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BOSTON:

ITS COMMERCE,  
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# GENERAL INDEX.

<p>ADAMS, J. Q., &amp; Co., Subscription Books..... 256</p> <p>Adams &amp; Itsley, Mfrs. Fine Harness, Saddlery and Horse Clothing..... 237</p> <p>Adams &amp; Curtis, Sewing Silk..... 166</p> <p>Adams House, Geo. G. Hall, Proprietor..... 270</p> <p>Ailman, John H., Optician..... 184</p> <p>Akron Iron Company..... 132</p> <p>Allandale Spring Company..... 249</p> <p>Allen, J. N., &amp; Berry, Label Printers..... 283</p> <p>Allen, Morse &amp; Co., Fruit and Produce Commission... 281</p> <p>Allen, Lane &amp; Co., Dry Goods Commission Merchants 194</p> <p>Allen, Charles W., Cane and Wood Seat Chairs..... 183</p> <p>Amory, G. W., Cotton Buyer..... 162</p> <p>American Co-Operative Association..... 273</p> <p>American Decorative Company..... 168</p> <p>American Leaf Tobacco Company..... 214</p> <p>American Postal Machines Company..... 88</p> <p>American Spiced Food Company, James O. Boyle, Proprietor..... 218</p> <p>American Tool &amp; Machine Company, The..... 147</p> <p>Andersen, Henry, Ship Supplies..... 214</p> <p>Anderson, A. T., &amp; Son, General Machinists' Work... 204</p> <p>Andrews, Mark, &amp; Co., Overcoats, Reefers and Ulsters 267</p> <p>Andrews, Frank A., Watch Maker..... 280</p> <p>Andrews &amp; Stevens, Provisions..... 283</p> <p>Angus, George, &amp; Co. (limited), Leather..... 177</p> <p>Appleton, Geo. C., Real Estate Broker..... 164</p> <p>Arnold, A. A. B., Commission Merchant..... 228</p> <p>Arnould &amp; Sarrémeigna, Millinery and Feathers..... 279</p> <p>Ascher, M., Tailor..... 282</p> <p>Ashton Valve Company, The..... 128</p> <p>Atkins, E., &amp; Co., Raw Sugar..... 154</p> <p>Atlas National Bank..... 81</p> <p>Atteaux, F. E., &amp; Co., Mfrs. and Importers of Dye stuffs, etc..... 86</p> <p>Automatic Fire Alarm &amp; Extinguisher Company, (limited) The..... 239</p> <p>Ayer &amp; Co., Opticians..... 279</p>	<p>Bailey, T. B., &amp; Co., Perfumers..... 191-273</p> <p>Baker, M. G., Oysters, Clams, etc..... 196</p> <p>Baker, John W., Stock Broker..... 152</p> <p>Baker, Walter, &amp; Co., Mfrs. of Chocolate and Break-fast Cocoa..... 111</p> <p>Balch, Jos., Wool..... 281</p> <p>Balch Bros., Subscription Book Publishers and Sellers 239</p> <p>Barbour, F. W., Real Estate, etc..... 250</p> <p>Barclay-Clements Company, Commission Merchants.. 153</p> <p>Barnes, F. G., &amp; Son, Auctioneers, etc..... 203</p> <p>Barney Ventilating Fan Company, The..... 126</p> <p>Barrett, C. B., German Peat Moss..... 225</p> <p>Barta, L., &amp; Co., Printers..... 169</p> <p>Batchelder &amp; Lincoln, Wholesale Boots, Shoes, etc.... 84</p> <p>Batchelder, Francis, &amp; Co., Beef, Mutton, etc..... 279</p> <p>Bay State Brick Company..... 183</p> <p>Beach &amp; Co., Dyestuffs..... 213</p> <p>Beach &amp; Carridge, Concentrated Extracts..... 197</p> <p>Beckford's Photo-Studio..... 257</p> <p>Beggs &amp; Cobb, Tanners and Carriers..... 188</p> <p>Belledun &amp; Morgan, Carpenters and Builders..... 161</p> <p>Bemis, Emery, &amp; Co., Leaf Tobacco..... 214</p> <p>Benjamin, W. W., Fruit Commission..... 234</p> <p>Bennett, B. F., Mfg. Stationer, etc..... 281</p> <p>Bennett, Dana W., &amp; Co., Insurance..... 152</p> <p>Berlitz School of Languages, The..... 198</p> <p>Bigelow, H. W., Company, Brass and Iron Bedsteads. 206</p> <p>Bigelow, Austin, Chicago Dressed Beef..... 165</p> <p>Bigelow, F. N., Paper, Twine and Marlines..... 214</p> <p>Bigelow &amp; Jordan, Picture Framing..... 282</p> <p>Binner, Charles S., &amp; Co., Makers of Manifold Letter and Order Books, etc..... 279</p> <p>Bird, M. T., &amp; Co., Stationers and Engravers..... 253</p> <p>Bishop, D. H., Tailor..... 268</p> <p>Bixby, Thomas E., &amp; Co., Commission Merchants... 283</p> <p>Blackwell, E. D., Contractor and Builder..... 203</p> <p>Blaisdell, A. C., Real Estate, etc..... 205</p> <p>Bogigian, Hagop &amp; Co., Rugs, etc..... 256</p> <p>Bolton, Kidder &amp; Co., Beef, Mutton, etc..... 277</p> <p>Bond, J., &amp; Co., Fruit Commission Merchants..... 202</p> <p>Boston Bank Note and Lithographing Company..... 247</p> <p>Boston Brass Andiron and Polishing Company..... 257</p> <p>Boston Conservatory of Music..... 243</p>
---	---

Boston Electric Protective Association, The.....	114	Chapman & Soden, Roofing and Paving Materials.....	171
Boston Engraving Company.....	202	Chase, L. C., & Co., Mfrs. Horse Clothing, etc.....	96
Boston Gear Works.....	222	Chase, Amos F., Mfr. Shirts, etc.....	216
Boston Lead Mfg. Company.....	95	Chase, J. Eastman, Paintings, etc.....	265
Boston Marble Company.....	115	Cluse, Chas. F., Insurance.....	265
Boston & Montana Consolidated Copper and Silver Mining Company.....	111	Cheever, A. G., & Co., Mfrs. Paper Boxes.....	141
Boston Orange Growers' Company, M. D. Brooks, General Agent.....	226	Chidsey & Partridge, Surgical and Electrical Instru- ments.....	274
Boston Rubber Company.....	130	Child Acme Cutter and Press Company, The.....	206
Boston Steam Gage Company.....	176	Choate Drug and Chemical Company.....	237
Bowden, J. G., Mfrs' Agent.....	264	Church Cleansing Company.....	232
Bowles, F. H., & Co., Commission Merchants and Wholesale Butter, Eggs and Cheese.....	85	Church, F. T., & Co., Pharmacists.....	282
Boyce, E. J., Mfr. Diamond Mountings.....	249	Church, Herbert C., Banker and Broker.....	187
Boynton, Wm., Real Estate.....	229	Churchill, F. S., Ladies' Fine Boots.....	185
Bradford, Thomas & Co., Dry Goods Jobbers.....	181	Churchill, N. W., Mfr. Shawls, Fascinators, etc.....	217
Breck, Chas. E. C., Civil Engineer, etc.....	134	Cibils Company, of the United States, Fluid Extract of Beef.....	218
Bridge, J. G., & Co., Hides, Calf Skins, etc.....	256	Clark Bros. & Co., Fruits and Produce.....	278
Bridgman & Co., Importers of Fine Woolens.....	197	Clark, G. F., & Co., Boston Yacht Agency.....	170
Briggs, Robert, & Co., China, Glass, Crockery, Lamps, etc.....	247	Clark, Geo. H., Boot, Shoe and Slipper Patterns, etc.....	192
Brigham, Edward A., Textile Machinery.....	160	Clark, B. G., & Co., Laces and Embroideries.....	248
Brigham & Spofford, Architects.....	244	Clark, Edward E., Art Stationer.....	265
Brigham's Hotel and Restaurant, N. H. Bush, S. G. Wiley, Proprs.....	81	Clarke, Barnabas, Wines and Liquors.....	251
Brooks, E. D., & Co., Tanners' Supplies.....	202	Clapp, Alfred, & Co., Wholesale Lumber.....	188
Brooks, Lyman B., Designer, etc.....	273	Clayton, Fred. I., Tailor.....	188
Brown, Fred. L., & Co., Beef, Pork, etc.....	214	Cleve, Jos., & Co., Wines and Liquors.....	260
Brown, John I., & Sons, Chemists, And Mfrs. Brown's Bronchial Troches.....	96	Cobb, M. L., Bituminous Coal.....	179
Brown, Riley & Co., Stock Brokers.....	80	Coffin, Altemus & Co., Dry Goods Commission Mer- chants.....	117
Brown, C. E., Real Estate and Commercial Broker.....	228	Coffin, George Winthrop, Insurance.....	181
Brown, A. D., & Son, Cotton Buyers.....	255	Coggan, Alden, Hides, Calf and Lamb Skins, etc.....	217
Brown, T. S., Carpenter and Builder.....	261	Cohen, S., & Co., Small Wares, etc.....	234
Browne, Arthur Benj., Chemist.....	255	Colby, W. M., & Co., Builders' and Cabinet Hardware.....	167
Bryant & Stratton Commercial School.....	168	Collamore & Co., Soap, etc.....	219
Bullock, H. M., Real Estate, etc.....	268	Collins, J. Lincoln, Fancy Brass, Bronze, Iron and Wire Work.....	175
Buntin, J. Parker, Chiropodist.....	249	Collins, Geo. Z., & Co., Leather Board and Straw Board, etc.....	219
Burke, T. S., U. S. Claim Agent.....	258	Collins & Co., Real Estate and Mortgages.....	240
Burton, A. & E., & Co., Mfrs. Brushes and Feather Dusters.....	240	Comer's Commercial College.....	225
Burton, Mansfield & Pierce, Wholesale Clothiers.....	186	Compagnie Generale Transatlantique, Duncan Bailly Blanchard, Agent.....	156
Butchers, William B., Mfr. Harness, etc.....	226	Conant & Bean, Fruits and Produce.....	274
Buzzell, J. G., & Co., Boot and Shoe Machinery.....	224	Conlon, John, & Co., Wines and Liquors.....	267
CAIN, EBEN H., Diamonds and Mfr. Diamond Jewelry.....	242	Connecticut River Lumber Company, The.....	112
Callahan, The Cornelius, Company, Mfrs. Fire Depart- ment Supplies.....	156	Connecticut Mutual Life Insurance Company, D. W. Kilburn, General Agent.....	122
Campbell, John, Commission Merchants.....	166	Constitution Wharf Company.....	238
Capen, George W., & Co., Mfrs. Plush and Leather Toilet Cases.....	215	Constitutional National Bank.....	176
Carson Trench Machine Company.....	170	Converse, Stanton & Cullen, Dry Goods Commission Merchants.....	193
Carter, John, & Co., Wholesale Paper Dealers.....	150	Coolidge, A. H., Lumber and Coal.....	216
Case, Dudley & Battelle, Dry Goods Commission Merchants.....	193	Co-Operative Farm Agency.....	254
Cavagnaro, J., & Co., Foreign and Domestic Fruits.....	85	Corne, W. F., Importer of Paper Stock.....	188
Chadbourne & Moore, Shoe Goods, etc.....	269	Cotton, Durgin & Maag, Mfrs. Mineral Waters.....	228
Chadwick & Stillings, Builders.....	247	Covell & Rouk, Men's Furnishers.....	221
Chadwick Iron Works, A. R. Chadwick, Propr.....	248	Covert Bros., Ship Stores, etc.....	221
Chandler & Farquhar, Machinists' Supplies, etc.....	222	Coy, Samuel I., Restaurant.....	183



