic wines and liquors, handling only a thoroughly reliable, first-class article, and his trade, which is large and active, extends all over the entire eastern section of the state and parts of Maryland, New Jersey and New York. Mr. Keim, who is a gentleman of middle age, was born in Pike Township, Berks County, this state, and has lived in Reading since 1877. He is a man of strict integrity in his dealings, as well as of energy and enterprise, and during the ten years he has been established in business here has been signally successful. The premises occupied comprise a store and basement, 20 x 60 feet, and well arranged, while an efficient staff is employed, including three representatives on the road. The stock, which is large and of a very superior character, includes pure and fine imported and American wines, brandies, gins, rums, tonics, bitters, cordials, syrups, mineral waters, rock and rye, case goods of all kinds; also choice old native whiskies; and all accepted orders by telephone, mail or otherwise receive immediate attention. Family trade is a specialty, and physicians and druggists are supplied with absolutely pure wines and liquors at bed-rock figures, remarkably low prices being quoted here, while quality and quantity are guaranteed, and persons having business transactions with this responsible house are assured of finding the same of an entirely satisfactory character.

CENTRAL HOUSE, Nos. 405 to 411 Penn Street, John B. Brobst, Owner and Proprietor.—The Central House, which is owned and conducted by Mr. John B. Brobst, who assumed control of it five years ago is a favorite with the travelling public. The Central House is the most centrally located of any house in the city as regards the depots, places of amusement and points of interest, while it is unrivaled in regard to sanitary arrangements and means of escape in case of fire. It is a five-story brick structure facing on Penn Street, and embraces every modern improvement that ample capital can supply, including gas and electric lights, electric call bells with the return call system, which is the only one in any hotel in the city, two elevators, bar and reading rooms and the best conducted café in the city. There are 120 light, airy and handsomely, comfortably furnished rooms and the best of attendance, private dining-halls, etc., and is just the place where the refined classes of out-of-town people can make a comfortable home while in the city, and accommodations can be had at the remarkably reasonable rates of \$3.00 per day, the house being conducted on both the American and European plan. Its cuisine and service are unsurpassed, the culinary department being presided over by an experienced chef, and its table can be justly ranked in excellence with any in the country. The proprietor, Mr. John B. Brobst, is an experienced host, and accomplished caterer.

CHAS. RENTSCHLER, JR., Drug and Prescription Store, No. 942 Penn Street.—A representative popular pharmacy in this city and one receiving a liberal share of public patronage, is that of Mr. Charles Rentschler, Jr., located at No. 942 Penn Street. The situation is very desirable and convenient, and the store, which is 20 x 60 feet in area, is fitted up in an elegant and appropriate style with plate-glass show-cases and hand counters and shelving of modern design. The assortment of drugs is large, full and complete and of the highest standard, quality, purity and freshness. The same must be said of the chemicals, pharmaceuticals and proprietary preparations which have been selected with that care and judgment Mr. Rentschler's long experience enables him to exercise. A fine display is made of elegant toilet articles and perfumes, and a full stock of surgical appliances, trusses, etc., and everything needed in the sick room may always be obtained here. The prescription department, which is the main feature of the business, is under the immediate control and direction of Mr. Rentschler, and it is almost needless to say that medicines are compounded and dispensed with that skill and exactitude only acquired by practical experience and close study. Mr. Rentschler is a regular graduate of the Philadelphia College of Pharmacy of the class of '88, and a member of the Alumni of that institution. He has been established in business two years, and his well-conducted store is a correct type of the modern pharmacy.

E. S. SUMMONS, Plumber, Gas and Steam Fitter, No 44 North Fifth Street.—Among the many plumbers in the city of Reading, none ranks higher in the trade than Mr. E. S. Summons. A large stock of wash basins, faucets, chandeliers, and gas fixtures of the best quality is carried at his store and every convenience is at hand for carrying on the business of plumber and gas fitter. Mr. Summons does a very large business

was established by them in 1880, at No. 447 Penn Street. There they developed a large and growing trade, and in response to the growing demand for enlarged facilities, on March 1, removed to their present extensive premises, Nos. 20 and 22 South Sixth Street, a substantial four-story building, 30 x 90 feet in dimensions, and fully equipped with all the improvements and conveniences. The co-partners are both natives of Bedford Co., Pa. Messrs. Dibert,



and has executed many large plumbing and gas-fitting contracts for owners of private residences, stores and office buildings throughout the city. He likewise executes contracts for general repairs, acts as sole agent for Gorton's House-heating Steam Generator, and commands an increasing and extensive patronage in every branch of his trade. He has been engaged in this business on his own account for the past fifteen years, and, though there are one or more older plumbing establishments in this neighborhood, there are none where a better business is being done than in that of Mr. Summons. Mr. Summons was born in the city of Reading, where he has always lived, and both as sanitary plumber and among his many social friends he has always been held in the highest esteem.

coming to this city in 1876, are both practical experts; cigar manufacturers of the soundest judgment, and who select their leaf tobaccos with the utmost care from the growths of Connecticut, New York, Pennsylvania, Ohio, Wisconsin, etc., and also choicest imported Havana and Sumatra tobaccos. They always carry a large quantity in stock, and offer it to the trade, at lowest market prices and of a quality unsurpassed elsewhere. In their factory, they employ 100 skilled hands in the manufacture of fine cigars, their special brands including, "Pass Seco," "Guida," "Mabel S.," "Flor de Samuel," "Saint Sophia," "Fan Tan," etc. These are five and ten cent goods that appeal to the best classes of the public on the basis of choicest wrappers and fillers, purity, and excellence of manufacture, insuring the perfection of a smoke. The sales are large and annually increasing throughout the United States, requiring the services of four travelers on the road. The proprietors are young business men of ability and integrity, well worthy of the success achieved, and who are the leading representatives of this important branch of skilled industry.

CLEWELL'S TURKISH AND RUSSIAN BATHS, G. Wm. Clewell, Prop., Corner Sixth and Court Streets.—This establishment is the only one of the kind in Reading, and is in all respects a well equipped, first-class place, clean, neat and complete in every department, and receives a large and influential patronage. The premises occupied, which are conveniently situated in the basement of the building, are spacious, commodious and very tastefully furnished, everything about the place bespeaking order and excellent management, and include state-rooms, dressing-rooms, toilet, steam and vapor rooms, etc. The appointments are of a very superior character, the service A No. 1 in every respect, and the attendance all that could be desired, several competent assistants being employed, while the proprietor exercises close personal supervision over every detail, the baths being open every week day from 10 A. M. to 11 P. M. The terms, too, which are as follows, are extremely moderate, everything considered: single Turkish bath, \$1.00; single Russian bath, fifty cents; seven tickets, \$5.00; fifteen tickets, \$10.00; and, altogether, these excellent baths cannot fail to be a boon to the community. Mr. G. Wm. Clewell, the proprietor, is a man of middle age, and a native of Northampton County, Pa., but a resident of this city since 1835.

DANIEL A. YODER, Wholesale Dealer in Foreign and Domestic Wines and Liquors, No. 635 Penn Street.—This house was established in 1867 by the present proprietor, and presents a striking instance of what may be accomplished by supplying choice goods at reasonable prices, and a fair and honorable course of dealing. The stock is full and complete in all departments, embracing the finest imported wines and brandies of his own direct importation, and pure domestic wines and whiskies. The goods are also sold free or in bond, in the bonded warehouses of the different states where manufactured, or the ports of entry, large quantities being allowed to remain and mature until wanted for the demand of the trade. The quality and purity of these classes of goods are so much a matter depending on the honor of the house from which they are obtained, that dealers and customers will find it to their advantage to procure supplies from those like Mr. Yoder, whose long established reputations make their representations perfectly reliable.

W. H. SPERRY, Coal, Wood, Flour, Feed, Hay, Straw, Potatoes, Etc., Corner Ninth and Marion Streets.—Considering the comparatively short time he has been established, W. H. Sperry, dealer in coal, wood, flour and produce, has built up a very gratifying trade. The business premises, including yard and storehouse, are spacious and commodious, and are connected by P. & R. R. by siding, all necessary facilities being at hand. A heavy and fine stock is constantly carried, comprising best grades of red and white ash, coal, pine, oak and hickory wood, sawed and split for kindling; also choice brand of family flour, meal, mill-feed, grain, hay, straw, potatoes, etc., coal for family use being a specialty. Several hands are employed, and a delivery wagon is in steady service supplying customers throughout the city and suburbs, all orders receiving prompt attention, while patrons can rely upon getting an excellent article and honest weight in every instance here. Mr. Sperry is an active member of the Masonic order and the Knights of the Mystic Chain.

DIBERT BROS., Cigar Manufacturers, and Dealers in Leaf Tobacco, Nos 20 and 22 South Sixth Street.—The leading and most enterprising cigar manufacturers and dealers in leaf tobaccos in this city are Messrs. Dibert Bros., who have achieved such an enviable reputation for their brands. The business

READING COTTON LAP MILL, W. J. Caldwell, Manufacturer of all Grades and Weights of Fine Cotton Laps; Factory, Nos. 137, 139 and 141 Pearl Street.—A noteworthy factor among the many industrial enterprises of the city of Reading is the establishment known as the Reading Cotton Lap Mill, located at Nos. 137, 139 and 141 Pearl Street, founded and conducted by Mr. W. J. Caldwell. The business of this concern was organized in June, 1837, and has been carried on at the present premises since. The



factory is equipped with special machinery of new and improved patterns operated by steam-power, and employment is furnished a staff of experienced artisans, whose operations are personally superintended by the proprietor. The range of manufactures embraces all grades and weights of fine cotton laps, for domestic and medical purposes, and the preparation of cotton for mattresses and other purposes. The demand for these goods is constantly active, and comes from all parts of the United States. Mr. Caldwell makes a specialty of filling orders from the trade, as well as for stock, and the producing capacity of the factory is from 300 to 400 ells per day. Mammoth cotton batts put up in rolls of two, three, four and five pounds each (fifty pounds to a bale), for making heavy or light comfortables and quilts, or coverings for mattresses and other similar purposes. Orders are solicited for all descriptions of cotton laps, and Mr. Caldwell is in a position to guarantee that his prices and goods will find favor in every instance. The premises occupied comprise three floors, each having an area of 25 x 60 feet, and are in every way admirably adapted for the business carried on. Shipments are made on order to all parts of the country. Mr. Caldwell is a native of the city, and a young, pushing, energetic, business man.

N. E. DIEM, House Painting, Etc., No. 102 South Fifth Street.—A recently established, yet already well known artistic establishment dealing in fine decorations, wall papers, window shades, paints, oils, etc., and in executing painting and every description of decorative work, is that of Mr. N. E. Diem, located in the Library building, No. 102 South Fifth Street. Here he occupies a neat, well arranged and finely stocked store, which has a frontage of twenty feet and a depth of eighty feet. Anything in the line of paper hangings can be secured at this establishment, from the cheapest to the highest priced article, a feature of the business being the extremely low figure at which all goods can be bought. A finer, more varied and judicious selection of paper hangings, or window shades, etc., cannot be found in any house in the city or vicinity. Special attention is given to all kinds of house painting, graining and hard wood finishing by the best workmen, who are equipped with the latest improved appliances and tools. In the busy season from five to ten hands are employed, and Mr. Diem is in a position to carry out all orders promptly, cheaply and satisfactorily. The specialty of the house is high-class interior decorating, at which important branch Mr. Diem is especially expert and artistic. He is a native of Reading, a young, energetic business man, a thorough master of the art of painting in all its branches.

THE GREAT ATLANTIC AND PACIFIC TEA COMPANY, Importers and Retailers in Teas and Coffees, No. 619 Penn Street.—The Great Atlantic and Pacific Tea Company, importers, coffee roasters, and retailers, are pioneers in the business and the only importing dealers direct with consumers. Their house in Reading is under the able and efficient management of Mr. C. E. Drefenderfer. This highly successful and enterprising company, whose headquarters are at Nos. 35 and 37 Vesey

Street, New York, was incorporated under the laws of that state in 1861. The growth and extent of the business to-day may be appreciated from the fact that over two hundred branch stores are operated in the United States and as many more in Europe. The establishment at No. 619 Penn Street is one of the finest, best equipped and most ably conducted establishments of its kind in the city. The store is attractive and unique in appearance, and is artistically painted. Powerful coffee mills are in constant operation, and a staff of seven capable and gentlemanly assistants is employed. Mr. Drefenderfer has had charge of the business for the company in this city for upwards of ten years, and is a man of large business capacity, and unmistakable executive ability.

HENRY D. BRENEISER, Wholesale Dealer and Jobber in all Kinds of Chewing and Smoking Tobacco and Cigars, Etc., Nos. 39 and 41 North Sixth Street.—This concern is the second oldest establishment of the kind in this city, and one of the largest in central Pennsylvania, its business connection, which is of a most substantial character, extending all over Berks, Lebanon, Lancaster, Chester, Montgomery and adjoining counties. The house was established some thirty years ago, and was formerly located at corner Seventh and Penn Streets, the business being moved to the present commodious quarters in 1837. The premises here occupied comprise the whole of a three-story and basement building, 25 x 100 feet, neatly fitted up and well ordered throughout, and an efficient staff is employed in the concern, while two representatives are kept on the road. A very heavy and complete stock is constantly carried on hand, (Mr. B. being agent for Lorillard and all other leading manufacturers) and includes smoking and chewing tobaccos of every description, fine and medium grades of cigars, all the favorite brands of cigarettes, snuffs, pipes and everything comprehended in smokers' articles. Mr. Breneiser, who is a gentleman of full middle age and a native of this city, is a man of energy and enterprise, thoroughly conversant with the wants of the trade.

J. N. SCHEIBLE, Plumber, Gas and Steam Fitter, No. 209 North Sixth Street.—Among those who have acquired a deservedly high reputation for skill and ability as plumber, gas and steam fitter, it is safe to asseverate that none in this city are more thoroughly competent to execute work in this direction than Mr. J. N. Scheible. He has had many years practical experience and is fully conversant with all branches of the business, and is well equipped and prepared to execute work of all kinds in this line and attend to repairing and jobbing. Special attention is paid to ventilation and drainage and fitting up bath tubs, sinks, closets, etc., and sanitary plumbing of every description; and also gas fitting and steam heating. A one-story building having an area of 25 x 80 feet is occupied, which is divided into store and workshop, and well stocked with a general line of pipe of all kinds, and the newest improved sanitary devices, globes, chandeliers, brackets, etc., and supplies and materials generally. Mr. Scheible was born in Franklin County, where he was engaged in business for some time. About 1884 he located in this city, and has been in the plumbing, gas and steam fitting business upwards of twenty years. From five to ten workmen are kept constantly engaged.

DWIGHT SEED CO., Farmers' and Gardeners' Headquarters, No. 528½ Penn Street.—This is one of the largest and leading concerns engaged in the branch of mercantile activity indicated in central Pennsylvania. The assortment displayed here is very large and complete and of a very superior character, while remarkably low figures are quoted all around, Philadelphia prices prevailing. Every article sold in this responsible establishment is warranted as represented, the house being conducted on strict business principles, and persons having dealings with the Dwight Seed Co. are assured of finding the same of a satisfactory character. The premises occupied comprise a store and basement, 25 x 165 feet, well ordered in every department, and several efficient assistants are employed, all orders receiving prompt attention. The stock includes besides field, grass and flower seeds of every variety, bulbs, roots and kindred products; also agricultural implements, garden tools, farm machinery and everything in this line. Mr. F. G. Dwight, who is superintendent, is a native of this city, and during the twelve years he has been in business has been uniformly successful.

INDUSTRIES AND WEALTH OF POTTSVILLE.

POTTSVILLE, the principal town of the county of Schuylkill, and the great mart of the coal trade, is situated just above the gorge by which the Schuylkill breaks through Sharp Mountain. The main branch of the river here comes in from the east, and receiving Norwegian Creek from the north, turns suddenly to the south and flows away through the gorge. Pottsville proper, occupies the northern slope of the mountain, and the valley of Norwegian Creek. Immediately below on a narrow neck along the turnpike, is Morrisville;—near the junction of the stream to the left of the point, is Greenwood; and below the junction, immediately in the gorge, is Mt. Carbon. All these were incorporated on the 19th of February, 1820, in the borough of Pottsville, which also includes what were once known as Bath, Salem and Allenville. Pottsville is eighty-six miles northwest of Philadelphia, in a direct line, and ninety-three miles by the Philadelphia and Reading Railroad; fifty-eight miles northeast of Harrisburg, and two hundred and fifty-six miles northeast of Pittsburg.