Crehore, C. F., & Son, Mfrs. Press Papers and Cards for Jacquard Looms.....	131	Ellicott, J. P., & Co., Ship and Insurance Brokers....	262
Cronin & McGonagle, Plumbers.....	246	Ellsworth & Piehler, Furrriers.....	118
Crowell, Timothy, Lumber.....	221	Elson, George H., Watches, Clocks and Silverware....	247
Crown, W. S., & Co., Watches, Clocks, etc.....	253	Emerson, D. R., & Co., Dress and Cloak Trimmings, etc.....	240
Cumberland Manufacturing Company, Mfrs. the Warren Filters.....	92	Emerson, Thos. W., & Co., Seeds.....	224
Cummings, C. H., & Co., Flour and Commission Merchants.....	93	Empire Laundry Machinery Company.....	131
Cummings, Josiah, & Son, Mfrs. and Dealers in Trunks, etc.....	159	Endicott & Macomber, Insurance.....	222
Cummings, H. H., & Co., Machinists.....	212	Engineering Equipment Company.....	123
Cunard Steamship Company (Limited).....	132	Enterprise Plating Company, Electro Plating, etc.....	350
Cundall, E. M., Manfr. Piano Covers, etc.....	258	Equitable Life Assurance Society, of New York.....	110
Cunningham, J. H., Wrought Iron Pipe and Fittings..	88	Evans Artificial Leather Company, The.....	210
Curtis, C. P., & Co., Produce Commission and Wholesale Fresh Fish.....	282	Everett Mills, Manfrs. Denims, Cottonades, Gingham, etc.....	228
Cushing, Olmsted & Snow, Men's, Youths' and Boys' Clothing.....	200	Excelsior Umbrella Manufacturing Company.....	211
Cushman, Ara, Company, Manfrs. Boots and Shoes..	238	FAIRLIE, J. B., Bakers' Supplies, etc.....	279
Cutting, Frank A., Helmlock Bark.....	159	Faneuil Hall National Bank.....	122
Cutting Car Company, Patent Tan Bark Cars.....	159	Fenno, Isaac, & Co., Clothing.....	179
DAVENPORT, J., Jr., Tobacco and Cigars.....	248	Fenno Bros. & Childs, Wool Commission Merchants..	205
Dale, John P., & Co., Bookbinders.....	235	Finn & Kelley, Gents' Furnishers.....	244
Davidson, W. E., Fire Insurance.....	182	Fisk, G. R., & Co., Ribbons, Silks, etc.....	125
Davis, F. H., & Co., Paper Mill Machinery.....	215	Fitch, Nathan A., Poultry and Game.....	243
Davis, Curtis, & Co., Manfrs. Soap.....	132	Flanders, O. H., Real Estate, etc.....	216
Davis, Chapin & Co., Fruits and Produce.....	275	Fleming, E., & Co., Bookbinders.....	264
Deering, William, & Co., Harvesting Machinery.....	179	Flenning & Co., Bankers and Brokers.....	173
Denny, Poor & Co., Dry Goods Commission Merchants.....	229	Follett, Geo., & Co., Wool.....	210
Derby, P., & Co., Manfrs. Chairs.....	154	Fobes, Hayward & Co. (Incorporated), Manfg. Confectioners.....	231
Derry, C. T., & Co., Sea Wall Builders.....	190	Foster, Wm. T., & Co., Brass Founders and Finishers..	247
Desk Exchange.....	244	Fowle, Seth W., & Sons, Proprietors of Dr. Wister's Balsam of Wild Cherry, etc.....	218
Desmond, D. W., Real Estate, etc.....	266	Fowle, Cobb & Pearson, Manfrs. Silk, Flannel and Cheviot Shirts.....	91
Dexter, Frederic, & Co.....	252	Fraternity Publishing Company, The.....	248
Dexter Bros., Manfrs. English Shingle Stain.....	136	Freese, August H., Manfr. Spring Beds.....	216
Dillaway, James H., Beef, Pork, etc.....	277	French, Benj., & Co., Photographic Materials.....	250
Dinsmore, T. H., U. S. War Claim Agent.....	226	French, William C., Manfr. Bedsteads, etc.....	174
Dinsmore, Wm. J., Manfr. Regalia and Supplies.....	271	French's Business College.....	233
Dodge, Albert, Grain Commission Merchant.....	85	Frink, Alden, Architect.....	208
Doll & Richards, Fine Arts.....	254	Frost, Thos. P., Forwarding Agent and Truckman...	275
Dooley's Hotel, John Howlett, Proprietor.....	253	Fullarton, J., & Co., Wholesale Grocers' Specialties..	283
Draper, Albert, & Co., Lumber.....	242	Fuller, Harding & Co., Bankers.....	101
Drewsen French Cleansing and Dyeing Company, The	257	Fuller, J. B., & Co., Wines, Brandies, etc.....	204
Driscoll, F. F., & Co., Provisions.....	279	GAHM, Jos., Ales and Beer.....	157
Duncan, W. D., & Nickerson, Submarine Divers, etc..	220	Gallison, Wm. H., Engineers' Specialties.....	130
Durkee, Davis & Drake, Liquors.....	285	Gamewell Auxiliary Fire Alarm Company.....	122
Dyer, Rice & Co., Hats, Straw Goods, etc.....	120	Gill & Looz, Ship Brokers.....	231
EATON, GEO. H., & Co., Manfrs. Presses and Tools for Working Sheet Metals.....	249	Gilman, J. D., Dining Rooms.....	203
Eaton, Geo. E., Auctioneer, etc.....	225	Gilpatrick, J. W., Carpenter and Builder.....	251
Eco Magneto Clock Company.....	136	Globe Investment Company.....	136
Egerly, W. H., Note Broker.....	207	Glover, J. L., Provisions.....	278
Edmonds' Art Supply Store.....	247	Googins, T. B., & Co., Butter, Cheese, etc.....	156
Elastic Tip Company.....	141	G. & P. Engraving Company, Die Sinking, Designing and Engraving.....	216
Electric Gas Lighting Company, Manfrs. Electrical Goods.....	99	Grace, J. J., Millinery.....	242
Eliot National Bank.....	236	Graham, J., Wrapping Paper, Twines, etc.....	202
		Grant, Jott, Wooden Boxes and Box Shooks.....	262
		Granular Metal Company, Joel H. Hills, General Agent	148
		Great Atlantic & Pacific Tea Company, The.....	185

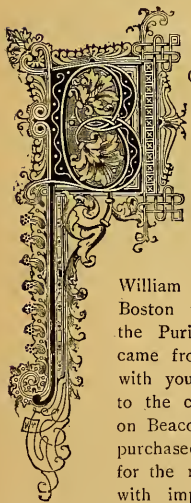
Gregory, F. W., & Co., Oils, Varnishes, etc.....	127	Hopkinson & Marden, Wholesale Wooden, Willow and Tin Ware.....	145
Griffin, H. B., & Co., Produce Commission Merchants.	227	Horn, The E. B. Company, Jewelers, Wholesale and Retail.....	246
Gross, J., & Co., Beef, Pork, etc.....	271	Hosmer, C. B., Foreign and Domestic Fruit.....	269
Grundy Brass Works.....	201	Hotel Grand View, P. A. Sheehan & Co., Proprs.....	221
HACKETT, GEO. G., Broker.....	266	Hotel Winthrop, T. Keleher, Propr.....	175
Haley, Chas. E., & Co., Druggists' Sundries.....	139	Houghton, G. B., & Co., Commission Merchants.....	252
Hall, Martin L., & Co., Wholesale Grocers.....	106	Houghton, J. H., Machinery.....	119
Hallett, Albert, Printer.....	278	Howe, Elias, Company, Violins.....	176
Hallissy, D. J., Bookbinder.....	238	Howe, Brown & Co. (Limited), Manfrs. Steel.....	128
Ham, W. A., Real Estate.....	252	Howe, Irving A., Manfr. "Hub" Brand Shirts, Wraps and Drawers.....	236
Hamblin, H., Sailmaker.....	220	Howard National Bank.....	86
Hamilton Woolen Company.....	208	Howard, P. B., Dry Goods Commission Merchant.....	187
Hammond Typewriter Company, Fred S. Barstow, Mgr.	155	Hoyt & Tripp, Mechanical Draughtsmen, etc.....	258
Hanford-Stanford Company, The.....	98	Huckins, P. S., & Co., Lumber.....	83
Harding, F. E., & Co., Fish and Lobsters.....	203	Humphrey, J. B., Diamonds.....	269
Harding, Whitman & Co., Commission Merchants, Woolen Cloths, Dress Goods and Yarns.....	92	Hunt, Geo. W., & Co., Steel.....	277
Hardy, A. N., Photographer.....	251	IMPROVED PROCESS GLUE COMPANY, THE.....	125
Hardy, A. C., & Co., Doors, Sashes, etc.....	187	India Mutual Insurance Company.....	224
Harris, H., & Co., Auctioneers and Comm. Merchants.	229	Iowa Loan and Trust Company.....	178
Hartford Steam Boiler Inspection and Insurance Com- pany.....	191	Irving & Co., Commission Grain, Flour, etc.....	283
Harvey Manufacturing Company.....	268	JACKSON, JOS. A., Hatter and Furrier.....	264
Harvey, Chas. C., & Co., Pianofortes.....	237	Jackson, W., & Son, Tailors.....	280
Haskell, W., & Co., Fish.....	278	Jacob, S., Antique Furniture, etc.....	226
Haskins & Montague, Commission Merchants, Cotton, Wool, etc.....	253	Jacobs, David H., & Son, Masons and Builders.....	223
Hastings, George H., Portraits.....	214	Jaynes & Co., Pharmacists.....	278
Hastings, Henry, Swedish Iron and Steel.....	121	Jenkins, L. Edward, Engineers', Steamship, Yacht Supplies, etc.....	240
Hastings' Hat House.....	212	Jennings, C. E., Real Estate and Insurance Broker.....	243
Hayes, Geo. H., Ship, Derrick and General Ironworker	268	Johnson, F. H., & Co., Fish.....	281
Hayes, W. J., & Sons, Municipal Bonds.....	200	Johnson & Glover, Manfr. Papier Mache Forms, etc.....	220
Hayward, J. Francis, Rubber Goods.....	126	Johnson Electric Service Company.....	210
Hazelton & Goddard, Decorators, etc.....	242	Johnston Line, The.....	109
Heath, E. C., Real Estate, etc.....	153	Jones & Co., New York City Roller Flour Mills.....	223
Heilbrun, Edwin S., Doussan French Perfumery Com- pany, New Orleans, La.....	144	Jones Manufacturing Company, Gem Water Filters.....	208
Heliotype Printing Company, The.....	233	Jones, McDuffee & Stratton, China, Glass and Lamps.	186
Henry, John J., & Co., Boots and Shoes.....	228	KEARSARGE MINING COMPANY.....	113
Herrick, Wm., Fish.....	158	Keenan, P. J., Wool, etc.....	248
Hill, Clarke & Co., Iron and Brassworking Machin- ery, etc.....	127	Kenison, Dr. N., & Sons, Chiropodists.....	234
Hills, Wm. S., Company, Flour and Produce.....	265	Kimball, Charles, & Co., Fruit and Produce.....	189
Hillson, H. M., Manfr. Tinware, Kitchen Furnishing Goods, etc.....	193	King & Goddard, Plumbers' Supplies, etc.....	271
Hodgdon, D. M., & Co., Manfrs. and Jobbers Clothing.	154	Kingsley, Gardner P., Real Estate, etc.....	133
Hodges, Frank F., & Co., Manfrs. Straw Goods.....	195	Knapp, B. L., & Co., Dentists' Materials.....	233
Hodgkins & Hodgkins, Tailors.....	245	Knapp, W. B., Diamonds.....	243
Hodgman Rubber Company.....	184	Knitted Fabrics Company, The.....	203
Holland Studios, Ye, Photographers, W. A. Holland, Propr.....	109	Krikorian, H., Oriental and French Confectionery.....	232
Hollis & Snow, Insurance.....	200	LACING STUD COMPANY, THE.....	126
Holmes & Blanchard, Mill Furnishers.....	146	Lagrez, Hermann C., Insurance.....	216
Holt, A., & Co., Steam and Water Heating.....	230	Lally & Collins, Hosiery, Underwear and Fancy Dry Goods.....	183
Holt, O. J., & Co., Metal Platers.....	262	Lamont, Geo. D., Beef, Pork, etc.....	278
Home Savings Bank.....	198	Lamprecht Bros. & Co., Bankers.....	118
Homer, Geo. E., Watches, etc.....	280	Lane & Rowell, Tailors.....	260
Hood, R. S., Scrap Iron, etc.....	264	Langdon, W. G., Watches and Clocks.....	194
Hood, A. L., Watchmaker and Jeweler.....	252	Lanzendoerfer, Geo., & Co., Chemists.....	240
Horle, A., & Son, Manfrs. Paper Boxes.....	226		

Lappen Bros., Wooden Ware, Brooms, etc. ....	159	Mercantile Mutual Accident Association.....	127
Lawrence, Charles, & Co., Foreign and Domestic Fruits, etc. ....	260	Merrill, Dexter & Co., Paints, Oils, Varnishes, etc. ....	205
Lawrence, H. L., & Co., Wholesale and Retail Poultry, Game, etc. ....	185	Merriman Chemical Company.....	208
Lawrence, H. S., Clothing Company.....	262	Merriman, F. E., Whalebone.....	187
Leach, H. L., New England Agent for the Boston Forge Company, etc. ....	157	Michigan Radiator and Iron Mfg. Company.....	139
Leach, Shewell & Sanborn, Publishers.....	149	Miles & Thompson, Sheet Music.....	254
Leavitt & Co., Household Specialties.....	163	Miller, Edmund W., Mr. Miller's Reform Boot.....	185
Lee & Shepard, Publishers.....	142	Minard's Liniment Mfg. Company.....	162
Leighton, Royal B., Insurance, etc. ....	224	Mitchell, Henry, Medal List, Seal and Gem Engraver.....	282
Leland, Towle & Co., Bankers and Brokers.....	235	Monson Maine Slate Company.....	210
Lenth, Geo. C., & Co., Bankers and Brokers.....	133	Monument National Bank, The.....	231
Leonard, Geo. H., & Co., Importers of Oils and Grease.....	181	Moore, J. A., Boots and Shoes.....	268
Lombard, N. C., Mechanical Engineer and Solicitor of Patents.....	211	Moore, George W., Piano Hardware.....	246
Long, J. H., Machinist.....	255	Moors, J. B., & Co., Bankers.....	137
Lothrop, D., Company, Publishers.....	104-5	Morley Button Sewing Machine Company.....	161
Lott, V. F., & Co., Commission Stock Brokers.....	216	Morrell, I. R., & Co., Commission Dealers, Fruits and Produce.....	236
Low, Wm. F., Oils, Steamship and Engineers' Sup- plies.....	255	Morrison, C. E., & Co., Fruits and Produce.....	277
Lowell, John A., & Co., Engravers and Printers.....	200	Morrison, Geo. H., Engineer.....	130
Lowell, D. W., & Son, Fruit and Produce Commission.....	238	Morrow & Wilkinson, Tin Plate, Sheet Iron and Cop- per Workers.....	212
Lowry, M., & Co., Linen.....	230	Morse, Walter R., & Co., Manufacturers' Agents.....	101
Lumb, Wm., & Co., Plumbers.....	158	Moseley T. E., & Co., Boots and Shoes.....	250
Lund, Jewell & Welch, Solicitors of Patents.....	191	Mount Vernon National Bank.....	107
MACDONALD BROS., Manfrs. Awnings, etc. ....	257	Mt. Washington Cold Spring Mfg. Company.....	205
Mack, John, Jr., Mason and Builder.....	161	Mudge, Alfred, & Son, Printers.....	87
Mack, John, Plasterer.....	201	Mudgett, H. L., Bananas.....	150
Magee Furnace Company.....	137	Mullett, Geo. F., Weigher.....	221
Maguire, P. J., & Co., Military Tailors.....	253	Murphy, D. J., Plate Music Printing.....	282
Manchester Locomotive Works.....	232	Murphy & McCarthy, Publishers and Manufacturers.....	272
Mannall & Co., Real Estate, etc. ....	201	Murphy Varnish Company.....	128
Manning, Wm. E., & Co., Investment Bankers, etc. ....	80	Murray & Tregurtha Company, The, Tool Makers and Machinists.....	207
Manufacturers National Bank.....	190	Murtfeldt, W. A., Roofing.....	217
Marble, W. P., & Co., Brass Finishers.....	244	Mutual Life Insurance Company, of New York, C. A. Hopkins, General Agent.....	116
Marshall, John E., Manfr. Saratoga Potato Chips.....	266	Mutual Reserve Fund Life Association.....	270
Martell, A. E., N. E. Representative of the Samuel Haho Company.....	249	NATIONAL BANK OF THE COMMONWEALTH.....	78
Martin, G. P., Vapor Stoves, Torches, etc. ....	190	National Typewriter Company.....	261
Martin, E. A., Real Estate.....	194	National Webster Bank, The.....	168
Mason, Geo. H., & Co., Lanterns, Tinware, etc. ....	151	Nason, J. L., & Co., Auctioneers, etc. ....	149
Mason, W. A., & Co., Butter, Cheese, etc. ....	196	New England Autographic Register Company.....	213
Mason & Risch, Manfrs. of the Vocallon.....	259	New England House, C. W. Parker & Co., Proprietors.....	145
Mason, J. B., Commission Merchant.....	206	New England Fire and Heat Regulator Company.....	152
Mather Electric Company, The, of Manchester, Conn.....	134	New England Mutual Accident Association.....	100
Mattson, John, Real Estate.....	81	New England National Bank, The.....	188
Maynard & Child, Commission Merchants.....	177	New England Printing Telegraph Company.....	241
McClintock & Woodfall, Civil Engineers.....	97	New England Roller Grate Company.....	178
McDonald, P. F., Patent Dump Carts, etc. ....	245	New England Soap Company.....	180
McDowell Portable Oven Company, The.....	213	Newhall, Henry B., Company, Shipping and Commis- sion Merchants.....	242
McInerney, Daniel, Merchandise Broker and Manfrs. Agent.....	215	Newton, L., & Co., Wholesale Jewelers.....	226
McKay, G. R., D. D. S.....	265	Newton, John F., Jr., & Bro., Real Estate, etc. ....	207
McKee, Thos. W., Manfr. Table Luxuries.....	124	Norcross, Mellen & Co., Crockery, China and Glass- ware.....	223
McLauthlin, Geo. T., & Co., Machinery.....	274	North British and Mercantile Insurance Company.....	207
McMillan, A., & Co., Tailors.....	202	North Packing and Provision Company.....	91
McPhail, A. M., Piano Company.....	273	Northern Assurance Company.....	123
Meader, J. T., & Co., Hides, etc. ....	166	Norton Door-Check and Spring Company, The.....	146
		Norton, F. P., & Co., Mfrs. Cigars.....	280