Early History.—Pottsville is famous for its rapid growth, and the speculations that accompanied its origin. In 1822, the house known as the White Horse tavern was kept by Mr. John Pott, who owned land in the vicinity, as a sort of watering place for the stages on the Sunbury road. In 1824, we hear of five scattered dwellings in the neighborhood. The causes which led to the influx of miners and speculators about 1825, may be directly referred to the discovery and introduction of the coal of this region into notice. The town was soon laid out—or rather several towns—for each prominent adventurer had his favorite location; and as each successive arrival of greedy adventurers tended to fan the flame of speculation; town lots, and coal tracts (some with coal and many where coal was imaginary) doubled, trebled, and quadrupled in value and passed from hand to hand like currency. Houses were rapidly constructed to accommodate the immense crowds that came to search for lots and lands, and in 1828, we hear of several excellent stone houses and stores, others of brick and frame, a weekly newspaper (the *Miners' Journal*, to-day one of the most prosperous of the superior journals of the state), a Reading Room, hotels, etc. Messrs. John and Benjamin Pott had also erected their Greenwood furnace and forge, and were making iron from the ore obtained below the Blue Mountain. The next year "Clinton Row" on Mahantango Street, and another row of houses were erected; and such was the activity in building, that it became necessary to send to Philadelphia for lumber, to use in a region that had hitherto exported little else but lumber and coal. A daily stage was also established to Philadelphia in that year, and a trip of fourteen hours was regarded as something remarkable. A dozen little towns had already arisen around Pottsville. Railroads also began then to be introduced, imparting a new impetus to the coal trade. The Schuylkill Valley, the Mill Creek, and the Mount Carbon railroads were started in that year. The following extract from the *Miners' Journal* for 1829, will give an idea of the rapid rise of coal lands;—
"Five years ago (1824) the 'Peacock' tract of coal land, belonging to the New York and

Schuylkill Coal Co. was purchased by them for the sum of \$9,000. Last week it was sold, and bought in by the original seller for the sum of \$42,000. The present owner, we understand, would not dispose of it for \$70,000. A tract of 120 acres on Broad Mountain, was disposed of for the sum of \$12,000: which was bought nine months ago for \$1,400. One fourth of another tract, of 450 acres, on the Broad Mountain, has been disposed of for \$9,000; at which rate the whole tract would be worth \$36,000. But this estimate is too low; the remaining three-fourths will bring that sum alone at the present time. This tract was purchased, about six years ago, for \$190. A tract on the West branch was sold for \$6,000, which was purchased nine months ago for \$700. Another tract was sold for \$16,000, which was purchased nine months ago for \$1,000. As these sales have taken place within the last week besides several others of which we have not heard the particulars." Associations of individuals forming joint stock companies, having obtained charters for the mining of coal from the legislatures of other states, also purchased lands in this region, which, to evade the statutes of mortmain declared to be in force in Pennsylvania, were held in virtue of deeds of trust, and were used and occupied by these companies. Capital was thus introduced, and important public improvements made. Pottsville has since grown and flourished beyond example. The farmer shared alike the general prosperity in the new, convenient and certain market for his produce. In the midst of this hum of industry, this tide of prosperity, and flow of capital, it was not to have been expected that a spirit of speculation should have been entirely dormant, or all who purchased lands did so with the bonâ fide intention of occupying them themselves, by actual resident settlement, or of realizing their expenditures from the product of the mines. Hence a fictitious value was sometimes given to coal lands. Calculations being made to ascertain the number of square yards containing coal in an acre of land, and its value, and some calculating also the quantity that each acre was capable of producing, without either knowing that it contained coal at all, or counting the cost, labor and expense of producing it, the adventurer considered the sum of one, two or three thousand dollars per acre a very inadequate price. The few who thus ran into error and extravagance, and purchased land under these impressions, and with these expectations, (and it is rather a matter of surprise that the number was not greater) were compelled either to lose money themselves, or impose their losses upon others. They were therefore interested in producing fluctuations and uncertainty, rather than steadiness and certainty, in the coal market. Their fortunes could not be injured by the most sudden change, but might possibly be benefited; and if a supply of coal were one year withheld, in order that the price might advance to ten, twelve or fifteen dollars a ton, data would be afforded for another estimate of the value of their lands, by the square yard of coal, and the owner again realize, and perhaps double the amount of his purchase money. These, however, are the things that have been, and it is rightly believed have passed away. It is not now in the power of the speculator seriously to affect nor of the monopolist permanently to control the coal trade of Pennsylvania. This mineral is happily too vast, and the facilities for transporting it to market too numerous and diversified, to be grasped by the hand of one or the other. At one time, but a few years since, this might have been done, had the localities of our coal districts been accurately known. But this knowledge was imparted in proportion as the interest or ambition of one impels him ahead of another and as necessity leads to invention and discovery; and it is now improbable that such a state of things will ever occur.

Pottsville To-day.—So much for the speculations and speculations incidental to the early growth of Pottsville. Let us now devote a few words to the populous, prosperous and progressive Pottsville of to-day, a city whose very name is synonymous with thrift, perseverance, and stable conservatism. Since the bygone period alluded to when "wild-cat" plunging into shady speculation seemed to be the alpha and omega of commercial existence—old mines have been exhausted and new ones opened; a great number of new railroads have been constructed; several mines have been explored, and profitably worked, below the water level. The geological formation of the region has been fully prospected; railroad communication has simply effected

a revolution in the transportation of coal, and the speculations of the thirties has expanded and exploded. Population has increased from 2,424 in 1830, to 13,253 according to the census of 1880, and there can be little question but the aggregate number of inhabitants for the census of the ninth decade will reach nineteen thousand or more. Its trade no longer driven back and forth by the tide of speculation has settled into a steady channel, well understood and well managed by capitalists, merchants and miners. The city now contains handsome dwellings and stores, bright picturesque streets, horse-cars, saloons, hotels, churches, schools, charitable and social organizations, in short all that goes to make up the wants and requirements of the modern metropolitan city.



SOUTH CENTRE STREET.

MANUFACTURING ADVANTAGES.

As a prosperous seat for industries of any class, Pottsville holds a most prominent position, and the country around being thickly settled, furnishes an ample demand for much of the goods produced. Besides the enquiry from the residents of the adjacent territory, there is a large and growing one from sections more remote. Pottsville presents all the primary claims for profitable manufacturing, which we will proceed to enumerate in detail. First, comes the all-absorbing question of the cheapness of fuel. On this head there is nothing new in the way of argument, for this subject has been exhaustively canvassed by more able pens than ours. But, while it is an old topic, still it is always one of interest to the resident and stranger alike. The very fact that Pottsville is the throbbing heart of the famous Schuylkill anthracite regions, ought to be

sufficient to cover the ground in this respect. The numerous collieries located in the borough limits are ever in a state of activity, daily producing thousands of tons of a quality of coal acknowledged the world over to be the best steam-producing agency ever found. Indeed, on the activity of these collieries the prosperity of Pottsville in the future may be said to rest, as much, if not more so, than it has in the past. George Chambers, in his admirable historical review of the city, says: "The history of Pottsville is so closely interwoven with the history of the anthracite coal trade, that it is impossible to entirely separate the one from the other." It is certainly the most prominent industry here, furnishing the means of livelihood to the bulk of the male population, and has been in times past the principal cause of her prosperous and rapid growth. Next to cheap fuel, the question of rapid, cheap and efficient transportation facilities presents itself. Here also is Pottsville pre-eminently endowed. Three great railway systems converge here, and compete actively for carrying trade, both in and out of the place. They are the Philadelphia and Reading, the Pennsylvania and the Lehigh roads. They offer our merchants and manufacturers great inducements to secure their patronage for their respective lines and furnish rail communication to all parts of this country, and, with low freight tariffs, permit the shipment of new material into the town and the out-shipping of the finished product to market at minimum rates. Favorable sites for the erection of plants abound in every part of the city, taxes are low, and a live, active Board of Trade will afford all the needful help to new comers contemplating removal here.

COMMERCE AND TRADE.

In these two important trade departments—wholesale and retail—Pottsville is fully abreast of the times. Her merchants, keen and active in competition, permit no opportunity to slip by where they can dispose of their goods and extend the reputation of Pottsville as a busy trade center. The commercial houses are quite of a metropolitan character, and are of a very varied description. The wholesale operations are confined mostly to cigars and tobacco, dry goods, groceries, hats and caps and other staples. The retail trades are equally well represented and are conducted with an admirable, enterprising spirit. The latest census of the business houses shows that every phase of human industry, properly comprehended in this term, is represented, and, what is more to the point—all are doing a prosperous business. All the higher and important professions are here in force as well, jurisprudence included, the town being the county seat, and therefore containing a fine Court House, the County Jail and other shire institutions. Her retail merchants generally carry complete and fresh stocks of the various lines of goods, and, turning them quickly, realize the best possible results.

BANKING FACILITIES.

In a community so progressive and industrious as Pottsville, containing such a thrifty population, it must needs be that the banking arrangements of that place come up to the highest standard of excellence. We cite them as follows:—

	ORGANIZED.	NATIONALIZED.	CAPITAL.
Miners' National,	1828	1864	\$500,000.
Government National,	1863	1865	100,000.
Pennsylvania National,	1866	1866	200,000.
Safe Deposit Bank,	1870		100,000.
Mechanics Safe Deposit Bank,			100,000.
		Total Banking Capital,	\$1,000,000.

NEWSPAPERS.

Keeping pace with the march of progress in every sphere of activity—in industry, finance, commerce, trade, science, art and literature—it is only in the nature of things that the people of Pottsville should be fully abreast of the times in the matter of "press," as they indeed are, supporting as they do the Miners' Journal, a daily and weekly sheet of great influence in this region; Evening Chronicle; Standard; Jefferson Democrat; Daily and Schuylkill Republican, and Amerikanischer Republikaner

CITIZEN SOLDIERY.

In Military Companies, Pottsville possesses two; Washington Artillerists, Co. F, Fourth Regiment, and National Light Infantry, Co. H, Eighth Regiment. The town is the home of the general formerly commanding the Third Brigade, N. G. P., and the Third Brigade Band is also stationed here.

BENEVOLENT ORDERS, ETC.

As a center of industrial, commercial and political activity, Pottsville contains a great number of societies, organizations, etc., devoted to a variety of purposes—benevolent, social, political, temperance, religious, scientific, etc.,—the most prominent being the Masonic Order, I. O. O. F., P. O. S. and A., and G. A. R., besides medical, dental, pharmaceutical, and several other professional, technical and literary association

POTTSVILLE AS A PLACE OF RESIDENCE.

As a place of residence, Pottsville has many attractions. The location is a delightful one, and its eligibility in this regard has had much to do with the development of her resources. The sanitary condition of the city is in the highest degree creditable, and, as a result, the death-rate is not excessive. Taxation is low; the city has telegraph, telephone and express services ample for all requirements, competing lines of transportation insuring the lowest rates; and all these and other advantages combine to make living in Pottsville cheaper, better and more pleasant than in places of the same population in the country, while there are always abundant opportunities for employment for skilled artisans and day laborers. Then the city, from her favorable situation, her advantageous surroundings, her commercial facilities, her business opportunities, her advantages as a manufacturing and distributing point, her wealth and intelligence, refinement and culture of her people, and the thousand and one things that tend to make a city a desirable place of residence, are attracting the attention of people in other parts of the state, and, as a natural result, a tide of capital and business enterprise is continually flowing in this direction, and helping to raise the city to a high plane among the principal manufacturing centers in the land. The business of Pottsville in fact, has had a steady, healthy growth, speaking well for the prudence and foresight of the capitalists, merchants, manufacturers and investors who are here engaged in business pursuits. A fair criterion of Pottsville's progress and industrial wealth may be gathered at a glance by a perusal of the succeeding pages containing statistical data relative to her leading merchants and manufacturers of to-day.

INDUSTRIES AND WEALTH OF POTTSVILLE, PENN.

D. G. YUENGLING & SON, Brewers of Lager Beer, Porter, Ale and Brown Stout.—One of the most important industrial and commercial interests in the city of Pottsville is the brewing of malt liquors. In this connection special reference is made in this commercial review to the old established and representative firm of Messrs. D. G. Yuengling & Son, brewers of lager beer, porter, ale and brown stout. This business was established in 1828 by D. G. Yuengling, who conducted it till 1873 when the firm of D. G. Yuengling & Son assumed the management. In 1877 Mr. D. G. Yuengling died, after a successful and honorable career, and the business is now the property of his widow, Mrs. E. Yuengling, and his son, Mr. F. G. Yuengling. The brewery is a superior, four-story building in front, with seven stories in the rear. It is fully equipped with the latest improved apparatus, appliances and machinery, including a kettle of 210 barrels, 10 pumps, two boilers of 110 and 135 horse-power and four steam-engines. There are also two Mayer ice machines, of 35 and 50 tons capacity respectively, in active operation. The vats, mash tubs, coolers, boilers, etc., in fact all the superior interior equipments are greatly admired by experts, and by those who know anything about brewing. The storage accommodations of the brewery are very extensive, so that the ale and lager are not hurried from the vats to the consumers, but are kept in cool cellars to mature until of proper age. The brewery is noted for its cleanliness, and in these respects has no superior in the country. The storage capacity is equal to 30,000 barrels, the brewing capacity to 65,000 barrels. The firm's malt house produces 50,000 bushels of malt annually. There are twenty miles of cooling pipe, and the brewery is supplied by a reservoir having a capacity of 4,000 barrels. The ale brewed here is equal to the best imported, and is made without the aid of sulphate of lime, which is so largely used in English export ales, to prevent their becoming sour in hot weather, which imparts that peculiarly unpleasant flavor they possess. The firm's lager beer is unrivaled for purity and quality, and possesses a delicacy of flavor rarely found in other brands. They employ in their brewery eighty brewers, operatives, etc., and twenty-five wagons delivering orders. Their trade, which is steadily increasing, now extends throughout all sections of Schuylkill, Northumberland, Dauphin, Lebanon and Lycoming Counties. The firm sell two-thirds of all the lager consumed in Schuylkill County. Mr. F. G. Yuengling is an authority with regard to everything relating to brewing, and is highly regarded by the community for his ability, enterprise and sterling integrity. He is a director of the Pottsville Safe Deposit Co., Pottsville Water Co., Pottsville Gas Co., Anthracite Electric Light Co., and Pottsville Real Estate Title Insurance and Trust Co. Mr. Yuengling is a member of the United States Brewing Association, and has ever been an active supporter of all measures conducive to the welfare of his fellow-citizens. In conclusion we would observe, that the malt liquors brewed by this old and responsible brewery have ever met with the approbation of the best judges, while physicians recommend them as pure and healthy beverages, devoid of adulteration or any deleterious elements.

C. HARLES RETTIG, Brewer of Porter, Ale and Beer, Nos. 818, 820, 822 and 900 West Market Street.—This brewery was built many years ago. In 1865 Messrs. Rettig & Liebner assumed the management, and conducted it till 1879, when Mr. Charles Rettig became sole proprietor. Mr. Rettig is a highly qualified and expert brewer, possessing an accurate knowledge of every detail of scientific brewing. The brewery and adjacent buildings are constructed in a durable manner, and the various departments are fully equipped with the latest improved apparatus and machinery known to the trade, including a first-class ice-machine. Here eighteen brewers, operatives, etc., are employed, and the machinery is driven by steam-power. The capacity of the brewery is 20,000 barrels annually, and the sales for the past year amounted to 15,000 barrels. The ale, porter and beer brewed here are unsurpassed for quality, purity, flavor and excellence, and are preferred by hundreds to any other brands. The storage accommodations are ample, and the prime quality of Mr. Rettig's malt liquors is due not only to the skill in manufacture, but also to his facilities for keeping in stock large quantities, which are allowed to mature previous to being entered for consumption. Mr. Rettig was born in Germany, but has resided in Pottsville for the last thirty years. He came to America in 1860, and relates that upon his arrival in New York he had twenty-five cents—the sum total of his worldly capital. Of this meager amount he was soon relieved by a colored boy, who inveigled him into having his boots blackened, and after performing the job the young scamp took the quarter and went around the corner to get it changed. That was the last Mr. Rettig saw of the quarter—or the boot-black. This was, to be sure, a disheartening first experience of a stranger in a strange land, and we are not surprised that he was at once disgusted with the "freedom of America." "If I had had money," said he, "I would have taken the first steamer and returned to the fatherland, forthwith." But penniless and alone he worked his way to Philadelphia, where he found employment with Engle & Wolf, brewers. Later he was recommended by Peter Schemm to Fred. Lauer, the famous lager beer king of Reading. Mr. Lauer subsequently sent him to his brother, George Lauer, of Pottsville, for whom he served as head man at the Orchard Brewery until 1865, at which time he married the daughter of Joseph Liebner, and decided to start in business for himself. He had by frugality saved a small amount of money and in partnership with his father-in-law, under the firm name of Rettig & Liebner, started the little brewery adjoining the Blue Tavern on the Port Carbon road. They had a four barrel kettle with which they turned out beer, porter and ale. Mr. Rettig doing all the work himself by hand. Three years later—in 1868—they purchased the present site at Ninth and Market Streets from Mr. McBarns, and started out with a fifteen-barrel kettle which they thought was a "big thing." In 1873 Mr. Rettig took sole charge of the business and has increased it until he now runs three kettles of seventy-five barrels daily capacity each, utilizes twenty head of horses and mules and employs twenty men regularly.

NEW YORK LIFE INSURANCE COMPANY, Little & Company, District Agents.—That successful, progressive insurance corporation, the New York Life Insurance Company, has been represented in Pottsville for more than a score of years, and since 1890 its representatives here have been Messrs. Little & Company, who are the agents for the whole of Schuylkill County, and who control a large business connection. This company has had a most successful career. It began business in 1845, as a purely mutual company, and without a dollar of capital stock. Yet it has grown to be one of the largest, strongest and most prosperous life insurance companies in the world. This prosperity has been the result of carefully considered plans of insurance, which have given policy-holders valuable privileges, and liberal returns for their money; a discernment of the signs of the times, which enabled the company to improve its condition while others suffered loss, and to expend money for new business to good advantage; energy in extending its business and skill in the selection of risks, thus keeping down the ratio of expenses and death claims to income; and prudence in the investment of funds, giving the company that income from interest alone that has more than sufficed to pay its claims by death. The last (the forty-fourth) annual report of the company gives these facts of the business for a year: Total income, over twenty-five million dollars; benefits to policy-holders, nearly eleven million dollars; interest income, over five per cent. on average net assets; new insurance written, over one hundred and twenty-five million dollars; assets, over ninety-three million dollars; surplus, by new state standard, thirteen and a half million dollars; insurance in force, nearly four hundred and twenty million dollars. All these items show increases over the figures of 1887 from an increase of over half a million in interest receipts to an increase of sixty millions in insurance in force. This is a splendid showing, and at once demonstrates the public confidence in the management. Messrs. Little & Company are prepared to place risks with the company to any amount and to afford all information desired. The principal of this firm, Mr. Christopher Little, is a native of Maryland, and has resided in Pottsville since 1849. He is an attorney, has been a member of the bar since 1837, practices in all the courts, and is very popular in the community. This firm are also agents for a large territory, embracing some eight counties of the coal regions and adjoining counties, viz.: Schuylkill, Montour, Columbia, Northumberland, Union, Snyder, Luzerne and Carbon.

BEECHER & SOBER, Mining Timber, White Oak, White Pine, Mills at Sober P. O., Zerby Station, Centre Co., Pa.; at Gorton Heights, near Peale, Clearfield Co., Pa., Principal Office, No. 110 South Centre Street, Pottsville, Pa.—The house of Messrs. Beecher & Sober is entitled to more than passing recognition in this review, as being not only eminent in the lumber business, but as conducting a trade of great magnitude with mining and railroad companies, and other large consumers, throughout Pennsylvania. The firm are extensive dealers in mining timber, white oak, white pine, hemlock lumber, ties and bark, making a specialty of long bill timber and the cutting of bills to order. The business was established in 1863, with one mill in Centre County, and has since been developed to proportions of great and growing importance. The firm now controls 6,190 acres of timber land, and operate extensive mills at Sober, Zerby Station, in Centre County, and at Gorton Heights, near Peale, Clearfield County, with main offices at No. 110 South Centre Street in this city. The capacity of their mills is 10,000,000 feet per year, and their annual sales of timber and lumber foot up something like 2,000 car loads. Every convenience is afforded for promptly filling orders, and special inducements in terms and prices are offered in all sales. Transactions are conducted on the most liberal basis, and the connections of the house with producers are of the most intimate and influential character, while all dealings with the firm are sure to result pleasantly and profitably. Employment is given to from eighty to one hundred workmen in the various departments of the business, and the house is a leader in the lumber industry in this section of the country. The co-partners, Messrs. J. W. Beecher and C. K. Sober, are prominent representatives of the industry in this state, and none possess a more intimate knowledge of all the wants and requirements of the trade. Mr. Beecher is a native of Schuylkill County, and has resided in Pottsville since 1836. Mr. Sober was born in Northumberland County, is a resident of Lewisburg, Union County, and is superintendent at the mills.

CITY BUSINESS COLLEGE, G. A. Transue, Principal and Proprietor, Nos. 107-109-111 West Market Street.—The fierce competition in the business community, the prevalence of shrewd and frequently dishonest business methods, the magnitude of every variety of commercial industry—all these make a business education, such as is imparted by every properly organized business training school, absolutely indispensable. Then the youth who aspires to a position in the counting-room must possess the requisite qualifications, or his proffered services are rejected. It is an acknowledged fact that business men will no longer tolerate the presence of the incompetent. They demand immediate service, and service that is efficient and satisfactory. This efficiency outside of the counting-room he can acquire satisfactorily only in a well conducted business college, such as that conducted in Pottsville by Mr. G. A. Transue and his corps of assistants. Mr. Transue brings to bear in the management of his prosperous college well grounded ability and experience. He was born in Easton, Pa., and received his instruction from private tutors. He has been a teacher for ten years, and formerly had charge of the commercial branch of the Keystone Academy at Factoryville, Pa. On April 6, 1887, he opened the Pottsville Business College in the Esterly Building, and in February, 1888, removed to the premises now occupied at Nos. 107, 109 and 111 West Market Street. The third floor is devoted to the business of the college, which is attended by about 120 students, attesting the popularity and increasing usefulness of the institution. Day, evening and Saturday morning sessions are held, and the regular business course embraces book-keeping, penmanship, commercial arithmetic, business correspondence, banking, business practice, typewriting, shorthand writing, lectures on business law; and the normal course of instruction embraces penmanship, arithmetic, English grammar, spelling, United States' history, etc. The muster roll of the college includes students from all over Schuylkill County. No diploma is issued to a student here until he has earned it by ability and work. Qualified graduates find it easy to secure responsible and lucrative positions in business houses, and those who annually leave this alma mater are speedily absorbed by a discerning commercial world. Mr. Transue publishes a concise prospectus of his college, and every father or aspiring young man should secure a copy and learn full particulars.

L. C. THOMPSON, Hardware, Oils, Paints, Corner Centre and Market Streets.—The establishment conducted by Mr. L. C. Thompson, at the corner of Centre and Market Streets, is a pioneer in the hardware line and the leader of the trade in Pottsville, representing a reputation and patronage that is the result of thirty-five years of honorable and successful effort. The house was founded in 1855, by Messrs. Stichter & Thompson, and in 1865, Mr. Thompson succeeded to the sole control. The business premises on Centre and Market Streets comprise 14,000 square feet of floor space, while a three-story warehouse, 50 x 125 feet, is utilized on Railroad Street. The several departments here represented are filled with an immense and valuable stock, embracing builders' and general hardware, shelf goods and cabinet hardware, locksmiths' and butchers' supplies, iron and steel, nails, spikes and bolts; chains, drills and crowbars; files, rasps and chisels; carpenters', mechanics' and machinists' tools; drain pipe and cement, scales and heavy carriage hardware, paints, oils and glass; hand, circular and mill saws; coal, whale, sperm, lard and lubricating oils; lamps and lamp goods; table and pocket cutlery, and utensils, implements and tools for all trades. These supplies are purchased in vast quantities direct from the manufacturers, and special attention is given to the character and quality of the productions, the aim being not only to meet every want of the trade and public, but to offer the very best in every case that the markets afford. Significant advantages are extended to customers in the matter of prices, and all the great resources of the house are used to promote the best interests of its patrons. Both a wholesale and retail business is transacted, and, in addition to a large local trade, a heavy demand is ministered to, coming from all parts of Schuylkill County. Employing ample capital, and commanding advanced opportunities for the procurement of supplies, this house may be justly considered as a tower of strength in the field of commerce. Mr. Thompson is a native of Pottsville, and one of its best known citizens and representative merchants, enjoying the respect and esteem of the entire community for his honorable and successful business career.

HIRSHLER & FOX, Wholesale Manufacturing Clothiers, No. 10 North Centre Street.—By reason of meritorious quality of its goods and the uniform integrity characterizing all its transactions, the house of Messrs. Hirshler & Fox, the well-known manufacturing clothiers, at No. 10 North Centre Street has advanced to a position of commanding importance in the trade. The co-partners, Messrs. M. Hirshler and Ed. Fox, are gentlemen of extended experience, intimately familiar with the wants of the public, and active and enterprising in meeting every demand made up in their resources. The business so successfully conducted by them was established in 1850, by Mr. Greenwalt, who gave place to the firm of Greenwalt & Hirshler in 1874, and the present firm succeeded to the control in 1885. The business premises comprise three floors 25 x 121 feet each, fitted up in the most elegant style and forming the most attractive trade palace in Pottsville. The first floor is devoted to the sale of ready-made clothing, hats, caps and gent's furnishing goods. The second floor is divided into departments for boys' and children's clothing and for the merchant tailoring business; and the third floor is used for storage of surplus stock. The firm manufacture all goods in the clothing line, employing some fifty expert hands outside, while they make a leading specialty of merchant tailoring. The garments made to measure by this firm are widely recognized as simply perfection in style, fit and artistic workmanship. To seek their services once is to be their patron always. They are heavy importers of cloths and cassimeres and their stock in this line is the largest and finest ever brought to this city. It is complete in material, design and novelty, and the very best sources of European and American production have contributed to its wealth. The goods displayed in the ready-made clothing department are cut and made up with the care of custom tailors, everything being made in the latest style, of the best material, while the wide range in quality, grade and price, enables the firm to cater successfully to all tastes and means. The resources of the house are so great that it is justified in quoting astonishingly low prices, and such as cannot be afforded by weaker and less enterprising concerns. The partners have a high reputation for liberal and honorable dealing, and are eminently popular with their host of patrons. Mr. Hirshler has resided in Pottsville for the past thirty-five years. Mr. Fox has resided here since 1848. Both are experienced clothiers, and are richly deserving of the success and popularity they now enjoy.

ALBERT CABLE, Druggist, No. 203 West Market Street.—A well appointed drug store is a very important necessity in every community, and when Mr. Albert Cable removed his drug store from Shamokin to this place, he made a welcome addition to the list of enterprising business men of Pottsville. Mr. Cable is a practical pharmacist with long experience, having been engaged in the drug business for the past twenty-two years, and served his apprenticeship with Mr. J. A. Heintzelman, the well-known druggist of Philadelphia. In 1872 he opened a store of his own in Shamokin, and in 1874 he removed the business to Pottsville, where he had a larger field for business. His store at No. 203 West Market Street has all the conveniences of a first-class pharmacy, and always carries a full supply of pure drugs and medicines, fine toilet articles, etc. All prescriptions are carefully compounded, and only the purest drugs and medicines are used. In proprietary medicines Mr. Cable carries a full line and indeed there is nothing usually found in a first class drug store which he cannot supply. Mr. Cable prepares many remedies of unexceptional merit and efficacy, including Holly Leaf Lintment, which cures headache, neuralgia, rheumatism, lumbago, earache, sprains, burns, sore throat, pleurisy, cramps, cholera morbus, diarrhoea, dysentery, etc. Elixir of Life, which is the great liver and kidney panacea, and is the only vegetable substitute for calomel and its compounds; a more effective tonic than quinine. Fever and ague sufferers need not have any fear of its "striking in the bones;" it removes all sallowiness from the skin, leaves the whole body strengthened, the intellect clear and eye bright. It will positively cure diseases of liver, kidneys and bowels, bilious headache, nervousness, loss of sleep, restores the appetite, removes costiveness, dyspepsia, indigestion; and all diseases that are brought on by overloading the stomach with heavy, rich and pastry foods; gulping down the food with hot tea or coffee must be avoided or no medicine of any kind will be of any benefit. His Syrup of Pilocarpine for coughs and colds is one of the best

medicines ever prepared for this purpose. Marigold, which is a positive cure for chapped hands, lips, face, tan, sunburn, etc., and his Liver Pills are the best prepared, for headache, dizziness, pain in the back, congested liver, languid or tired feeling. They can't be equalled and should be kept in every house. The trade mark for these valuable articles is K. Bell. The store itself is neat and attractive and handsomely furnished in the best of taste. Mr. Cable is a native of Northumberland County, and is now a man of middle age. He stands high in the esteem of the community and of his profession, and is a member of the Pennsylvania Pharmacists' Association.

POTOMAC LUMBER COMPANY, Manufacturers of White Oak, Red Oak, Poplar, Basswood, Maple and Hickory Lumber.—The rapid growth and development of the lumber business in Pennsylvania has been largely brought about through the enterprise of such houses as the Potomac Lumber Company, whose headquarters are at No. 110 South Centre Street, Pottsville, and whose lumber mills are situated at Elk Garden, W. Va. This company are widely prominent as manufacturers of white oak, red oak, poplar, basswood, maple and hickory lumber, and are an important factor in supplying the trade in this section with these valuable woods in car load lots. The business was originally established in 1885, by Mr. J. W. Beecher, and in 1887 Mr. M. H. Boyer was admitted to partnership under the present name and style. They lease 2500 acres of timber land, and operate a narrow gauge railway three miles long, connecting their premises with the West Virginia Central Railroad. Their mills turn out ten to fifteen thousand feet of lumber per day, and their facilities are such that bills of lumber are cut to order at the shortest possible notice, and all the wants of the trade are supplied with unsurpassed promptness and satisfaction. Large quantities are shipped in car load lots to all parts of Pennsylvania, New Jersey, Delaware and adjoining states, and sales average 200,000 feet per month. The lumber handled and sold by this house is a favorite with the trade wherever used, being well seasoned, of the choicest growths, and commending itself at once to the confidence and patronage of critical and discriminating buyers, while the lowest market prices are invariably quoted. Mr. Beecher, the founder of the business, has long been prominent in the lumber trade, and retains the esteem and confidence of buyers in the highest degree. Mr. Boyer resides at Pine Grove, Schuylkill County, where he is proprietor of a general store and saw mill. The success of the Potomac Lumber Company is assured for the future under the fostering care of these reliable and experienced gentlemen.

JOSEPH V. WINGERT, Druggist, No. 105 South Centre Street.—The well-known drug store, located at No. 105 South Centre Street, is one of the leading and most popular pharmacies in the city, and, as such, commands a large and influential patronage. The business here was founded on March 4, 1870, by the late Mr. Joseph V. Wingert, who died in 1888, and it has since been continued by his widow, under the management of her late husband's brother, Mr. A. L. Wingert, who is a practical chemist and druggist, and who has been connected with the house from the beginning. He learned his business in this store under his brother, is a native of the city, and is widely known and popular. The store is of ample dimensions, is provided with every convenience, and is elegant and attractive in its fittings and appointments, every convenience and facility being at hand for the successful and satisfactory prosecution of the business. The stock is a large and comprehensive one, and includes the purest and freshest drugs and chemicals, proprietary medicines, pharmaceutical preparations of high merit, roots, barks, essences, extracts, all the latest novelties in perfumery, toilet articles, fancy goods, surgeons' and physicians' supplies, and druggists' sundries of every description. The house is perfectly equipped for its specialty of prescriptions, and in the compounding of physicians' prescriptions and family recipes only the purest and freshest drugs and chemicals are used, while every precaution is taken to secure the most complete accuracy and to render mistakes impossible. The patronage of the house is drawn from all classes of citizens, and the leading physicians of the city send their patients here to have their prescriptions filled. Three assistants, all of whom are duly qualified, are employed, and the most prompt and courteous attention is given to all customers, who can always rely upon obtaining here, at the lowest possible prices, the best and most reliable goods in drugs and chemicals of every description.

J. W. BEECHER, Mining Timber, White Pine, Yellow Pine, Hemlock, Oak and other Hard Woods, No. 110 South Centre Street.—The leading source of supply in this section of the country for mining timber, railroad ties, and the best grades of hard woods, is the office of Mr. J. W. Beecher, at No. 110 South Centre Street, in this city. This gentleman is the best known dealer in the lumber trade in Pottsville, handling all kinds of mining timber, white pine, yellow pine, hemlock, oak and other hard woods, railroad and mine ties, bark and piling, and makes a leading specialty of supplying the wants of railroad and mining companies in this regard. He established his business originally in 1878, at Pine Grove, removing to Pottsville in 1887. He owns and controls individually large bodies of timber land, besides one-half of 2000 acres in Lycoming County, one half of 8000 acres in Schuylkill County, and tracts of 1600, 100, 167 and 31 acres in the latter county. He is thus prepared to conduct all operations under the most favorable conditions and upon the largest scale. All commissions are promptly filled, timber is supplied right from the stump, and all kinds of lumber are cut to order at the shortest possible notice. The trade is large, first class and influential throughout Pennsylvania, New Jersey and Delaware, and sales average 500 car loads per year. The policy upon which the business of the house is conducted is characterized by a careful fostering of the interests of patrons, so that transactions once begun are made not only pleasant for the time being, but also of such a nature as to become thoroughly profitable and permanent. Mr. Beecher is a native of Schuylkill County, and has resided in Pottsville since 1888. He is treasurer of the Glen Union Lumber Company, limited, a partner in the Potomac Lumber Company and in the lumber firm of Beecher & Sober, and a leading authority in the lumber traffic in the state. The business over which he presides has been developed to its present magnitude by his enterprise and ability, and his success has been honestly won and is well deserved.

HERMAN RABENAU, Apothecary, No. 112 North Centre Street.—A record of a successful career extending over a period of forty years is a strong indorsement in any business, but especially is this the case in the drug business where experience, skillfulness and care are essential requisites. The old and well-known drug store of Mr. Herman Rabenau at No. 112 North Centre Street, has therefore a special claim to recognition on account of full twoscore years of an honorable and highly successful career. Mr. Rabenau is a native of Germany, and he received a thorough education in pharmacy in his native land, where he graduated in his studies. He came to Pottsville forty-five years ago, and after further perfecting himself in his profession by work in a drug store, he five years later opened a drug store of his own, locating then at the opposite side of the street from the place which he has occupied for the past twenty-three years. Mr. Rabenau was by that time well known to the people of Pottsville as a capable, careful and experienced prescription clerk, and from the very start he had a large share of that most important part of the drug business. Twenty-three years ago he removed to his present location where he still has a neat and well appointed store. He continues to make a specialty of prescriptions, but he keeps a full line of druggists' sundries and his place is not lacking in anything that is usually found in a first-class drug store. Mr. Rabenau is recognized as an experienced and skillful pharmacist and is a member of the Pennsylvania Pharmacists' Society. His son, Mr. J. H. Rabenau, is a graduate of the Philadelphia College of Pharmacy and is now an assistant to his father. Two clerks are also employed.