OBER, C. F., Artist.....	196	Richardson, Howe & Lovejoy, Mrs. Wrappers, Ladies' Cotton Underwear, Aprons, etc.....	103
Oriental Coffee House Company, "Alhambra,".....	252	Richardson, Charles, & Co., Paints, Oils and Varnishes	165
Osborn & Wilson, Wholesale Paper.....	215	Richardson, Wm. H., Ladies' and Gent's Custom Hand-Sewed Hygienic Boots and Shoes.....	283
Osborn, A., & Co., Commission Merchants.....	139	Rico, A. F., & Co., Tobacco.....	140
Oscola Consolidated Mining Company.....	93	Ridgway Furnace Company.....	121
Osgood, H. H., & Co., Mfrs. Weather Strips, etc.....	250	Roach, J., & Co., Fish, etc.....	280
PAGE & SHAW, Fine Confectionery.....	246	Robbins, Curtis M., Paper Ruler.....	166
Page Belting Company, Leather and Rubber Belting.....	155	Robbins, John C., Manufacturing Company, Manfr. Baggage Checks, Badges, etc.....	245
Page, C. J., Real Estate Agent and Broker.....	182	Robinson & Woodworth, Tea Importers.....	223
Paige, John C., Insurance Agency.....	164	Robinson, William, & Co., Sailmakers.....	244
Park Bro. & Co., (Limited) Black Diamond Steel Works.....	225	Rockingham Machine Company, Shoe Machinery.....	139
Parker, A. B., & Son, Kansas City and Chicago Dressed Beef.....	245	Rockwell & Churchill Press, The.....	79
Parker, Wilder & Co., Commission Merchants.....	87	Rockwell, Harvey G., Wool, Dress Goods, etc.....	217
Parker, McCobb & Co., General Commission Merchants.....	114	Rolfe, Franklin, & Co., Shipping and Commission Merchants.....	135
Parry Bros. & Co., Mfrs. Brick.....	137	Rollins, John A., Pork, Lard, Hams, etc.....	241
Patch & Roberts, Fruit and Produce Commission Merchants.....	186	Ross, Louis H., & Co., Musical Merchandise.....	253
Pattee, H. W., & Co., Bankers and Brokers.....	195	"Rossmore, The," H. P. Morrissey, Propr.....	233
Pazolt, T. C., & Son, Mfg. Furriers.....	169	Rowe, Thos. A., Contractor for Public Works, etc.....	186
Peabody Bros., Produce.....	260	Rutan, W. L., Contractor and Builder.....	267
Peirson, C. L., & Co., Iron.....	246	SAGE & CO., Rubber Boots and Shoes.....	267
Percival, D. C., & Co., Wholesale Watches, Diamonds, etc.....	125	Sage's Trunk Depot.....	256
Pettingell, Andrews Co., Electric Light and Railway Supplies.....	103	Sanborn, J. W., & Co., Opticians.....	236
Philbrook, Geo. H., & Co., Commission Dealers Butter, Cheese and Eggs.....	212	Sanford, Albert E., Real Estate, etc.....	219
Philpott, A. J., & Co., Printers.....	80	Sanford, S., & Sons, of New York, Carpets.....	269
Photo-Electro Engraving Company.....	225	Schumacher, Charles J., & Sons, Church Decorators.....	234
Pierce, C. F., & Co., Real Estate, etc.....	125	Sears, E. B., Furns.....	275
Pickering, John & Moseley, Bankers and Brokers.....	230	Security Safe Deposit Company.....	174
Pike Manufacturing Company, Plumbers' Specialties.....	284	Schlbach, E., & Co., Importers of Artificial Alizarines and Aniline Colors.....	192
Potter, J. S., Representing the Edison Electric Illuminating Co. of Boston.....	258	Seldon, E. W., Builder.....	220
Powers, W. E., & Co., Commission and Dealers in Produce and Provisions.....	283	Sewall, Thos., Real Estate, etc.....	129
Powells, J. O., Manufacturers' Agent.....	196	Shaw, John W., & Co., Real Estate, etc.....	255
Pratt, William Francis, Optician.....	110	Shepard & Co., Iron, Steel Ties and Bagging.....	248
Pratt's, Daniel, Son, Clocks, etc.....	163	Shepard & Samuel, Wholesale Brooms, etc.....	200
Pray, Arthur H., Diamonds, etc.....	256	Shipman Engine Company.....	147
Prior, Ingalls & Co., Wholesale and Commission Dealers in Fresh Fish.....	192	Shultz Belting Company.....	131
Proctor, W. N., & Co., Custom House Brokers.....	149	Simmons, Amsden & Co., Fruits and Vegetables.....	212
QUIMBY & CO., Stock Brokers.....	266	Simpson Bros., Rock Asphalt Floors.....	201
RAND & CRANE, Jewelers.....	82	Sioux Investment Company.....	174
Randall, Goodale & Co., Mfrs. of Manila and Sisal Cordage, Cotton Duck, etc.....	180	Slattery & D'Arcy, Wholesale Lumber.....	143
Reed, H. B., & Co., Mfrs. Boots and Shoes.....	265	Small, Edwin S., Real Estate, etc.....	221
Reed, Frank T., Shirts, Collars and Cuffs.....	196	Small, J. B., & Co., Agricultural Implements.....	232
Reynolds & Haley, Beef, Pork, etc.....	271	Smardon, John A., & Co., Commission Merchants and Manufacturers' Agents.....	235
Rhodes, Ripley & Co., Wholesale Clothiers.....	149	Smith, Thos. J. M., & Co., Printers.....	248
Rice, A. W., & Co., Dry Goods and Notions.....	254	Smith, W. E. & C. W., Fruit, Produce, etc.....	241
Richards & Co., Tin Plates, Sheet Iron and Metals.....	195	Smith, William A., Real Estate Broker.....	235
Richardson, A. P., Engines, Boilers, etc.....	258	Smith & Anthony Stove Company.....	213
Richardson, Hill & Co., Bonds, Stocks, etc.....	129	Smith, J. A., Agricultural Implements and Machines.....	211
		Smith, Whiting, Connor & Co., Clothing.....	198
		Smith Premier Typewriter Company, The, E. F. Jones, N. E., Mgr.....	150
		Smith, B. F., & Bro., Driven Wells.....	143
		Smith, Jos. Wm., & Co., Manfrs. Suspenders, Shoulder Braces, etc.....	171
		Smith, J. F. & G. H., Architects.....	272

Smethport Extract Company, Manfrs. Extract of Hemlock Bark.....	224	Travelers' Insurance Company, S. F. Woodman, General Agent.....	127
Snow, J. N., & Son, Groceries, etc.....	268	Turner & Brown, Boots, Shoes, etc.....	255
Snow Flake Axle Grease Company.....	265	Turner, N. W., Company, Electric Light Fixtures, etc.....	199
Soper, J. E., & Co., Millers' Agents for Cotton Seed Meal, etc.....	124	Tuttle, Henry H., & Co., Boots and Shoes.....	199
Sorell, A. C. F., Wholesale Commission Lumber and Lime.....	223	Tuttle & Bailey Manufacturing Company.....	177
South Boston Iron Works.....	281	Twombly, W. A., Florist.....	271
Spear, Henry T., & Son, Wholesale Watches, Silverware, etc.....	150	Typewriter Improvement Company, The.....	251
Spear & Co., Fruit and Produce Commission Dealers.....	212	UNDERHAY OIL COMPANY.....	182
Spitz Bros., & Mork, Manfrs. Men's and Boys' Clothing.....	79	Union Paste Company.....	226
Splane, R., & Co., Commission Merchants, Vessels, Lumber, Produce and Fish.....	228	Union Carpet Lining Company.....	158
Springer Brothers, Cloak House.....	173	Union Safe Deposit Vaults, The.....	181
Spurr, Howard W., & Co., Wholesale Grocers.....	142	United States Sewage Filtering and Fertilizer Company.....	230
Squire, Joseph, & Co., Wholesale Provisions.....	164	United States Hotel, Tilly Haynes, Resident Propr.....	112
Standard Stave and Coopers Company.....	135	Upham, H. W., Bookbinder and Gilder.....	247
Standard Wire Mattress Company.....	151	Utley & Boynton, Produce Commission Merchants.....	199
Standard, The.....	239	VAN ALSTINE, DR. S. M., Trusses, etc.....	256
State Street Safe Deposit and Trust Company, The.....	167	WADE, J. M., Real Estate, etc.....	257
State Mutual Life Assurance Co. of Worcester, Mass.....	148	Wadsworth, Geo. L., Real Estate, etc.....	184
Stearns, The A. T., Lumber Company.....	197	Wainwright Manufacturing Company, The, Heaters, Condensers, etc.....	151
Stebbins, John, & Co., General Transfer Agents.....	266	Walker & Co., Oils.....	246
"Stereo-Relief" Decorative Company, of New England, The.....	276	Walker-Stetson-Sawyer Company, Mrs., Importers and Jobbers, Fancy Goods, Notions, etc.....	108-9
Stevenson, John L., & Co., Wines, Spirits, etc.....	189	Walker, E. W., & Co., Publishers.....	172
Stewart & Binney, Naval Architects and Yacht Brokers.....	175	Walkinshaw & Voight, Woolens.....	257
Stimpson, Littlefield & Co., Commission Merchants.....	102	Walter, Tucker & Co., Bankers and Brokers.....	218
St. James Hotel, E. F. McIntire, Manager.....	254	Walworth Manufacturing Company, Steam Engineers and Contractors.....	90
Stubbs, J. A., Oysters, Clams, etc.....	277	Ware, Leonard, & Sons, Oils.....	89
Sturgis & Cabot, Architects.....	128	Warren Chemical and Manufacturing Company.....	121
Sturtevant Mill Company.....	140	Warren Soap Manufacturing Company, The.....	145
Sturtevant & Haley Beef and Supply Company.....	202	Washburn-Crosby Company, Merchant Millers, Col. C. C. G. Thornton, General Agt.....	134
Sugar River Farm Cafe, E. S. Fletcher, Propr.....	219	Wason, Pierce & Co., Wholesale Grocers.....	250
Sullivan Harbor Land Company, The.....	217	Waterhouse, Wm. E., Naval Architect, etc.....	132
Sullivan, Richard T., Manfr. Wool Extracts.....	142	Wayne, John D., & Co., Mfrs.' Agents.....	220
Swain Lubricator Company, Sole Manfrs. Swain Patent Lubricator for Journals.....	123	Wayne, A. A., & Co., Mfrs.' Agents.....	147
Swan, Harrison, & Co., Poultry and Wild Game.....	277	Webber, Dr. C., Dentist.....	264
Swan & Atwood, Auctioneers, etc.....	155	Weeks, W. B. P., Real Estate, etc.....	141
Swazey, H. B., & Co., Lumber Commission Merchants.....	157	Weeks & Potter Company, The, Wholesale Drugs.....	77
Swett, Geo. W., Wholesale Druggist.....	260	Weeman, Orin, Violins, etc.....	245
Swift & Co., Wholesale Commission Merchants.....	149	Wehder, Carl, Mfr. Piano Cases.....	250
Swift, M. A., & Son, Wholesale Manfrs. and Paper Dealers.....	170	Welch Bros., Cut Flowers, etc.....	261
Swift, J. B., Mfrs.' Agent and Commission Merchant.....	185	Wendell, A. Q., Mfrs.' Agent and Commission Merchant.....	235
Sylvester & Co., Somerville Spike Works.....	208	Wentworth, V., & Co., Mfrs. Pianofortes.....	177
TAMARACK MINING COMPANY.....	118	Weston, W. M., Wholesale Watches, Clocks, etc.....	211
Taylor & Rathvon, Mining Investments.....	171	Whalen & Farnum, Engravers and Printers.....	205
Third National Bank, The.....	120	Wheeler, Jos. H., Plate Printer, etc.....	262
Thomas & Wadsworth, Printers' and Bookbinders' Machinists.....	264	Wheeler Bros., Children's Lace Caps, etc.....	257
Thomson & Fessenden, Linens and Jute Goods.....	229	Wheeler & Wilson Manufacturing Company.....	209
Thurlow, G. M., Suspender Webs.....	255	Wheeler & Cummings, Mfrs. Boot and Shoe Patterns.....	163
Tilton, Stephen, & Co., Tobaccos.....	266	Whidden, A. A., Merchandise Broker.....	178
Toppan, F. B., Importer of Novelties.....	239	Whitaker, L. A., Beef.....	280
Tucker, J. A., & Co., Mfrs. Leather Garments, etc.....	230	Whitcomb, H. C. & Co., Electro and Stereotypers.....	185
		White, J. H., & Co., Mfrs.' Agents.....	214