F. M. HULETT, Pianos and Organs, No. 22 South Centre Street.—The leading and most popular establishment in its special line of enterprise in Pottsville and one that enjoys a large and steadily growing trade is that of Mr. F. M. Hulett, dealer in pianos and organs at No. 22 South Centre Street. Mr. Hulett established his enterprise on April 1, 1889, and through the energy and ability exercised in his management, together with the adoption of liberal, progressive business methods, he has won a success of such substantial nature as to guarantee his permanent prosperity in the commercial world. The commodious store occupied is handsomely appointed, and contains a superb stock of pianos, organs and musical merchandise of all kinds, the assortment including the Steck, Sohmer, James M. Starr and Jacob Bros. pianos, and the

Newman Bros., and Chicago organs. These fine instruments are sold for spot cash or on easy cash payments, and are guaranteed to be exactly as represented. Repairing and tuning are also executed at reasonable rates. A full line of string and reed instruments, book and sheet music and musical supplies in full variety are kept on hand, from which all wants may be satisfactorily filled. Mr. Hulett is a native of Gloversville, N. Y., his father having been a glove manufacturer at that place. For three years he was with the house of Blasius & Sons, in the musical line, Philadelphia, and he has had thorough experience in all the branches of his vocation. He is well known in this community, and deserves his success.

BARD WELLS, Mining Engineer.—The profession of a mining engineer is one of great responsibility, requiring superior ability, coupled with long practical experience. Prominent among the representative and reliable engineers located in Pottsville is Mr. Bard Wells, who occupies a splendidly equipped office, and who has every facility for the successful practice of his profession, in which he is an acknowledged expert. He is a native of Pottsville, and graduated with high honors at the Lafayette College at Easton. He makes surveys, prepares plans and maps, and gives prompt attention to all commissions in his line. The fidelity and accuracy manifested by him have been generally recognized, and he has been intrusted with some of the most important work in and out of the state since he started practice in 1876. He had charge of the geological survey of the western, middle and southern anthracite coal fields for three years, and has developed the coal fields of northwestern Canada, Pennsylvania, Kentucky and Virginia. Mr. Wells is the president of the Bird Coal and Mining Company of Northumberland Co., Pa. He has a fine, substantial practice, and is regarded in both professional and social circles as a gentleman of the highest ability, culture and probity; a member of the American Institute of Mining Engineers and Engineers Club of Philadelphia.

THE ANTHRACITE ELECTRIC LIGHT AND POWER CO., R. F. Lee, President, J. C. Lee, Secretary and Treasurer; Office No. 200 West Market Street.—The reliable and successful Anthracite Electric Light and Power Company was incorporated in 1883 under the laws of Pennsylvania with a paid-up capital of \$50,000. It utilizes the Schuyler arc and the Westinghouse incandescent systems, and has sixteen miles of wire in operation in Pottsville and its vicinity. The plant, which is one of the finest in the state, comprises three arc dynamos, eighty-five lights; two incandescent dynamos, 1500 lights; four steam-engines, 200 horse-power, and two steam boilers, 230 horse-power. The electric lights produced by the apparatus of this popular company are soft and pleasant to the sight, and are unrivaled for economy, utility and reliability. The company promptly furnishes and installs arc and incandescent electric lights at very moderate rates, and guarantees entire satisfaction to patrons. The following gentlemen, who are highly regarded in business circles for their executive ability and integrity, are the officers and directors, viz.: R. F. Lee, president; J. C. Lee, secretary and treasurer; T. P. Trayer, manager; Jas. A. Bowen, superintendent. Directors: R. T. Lee, T. A. Riley, R. H. Downing, Robert Allison, W. S. Shaeffer.

H. S. THOMPSON, Civil and Mining Engineer, Room No. 14, Morris Building.—There is not, perhaps, within the entire domain of the arts and sciences any feature of progress in which native genius and skill have been displayed to more advantage of late years in the United States than in civil and mining engineering. Among those who have won distinction in this line in Pottsville, none stand higher in public favor or deserve more honorable mention than Mr. H. S. Thompson, who occupies eligible office quarters at room 14, Morris building. This gentleman has been established in the practice of his profession here for a period of twenty years, and the fidelity, accuracy and perfection of his work in all branches of civil and mining engineering has become generally recognized and appreciated. He has been employed as engineer for the Girard estate for the past fifteen years, and gives his special attention to all its coal mining work. Mr. Thompson is a native of Pottsville, in the active prime of life, and president of the Edison Electric Illuminating Company, and a member of the A. B. and A. M. Yale University, American Institute of Mining Engineers, American Philosophers' Society, of Philadelphia, and the Historical Society of Pennsylvania.

GLEN UNION LUMBER CO. (Limited); Mills at Glen Union, Clinton Co., Pa.; Principal Office: No. 101 South Centre Street.—The importance of the lumber trade in Pennsylvania is forcibly demonstrated by the great concerns and large capital enlisted therein. A leading house represented in Pottsville is that of the Glen Union Lumber Co. (Limited), whose principal office is at No. 101 Centre Street, with extensive mills and timber lands in Clearing County. This company are manufacturers and dealers in mining timber, white oak, white pine, yellow pine and hemlock lumber, ties and bark. The company was organized in 1889, with a capital of \$27,000, and with E. L. Bullock, chairman; J. W. Beecher, treasurer; C. K. Sober, general superintendent. This company have no less than 35,000 acres of good timber land in Clinton County, the value of which, so close to market, cannot be overestimated. The mill of the company is situated at Glen Union, in the same county, and is equipped with the best machinery for sawing and cutting timber to order. Every possible facility is at command for supplying the markets of Pennsylvania, New Jersey and Delaware, with the best grades of mining timber, pine, oak and hemlock lumber, and railroad ties, at the shortest possible notice and upon terms which few other companies can afford to offer. Quality is the first consideration in handling timber, while there are also substantial inducements offered as regards prompt and direct delivery. Bills of stuff are sawed to dimensions that cannot readily be duplicated, and the house is eminently popular with railroad and mining companies, dealers, builders and large consumers, on account of the reliability of its business policy. Mr. Bullock, the chairman, is prominent both as a mining engineer and coal operator, and is closely identified with the commercial growth and material prosperity of this community. Mr. Beecher, the treasurer, is one of Pottsville's most useful and substantial citizens, largely interested in the lumber business as a dealer and land-owner, and eminently popular in trade circles. Mr. Sober is the general superintendent at the mills, and is thoroughly fitted for advancing the interests of the company in every essential respect.

C. B. SILLYMAN, Local Insurance Agent, No. 114 South Centre Street (Second Floor).—Twenty-eight years marks the history of the successful insurance agency of Mr. C. B. Sillyman in this city. Mr. Sillyman founded his enterprise in 1862, and his office has become a popular medium with the public for securing fire, life and accident insurance policies. Mr. Sillyman is one of the most experienced and best informed insurance men in the city, and his wide-spread connections include many of our leading merchants and largest property owners. He represents, among other fire insurance companies, the following:—Sun, of England; London and Lancashire, of England; Continental, of New York; Citizens, of New York; Liberty, of New York; Citizens, of Pittsburg; and German, of Pittsburg; also Traveler's Life and Accident Insurance Company of Hartford. All kinds of business and residential property, merchandise, etc., in the city and vicinity, are insured at satisfactory terms, and thorough security is guaranteed in all cases. In respect of accident and life insurance, Mr. Sillyman can be relied upon to place before applicants the best form of policy adapted to their wants, and at proportionately low rates of premium, in all the great corporations of America and Europe. He is also prepared to promptly negotiate bonds, loans, etc., on real estate, and to place all transactions upon a thoroughly substantial and satisfactory basis. He negotiates loans on all kinds of real estate in Schuylkill County, and as the agent of the Girard Life Insurance and Trust Company, has placed insurance with that corporation to the extent of half a million of dollars. Mr. Sillyman is a native of Pottsville.

THE STANDARD SHIRT COMPANY, Mountain City Building.—The leading house in the shirt-making industry in this section of the country is that of the Standard Shirt Company whose home office and factory are located in the Mountain City building. This house has facilities enjoyed by no other; its aim and policy have ever been to attain a still higher standard of perfection in every article manufactured, and to make good its claim as leaders by originating new and exclusive styles, which should be accepted by the elite as en regle, and to which the homage of the trade should be rendered by a close imitation. The business was originally established in June, 1887, as the Standard Shirt Company.

limited, and in 1889 the present company was incorporated under the laws of the state of Pennsylvania, with a capital of \$100,000, and with the following officers and directors, viz.: president, H. Royer; L. K. Hannum, secretary, treasurer and manager. Directors, H. Royer, dry goods; M. C. Morrison, grocer; W. P. Pollard, Pottsville Water Company; M. Rubinsky, wholesale notions; W. H. Shuman, dry goods. The business premises comprise four floors, measuring respectively 25 x 125, 25 x 70, 55 x 115 and 55 x 80 feet. The factory has a productive capacity of 1,000 dozen shirts per week, while in the laundry one hundred dozen shirts are turned out daily. The exigencies of the business require the steady employment of 170 skilled hands, 170 machines are kept running, and motive power is furnished by a steam engine. The goods are standard wherever introduced, and find ready sale and a permanent demand in all parts of the country, being preferred by retailers to all other makes on account of their great salability, uniform excellence and solid merits. The company operate a branch house at No. 705 Broadway, New York, and are in a position to challenge comparison as to quality, and defy competition as to price of their goods. Mr. Hannum, the active man at the helm, has been in that position since the inception of the business in 1887 and is eminently fitted by experience, taste and judgment, with the aid of his attendants, to place this company at the head of the shirt industry in this country, and to maintain it there against all competition.

W. M. E. BOYER, Wholesale Dealer in Seed Leaf and Havana Tobaccos, Cigars, Cigarettes and Smokers' Articles, No. 201 North Centre Street.—One of the leading cigar manufacturers and tobacco dealers in Pennsylvania is Mr. William E. Boyer, who has for many years been a leading business man of Pottsville. Mr. Boyer is a native of Schuylkill County and came to Pottsville in 1844. He then bought out the business of J. J. Shunaker, which had been at that time established for twenty years, and under his direction the trade has been extended and developed to its present immense proportions. The factories are located at Millersville, Pa., and also at No. 201 North Centre Street, and employ ten hands. All grades of cigars are there manufactured. Besides a large trade in cigars Mr. Boyer is a wholesale dealer in seed leaf and Havana tobaccos, chewing and smoking tobaccos, also cigarettes, pipes and smokers' articles of every description. The store carries a large stock of these materials, and there is besides a large warehouse in the rear. The trade extends all over the United States and Germany. Mr. Boyer ships large orders of leaf tobacco to Hamburg and Bremen, and the sales in all kinds of goods carried are very extensive. Mr. Boyer's customers include large dealers all over the country, and a recent shipment of four car loads to San Francisco is an indication of the importance of his trade on the Pacific coast. He also has a large export trade, and ships tobacco to Germany. He is prominently identified with many important local enterprises and is vice-president of the Pennsylvania National Bank and director of Mountain City Bank.

F. P. MORTIMER, Dry Goods and Notions, No. 1 North Centre Street.—An excellently conducted dry goods emporium, bearing a metropolitan character, is that of Mr. F. P. Mortimer, located at No. 1 North Centre Street, and it enjoys in the fullest degree the substantial favor and patronage of the public. It is now a period of fifteen years since Mr. Mortimer established his enterprise. Its progress has been a thoroughly satisfactory one, the trade steadily increasing to greater proportions, his reputation being of the most enviable character for liberal, honorable methods, while he has ever had the name of presenting the newest novelties and the best goods the markets afforded. The premises occupied comprise a store and basement, each 25 x 75 feet in dimensions, and the salesroom is appointed in a tasteful as well as systematic manner. The heavy stock at all times kept on hand embraces a complete assortment of foreign and domestic dry goods, fancy goods, notions, and ladies' furnishings of every description, comprising everything fashionable or desirable in dress goods, trimmings and novelties, every department of the establishment being filled with fresh and seasonable goods. The trade supplied is principally retail, a staff of courteous clerks wait on customers, and the lowest prices prevail, while special bargains at all times form an attraction. Mr. Mortimer is a native of Pottsville, and his interests are thoroughly identified with those of this community.

ROSENGARTEN BROS., Groceries, Produce, Fruits, Etc., Cor. Centre and Mahantongo Streets.—Among those most actively engaged in the promotion of the general commerce of Pottsville, and who should be given prominent mention in this review of the city's business industries is that of Messrs. Rosengarten Bros., well-known wholesale and retail dealers in groceries, produce, fish and oysters. This is an old established and one of the best known business houses in the city. The business was originally founded in 1849 by Mr. H. Rosengarten, father of the present proprietors, who were reared in the business, and who succeeded to the management on January 1, 1890. In their hands the enterprise has been conducted on the same lines of promptitude, liberality and integrity which distinguished the house during the long period it was under the successful direction of the founder. The store has a frontage of 23 feet and a depth of 125 feet, and is tastefully and appropriately fitted up and arranged. A very heavy stock of staple and fancy groceries of every description is at all times carried, together with an abundant supply of country produce of all kinds, oysters, fresh, smoked and salted fish, fruit, etc. A special feature is made of the handling of produce, fruit, oysters and fish, and particular attention is given to the filling of wholesale orders. All kinds of green groceries and general garden truck is carried which are received fresh every day and only the choicest growths are kept on hand. A specialty is made of foreign and domestic fruits of which a full supply is kept on hand in their season and which this firm place on sale as soon as they are in the market. Throughout its long career this house has been noted for the superior quality of its goods, its low prices and its fair and equitable business policy. Its trade is spread all over the city and county, and it has ever retained the confidence of dealers and of the public. Mr. Rosengarten is personally highly esteemed in trade circles for his enterprise and integrity, and is accounted among Pottsville's public-spirited citizens.

FRANK HAUSE, Wholesale Dealer in Tobacco, Snuffs, Pipes, Cigars, Etc., Corner Centre and Norwegian Streets.—The cigar and tobacco business located on the corner of Centre and Norwegian Streets was founded originally in 1880 by Malz & Boyer with whom Mr. Hause learned his trade. Mr. Hause served in this store under half a dozen different proprietors, and when the war of the rebellion broke out in 1861 he went to the front and came back in three months and bought out Mr. Boyer. In 1862 he sold again to Mr. Boyer, Mr. F. Haisler becoming sole proprietor a year later. Mr. Hause served through the war and at its close resumed business, retaining Mr. Haisler as clerk. The firm afterwards became Hause & Weldenmuth. Mr. Hause bought out Mr. Weldenmuth's interest and has been sole proprietor for the past six years. His store, which is commodious and handsomely fitted up and conveniently arranged, presents at all times a neat, orderly and inviting appearance. Arranged in their appropriate compartments will be found a most varied and valuable stock of imported and domestic cigars, as well as chewing and smoking tobaccos, snuffs, meerschaum and other pipes, smokers' sets, match safes, ash receivers, and indeed, everything needed by the lovers of the weed. Mr. Hause is sole agent for F. W. Felgner & Son's and G. W. Gail & Ax's tobaccos. He carries on hand at all times a large assortment of leaf tobaccos, and handles several brands of cigars that are great favorites with smokers and the trade, the business being of a wholesale and retail character. Many retail dealers obtain all of their supplies from this honorable, reliable house. Prices are low and the stock is varied. Six hands are employed. Mr. Hause is a native of Pottsville and is a cigar maker by trade. During the civil war he served for three and a half years with the Union forces, and he is now a prominent member of the Grand Army of the Republic and of the Union Veteran Legion.

W. B. FEGLEY, Hatter and Furnisher, No. 9 South Centre Street.—A newly established, reliable concern in Pottsville, is that of Mr. W. B. Fegley, the popular hatter and furnisher, No. 9 South Centre Street. Mr. Fegley was for eight years with Mr. R. J. Mill, hatter, of this city, and eventually, April 1, 1890, established his present business. The store is elegantly fitted up and contains a superior assortment of hats and caps of every description, embracing silk, fur, wool and felt, derbies in all colors, etc., which are offered at prices that defy competition. Mr. Fegley also keeps on hand a choice and well selected stock of

gents' furnishing goods, including all kinds of shirts, collars and cuffs, neckwear, underwear, hosiery, gloves, jewelry, etc., which have no superiors in Pottsville for quality, fashionable style and general excellence, and are all quoted at extremely low figures. Mr. Fegley is agent for the Sherman hat of Philadelphia. He is an honorable, able and courteous young man, who has made hosts of



friends, and his prospects in the near future are of the most encouraging character. Persons requiring hats or furnishing goods should call at this store, where they will obtain advantages very difficult to be duplicated elsewhere in the city.

L. LAUBENSTEIN, Marble and Granite Work, Nos. 516 & 518 Garfield Place.—The career of the marble and granite works of Mr. L. Laubenstein, located at Nos. 516 to 518 Garfield Square, furnishes a strong illustration of the fact that experience, combined with ability and skill, will speedily obtain the recognition of the public and lead on to substantial and permanent success. These works have been in existence for the past forty years, they being founded by Mr. T. Jones in 1849, and Mr. Laubenstein succeeding to the goodwill of the concern in 1890. Mr. Laubenstein is an extensive manufacturer of marble and granite monuments, headstones and markers, and also a dealer in marble and slate mantels, floor tiling of all kinds, gates, posts, railings, grates and fenders. Every branch of the business is most thoroughly equipped, and employment given to a force of four skilled marble and granite workers. Specimens of his artistic handiwork exhibit decided genius in design and thorough skill and execution, and estimates and original ideas for monumental and memorial work are promptly furnished on application, all orders being filled at the shortest notice, and at eminently fair and equitable prices. Mr. Laubenstein is a native of Berks County, and was raised in Schuylkill County, where he is accounted a leader in his line of enterprise, and has won success by honestly deserving it.