White, J. Henry, Musical Instruments.....	252	Wilson, R. D., & Co., Electric Securities.....	243
White, Jean, Music Publisher.....	154	Wilson, J. F., Real Estate.....	261
White, Thos., & Co., Mfrs. Boots and Shoes.....	267	Wilson & Silsby, Sailmakers.....	258
White, The S. S., Dental Manufacturing Company....	209	Wing, L. J., Company, Mfrs. and Contractors for Ven- tilating, Heating, etc., apparatus.....	162
Whitman & Barnes Manufacturing Company, Mower Knives, Reaper Sickles, etc.....	194	Woodward, C. E., & Co., Druggists.....	254
Whitmore & Robinson, Consulting Electrical Engineers.	163	Woodward, H. E., & Co., Wholesale Salt and Pickled Fish.....	222
Whittemore, S. D., Real Estate, etc.....	197	Woonsocket Rubber Company.....	270
Whitney, F. E., Machinist.....	237	Worthen Hosiery Company.....	173
Whitney, Clough & Co., Commission Merchants.....	113	Wright, S. B., Manufacturing Company, Chemists, etc.	231
Whitney, R. H., & Co., Commission Brokers.....	162	Wright, Brown & Crossley, Solicitors of Patents.....	144
Wieck, John A., Engineer and Machinist.....	235	Wright, J., Company, Tobacco Mfrs.....	120
Wight Brothers, Furs and Skins.....	164	Wyckoff, Seamans & Benedict, Remington Standard Typewriters and Supplies, H. V. Rowell, Mgr....	164
Williams Manufacturing Company, Mfrs. Manvel Wind Engines.....	206	YARMOUTH STEAMSHIP COMPANY, (LIMITED) J. F. Spin- ney, Agt.....	167
Williams, H. A., Manufacturing Company.....	229	Young's Hotel, J. R. Whipple & Co., Proprs.....	94
Wilkinson & Tinkham, Electrical Engineers and Con- tractors.....	192		
Willison, E. C., Marble, Granite, etc.....	260		



BOSTON has long been justly regarded as the home of culture, refinement and art, while being best known as the "Hub" of the universe. It also commands the attention of the historian and reviewer for its historic memories, its commercial greatness and its wonderful advance in wealth and population. The first authentic settlement of Boston, which was originally called "Shawmut" by the Indians, was in the year 1630, by the colonists from Salem, who named the site of the present city Trimountaine—a name derived from the three peaks afterwards known as Copp's, Beacon and Fort Hills. History states that an eccentric gospel minister, the Rev. William Blaxton, first purchased from the Indians the entire peninsula on which Boston now stands. The civic intolerance and religious bigotry on the part of the Puritans proved too much for minister Blaxton, however, for, said he, "I came from England because I did not like the Lord Bishops, but I cannot join with you because I would not be under the Lord's Brethren." He accordingly sold to the colonists the whole of the peninsula, except six acres where his house stood on Beacon Hill, for £30 (\$150). What was once Governor Hancock's pasture was purchased by the town of Boston in 1795 and presented to the State as the site for the new state house; and on July 4th of that year the corner stone was laid with imposing ceremonies. In January 1798, the legislature took possession of the

new Capitol, whose gilded dome is at this day the first object that strikes the eye of the stranger approaching Boston in any direction, by land or sea, standing majestically, as it does,

on the highest point of Beacon Hill. Its foundations are more than one hundred feet above water level, and its dome, which was covered with gold leaf in 1874, rises to an altitude of one hundred and ten feet. On the slope and at the base of the hill, overlooked by the Capitol, is the Common, probably the most famous bit of land on the American Continent. It is a natural park of forty-eight acres, shaded by a thousand ancient and graceful elms, and the resting place for the visitor, the tourist and the sight-seer, as well as the resort of citizens, young and old. It is surrounded on its five sides by Tremont, Boylston, Beacon, Charles and Park Streets, and contains many handsome monuments and lovely walks. The Public Garden lies just west of the Common, and forms one of the handsomest parks in the country. It contains some twenty-four acres; in the center is an artificial lake, with fountains, iron bridge, pleasure boats, etc.; the velvety lawns are kept in perfect order, and the floral displays are the finest in America. The Garden contains many fine statues, among them being a colossal equestrian one of General Washington, bronze statues of Charles Sumner and Edward Everett, and a granite and red marble monument to commemorate the discovery in Boston of ether as an anæsthetic. By night the Garden is brilliantly illuminated by electric lights, and in summer presents an ever-moving panorama of beauty and fashion.

#### GROWTH IN AREA.

Probably no city in the Union has extended her domain and grown rich by acquirement of land on all sides as has been the case with Boston. When Blaxton was here, "lord of all he surveyed," his landed possessions formed a pear-like peninsula, two miles in length and a little more than one mile at its greatest breadth. Now the original 783 acres of solid land have become 1829; the marshes have been reclaimed, the hills have been cut down, the whole surface of the original ground has been leveled and graded, and every square inch turned over and over; while new territory has been added by annexing adjoining cities and towns, until now the area of the city is 23,661 acres (36 7-10 square miles)—more than thirty times as great as the original area. The districts acquired are as follows, viz.: South Boston, 1002 acres; East Boston, 836; Roxbury, 2700; Dorchester, 5614; West Roxbury, 7848; Brighton, 2277; Charlestown, 586, Breed's Island, 785; Deer Island, 184. The city has within it 123,268,652 feet of marsh-land flats; and the measurement of the city from north to south is eleven miles and from east to west nine miles. The principal business section of the city, lying between the harbor and Charles River, is a mile and a quarter across. Some of the most valuable sections of the city have been stolen, as it were, by engineering skill from the boundless and restless ocean. All the present water-front extending to a line with Commercial Street, and in places beyond it, is made land, and the most valuable in the city. Atlantic Avenue, extending from the junction of Commercial Street and Eastern Avenue to Federal Street was constructed by the city at a cost of \$2,404,078, and is one hundred feet in width. It was at one of the wharves, whose site this avenue now traverses, where the famous "Boston Tea Party" took place.

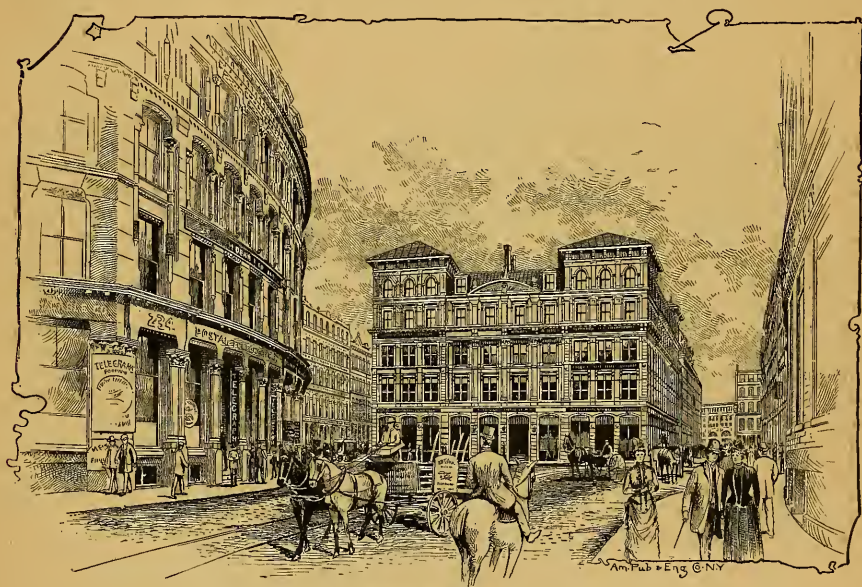
#### SECTIONAL DIVISIONS OF THE CITY.

The term "North End" is applied to that section of the city lying towards Charlestown, between the Boston and Maine Station and Faneuil Hall. This was the first settled part of the town, and is historic ground; once the home of Boston's aristocracy, now the abode of thousands of the humbler classes. In this quarter may be found Salem Street—the "Bowery" of Boston; old Christ Church, fronting on Salem Street, and associated with the outbreak of the Revolutionary War, in whose steeple the signal lanterns of Paul Revere were displayed which warned the country of the march of the British troops to Lexington and Concord. Here, too, is the oldest chime of bells in America. Near by the church is the ancient burial-ground of



Copp's Hill, laid out in 1660. In late years the whole of the North End has undergone great transformations. New churches have arisen, streets have been straightened and widened, and large warehouses, hotels and factories have come up like magic. Haymarket Square, once a pond with a bridge over it, is now one of the busiest centers in the city. Washington Street was opened up from Dock Square to Haymarket Square in 1873-74, at a cost of \$1,500,000.

The name of the "South End" is given to that part of the city lying to the south of Dover Street and extending to Roxbury Street. All this area is largely made land, and the newer portion towards the West joins the new West End, or Back Bay District. For many years the South End contained the principal shops, the finest hotels and the Common. What is now known as the South End was then the Neck Field. At a later date the present Winter Street formed the down-town boundary. Then the boundary was extended to Boylston Street, and next to Dover Street, which is now recognized as the line between the Central portion of the city and the South End. The work of creating the area comprised within the modern



Winthrop Square.

South End was begun about the year 1853, by widening the Neck. This was done by reclaiming the flats on either side of it. When in 1856 the street railway system was introduced, the South End at once became the favorite residence portion. Scattered all through the South End are many large public and private buildings, noted church edifices, extensive manufactories and the finest apartment houses in the city. The leading streets and avenues stretching from north to south extend for miles, and are lined with richly-equipped marts of trade, and attractive residences, sanctuaries, hospitals, halls and educational institutions.

The region between the North End and South End, the Common and the Harbor, is the "Business District," where the chief wholesale and retail shops are grouped, with the leading hotels, theaters and

## PUBLIC BUILDINGS.

Prominent among the latter are the new Court House, on Pemberton Square; the new Exchange Building, on State Street; the famous Parker House on School Street, which, before its costly enlargement, Dickens called the best hotel in America; the great Music Hall, seating 2600 people; the new Globe Building, the City Post Office, the Adams House, the Quincy House, the Equitable Building, the Mason Building, Faneuil Hall and the historic Old South Church. Besides these should be named the New Old South Church, one of the finest church edifices in the country; as well as numerous theaters and business blocks that are imposing and noticeable. A peculiarity of Boston architecture is the richness and variety of the building material. The most popular is red brick, but there is an abundance of light, dark and red granite; a fine grade of marble and several varieties of sandstone. With the increase of popular travel, the influence of foreign models has become more strongly felt in a great variety of styles. Northern and Southern Gothic, Romanesque and Renaissance are the styles of many public and business blocks; while Gothic has remained the favorite for churches. There are some two hundred and twenty churches in the city, and many of their pastors have won fame both at home and abroad.

## MANUFACTURES.

There are now over four thousand manufacturing establishments in Boston, including over one hundred devoted to the boot and shoe industry; over one hundred to the manufacture of leather; thirty-seven manufactories of musical instruments, one hundred and fifty furniture manufactories, two hundred and sixty metal factories, one hundred and twenty-five machinery establishments, etc., etc. Boston also has the heaviest pork-packer east of Chicago, with over two hundred other establishments engaged in turning out food preparations; while another conspicuous industry is the manufacture of clothing, in which there are over three hundred houses engaged. The inception of some of the most essential comforts of life can be traced back to Boston invention, while the examination of the industries of this city for the first quarter of the present century shows the wonders of Yankee pluck and enterprise. It was here that gas, steam and water fittings as a separate industry were first inaugurated. The manufacture of locomotives was first begun in South Boston in 1846. It was in this city that the system of steam-heating was first introduced; while the manufacture of stationary and marine engines early made Boston famous. The first successful sewing-machine was made here, and that immense industry first gained headway in Boston. In the production of pianos and organs she leads the world, while from Boston radiate the colossal interests that govern the great shoe trade of the country. The New England Shoe and Leather Association is to-day one of the leading trade organizations of the country and is widely recognized for the advanced and honorable position it occupies.

## COMMERCE AND TRADE.

Next to London, the Boston wool market is the most important in the world, New York and Philadelphia having taken second and third places after Boston, their principal houses having their headquarters here. In fact, the whole wool trade is fast concentrating here from all parts of the country. Of the foreign wool brought into the United States by far the largest portion is imported at Boston. An immense amount of capital is invested in the Boston wool business, and the merchants engaged therein represent many millions, including names that have been prominent in the political history and literature of the country.

As a shipping-port, Boston has been enabled to successfully compete with the great water-routes terminating at New York City by the reduction of rates by railway companies and the securing of cotton from the South for light freights for the steamship lines, which latter was accomplished by offering low rates of freight and thus diverting cotton from New York. Another important improvement is the system of through-billing from interior points to Europe.

These through bills given to shippers in the South and West are negotiable at the banks. The foreign commerce of the city in recent years has come to be fed by other railroad trunk lines and through the Hoosac Tunnel; and Boston now holds direct communication with the



Summer St., from Washington St., looking East.

great trunk lines of the country, possessing, through her recent improvements, the best terminal facilities of any port on the coast. Boston at the present day occupies the proud position of the second port in the Union.

## A PEEP AT THE CITY.

While those who are to "the manner born" may seldom give more than a passing thought to the distinctions which mark the various localities or divisions of this cosmopolitan metropolis, whether used as trading or residential centers, the newly arrived immigrant is deeply impressed by them, and the more so as ocular demonstration totally dispels the preconceived notion that in the freest country in the world the rich dwell among the poor and that both rich and poor occupy the same level, recognizing no social distinctions of race and color, and acknowledging only one platform, the common brotherhood of man. He soon discovers, though, that the idea is merely Utopian, and that such earthly bliss no more exists here than in the land from whose persecutions and poverty he has escaped, but that here likes and dislikes divide races into separate communities or petty nationalities, and that even different branches of trade seek separate and distinct localities in which to conduct business. Boston is eminently a cosmopolitan city and its population includes the people of every clime, color and tongue. The various classes of foreigners have their special districts where their special clan resides. The Jews, for instance, are residents and tradesmen of Salem Street, while to their credit be it said they contribute less than a hundredth part of the criminal classes of the city. Seldom is a Hebrew relieved at the expense of the city. They have nearly a dozen synagogues, as well as many smaller shrines and a score of societies of charity. North Street is noted as the *habitat* of the sons and daughters of sunny Italy. Here large numbers of them may be seen, still wearing their picturesque native costumes and speaking no language but their own. We should be charged with irony were we to say that the lower classes, who are chiefly occupied as organ grinders, rag pickers, fruit venders and laborers, were remarkable for their love of soap and water. The higher classes of Italians, however, are numbered among our best citizens and embrace professors of languages, music teachers and authors. The Irish are numerous all over the city, and the Germans prevail to a great degree in the extreme South End. The emigrant from the "Vaterland" occupies a proud position in the wealth and commerce of the city, being foremost in the music world, as piano and organ manufacturers, orchestra leaders and instrumental teachers, and are also prominent as caterers to the public taste in many of our best restaurants and largest summer gardens. The Chinese are located all over the city, and find remunerative employment in attending to the "washee, washee" of the "Melican man." These almond-eyed Celestials are an interesting study, especially on a Sunday, arrayed in all the magnificence of Chinese raiment, and their "pig-tails" in full display. On a Sunday night "John" is in his element, and, as in all his leisure hours, he either gives attention to his peculiar mode of worship, plays his mysterious games of chance, or smokes his pipe of opium until he passes into dreamland. In whatever he engages in, he is diligent, shrewd and enterprising, and in this respect he sets an example to many who claim to be his superiors in civilization and intelligence. He has what Christians call "strange gods" in his joss-house, but, heathen as he is, he and his race figure less seldom in the police courts than some others who profess to be imbued with the spirit of "true religion." No one is likely to accuse "John" of being handsome, but he has, nevertheless, come to be looked upon as a prize in the market matrimonial, especially by the "ladies" of the lower class of Irish and Italians, and occasionally he may be heard of as having been captured by a flaxen-haired German lassie or a Yankee girl determined to wed. At all events, "John" makes a useful "maid of all work," and is handy in washing, sewing, cooking and rocking the cradle, and is peaceful as long as his pigtail is not seized upon from behind; when it is he suddenly waxes wroth and is in no degree fastidious whether it is a flat-iron or a brick that he throws. The children of Africa may be found scattered over all parts of the city, filling all kinds of occupations, being especially in demand as waiters in our best hotels and cafés, and pre-eminent as barbers. In some minds there is an inseparable relationship between a negro and a razor, and a belief is abroad that the "gentleman of color" so loves gore that on the slightest pretext he will pull out a razor from some part of his attire and proceed to carve every one within his reach. Though it frequently hap-

pens, when a negro is mixed up in a row, that a razor causes mischief, the negroes, as a class, are industrious and peaceable citizens, good natured and contented.

### THE "BACK BAY"

is the stronghold of the wealth and social pride of Boston. In this district, running from Arlington Street (the western border of the Public Garden), and parallel with Beacon Street, are Commonwealth Avenue, Newbury, Marlborough and Boylston Streets, with Huntington Avenue branching off the latter at its junction with Clarendon Street; while parallel with Arlington Street are Berkeley, Clarendon, Dartmouth, Exeter, Fairfield, Gloucester and Hereford Streets, West Chester Park, etc. Probably there is no city neighborhood in this country wherein are more exquisite collections of those trifles of art and taste which bespeak a higher order of civilization and thorough cultivation than is to be found in this section—the Belgravia of the "Hub," the center of its fashion and splendor, the home of its merchant princes. It is at its best on a pleasant Sunday at the time when churches are out; or on a bright afternoon, when long lines of carriages are seen rumbling along its broad, asphalt pavements. Commonwealth Avenue, especially, presents an unbroken array of splendid dwellings and noble churches, with here and there a hotel, and many of the structures in this long line of costly domiciles possess marked beauty of architectural design and are built in massive blocks, chiefly of brown stone. To describe in detail the many objects of interest to be seen on this avenue would require more space than we have at command. It may be appropriately remarked in this connection that an inquisitive visitor should, on taking a stroll through the Back Bay, be accompanied by a herald, a mercantile register, an elite directory, and a wise old club man with his stores of personal and family gossip. Volumes might be written of its broad thoroughfares, its architectural splendor, its palatial mansions, its magnificent hotels and its creation from

### OUT OF THE SEA

into one of the most charming spots in which to dwell.

It was in 1849 that the State appointed a commission to deal with the subject of creating new land here. By continuous contracts the work extended over twenty years. The city has for years been engaged in filling up swamps, leveling lands, constructing avenues, driveways and parks, and ornamenting the whole of this region, which, for beauty and residential magnificence, has no counterpart in either the New or Old World.