C. F. SELTZER, Manufacturer of and Dealer in Harness, Saddles, Robes, Blankets, Trunks, Bags, Etc., No. 117 East Norwegian Street.—A reliable, old established and representative house engaged in this line of business is that of Mr. C. F. Seltzer, manufacturer of and dealer in harness, saddles, robes, etc., etc. Mr. Seltzer is a native of this city, and having learned this trade in all its branches, and with long, practical experience he founded this enterprise on his own account in 1871, and from the start developed a very large and substantial trade. The building occupied is of ample dimensions, having been rebuilt by him in 1887, while the store is very neatly arranged, spacious and commodious, with workshop attached, the latter being fully equipped with all the necessary tools and appliances. In the store will be found a full and complete assortment of heavy and light, single and double harness, track harness, saddles, collars, bridles, halters, surcingles, etc., of his own superior manufacture, also a full line of robes, blankets, whips, fly-nets, houseings, hames, chest protectors, dust sheets, brushes, combs, horse boots, and in fact everything pertaining to horse furnishing goods, including axle grease, harness oils, etc. These are all of the very best quality, and guaranteed to be as represented. His stock also includes trunks of all sizes and patterns, valises, traveling bags, etc. A specialty of the house is the making of harness to order for light or heavy work, in which none but the best materials and conscientious workmanship are permitted. Repairing also receives particular attention. He is the accredited agent for the John S. Smith Patent Mine Hames, which are conceded to the very best by all who have used them.

WILLIAM F. SCHEERER, Merchant Tailor, Gents' Furnishing Goods, Etc., No. 105 North Centre Street.—A decidedly popular and prosperous house engaged in this important art in Pottsville is that of Mr. William F. Scheerer, merchant tailor and dealer in gents' furnishing goods. Mr. Scheerer is a native of Germany, and came to the United States in 1857, having taken up his residence in this city in 1869. From his youth up he has been engaged continuously in this trade as a practical tailor and cutter, and is therefore thoroughly conversant with all its details; and in 1880 established this enterprise on his own account, which at once met with popular favor and developed a very large and influential patronage, which grew to such proportions that he was obliged to seek more commodious quarters in order to meet its demands, and in 1883 he moved into his present address, where he occupies a fine, spacious and well-lighted store, attractively fitted up and equipped with every convenience. The goods displayed in the piece on the counters and shelves embrace a wide range of the best productions of English, French, German and domestic looms in broadcloths, cassimeres, worsteds, chevots, meltons, tweeds, fancy suitings, trouserings, vestings, etc., in all the fashionable, seasonable, styles, and in a variety that it is an easy matter to make a selection for any desired garment or a whole suit. Mr. Scheerer is recognized as one of the most expert cutters and tailors in the city, and is making garments at prices and styles that cannot be excelled in elegance of fit, comfort, finish, material and workmanship. A force of twelve first-class experienced workmen are employed constantly. His assortment of gents' furnishings embraces fine white and fancy colored dress shirts, all kinds of underwear, collars, cuffs, hosiery, gloves, suspenders and neckwear in all the latest styles, collar and cuff buttons, scarf pins, shirt studs, umbrellas, etc., and cannot fail to meet the wants of patrons.

AUGUSTUS FOX, Family Groceries, No. 310 West Market Street.—There are but few houses, if any, in Pottsville, which rank as high or have been so deservedly successful as that of Mr. Augustus Fox. Though the house under consideration has only been under the personal control of Mr. Fox since 1884, he, nevertheless, is probably one of the oldest experienced grocerymen in this section, his first knowledge of the trade having been gained as far back as 1845, when he was employed by the firm of Fox & Brothers, who were his brothers, remaining with them for nearly forty years till he branched out in business on his own account, as before stated. At his store may be seen a stock of staple and fancy groceries that includes everything that properly belongs to a first-class establishment of this kind.—teas, coffees, spices, canned goods, family and pastry flour, laundry supplies, condiments, pickles, preserves and general provisions. Imported as well as domestic table luxuries may be obtained at the most reasonable prices, and the staple necessities are also kept in ample stock. The trade is mostly confined to the city, and a large majority of Pottsville's leading families purchase their supplies from this reliable store.

JAMES FOCHT, Dry Goods, Carpets, Notions, Family Groceries, Etc., No. 15 North Centre Street.—Prominent among the old, respected and successful merchants of Pottsville is Mr. James Focht. For forty-four years his name has stood high in the list of Pottsville merchants and for thirty-nine years he has been in business in his present location. The growth of his business has kept pace with the growth of the city, and no house in Pottsville has a more firmly established trade. The premises include a store and basement, at No. 15 North Centre Street, 25 x 100 feet, and the stock is large and comprehensive. It embraces carpets, oil cloths, rugs, matting and other furnishing goods, of all which a full line is carried. There is a large retail local trade which furnishes employment to two clerks. Mr. Focht is a native of New Ringold, Schuylkill County, and came to Pottsville in 1833. He very soon became prominent in local business, political and social affairs, and was given many very important indications of confidence and respect of the community. For twenty-five years he has been a director of the Miners' National Bank, in the conduct of which institution his ripe judgment and sound business experience have been of great value. He has several times been called to fill responsible public offices and has always discharged the duties of his position with the strictest integrity and impartiality. He has been in turn a member of the town council, a school director and associate judge for the county.

SIMON DERR, Manufacturer of Stoves, Furnaces, Tinware, Etc.—The oldest established and most reliable concern in Pottsville, actively engaged in the manufacture of stoves, ranges, tinware, etc., is that of Mr. Simon Derr. Mr. Derr, who is a thoroughly practical iron founder, established this business in 1848. In 1853 he added the tin business. The premises occupied comprise a foundry 70 x 70 feet in area, with a cupola and a three-story brick machine shop, 40 x 175 feet, and an ell, 25 x 75 feet in dimensions. The different departments are fully equipped with modern tools, machinery and appliances operated by steam-power. Here fifteen skilled workmen are employed, and the trade of the house extends throughout Schuylkill and adjoining counties. Mr. Derr manufactures stoves, furnaces, heaters, tinware and also attends promptly to the production of spouting and roofing. All goods manufactured by him are made of the best materials, and have no superiors for quality, finish and workmanship. Orders are carefully filled at the lowest possible prices, and a heavy stock of stoves, tinware, etc., is always on hand. Mr. Derr is assisted by his son, Mr. Charles F. Derr, who is a young man of great energy and business ability. Mr. Derr is a native of Hamburg, Berks Co.

R. J. MILLS, Hatter and Furnisher, No. 2 North Centre Street.—This establishment has been in successful operation since 1881, and has thus far been an important factor in the promotion of the mercantile activity of the city. The store is one of the attractive features of this busy thoroughfare, is of ample dimensions, and is elegant in all its appointments and arrangements. The proprietor is doing a brisk, extensive business in hats, furs and gentlemen's furnishings of all kinds, and handles, among his principal specialties, shirts, hosiery, underwear, neckwear, collars and cuffs and kindred goods. The handsome salesroom is filled with both domestic and imported productions, carefully selected from the offerings of the best manufacturers. Mr. Mills is the sole agent here for the famous Dunlap hats, and the display of hats and caps, and also of straw and fur goods for their respective seasons, is not surpassed for variety, uniform excellence of quality and low prices in the city. The assortments are always full and complete, exhibiting all the latest styles and freshest novelties. The patronage accorded to Mr. Mills is liberal and influential. The demands of patrons are ministered to with promptness and acceptability, and several experienced clerks contribute to the successful operations of the house. Mr. Mills was born in England thirty-two years ago, and has resided in Pottsville for the past twenty years. He is widely known and deservedly held in high respect.

EVAN T. JONES, Manufacturer of Fine Cigars, and Dealer in Key West Cigars, Tobacco, Pipes, etc., No. 16 South Centre Street.—One of the best known manufacturers in this part of Pennsylvania is Mr. Evan T. Jones, the proprietor of factory No. 551 at No. 16 South Centre Street. This factory was established in 1884 by Mr. W. A. Wetzel, a native of Pottsville and a practical cigar maker. In the following year he formed a partnership with Mr. E. T. Jones, who succeeded to the full control of the business on January 1, 1900. Mr. Jones, who is a native of Philadelphia, has been a resident of Pottsville for thirty years, and is a machinist by trade. Mr. Jones makes a specialty of fine cigars. He employs three hands, and his trade extends through Schuylkill County. His principal brands are the "Royal Seal," "Leader" and the "La Carona de Spaina," all ten-cent cigars of great popularity. He uses only the best grades of tobacco, and special care is taken in the process of manufacture. Besides his large cigar trade he carries a full line of pipes, tobaccos, and general smokers' materials, and he enjoys a large and substantial trade.

E. E. REED, Wholesale and Retail Dealer in Tobacco, Snuff, Etc., and Manufacturer of Fine Cigars, No. 800 North Centre Street.—This establishment was founded in 1871, and commands the highest of reputations, and a very extensive and rapidly increasing business connection. The premises occupied are very commodious, admirably arranged, and supplied with every modern convenience and appliance available in the business. Steady employment is given to a number of experienced and expert cigar makers, and the output embraces cigars of every grade, particular attention being given, however, to the finer class of goods, for which the house has an enviable reputation. Only thoroughly seasoned

and carefully selected tobaccos are used, and the best processes of manufacture employed, the result being that the brands of cigars here produced are unsurpassed for purity, flavor and even combustion. The salesroom is elegantly and attractively fitted up, and a large and complete stock is carried at all times. The ample resources and fine facilities of the proprietor enable him to supply consumers and dealers in not only cigars, but tobaccos, snuff and smokers' goods generally at prices which are safe from successful competition. Mr. Reed is a native of the city.

BAIRD SNYDER, Agent for H. A. Weldy & Co.'s Rifle and Blasting Powder, Dynamite, Caps, Exploders, Fuse.—One of the leading houses engaged in this line is that of Messrs. H. A. Weldy & Co., who have four powder works in this state, and manufacture a very extensive quantity of rifle and blasting powder, dynamite, caps, exploders and fuse. They have the most complete and perfected facilities for the production of very superior goods, and the uniform excellence and reliability of their powders is perhaps best seen in the favorite and steadily growing demand in which they are held. The agent for these goods in Schuylkill County is Mr. Baird Snyder, of this town, who has held the agency for the past year and a half. Mr. Snyder furnishes powder either by the keg or in car-load lots, selling direct to mining corporations and contractors. The most favorable prices are quoted, and orders are promptly filled upon the shortest notice. Mr. Snyder is a native of Pottsville, and was formerly engaged in business as a coal operator.

J. E. FREDERICKS, Perseverance Planing Mill, Architect and General Contractor, also Manufacturer of Doors, Blinds, Shutters, Sash, Cornices, Brackets, Mouldings, Stair Rails, Balusters, Etc., No. 609 Market Street.—The commodious and well equipped planing mill of Mr. J. E. Fredericks is one of the best in Schuylkill County. It was established in 1873 by Mr. J. B. Parton, and was purchased by the present proprietor in 1884. Mr. Fredericks is a native of New York City, and was brought up in the planing mill business. When he took charge of the Pottsville mill he had a thorough knowledge of every detail, and he has continued to give to

the business his careful, personal supervision with the result that the trade has been greatly extended and the product largely increased in value. The trade now extends all through Schuylkill County. The mill is a substantial frame building, 40 x 80 feet in dimensions, and containing two floors. Its machinery is of the best and most improved pattern, and is driven by steam-power. From eight to ten hands are employed.

A. M. ALLEN, Photographer, Corner Centre and Market Streets.—Among the leading photographic studios in Pottsville is that of Mr. A. M. Allen. He has been established in this city since 1852, and rapidly built up a large and permanent business. The reception parlors, operating rooms, etc., are spacious and admirably fitted up with a view to the comfort of patrons. Mr. Allen is an artist of recognized ability and has executed many excellent works of art. He makes a specialty of enlarging pictures in crayon, oil, India ink, pastile, water colors, etc. The portraits taken in his gallery are triumphs of the photographer's art, and are equal to the best productions of higher priced competitors. He guarantees good work at moderate prices and employs none but skilled artists. Mr. Allen is a native of Massachusetts.

KNIES'S SHOE STORE, No. 12 North Centre Street.—Among the merchants in Pottsville, who enjoy a high degree of prominence, is Mr. William Knies. Mr. Knies is a native of Pennsylvania, and has had many years experience in the business. He has occupied his present store since April 1, 1889, and established a substantial business. His store is handsomely fitted up, and contains a well selected and general assortment of boots, shoes, rubbers, gaiters and slippers in every variety, and of all descriptions, purchased direct from the manufacturers in large quantities. His goods are made to order from selected leather, and carefully inspected before received. Mr. Knies' specialty is harness leather. He keeps a large stock of leather and shoe findings in general, and does a large business through the county, supplying manufacturers at the lowest prices. Mr. Knies is well known to the trade for his promptness in all business matters, and his honorable manner of conducting business.

INDUSTRIES AND WEALTH OF ASHLAND, PENN.



EW cities in this section of the commonwealth of Pennsylvania have shared in substantial success to a greater degree during the past decade or so than has Ashland. It is one of the many thriving progressive places of Northeastern Pennsylvania, and none of its ambitious contemporaries has better grounds for believing in a bright and prosperous future. The natural beauty of its location has been greatly enhanced by the artistic taste of its people, and while it merits the compliments of strangers who visit it for the first time, its citizens are by no means insensible to its charms nor lacking in efforts to enhance its attractiveness. It is situated on the Mahanoy and Broad Mountain Railroad, a short distance from Pottsville, and was named in honor of the sage of Ashland, the renowned Henry Clay, taking its name from his home in Kentucky. The progress and development of Ashland from the time it was first settled down to the period when anthracite coal came to be mined so extensively, was, as a matter of fact, slow and uneventful, though there has never been a time in its history when its growth was in any way, or from any cause, retarded. It seemed to be content to follow the good, old conservative way of developing its industries and expanding its interests, and for many years the little town nestling in among the picturesque valley of the Schuylkill, was scarcely heard of beyond the limits of the county in which it is situated. But with the mining of coal came the dawning of an era of great possibilities for the town. The advantages possessed by the place in the way of eligible situation, in the very center of the rich coal fields of the district, with the primary consideration of readily marketing the product of any industry, the cheapness of fuel, and other equally important causes at once became apparent, and Ashland awoke to the knowledge that it had a great future before it.

ASHLAND'S MANUFACTURING ADVANTAGES, ETC.

There are two essential elements for profitable manufacturing: Firstly, the abundance and cheapness of fuel; secondly, the desirability of location for easy ingress and egress to and from all markets. It is rarely recorded where a community, however enterprising and progressive, has succeeded in gaining a reputation as a successful manufacturing center, when either one of these essentials have been lacking. We seriously asseverate that in regard to Ashland, no such failure will ever be recorded. The town is naturally the site of great manufacturing plants of all descriptions. Given therefore eligibly located sites, manufacturers coming into this locality need not be afraid of undergoing any isolation in regard to assistance. The leading citizens and business men of Ashland will extend every assistance and endeavor to make newcomers feel perfectly at ease in their new quarters. Next comes the all-absorbing question—the cheapness of fuel. On this head, one has but to look around to see what great utility lies in this direction for successful manufacturing. Ashland, as stated before, is centrally located in the middle coal field of the

State, and underlying all its prosperity, in fact, is its coal mines. Of these there are a number of large and heavily yielding mines hereabouts, that are daily depositing alongside the several breakers, tons upon tons of coal waste or culm, as it is called. It has been clearly proven all through the anthracite fields of Pennsylvania that culm is the greatest cheap fuel agency in existence. Indeed, its utilization in various forms for still more cheap and yet better manufacturing purposes is the subject of much discussion and experiment by scientific minds in this country. Next to the two essentials outlined above comes the question of rapid and efficient transportation facilities. In this, as in the others, does Ashland excel. The natural and acquired advantages of Ashland having been thus far alluded to, it remains here but to touch upon the incidental uses that may, and have been made of them in relation to business. Granted then that the situation is thoroughly advantageous for the transaction of almost any kind of business,—religious, educational and social privileges have exercised immense weight in the promotion of Ashland's varied enterprises. Every business man, too, knows the value of intelligent, educated, skilful workmen, and what a vast difference there is in the conduct of an establishment where these can be obtained, and one where ignorant labor is perforce employed. Nowhere is this phase more propitious than here. A larger question and one of greater import in the long run than the mere question of labor to the man planting his business here, is that the whole conduct of the affairs of the city, by the selection of its officers, is in the hands of an intelligent people who make Ashland their permanent home, and do not leave this important item at the mercy of a shifting population. The latter is often the case in manufacturing towns where foreign capital alone is invested. Ashland is fortunate in that its citizens make and spend their money here. The stranger is at once impressed by its elegant and comfortable residences, so superior in number and beauty to those of cities much larger, where prosperity is less generally diffused. We conclude these few remarks on Ashland's varied advantages by submitting the query—if this, then, is not a community which invites accessions and is fully deserving of the prosperous status it has achieved—where can one be found?

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With reference to more lengthened statistics as to individual enterprises, we respectfully commend to the reader a perusal of the succeeding pages.

G OYNE BROS., Steam Pump Works, Manufacturers of all Kinds of Mining Machinery.—The maintenance of Ashland's prominence and prosperity as a great and growing manufacturing center, is due to the energy and enterprise of her leading manufacturers, who have concentrated intelligent thought and practical ability on the production of certain special lines of industry. Each field of activity has its prominent representative, and in the important line of steam pumps and all kinds of mining machinery the house of Messrs. Goyne Bros. is recognized as one of the most efficient and successful in the state. This firm established their business here in 1879, and in 1889 rebuilt their works upon a larger and grander scale. They now have a splendidly equipped machine shop, 60 x 100 feet, and a foundry, 50 x 60 feet, with every modern convenience and facility known to the industry, while steady employment is given to thirty-six skilled and expert hands. The firm manufacture a large variety of pumps, including boiler feed, tank, plunger, agitator, and pumps specially adapted for coal mining purposes. Their specialties in this line are absolutely unsurpassed for quality and effectiveness, and are the embodiments of mechanical workmanship of the highest order of perfection. They are admirably adapted for use in the mines, and are found to stand without an equal when brought into competition with similar contrivances of other makers. Large numbers have been sold to leading coal mining companies throughout the country, and numerous testimonials from eminent firms and corporations bear evidence to their excellence and superior merits. The firm are equally prominent as manufacturers of all kinds of mining machinery, and their practical experience, coupled with ample resources and perfect facilities, enable them to guarantee the prompt fulfillment of all orders, and to

place all transactions on a thoroughly substantial and satisfactory basis. Prices are placed at a fair and equitable figure, and the interests of patrons are carefully watched and intelligently promoted in all cases. The co-partners, Messrs. F. H., Thos. R., Chas. A. and A. H. Goyne, are natives of Schuylkill County, and young men of marked ability and sterling personal worth, who have won success by honestly deserving it.

L C. VOSHAGE. Dealer in Drugs, Medicines, Chemicals, Fancy and Toilet Articles, etc., Corner Eighth and Centre Streets.—One of the best qualified and certainly one of the most careful and attentive druggists in this thriving town is Mr. L. C. Voshage. He has had a long, valuable experience extending over sixteen years, and is a regular graduate of the Philado College of Pharmacy and a member of the alumni of that institution and brings to bear upon the business, trained skill and practical knowledge, acquired by close application to study. The location of the store is convenient, and in its fittings and furnishings very handsome. The counters and shelving and plate glass show cases are modern in style and the prescription counter contains every facility for preparing and dispensing medicines. It is well stocked with a complete assortment of drugs of standard purity and strength and freshness, and also pharmaceuticals and family medicines of reputation and merit, and tonics, tinctures, and elixirs and dyes, mineral waters, surgeons' and sick room supplies and choice perfumes and toilet articles of every description. The prescription department is under Mr. Voshage's immediate supervision, and physicians' orders are promptly attended to and medicines compounded. He was born in Ashland, and has been established in business since 1886 and his popular pharmacy enjoys a wide popularity.

THE CITIZEN'S NATIONAL BANK.—This bank was organized in 1875 under the National Banking Laws with a paid up capital of \$60,000, which has since been further augmented by a surplus of \$50,000, and undivided profits of \$11,000. The management of this bank is thoroughly conservative, all its investments are made with care and judgment, while its ventures of capital are always well secured. A general banking business is conducted in loans, discounts and deposits, collections are made on all available points in the United States and Canada on favorable terms. The bank also issues travelers' and commercial letters of credit, and deals in United States and other first-class bonds. The following gentlemen, who are highly esteemed in business circles for their prudence, ability and just methods are the officers and directors viz.: W. H. Heaton, president; Geo. H. Helfrich, cashier; directors, W. H. Heaton, P. E. Buck, John Hunter, W. A. Marr, Wm. Landefeld, O. P. Millard, E. K. Becker, J. M. Glik, L. A. Riley. Mr. W. H. Heaton, the president, is a gentleman whose sterling integrity and public spirited actions have won for him an influential place among our representative citizens. The cashier, Mr. G. H. Helfrich, is an energetic bank officer, eminently qualified for his important position. He was previously a director of the First National Bank of Ashland. The principal correspondents of the bank are the First National Bank, New York, and the Market Street National, and Manufacturers' National Banks, Philadelphia. The deposits of the Citizens' National Bank now amount to \$330,000, and its prospects in the near future are of the most favorable character.

MANSION HOUSE, J. G. Maurer, Proprietor.—In this age of almost universal commercial traveling the hotel has become to be a most important institution. We may therefore congratulate the citizens of Ashland upon the fact that in this direction they are well supplied in several well conducted houses, notably the "Mansion," which is centrally located and well adapted in every respect for the accommodation of guests. The building is a three-story structure, quite commodious, and besides the parlor, sitting-rooms and office, contains twenty-eight neatly furnished sleeping rooms, which are well ventilated and lighted. The dining room is a cheerful and inviting apartment, while the table is always bountifully supplied with the choicest and best substantial and delicacies when in season. Rooms are provided for the use of commercial men and there is also a well kept bar supplied with fine liquors, ales, beer, wines and cigars. Connected with the house is a well stocked livery, where first-class rigs may be had at low rates. Mr. Maurer, the courteous proprietor, is a native of Northumberland County, and is widely known throughout this section of the state and has a wide reputation as a liberal, public spirited, enterprising gentleman. The rates at the Mansion are \$1.50 per day. Throughout, the house is in perfect repair and very complete in its appointments, affording the very best accommodations for permanent and transient guests.

GUST RIETZEN, Jeweler and Optician, Corner Sixth and Centre Streets.—Mr. Rietzen started in business in Ashland some three years ago, though prior to that period he had been engaged at Shamokin and Renfield, and from the first he has enjoyed a very flattering patronage. He keeps constantly on hand a full and fine assortment of watches of all kinds, clocks, jewelry in quite a variety, solid silver and plate ware, art novelties, opera, field and marine glasses, spectacles, eye-glasses and optical goods of every description, etc. Particular attention is given to the adjusting of fine watches, the repairing of clocks and jewelry in the best style of the art, the proper adaptation of oculists' prescriptions, all work executed in this establishment being fully warranted to render satisfaction. Only first-class goods are handled, and patrons can rely upon getting a very superior article, prompt and polite attention in

every instance, while the very lowest prices consistent with honest value and straightforward dealing at all times prevail.

JOHN DENCE, Leather, Shoe Findings, Centre Street.—One among the well-known business men of Ashland is Mr. John Dence, dealer in leather, shoe findings, and manufacturer of uppers, on Centre Street. The enterprise was only inaugurated by its present proprietor in the year 1888, yet despite a somewhat recent growth, he already controls more than an average proportion of the trade in these staples. Since Mr. Dence became proprietor of this establishment, he has made many innovations in the old-time manner of conducting this class of business, and can offer the very best of inducements to buyers. Besides the usual line of findings, will be found in the store, the best quality hemlock and oak sole-leather, fine calf skins, also kid, upper and sheep skins, morocco linings, etc. He makes a specialty of cut leather, and during the comparatively brief period he has conducted the concern, he is fast building up a large, wide-spread business by his liberal, honorable methods, and the courtesy and attention all receive at his hands who call upon him. Mr. Dence is a native of Schuylkill County, and one of its most useful, influential and popular citizens, enjoying the confidence of all who have business relations with him. He is held in high estimation in this city and is the able secretary of the Ashland Gas Light and Electric Companies.

ASHLAND HOUSE, E. H. Wetzel, Proprietor.—The Ashland House has been under the management of the present proprietor, Mr. E. H. Wetzel, since March 4, 1890, and has always catered to a very desirable class of custom. Twenty-five sleeping rooms, large, airy, handsomely furnished and comfortable, are reserved for guests. The dining-room is neat and home-like, the cooking and service unsurpassed, the bar stocked with a choice line of foreign and domestic wines, liquors and cigars, and the entire establishment throughout is first-class in every particular. All rooms are illuminated with electric light, and a well appointed commercial livery is attached to the hotel. The exterior of the building also presents a handsome appearance. It is substantially constructed, and the entrance is more than usually attractive and imposing. Its genial and gentlemanly proprietor was born in Schuylkill County, and was formerly the proprietor of a very popular road house in the vicinity for twenty-one years, which was a favorite resort for supper parties, and his many friends who knew him there are glad to see him open in a wider field and predict for him still greater success than attended him in his old establishment. He is recognized as a thorough-going and practically experienced hotel man, with an extensive acquaintance and unusual facilities and advantages for the position he fills with so much satisfaction to his numerous guests. His commercial rates are low, being but \$2.00 per day, and special rates are made with those who wish to become permanent guests.

HERMAN J. STIEF, Hardware, etc., Twelfth and Centre Streets.—One of the more recent, though already popular acquisitions to Ashland's list of industries is unquestionably the wholesale and retail hardware house of Mr. Herman J. Stief. Its doors were first opened to the public by its present proprietor in 1887, yet it already enjoys a patronage many older houses might, with good reason, well envy. Its chief attraction is the variety and utility of the stock carried, which embraces everything in the line of light and heavy hardware, iron, nails, steel, blacksmiths' and carriage and wagon makers' materials, shelf goods, builders' supplies and mechanics' and farmers' tools, grocers' supplies, lamp goods, paints, oil, glass, varnish and a vast assortment of useful articles too numerous for particularization in these columns. Mr. Stief is a native of Ashland, a young, active, enterprising business man.

INDUSTRIES AND WEALTH OF SHENANDOAH, PENN.



THE wealth and rapid advancement of the Keystone State furnish the best possible illustration of the growth of this great country. Her cities appear to have attained a degree of prosperity that is constantly reaping the reward of thrifty industry, while her soil is continually producing fabulous wealth, and her broad acres are thickly settled with embryo towns and cities, whose future is bright with the promise of a glorious career. Among her more promising cities is Shenandoah, nestling pleasantly in the center of the rich mining section of Schuylkill County. The site of the city of Shenandoah is peculiarly favorable to commerce, comfort and health. From its situation, its fertile soil, and its fabulous mining wealth, Shenandoah must become, ere long, an important town, a place of commerce and industrial enterprise. While it has to be admitted that Shenandoah owes its origin to the opening up of the coal mines in her immediate vicinity, and that the majority of her citizens are more or less interested in mining ventures, it is none the less a fact that her first settlers were men of more than ordinary progressive ideas, quick to recognize the manufacturing advantages afforded by the presence at their very doors of cheap fuel, and that the ideas of the fathers of the present generation have not fallen "on stony ground," is amply evidenced by the status Shenandoah holds to-day as a manufacturing center, apart from her weighty interests as the focus of a vast and apparently inexhaustible coal mining region. It is an admitted fact that the true foundation of a city's prosperity is its manufacturing industries. A prosperity based exclusively on a commercial basis must necessarily be ephemeral. A city which, for instance, depends upon any one or more of the great agricultural staples for support, for business, and for growth, is liable to become paralyzed in her energies and interests, not only by failure in the production of such staples, but from their diversion to other points whose eligibility gives them the advantage and preference as markets. Such, also, are the fluctuations in prices of articles of produce, that no certainty of successful operations can be relied on, and when uncertain, feverish and exciting speculation underlies the business of every community; there is no guarantee of permanent and stable prosperity; whereas, where manufacturing is carried on successfully, there is a steady, healthy and substantial growth. Illustrations of this are abundant throughout Pennsylvania, and Shenandoah undoubtedly owes her importance, both present and future, firstly, to her location in a wealthy mining region, and again to the enterprise which has prompted her citizens to utilize the coal supply of Nature to the development of her home manufactures.

SYNOPSIS OF MANUFACTURES, TRADE AND COMMERCE, ETC.

Shenandoah's manufacturing interests are of a varied and important character, and the facilities possessed by the city are such as to foster and encourage their growth. The city is situated in a small basin or valley, and underlying it is one of the best yielding coal veins in the anthracite

regions. Cheap fuel is, therefore, a superfluity in the place, and this important fact alone gives the town unsurpassed manufacturing facilities, while the transportation connections with the great centers of trade in the country are of the most ample character, both the Lehigh and Philadelphia and Reading roads centering here. Of the important industrial plants now in operation to their fullest extent in Shenandoah, we mention the gas and water works, the electric light plant, and the Shenandoah Lumber Mills. The commercial houses of the city are quite of a metropolitan character, and are of a very varied description. They include jobbing and retail trades which are well represented, and are conducted with an admirable enterprising spirit. For the monetary accommodation of the business community, the city possesses a prosperous, thriving bank, the First National, which was organized in 1884, with a paid up capital of \$100,000. The local pride of Shenandoah's inhabitants is most commendable, and its results are seen not only in their business enterprises, but in their private residences. The solidity of the city, in point of healthy growth, socially, morally, as well as architecturally, will compare favorably with that of any place of its age and size extant. The citizens are in the main a church going people, while no city in the Union has a better public school system in vogue. The arts and sciences are cultivated and fostered, and evidences are to be seen on every hand of culture and refinement, not only of a private character coupled with wealth, but of a public character as well. It will be seen that, possessing all the advantages adverted to, Shenandoah offers an encouraging field for the capitalist and the manufacturer in which to locate as a base of operations for every channel of trade, offering the most brilliant prospects for the future to the investor, and affording in her educational, moral, social, and sanitary advantages an eminently desirable place for residence. * * * * *

Special mention is made in the succeeding pages of the most popular and prominent business men of the city, with some idea of their facilities and advantages for supplying the growing trade of the surrounding country.

DAVID FAUST, Fire, Life and Accident Insurance Agent.—Mr. David Faust, the well-known fire, life and accident insurance agent, is recognized as among Shenandoah's most active and enterprising agents. He controls the insuring of a superior line of business and residential property in this city and vicinity; also stocks of merchandise, etc., offering satisfactory terms and thorough security in all cases. As a representative of life insurance interests, Mr. Faust can be relied upon to place before applicants the best form of policy adapted to their wants at proportionately low rates of premium, in all the great corporations of this and other countries. Among other companies represented by Mr. Faust are the Manufacturers' Indemnity Co.; Insurance Company of North America; Aetna, Hartford; Springfield, of Springfield, Mass.; Merchants, of Newark, N. J.; Fire Insurance Company of the County of Philadelphia; North British and Mercantile, London; London Assurance Corporation, London; Sun, London; Hamburg-Bremen, Hamburg; Farmer's Company, of York; and other first-class fire insurance companies; also Connecticut Life, of Hartford; Lloyd Plate Glass Company, etc. Mr. Faust first established himself in this line of business at Mahanoy City in 1870, and two years later removed to Shenandoah where his office has become a popular medium with the public for securing fire, life and accident insurance policies. He is thoroughly posted in all branches of his business, and combines his experience and ability in the careful watchfulness of the interests of patrons committed to his care, and settles all losses promptly and satisfactorily.

CITY HOTEL, J. G. Eisenhart, Proprietor.—Under entirely new and able management the City Hotel offers substantial inducements to the public both as to elegant accommodations and superior board at moderate rates. The present proprietor, Mr. J. G. Eisenhart, is an accomplished and experienced hotel man, who has mastered the difficult art in every detail, and brings to bear every possible qualification. The City Hotel was built in 1883, and has been under the management of Eisenhart since February, 1890. The hostelry is a handsome frame building, three stories high, and contains thirty-two rooms, all light, airy and most comfortably furnished. The office, parlor, and dining hall are tastefully decorated,

and the furnishings of the house throughout are new, while all modern improvements and conveniences that can in any way advance the comfort of guests have been introduced. The house contains a neatly furnished bar, containing an adequate and choice stock of superior wines, liquors, cigars, etc. Throughout the building is heated by steam, is well ventilated and lighted, and offers all the comforts of home to travelers and others. The location of the City Hotel is easy of access from all parts of the city. Connected with the house is a commodious stable, affording accommodations for a hundred horses. The hotel is conducted on the popular American plan, and the rates are remarkably moderate (\$1.50 per day). Mr. Eisenhart is a native of Northumberland, but has resided in Shenandoah for the past thirteen years.

THE IMPROVED HAT AND CAP MANUFACTURING COMPANY, Limited, Manufacturers of all Kinds of Miners' Caps.

—When the gentlemen comprising The Improved Hat and Cap Manufacturing Company (limited), established their factory in Shenandoah, April 1st of the present year, they proved themselves enterprising and energetic men, and their success has far exceeded their happiest expectations. In their Gem Lamp Carrier, to which the company calls especial attention, will be found everything to be desired in a miners' cap and carrier. The sine qua non of a perfect miners' cap is that the construction be such that the oil cannot escape from the lamp when he assumes the many different positions necessary while at his work. In this respect the Gem Carrier is perfect. The very best stock to be obtained is used in the manufacturing of the caps, only the best extra heavy duck and cloth being used. The Improved Hat and Cap Manufacturing Company also manufacture a fine line of fancy caps, Windsors, lawn tennis and college caps, and make to order society caps, children's jockeys, turbans and cloth hats, all of which they manufacture solely for the jobbing trade. They cheerfully send samples to the trade, and request that goods be returned at their expense if not of the same quality as samples sent. The company are prepared to put on the market a very superior line of goods, and to offer jobbers lower rates and better advantage than the manufacturers of the large cities, owing to their reduced expenses.

FERGUSON HOUSE, T. H. Hutchison, Proprietor.—Prominent among Shenandoah's hotels is the popular Ferguson House. This house has been in operation for the past six years, and came under the proprietorship of Mr. T. H. Hutchison, April 1, 1890, who has entirely renovated and refurnished the whole of the building. The hotel is a spacious and substantial three-story brick building, 60 x 180 feet in area, handsomely furnished, and thoroughly equipped with improved modern appliances, including electric lights and bells, steam heat, etc. The Ferguson House has superior accommodations for 150 guests, and 500 people can easily dine at the establishment. All the chambers are well ventilated, heated and lighted, and the means of escape in case of fire are perfect. The cuisine is excellent, for the catering being conducted on a basis of liberality, insures always the best of everything in the market. The wines, liquors, cigars, etc., are obtained from the most reliable and noted houses. With all its advantages, the rates at the Ferguson House are only \$2.00 per day. A new reading room and office have been added by Mr. Hutchison by taking in a large store on the corner under the hotel. Mr. Hutchison is a native of Union County, and was previously with the Philadelphia & Erie Railroad of the Pennsylvania Railroad for eleven and a half years in the office in Sunbury. Eventually he left the railroad and went into the hotel business at Sunbury, county seat of Northumberland County. Here he formed a co-partnership with Mr. Drumheller, under the firm name of Drumheller & Hutchison, conducting the City Hotel for five years. This co-partnership was dissolved, and then Mr. Hutchison purchased the Ferguson House. Mr. Hutchison has made hosts of friends, and is highly regarded by the community for his energy and sterling integrity.