Take the map of the city as it exists to-day, and strike a line through Charles, Boylston and Essex Streets, running crookedly through from Charles River on the west to Fort Point Channel, dividing the city proper from South Boston. All the area represented below this line up to the foot of the Highlands is "created" lands save where Washington Street runs, and this thoroughfare is over the Neck, which was itself frequently lapped by the waters of the ocean. All the land lying to the south of the Boston and Providence Railroad, including Columbus Avenue, is now territorially identified with the "South End." The "Back Bay" includes all the "made land" on the West side of the railroad.

### COMMONWEALTH AVENUE

is, in reality, two streets in one, having a fine park in the center, containing rows of ornamental trees, neatly kept paths, benches and several statues. The width of the thoroughfare from house to house is 250 feet, and from curb to curb, 175 feet. It extends through the new Back Bay Park to Brookline Avenue and contains such notable structures as the Hotel Vendome, the massive stone edifice of the First Baptist Church, and the residences of ex-Governor Ames, Charles Francis Adams, Fred L. Ames, Eugene V. R. Thayer, Nathaniel Thayer, Mrs. William Powell

Mason, Alexander Cochran and others noted for their imposing proportions and modern, artistic or striking architecture, as well as for the amount of investment which they represent. Other

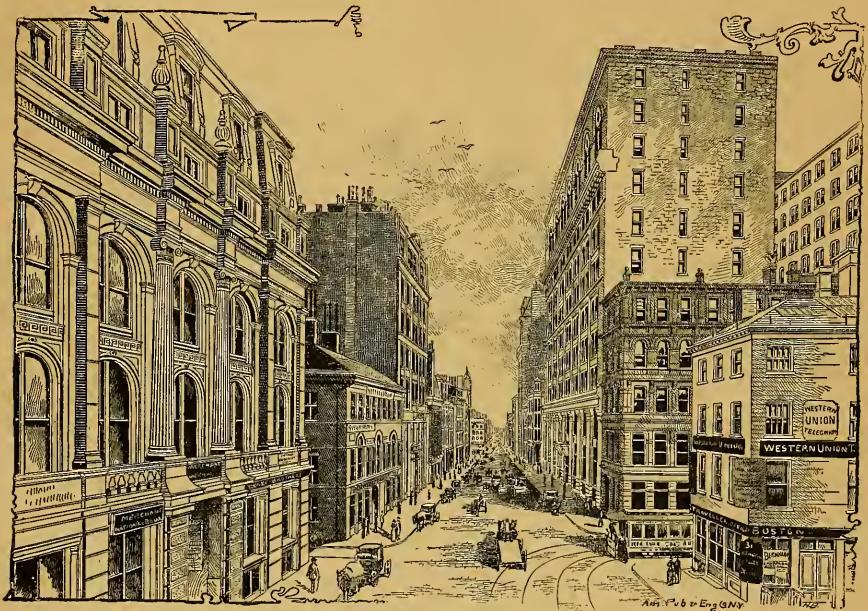
### ARCHITECTURAL CHARACTERISTICS

of the Back Bay are the palatial homes of Beacon Street, beyond West Chester Park, the numerous first-class apartment houses and the great number of famous institutions of learning centered here. On Boylston Street is the handsome building of the Young Men's Christian Association, the far-famed Massachusetts Institute of Technology, Trinity Church (of which Bishop Phillips Brooks was so long pastor), the Natural History Society Building and the Second Congregational Unitarian Church, of which Ralph Waldo Emerson was once pastor. Near this church is the well-known Chauncy School; opposite to it, with entrance on St. James Avenue, is the Museum of Fine Arts, and beyond, on the corner of Boylston and Exeter Streets is the Harvard Medical School. Near by, on the corner of Exeter and Newbury Streets, is the Prince School building, the only public school in the district. The other corners of Exeter and Newbury Streets are occupied by the South Congregational Church (Unitarian), the First Spiritual Temple—a costly, curious edifice—and the Massachusetts Normal School. Farther on, on the corner of Boylston and Hereford Streets, is a handsome new Romanesque building, occupied by the Back Bay police and fire departments. On Dartmouth Street, nearly opposite Trinity Church, the immense new Public Library Building stands, an ornament to the neighborhood and a credit to the city. On Exeter Street and St. James Avenue stands the Athletic Association building, the finest edifice of its kind in the world, erected in 1888 at a cost of \$300,000. The New Old South—one of the costliest and most imposing church structures in the city—stands on Dartmouth Street, side of Copley Square, on the corner of Boylston Street. The society worshiping here formerly occupied the historic Old South, at Washington and Milk Streets. Near the New Old South, on Dartmouth Street is the handsome new building of the Art Club. On Newbury Street is noticeable the Emmanuel Church, (Protestant Episcopal), which has a very rich interior, and a short distance away, at the corner of Berkeley Street, is the handsome Central Church (Congregational Trinitarian), which possesses the tallest spire in the city, the height being 236 feet. On Berkeley Street is the Notre Dame Academy, and at the corner of Boylston and Arlington Streets is the widely known Arlington (Unitarian) Church, of which Reverend Brooke Hereford is the popular pastor. Huntington Avenue has on its broad expanse the famous exhibition building of the Charitable Mechanic Association, covering an area of 96,000 square feet and erected in 1881. A short distance from it is the Children's Hospital, a useful and well-conducted institution.

### WASHINGTON STREET

has always been the main artery of the city. Its name was given to it as an honor to General Washington on the occasion of his visit here in 1789. Originally it consisted of a series of streets from down-town to the Roxbury line, known as Cornhill, Marlborough, Newbury, Orange and Washington; and it was not until 1824 that the old names were dropped, and the entire thoroughfare known as now. Until 1873, the down-town end of Washington Street was at Cornhill and Dock Square, but in that year the street was extended through to Haymarket Square, from which point it now stretches through the city and the Roxbury district to the Dedham boundary. On account of its centrality and directness it is touched by nearly every moving inhabitant of the city in his daily walks. The country visitor, coming from whichever direction, feels secure when he reaches Washington Street, and while he keeps to it he cannot go far astray, no matter what his destination is. It is not only a channel of commercial traffic, but a favorite promenade of the idler and pleasure-seeker, and though the acquaintances of a man may be few, a walk up and down Washington Street is sure to bring him in contact with some one he knows. This "backbone" of the metropolis is never lacking in texts for the satirist, the moralist, the humorist, and the preacher, for life on this bustling thoroughfare is

pretty nearly everything; the agglomeration embracing the heaviest farce, the broadest tragedy, the most delicate comedy, and exhibiting human nature in its most pathetic, caustic, sad, and frolicsome moods. There is no ambition, passion or creed which may not be studied along this far-famed street, where are grouped together, as it were, personages that are by nature—in color, tastes, language, sentiments and temperament—widely apart, and effect a grand ensemble of vividly dramatic contrasts. At all hours, from early morn until after sunset, this carriage-way is crowded with vehicles of every conceivable kind, and the footwalks are occupied with a constantly moving mass of humanity, the like of which neither the capitals of England or



State St., from Old State House, looking East.

France can present. There is a cheeriness, impetuosity, vehemence and brilliancy in a Boston crowd one does not meet elsewhere. It has a sparkle even in places where business is paramount; its tread is springy, buoyant and almost rhythmic, as it follows the din and rattle of locomotion. Nervous people and those from rural homes find the noise and friction painfully bewildering; but the active citizen, trained in bustle and excitement, and whose nerves are in good condition, finds stimulation in the rattle and roar. This crowd of elbowing and pushing humanity is not a distinctly fashionable one, though well-dressed people preponderate; the hardy sons of toil and work-girls appear in the stream alongside the threadbare adventurer and the impecunious devotee of the gutter. The crowd, made up of most dissimilar elements of nationality and condition, represents the very opposite points of human life—from those who are troubled because they have so much wealth to care for, to those who are perplexed because they have none to care for; from the sad to the gay; from the weakly cripple to the giant,

strong in limb and lung; and from the most ignorant and depraved to the most intelligent and refined. Such a crowd affords abundant study for reflective minds in every branch of ethnology.

#### SIGHTS AND SCENES.

The variety of architecture to be met with along this street is extraordinary. Every material has been used in every style—brick, iron, glass, marble, granite, brownstone, yellow-stone, wood and stucco. Never was there such heterogeneous architecture as is here displayed, where the Gothic and the Greek, the Renaissance and Romanesque are crowded side by side, but all in a manner harmonized by the distortions which the city architects of our country are compelled to devise that they may secure the three prime essentials of light, air and space. The modern structures are fine, imposing buildings, containing many stories. In the building of these iron is largely used, and long colonnaded facades, simulating marble or brownstone, are composed of iron castings, riveted together. Here and there are to be found small, modest dwellings of an early period, with old-fashioned dormer windows projecting from the upper stories, and modern plate-glass windows inserted in the lower story; but these grow fewer in number year by year, and more stately buildings supplant them. Sign-boards hang out in profusion, and flag-staffs rise from nearly every building. On a gala day, when all the patriotic bunting is unfurled, the view is more brilliant than ever. The great hotels on this thoroughfare rival in luxury, comfort and elegance the most noted hostelrys of London or Paris; the banks and insurance buildings of marble, granite and iron are representative of the ancient and modern architecture of Europe, as well as of the "pure and unadulterated" American architecture, and the magnificent shops and warehouses have their fronts relieved by wide expanses of glass. All these follow each other in bewildering succession, many so high as to tire the neck of the pedestrian who is interested in inspecting their facades from eaves to floor.

On the corner of Essex Street is noted a tablet, on the front of a building, with a representation of a spreading tree, indicating the spot where stood the "Liberty Tree" under which the "Sons of Liberty" were organized in 1765: which shows that we are on historic grounds.

At the corner of Milk Street stands the famous Old South Church, that relic of the revolutionary times, erected in 1669, rebuilt in 1729, and on the site of which was the house in which the immortal Governor Winthrop lived and died. The church is now used for the exhibition of historic relics, for lectures, etc.

Nearly opposite, on the corner of School Street, is the "Old Corner Book Store," another of Boston's oldest landmarks, surrounded by pleasant historic associations. Its site was once occupied by a dwelling in which Ann Hutchinson held her famous seances; and the present building was erected in 1712. Dr. Samuel Clarke, father of the late Rev. James Freeman Clarke, was born here. Here were wont to gather men conspicuous in literature—Lowell, Longfellow, Holmes, Whittier, Emerson and Hawthorne, among others of wide fame in the world of letters—for the interchange of good fellowship and art.