FERGUSON HOUSE DRUG STORE.—A thoroughly qualified and experienced representative of this profession in Shenandoah is Mr. P. P. D. Kirlin, the well-known proprietor of the Ferguson House Drug Store. Mr. Kirlin was born thirty-nine years ago in Dauphin County, this state, and at Sunbury learned his business, in which he has had twenty-three years' practical experience. He is a member of the Pennsylvania Pharmaceutical Association, and was formerly in business from 1873 to 1885 at Mahanoy Plane. In the last mentioned year he removed to Shenandoah, and opened his present pharmacy under the Ferguson House. The store is a very commodious one, and is elegantly and attractively fitted up, and provided with the best of modern conveniences for securing the prompt and accurate fulfillment of all orders. Here is displayed to the best advantage the fine stock of goods carried, embracing a complete line of the purest and freshest drugs, special and proprietary medicines of the most approved character, toilet goods in great variety, novelties in perfumery, mineral waters of various kinds, herbs, roots, barks, medicinal wines and liquors, physicians' and surgeons' supplies, and druggists' sundries of every description. The special feature of the business is the compounding of physicians' prescriptions and family recipes, in the filling of which the greatest care is exercised, while only the purest ingredients are used. Mr. Kirlin is aided by competent assistants, and he gives his close, personal supervision over all details of the business. Personally, Mr. Kirlin is a gentleman of culture and courtesy, and has made hosts of friends in Shenandoah.

DANIEL ELLIS, Jr., Dealer in Hardware, No. 110 North Main Street.—Mr. Ellis' store is most favorably located, and is chiefly noted for the extent, variety and usefulness of its stock, which is complete and perfect. It includes every description of carpenters', builders', mechanics' and miners' hardware and tools, the latest styles and makes of stoves, heaters, ranges, tin and sheet-iron ware of all kinds and descriptions, and general house-furnishing goods. Mr. Ellis has also recently added a silver-plated ware department, and executes all orders for plumbing, gas-fitting, tin-roofing and jobbing in the most satisfactory manner. The tin and sheet-iron goods are chiefly manufactured on the premises, while the larger wares, including stoves, heaters, ranges, etc., are procured from the most celebrated and reliable foundries in the United States. All of Mr. Ellis' goods, in fact, may be absolutely relied upon as being first class in quality, and considering this fact, his prices are remarkably reasonable and fair. He devotes his en-

tire time and attention to his large business, and will be found most attentive to the wants of those who desire to purchase new goods, or to have repairs made either at his establishment or at their residences. He is a native of the city, and commands the respect and esteem of social and commercial alike.

J. J. PRICE, Dry Goods, Notions, Carpets, etc., Nos. 113-115 North Main Street.—This house was originally founded as a branch of the dry goods emporium of Mr. J. B. Price, of Ashland, in 1874, and in 1877 Mr. J. J. Price became the manager. Two years later he purchased the business, and has since conducted it with marked and increasing success. The premises occupied consist of a salesroom and basement, both of which are commodious, tastefully fitted up and fully supplied with every facility and appliance for the systematic conduct of the business. The stock carried is a large and miscellaneous one, and has been carefully selected for a first-class trade. It consists of silks, velvets, linens, hosiery, underwear, gloves, ribbons, laces, millinery, cloaks and wraps, corsets, ladies' and gentlemen's furnishings of every description, household cottons, linens, flannels, sheetings, blankets, notions and fancy goods in great variety. A splendid display is also made of all the latest novelties in rugs, mats, and in carpets from the cheapest ingrain to the most costly moquette. The lowest prices prevail, and a courteous staff of assistants give prompt and polite attention to all patrons. The entire system of doing business in this establishment challenges the admiration of the public, since the stock is always maintained at the highest standard of excellence and the prices are lower than those of any other house in the trade. The proprietor, who is a live, energetic, honorable business man, is a native of Wales, and came to this country twenty-one years ago.

KALBACK & MEASE, Carriage Manufacturers, West Oak Street.—This enterprise was established in this city many years ago when, in 1877, Messrs. Kalback & Mease became sole proprietors, and since that period this firm have obtained an influential and liberal patronage throughout all parts of this state. The factory is complete, and consists of a superior, two-story building admirably arranged and equipped with all the latest appliances and machinery for the manufacture of carriages, light and heavy wagons, sleighs, etc. Only the best materials are utilized, carefully selected and well seasoned, and from the very commencement this house determined to employ only thoroughly qualified workmen, and the result is that the carriages and phaetons turned out are absolutely unexcelled for durability, beauty and general excellence, while their prices are extremely moderate. The individual members of the firm are Mr. J. F. Kalback and Mr. G. W. Mease. Both gentlemen are natives of Pennsylvania and are thoroughly acquainted with every detail of their business. They are highly respected and esteemed by the community for their many excellent qualities, while a visit to their establishment will satisfy purchasers and their friends that the productions of this house are without a rival, and justly merit the commendations bestowed upon them.

C. H. HAGENBUCH, Druggist, Main and Lloyd Streets.—A pharmacy conducted by an experienced and skillful chemist, is that of Mr. C. H. Hagenbuch, corner of Main and Lloyd Streets. This house was founded in 1880 by the present proprietor. The store is neatly and handsomely furnished and fitted up with elaborate show cases and counters, and contains a full and general assortment of pure drugs, chemicals, toilet and fancy articles, and everything usually found in a first-class drug store of this kind, including all the popular proprietary remedies. Mr. Hagenbuch is a thoroughly educated pharmacist and a member of the Pennsylvania Pharmaceutical Association. He gives his personal attention to the compounding of physicians' prescriptions and family recipes, which are always prepared in a prompt, accurate and satisfactory manner, from pure, fresh drugs. This popular drug store is well known to the whole community. Mr. Hagenbuch is greatly respected in social life for his many excellent qualities and strict integrity. Patrons will find in this establishment every element of satisfaction for themselves, both in the variety and freshness of the stock and the moderate prices charged, and the enterprise has been rewarded with substantial prosperity and success.

O. S. KELLER, Dry Goods, Notions, Fancy Goods, Etc., Nos. 33-35 Main Street.—This is an old established enterprise. An age ago the father of the present proprietor, Mr. J. Keller, began business in the dry goods trade at Locustdale, and in 1869 removed the business to Shenandoah and opened the store in which it is now carried on. In 1883 he admitted into partnership his son, Mr. O. S. Keller, and in February, 1886, retired from the business altogether. Since then his son has been sole proprietor, and in the management of the business has displayed energy, sagacity and exceptional ability, which have resulted in a large increase of trade. The salesroom, which is 25 x 75 feet in dimensions, is neatly fitted up and tastefully arranged, and at all times contains a large and carefully selected stock, comprising fine dress fabrics and trimmings, cloaks, shawls and wraps, elegant lace and embroidery, novelties in underwear, corsets, gloves, hosiery, notions, parasols, fans, toilet articles, small wares, jewelry ornaments and fancy goods in great variety; also staple dry goods of all kinds, including cottons, calicoes, ginghams, prints, sheetings, towelings, domestics, etc. Four competent assistants attend to the wants of patrons, who can rely upon receiving here liberal, courteous and prompt service. Mr. Keller is a native of Mahanoga, Pa., and is personally very popular in the community.

C. D. FRICKE, Carpets, Etc., No. 39 West Oak Street.—This house was established in 1884 by Mr. Fricke. The premises occupied are very commodious, and are fully stocked with all the leading novelties in carpetings and seasonable designs in velvets and Brussels, choice Ingrains, druggets and art squares, oil-cloths, china, cocoa and napier mattings, blankets, robes, burlaps, canvas, etc. In these goods Mr. Fricke carries an extensive assortment, received direct from the most famous manufacturers, and shows an ample selection of all the standard designs and new shades and colors, while his trade extends throughout Shenandoah and its vicinity. The products of the looms of to-day are works of art and they are no longer confined to the homes of the rich, the economy of steam manufacture placing them within the reach of all classes of the community. Popular prices prevail in this establishment.


GEO. W. BEDDELL & BRO., Stoves, Ranges, Heaters and Furnaces, Etc., Nos. 6 and 8 Main Street.—The firm of Messrs. Geo. W. Beddell & Bro. have an old and well-established house at Nos. 6 and 8 North Main Street, a pioneer in the hardware and house furnishing line, and representing the results of many years of honorable and successful effort. The premises occupied for trade purposes are spacious in size, finely fitted up, and perfect in convenience of arrangement for display, inspection and sale. The supplies are purchased in vast quantities direct from the manufacturers, and special attention is given to the quality and character of the productions, the aim being not only to meet every

demand of the trade and public, but to offer the very best in every case that the markets afford. Significant advantages are extended to customers in the matter of prices, and all the resources of the house are used to promote the interests of its patrons. Both a wholesale and retail business is transacted, and in addition to a large local trade, a heavy demand is ministered to, coming from all parts of the surrounding country. Employing ample capital, and commanding advanced opportunities for the procurement of supplies, the house of Messrs. Beddell & Bro. may be justly considered as a tower of strength in the field of commerce. The co-partners, Messrs. Geo. W. and N. W. Beddell, are natives of Schuylkill County, and young men of large business experience, thorough reliability and sterling personal worth, with whom it is always pleasant and profitable to deal.

H. A. SWALM, Merchant Tailor.—This business was established in 1875 by the present proprietor, and since its foundation has attained a liberal patronage in consequence of the unsurpassed quality and elegance of its custom made garments. The premises occupied are spacious and convenient, and are fully stocked with a fine assortment of foreign broadcloths, cassimeres and suitings, of his own importations, and the goods consist of every variety of the latest styles of the day in stripes, plaids, checks, mottled and other patterns, which are manufactured into garments to order at very moderate prices and in style after the latest fashion. The facilities of the house for the prompt fulfillment of orders is unsurpassed, and embraces a force of ten skilled tailors, whose operations are all conducted under the personal supervision of Mr. Swalm, who is a thoroughly efficient and artistic cutter and merchant tailor. He is a native of Pennsylvania, and is the superintendent and general manager of the Shenandoah Electric Illuminating Company, and of the Shenandoah Gaslight Company while he is greatly esteemed by the whole community for his sterling probity and honor.

L. RING, Dealer in Boots and Shoes, No. 101 South Main Street.—One of the most popular and reliable boot and shoe stores in Shenandoah is that of Mr. L. Ring, whose handsome store is located on Main Street, Robbins' new block. In the stock will be found fine boots, shoes and gaiters for gents', youths' and boys' wear, and in the line of goods for ladies, misses and children, everything that is new and fashionable in all the leading styles of Paris, London and New York, from the strong walking shoe to the dainty kid slipper. The assortment is unexcelled as to quality, and the prices will be found lower than any other house in this city. All goods are warranted to be of the finest quality and are purchased directly from the leading manufacturers. Mr. Ring is a native of Germany, and has resided in the United States for the past ten years. He is highly respected and esteemed for his many excellent qualities and strict probity.

INDUSTRIES AND WEALTH OF MAHANAY CITY, PENN.



THE trade conditions of Mahanoy City are so flourishing as to offer strong inducements to all classes of manufacturers. One thing must be borne in mind by manufacturers looking towards Mahanoy City as a desirable site for their industrial enterprises and that is this: The chief merit of the selection does not rest in securing an unoccupied field with the certainty of fair immediate returns, but is due to the cheapness of raw materials. Every essential agency for propelling the machinery, every natural ability for the construction of establishments, every method for removing the results of these observations, is perfect in capacity, convenience, promptitude and cheapness. Coal and culm deposits are exhaustless, locations for public works are countless, and our railroads afford us unexcelled opportunities for reaching foreign markets timely and advantageously. The neighboring hills are rich with coal and iron ore, and freights are tempered to the advantage of all our shippers, thus making this point one of the most important manufacturing centers of its size in the commonwealth. Capital that has already found fertile results from its embarkment in our midst is proving its confidence in the commercial prominence of Mahanoy by seeking new forms of industry among us, and duplicating its trusts by urging vigorously the introduction of other wealth. This alone is a powerful attestation of the exceptional vitality of Mahanoy City. While we are on this subject, it might be well for us to mention a few facts relative to culm. This now highly important fuel has within recent years occupied the careful attention of manufacturers and others interested, throughout the country, and its value as a cheap manufacturing fuel has been (and is now, for that matter) fully demonstrated time and again. So much has this subject been written on and promulgated at home and abroad that it has become "threadbare," if we may use the term, but the fact still exists as clear and transparent as ever that culm, as a cheap and effective fuel, outrivals any other cheap fuel in the world, natural gas not excepted. The utilization of culm has found its solution in the existence of a plant quite near Mahanoy City, where this refuse coal is made into solidified bricks. This infant industry promises to be of great proportions some day, and its prosecution should be vigorously urged on the part of the citizens; for these culm bricks are being used to great advantage on some of the Atlantic steamships, at a remarkable saving of labor and cost. Two great railway systems converging and making this a common point (the Philadelphia and Reading and the Lehigh Valley roads) constitute Mahanoy City as a distributing point of so many advantages that her claims in this respect should not be lost sight of by those who are about to engage in business of any kind. Fully alive to the fact that permanency of prosperity of any community lies in the possession of a diversity of manufacturing enterprises, the people of Mahanoy City have fostered and encouraged without stint the location here of industrial establishments, into the management and direction of which great energy and skill have been imported.

TRADE AND GENERAL WHOLESALE AND RETAIL COMMERCE.

Capital and push have given Mahanoy good stores, wholesale and retail, the stocks of dry goods, groceries, boots and shoes, hats and caps, hardware, machinery, stationery, crockery, etc., being rich and varied, and, as the freights are low, prices are too, so that people from the surrounding districts come here to buy, while the wholesale trade serves many sections at a considerable distance. The business men are so fully alive to the wants of the community that there is no necessity for going outside to get anything, for here everything required by a family can be had of the latest pattern or fashion, and at prices which compare favorably with those ruling in the metropolis. These enterprises are managed with considerable energy and success, and so long as the commercial interests of Mahanoy are in the hands of such men as its present merchants, a large measure of prosperity is assured to this favored city.

BANKING INSTITUTIONS.

The banking institutions of Mahanoy have certainly played an important part in the encouragement and advancement of the manufactures and commerce of the city, and have always been conservatively yet vigorously managed. There are two banks, both national, with a combined capital paid in of \$200,000, and the liberal aid extended by these institutions to all deserving enterprises has vastly tended towards a consummation of the progress and prosperity of the community at large.

EDUCATIONAL, RELIGIOUS AND SOCIAL FEATURES, ETC.

Education has ever been a matter of first importance to the people of Mahanoy, the general interests of the public schools being carefully watched and safely guarded, and the instruction afforded challenges the admiration of all. The school houses are spacious, commodious, well-lighted and ventilated structures, and the attendance of scholars averages 1500, calling for the engagement of a corps of twenty-five qualified teachers. Religion is represented in diversity and creed by some fourteen places of public worship; the press sheds enlightenment through the columns of the ably edited Tri-weekly Record and the Tribune; the public health and general welfare are preserved through the agency of an efficient gas and water supply, a volunteer fire department and several well kept hotels; amusement is provided by various social organizations, and a fine opera house supplies during the season a regular cordon of the best dramatical talent; in a word, Mahanoy is indeed a progressive, bustling American city, as yet still enjoying the morning of its prosperity and fame.

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We append a few brief sketches of some of the principal business enterprises of Mahanoy City as showing the general character and class of the business community of the town.

J. H. HAGENBUCH, Druggist, Nos. 101 to 103 West Centre Street. In the druggists' business it is very essential to have intelligence, coupled with perfect knowledge and experience, and in this respect we take pleasure in referring to Mr. J. H. Hagenbuch of No. 101 to 103 West Centre Street. Mr. Hagenbuch is a regular graduate of pharmacy, who has been engaged in business ten years. This business was founded twenty-five years ago by C. C. Hagenbuch, father of the present proprietor. Mr. C. C. Hagenbuch died December, 1899, when his son, Mr. J. H. Hagenbuch, assumed control of the business. The stores are attractively fitted up and his stock, which has been well selected, consists of the purest line of drugs and chemicals to be found in the city, also an assortment of fancy and toilet articles, druggists' sundries, etc. Special attention is paid to physicians' prescriptions, which are put up with accuracy and despatch at the lowest possible prices. Mr. Hagenbuch is ably aided by three skilled assistants.

CLINT HAINES, Dealer in Harness, Whips, Robes, Blankets, Etc., No. 29 West Centre Street.—This business was established in 1883 by Mr. Haines in Luzerne Co., Pa., who in 1888 removed to this city. The premises occupied present an attractive appearance and are very commodious and convenient, and in the warerooms an elegant and extensive variety of all kinds of harness, saddles, whips, brushes, dressings for harness, boots and shoes, axle oil, shoe findings, and horse furnishing goods are constantly on hand. Mr. Haines makes a speciality of his own manufacture of his nickel trimmed set of harness, which he guarantees superior to any other in this city. This harness can be bought at the sacrifice price of \$18.00 with a fur robe thrown in. Mr. Haines is a native of Pennsylvania and is highly esteemed and respected, and has throughout his business career adhered strictly to honorable methods of dealing, while he has always borne an unblemished name among the influential men of Luzerne County and this city.

SAMUEL BRITTON, Dealer in Pianos, Organs, Musical Instruments of all Descriptions, No. 121 East Centre Street.—The most popular music emporium in Mahanoy City is that conducted by Mr. Samuel Britton, at No. 121 East Centre Street. Founded in 1832 by the present proprietor, this establishment at once met with a most liberal and substantial patronage, and it has kept on increasing in popularity ever since. The store is a very commodious one, and is handsomely and appropriately fitted up and arranged. Magnificent grand, square and upright pianos of the very best manufacture may here be seen in ample variety, combining the latest improvements known to the trade, and noted for their sweetness of tone, melodious qualities and general excellence. Organs from the most celebrated factories in America may be found here, varying in size and quality. Mr. Britton is the agent here for the Estey, United States and Newman Bros.' organs, and also for the Emerson, Shoemaker and Estey pianos. These instruments are sold at advantageous cash prices and on the instalment plan at reasonable rates of payment. Mr. Britton also keeps in ample stock other musical instruments of every description, sheet music, music books, strings and trimmings for any kind of instrument and musical merchandise of all kinds, all of which are offered at prices not excelled by those of any other house in the trade. A special feature is made of the tuning and repairing of musical instruments, and in this line the fullest satisfaction is guaranteed. Mr. Britton is a native of England, a gentleman of middle age, a musician of first-class ability, and a business man of tact and probity.

G. W. DENNIS, Dry Goods and Notions, No. 19 East Centre Street.—A representative house in the dry and fancy goods trade of this city is that conducted by Mr. G. W. Dennis, at No. 19 East Centre Street. He established himself in business in Mahanoy City in 1879, and has occupied his present premises since 1882. His salesroom has an area of 20 x 50 feet, and is very tastefully and attractively furnished and arranged. The stock carried is a large and varied one, and embraces dry goods, hosiery, underwear and notions of every description, and of foreign and domestic manufacture. In silks, satins, woolens, velvets and other dress fabrics a splendid showing is made and here are to be found all the latest novelties in ladies' and gentlemen's furnishings, also in household linen, cottons, woolens, flannels, etc., while the prices are placed at the lowest possible figures consistent with a living business. Mr. Dennis has brought into every day practice a thoroughly efficient system of organization, which conduces greatly to the successful prosecution of his extensive and growing business. The stock is always complete in every department, and is constantly renewed by fresh invoices, while the prices quoted in all cases are extremely moderate. Courteous assistants are employed, and all patrons are accorded prompt and polite service. Mr. Dennis was born in Schuylkill County, this state, and has resided in Mahanoy City for the past twenty-seven years. He is a director of the Eagle Hosiery Mills, and has an enviable reputation in mercantile circles.

MANSION HOUSE, C. J. King, Manager, Main and Centre Streets.—There is no greater necessity in a live town, or a more important element in its development than a first-class hotel conducted on liberal principles and furnished with all the modern comforts and conveniences. All these requirements are fulfilled in an eminent degree by the Mansion House. The hotel occupies three spacious brick buildings, each containing three floors. The office and sample rooms, each spacious and convenient, are situated on the first floor. There are forty-five chambers for guests all handsomely and comfortably furnished. The house is well heated by a furnace and is cool in summer and warm in winter. The bar always has a full supply of the best liquors that can be obtained, both foreign and domestic, and this important adjunct of a well-ordered hotel receives careful attention. The dining-room will seat seventy-five guests and the tables are most generously supplied with the best the market affords. There are six spacious sample rooms for the special convenience of traveling salesmen, a large number of whom are regular patrons of the house. Mr. C. J. King, the manager of this splendid hotel, is a native of Wilmington, Del. He is a model hotel keeper, always solicitous for the comfort of his guests, and deservedly popular among all classes of travelers. The house is conducted on the European plan and the rates are \$2 per day.

CITY HOTEL, J. Keller, Proprietor.—Mahanoy City is famous in every field of commercial enterprise and industry, and especially so as regards that complex and admirably managed institution, a first-class hotel. In every way the City Hotel, located at No. 39 East Centre Street, is a representative establishment, and is one of the oldest and most noted hostelrys in the city. For the past twelve years it has been under the management of Mr. Jos. Keller, and during that period has increased in popularity with the traveling public. The hotel is very conveniently located. It is a substantial brick structure, three stories high. It contains twenty-three rooms available for guests, besides reading-room, parlor, dining-room and bar. The halls are spacious and convenient, while all the rooms are commodious, comfortable and handsomely furnished, and complete in all their appointments. The hotel is fully supplied with all modern conveniences, and the sanitary arrangements are complete in every respect. The cuisine is excellent, and the best of everything in season is always on the table. The service is prompt and courteous, and no trouble nor expense is spared by the proprietor to enhance the comfort and convenience of his guests. The rates are placed at the reasonable figure of \$1.50 per day. Mr. Keller is a thoroughly practical and energetic hotel man, who bears an excellent reputation as a genial and liberal-minded host, and who is a favorite with his guests. He was born in Germany, and has resided in Mahanoy City for the past eighteen years.

A. & D. M. HOPPEs, Manufacturers and Dealers in Choice Flour, Feed and Grain, Corner Centre and Third Streets.—This business was first established by Andrew and Daniel Hoppes and Hiram Ware under the firm name of Andrew Hoppes & Co. in 1867. The firm then became Hoppes & Newmiller, and in 1879 changed to A. & D. M. Hoppes, which firm name is still retained. They are manufacturers and dealers in choice flour, feed and grain, and also deal in hay, straw, cheese, apples, etc. They make a specialty of spring and winter wheat roller patent flour. The premises occupied by them include three floors in the spacious frame building at the corner of Centre and Third Streets. The mills have four run of stone and a capacity of fifty barrels a day. One engine and four boilers furnish the motive power. Twelve men are employed in the conduct of the business. Mr. A. Hoppes and his son, Mr. D. M. Hoppes, are both natives of Schuylkill County, and are both practical merchant millers of long experience and well proved ability. The admirable equipment of the works and the great care taken through all the processes of milling make the product of the Excelsior Mills of the very highest quality, and have gained for it a reputation among the trade that is second to none in the market. An endeavor has always been made to produce a first-class article, and that this effort has been eminently successful and thoroughly appreciated is shown by the large trade and high reputation enjoyed by the concern. In the line of produce, also, the concern does an extensive trade and is widely noted for the excellent goods and the reasonable prices offered.

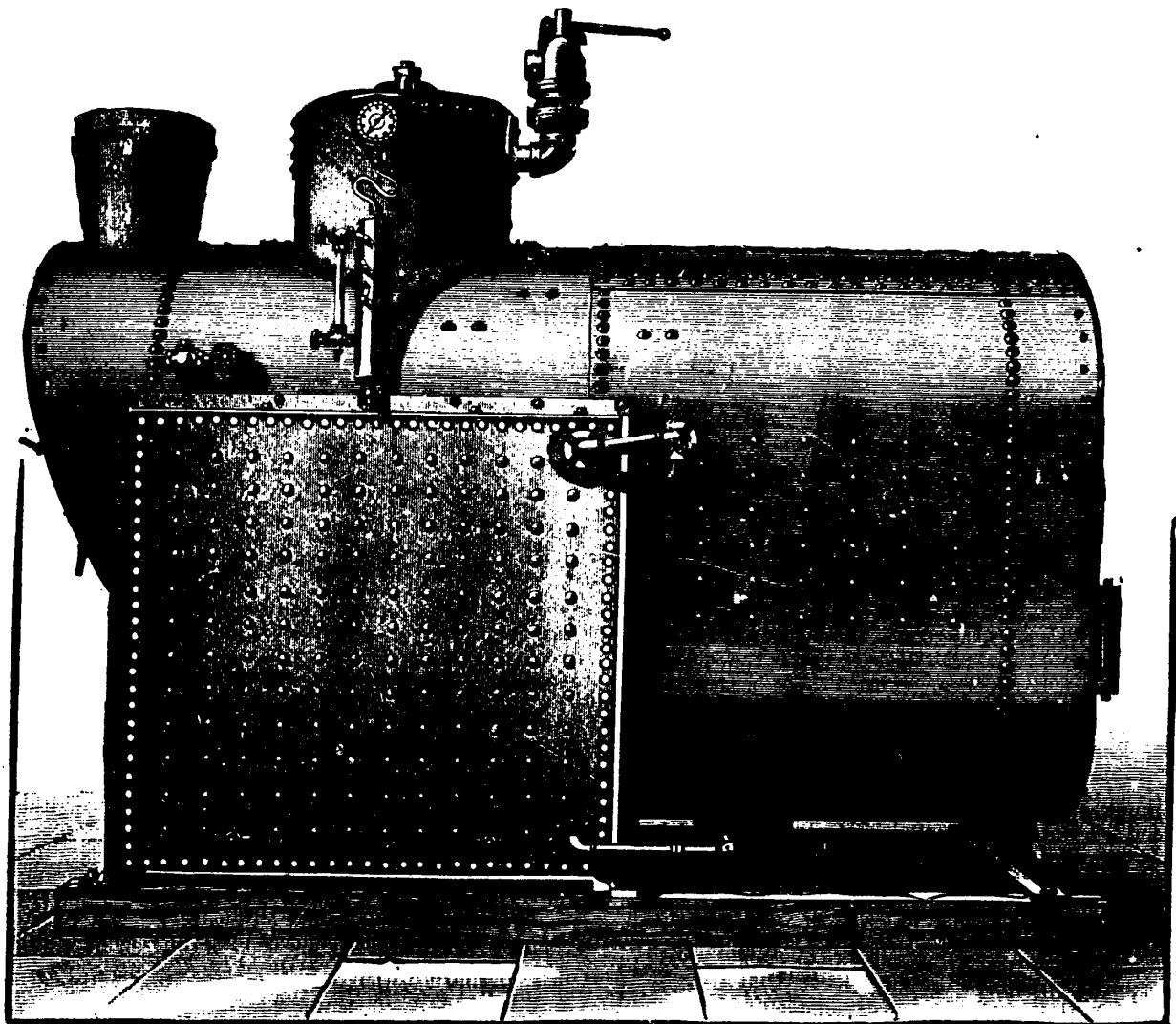
WJ. CLEARY, Dry and Fancy Goods, Nos. 37 and 39 West Centre Street.—This house has long been the leading headquarters in this city for fine millinery and laces, dry and fancy goods, etc. The proprietor is a connoisseur in all these different departments of trade, and his constant aim has been the selection and purchase of articles distinguished for novelty, beauty and merit. As a result, at his establishment can always be found certain classes of goods for decoration, ornament and use, of rare excellence and utility, that can be obtained nowhere else. Mr. Cleary organized his enterprise in May, 1884, and has occupied, since 1887, his present premises, which comprise a store 25 x 100 feet in dimensions. The salesroom is elegant and attractive in its fittings and appointments. A corps of eight assistants contribute to the rapid dispatch of business, and the wants of all classes of purchasers are ministered to with eminent satisfaction and success. This is the headquarters in the city for ladies' and children's coats and cloaks, of which a fine showing is made. It is the leading house for corsets in the newest styles and of the best materials and manufacture, and it is the great purchasing centre for mourning goods, ladies' and gentlemen's furnishings, silk, satin and other dress goods, household linens, cottons, flannels, etc., hosiery, gloves, and underwear, notions, and fancy goods in great variety. The lowest prices prevail and business is brisk.

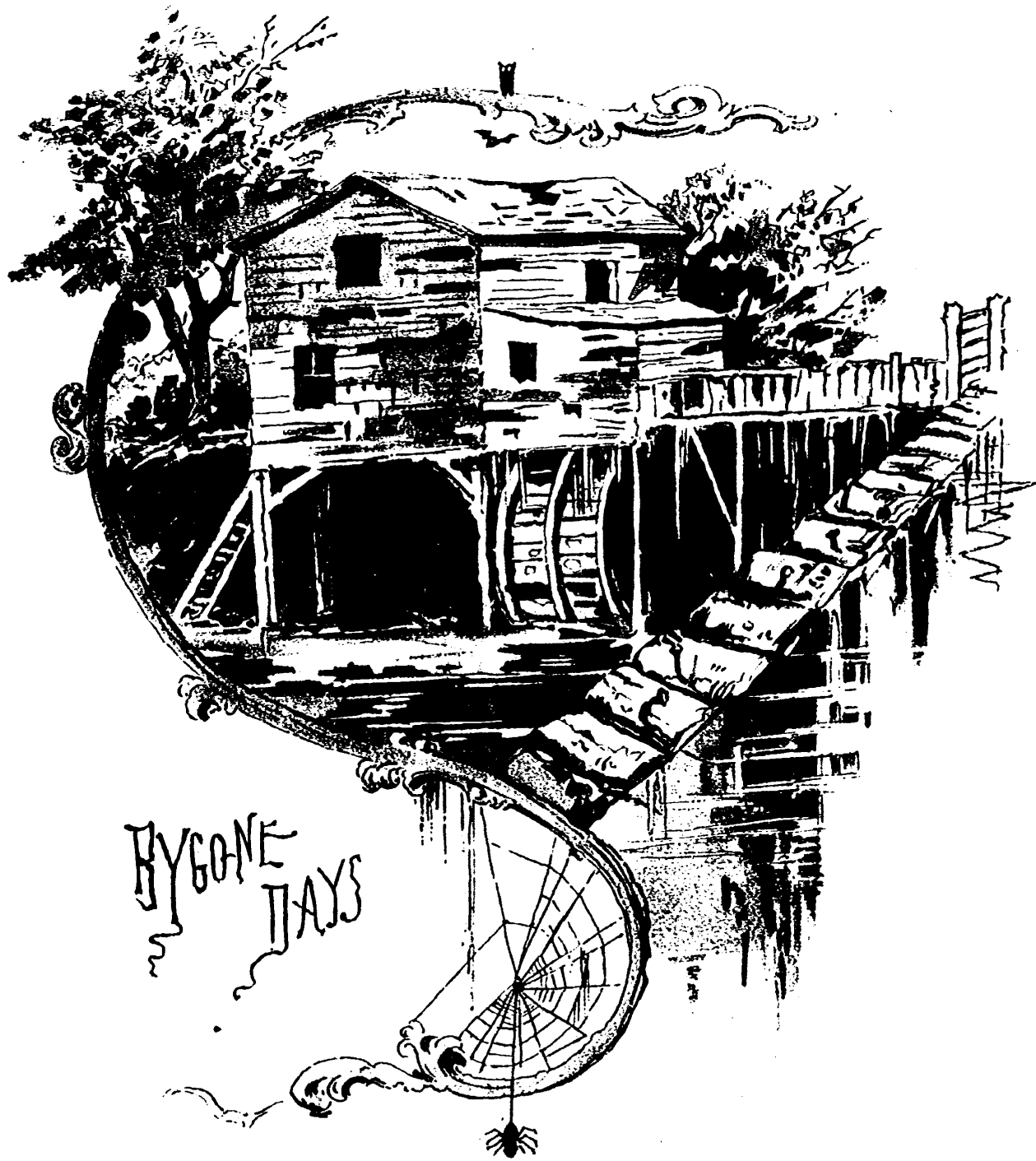
LEWIS GRIM, Manufacturer and Jobber in all Kinds of Cigars, Tobacco, Etc.—Mr. Grim has been identified with the trade a long time, and for a period of twenty-one years conducted a large business in Pottsville, his native place. He has been established in this city since 1860, and built up a flourishing trade with all the surrounding sections of country. A number of skilled workmen are employed, and he manufactures a special line of goods of various brands which have a wide sale and are always in demand by the trade and consumers. A fine display is made in the store of goods of his own manufacture, and also fine and medium grade cigars of all kinds, and the leading popular brands of fine cut and plug chewing and smoking tobaccos and cigarettes, snuffs, pipes and smokers' articles generally. Mr. Grim is a gentleman in the prime of life, a splendid business man, and can always name the very lowest prices, and guarantee the very best satisfaction to all dealing with him. He is widely known through this section of the state and is doing a splendid, flourishing business, which is steadily growing and increasing under his able direction and management.

WILLIAM MORGAN, Plumber, Main Street.—A prominent house engaged in this trade is that of Mr. William Morgan, who established this enterprise in 1881 and since its foundation at that date has always obtained a liberal and permanent patronage. The premises occupied are well adapted for their purpose, and possess every facility and modern appliance for the systematic prosecution of the work in hand. Mr. Morgan deals

largely in stoves, ranges and furnaces of all kinds, and gives constant employment to eight skilled mechanics. He is prepared to furnish estimates and contracts for the ventilation and heating of public buildings, churches, factories, stores and private dwellings. In every branch of the trade this house is prepared to compete with any of its contemporaries, and it may be implicitly depended upon to perform all contracts with promptness and satisfaction to all concerned. Mr. Morgan is a native of this city, and is generally respected by the community for his strict integrity, and his prospects in the near future are of the most favorable character.

CA. VAN HORN, Clothier and Hatter, No 12 West Centre Street.—This business was established in 1882 by Mr. Van Horn, and since its inception at that date he has built up a substantial and influential patronage. The premises occupied are spacious and commodious and are well adapted for the business, being well equipped with every appliance for the prosecution of trade and the comfort of patrons. Mr. Van Horn deals largely in hats and caps of every description, size and quality, procuring his goods from only the best manufacturers and importers. All goods are guaranteed and are unexcelled for quality, style and finish, while his prices defy competition. Mr. Van Horn is a native of Pottsville, Pa., and is highly esteemed and respected for his kind and courteous manners and every where recognized as an honorable and upright business man, justly meriting the success attained by his enterprise, energy and perseverance.





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