Within a stone's throw stands the new Boston Tavern, one of the popular institutions of the "Hub," on the site where formerly stood the Old Province House, of whose quaintness Hawthorne wrote so charmingly. It was built in 1679, and became the vice-regal residence of Sir William Howe and a long line of British governors.

On Milk, near the corner of Washington, is the Post Building, occupying the site of the house where Benjamin Franklin first saw the light.

A few doors north of Boylston, on Washington Street, is the theater district, where are located the Boston, the Globe, the Park and the Bijou Theaters, and which neighborhood presents a very brilliant appearance at evening or just after matinées.

In this immediate vicinity are the great retail dry-goods houses of the city, with their acres



of floor space and their magnificent show-windows; the sidewalks here are filled from morning until night with an ever moving throng, while the street is too narrow for the accommodation of the immense crowds and the daily business traffic.

#### THE STATE HOUSE ANNEX

is one of the important additions to Boston, about which Boston people even as yet know little. For over two years the back yard of Beacon Hill has been undergoing a remarkable transformation. Laboring there daily are hundreds of busy workmen, under the guidance of architects and builders. Layer upon layer of bricks are deftly laid. Enormous blocks of granite and marble are quickly placed in position. Huge girders of steel swing in mid-air and are dropped by the great derrick's arm to their resting place. Beautiful columns of white marble and wonderful arches spring into view. Iron and steel are brought from Pittsburg, bricks from across the sea, timber from Northern forests and granite from quarries in this and neighboring States. All these are brought into Boston in quantities that would have appalled the temple builders of old. The architect's magic touch is omnipotent, and they are skillfully fitted into position by master hands. This work was given to Messrs. Brigham & Spofford, the well-known architects of Boston, and on the 21st of December, 1889, the corner stone of this extension was laid by Governor Ames at the corner of Temple and Derne Streets. The "Annex" when finished, will be so connected with the rear of the main building as to make one continuous structure, from the second story up, of over five hundred feet in length. In the center of the frontage on Temple Street is to be a magnificent entrance. A platform raised three steps above the sidewalk, and entered between heavy granite buttresses mounted with lions couchant, on either hand leads the way through four etruscan columns to the basement. These columns support the portico above. In the front of the portico, which stands considerably out from the building, are four marble Doric pillars, supporting the portico roof, projecting from the second floor. Above this roof, on the third floor and recessed into the building, is a colonnade of the width corresponding to the whole structure. Six fluted marble columns, 20 feet high and 28 inches in diameter, tapering with exquisite proportions into their Corinthian capitals, stand at the front of the colonnade and support the entablature above. A casement window from the interior opens upon the colonnade. The entrance, composed from the ground to the first floor of granite and from there up of marble, is a work of art. There are to be four other colonnades similar to the one on this side. One upon Derne Street will be entered from the library on the fourth floor and will offer an unobstructed view of the city on the northerly side of Beacon Hill, extending out across the Charles and Mystic Rivers into the outlying districts beyond. The archways which lead from Hancock and Temple Streets into the covered portion of Mt. Vernon Street, between the two sections of the building, are three in number, and are made of marble blocks  $3\frac{1}{2}$  feet in thickness. The center arch is 18 feet above the street and the two side arches 13 feet above the sidewalks. The arches, however, do not continue throughout the covered space. The flooring of Memorial Hall, which is to be situated between the two buildings, makes a flat, enamel brick ceiling for the Mt. Vernon Street passage-way. The front entrance to the extension, leading into the main staircase hall, is in this passage-way, and being thus concealed from public view, it has not the magnificence of the Temple Street entrance. The grand staircase hall is to extend two stories in height and have a floor area of 88 by 90 feet. It is to be finished in marble. The main staircase, 35 feet in width at the base and curving inward to a width of 22 feet, will reach to the third floor, where the chamber for the

#### HOUSE OF REPRESENTATIVES

is situated, on the corner of Hancock and Mount Vernon Streets. It will be oval in form with an elliptical ceiling, and have a height of 45 feet. Its floor area is 89 by 79 feet. The galleries, upon a level with the fourth floor, are to be upon three sides of the room, and are di-

vided off for the public and press reporters. In connection with this chamber, there will be rooms for the Speaker and Clerk of the House, reception, coat, reading and smoking floors. This floor will also have a room for the Secretary of the Board of Education, and rooms for the Secretary of State and Attorney General on the Temple Street side. The Secretary of State is to have a private office and general reception room for the public, 42 by 50 feet; together with three other rooms for general public offices.

#### MEMORIAL HALL,

which is to be the main feature of the second story, is to contain the flags and other relics from Doric Hall, now in the main building. The hall will have a floor area of 60 feet square. A beautiful effect is to be produced on this floor by the architect's plan of having an uninterrupted view from the main entrance to the main building through Doric and Memorial Halls, and through the main staircase hall of the extension, to the triple windows looking into the central court. Side corridors, with beautiful ceilings in the Gustavino arch style, on this floor will give an unobstructed passage for a distance of 490 feet.

At the rear of the building on the fourth floor is situated the library, 93 x 40 feet, and stock rooms, 40 x 60 feet, with a capacity of not less than 230,000 volumes. The roof of the main library hall will ascend to an apex of sixty feet. It is claimed that the stock rooms will be the best lighted in the country. At the rear of the library is the colonnade. A portion of the fifth floor will be used for a dining-room, 55 x 30 feet, with kitchen and serving-rooms.

#### THE GENERAL STYLE

of architecture is Corinthian, and in the color of the external walls and facings of the building the colonial white and yellow has been used to harmonize with the colors of the older building. The basement and sub-basement are of granite, the first story of white marble and the walls of the rest of the building are of the Welch yellow brick of a superior quality imported from Wales, England, the color of which will not fade. There will be needed from 12,000,000 to 14,000,000 of these bricks. The yellow of the bricks is set off by white marble trimmings of half and three-quarter columns in the walls. The extension, as a whole, will harmonize with the style and proportions of the main building. The ventilation, consisting of a system of hot-air chambers in the ceilings of the corridors, communicating through open registers with the various rooms, as well as methods to render the building fire-proof by thick brick partitions and floor tilings, have been very carefully provided. The extension entire will cover 55,000 square feet, exclusive of the courtyard. Its greatest length from Mount Vernon to Derne Street is 336 feet 6 inches; its greatest width 220 feet. The height from the ground at the corner of Temple and Derne Streets to the top of the cornice is 92 feet; at the center of Temple Street entrance, 80 feet, and at Mount Vernon Street, 70 feet. Money for the construction of the extension was raised by the issuance of \$2,500,000 of scrip.

Next in importance in architectural additions to the city of recent date is the

#### NEW EXCHANGE BUILDING

at No. 53 State Street. This new and elegant structure is in every way an ornament to the city. It is built of stone and brick, with handsome stone trimmings, and stands ten stories above the basement. The interior finish is of marble, natural woods, and plastered walls suitably tinted, and is appropriate and thoroughly serviceable. The Boston Stock Exchange occupies a hall in the first story, on a twenty years' lease. This hall has an area of 5,000 feet and is in a wing fronting on Exchange Place. Here are also three large rooms for "puts" and "calls," and the bonds and telephones. The main portion of this floor, with frontage on State and Kilby Streets, will be devoted to the banking and insurance offices, which are subdivided to suit tenants. The arrangement of the second story is very similar to the first, the Exchange Place wing being taken up by the Stock Exchange Hall, which is two stories in

height, and the State and Kilby Street fronts being divided up into banking and insurance offices. Upon this story begins the light well, 116 x 38 feet, situated west of the central stairway and over the safe-deposit vaults, which, as well as the rear of the offices on the first story, are lighted by it. This well extends from the Tremont Bank Building, parallel with State Street, and is nearly as broad as Kilby Street. By means of it, an additional row of well-lighted offices is obtained in the upper stories. Above the second story the arrangement of the floors is substantially alike, devoted to offices, ranging in size from 12 x 20 to 20 x 20 feet. There are three hundred and fifty offices in the building. In the basement are rooms and vaults for a safe deposit company, while a number of national banks have already taken possession of the spacious banking rooms on the first floor. From the sidewalk on State Street the building has a height of 160 feet. It has a frontage of 171 feet on State Street, about the same on Kilby Street, and 52 feet on Exchange Place and Post Office Avenue, the last named leading from Congress Street, just in the rear of the Tremont Bank Building. Steam heat, open fireplaces, electric lights, and six fast-running elevators serve to make the building desirable in every way for all classes of occupants. The cost of the building and land was upwards of \$3,000,000. Boston has numerous other exchanges of which she can well be proud.

#### THE NEW ENGLAND SHOE AND LEATHER ASSOCIATION

Building at Nos. 79 to 87 Bedford Street, is an elegant six-story structure, having an area of



State House Vista.

12,500 square feet on the ground floor, and has been occupied since 1883. This association has numbered, since its organization in 1869, the very elite of the trade among its officers, while the influence it has exercised here and elsewhere has demonstrated that its early promoters were none too sanguine in expectations of its benefits. The

#### BOSTON CHAMBER OF COMMERCE

is the outcome of the amalgamation of the Boston Commercial Exchange and the Boston Produce Exchange, which was effected on the 24th of September, 1885. The new organization took possession of the quarters of the Produce Exchange, under the dome of Quincy Market. The objects of the Association are to promote just and equitable principles of trade; to establish and maintain uniformity in commercial usages; to correct any abuses which may exist; to acquire, preserve and disseminate valuable business information; to adjust controversies and misunderstandings between its members, and generally to advance the interests of trade and commerce in the city of Boston. The membership is limited to one thousand five hundred members. There are standards of produce, etc.; committees on, inspectors of, and weighers of flour, grain, provisions, butter and cheese, eggs, beans and fruit; committees for managing the rooms and the finances; settling trade disputes between members, arranging transportation charges with carrying companies, and adjusting grievances with respect to freight, regulating the call board, and keeping a record of the proceedings, and for preparing statistics of daily receipts of produce, etc. There are two public "calls" each business day, one at twelve m. and the second at one p. m. The

#### NEW ENGLAND FURNITURE EXCHANGE

is of great benefit not only to citizens of Boston, but to the people of a large section of the country who look to this city for quotations and to a large extent for their supplies of furniture. The object of the organization of the Exchange is to afford manufacturers and furniture dealers mutual protection. On the 6th of March, 1879, the Exchange was incorporated, and its headquarters are at No. 182 Hanover Street. It has a paid-up capital of \$100,000, and is in a very flourishing condition. The membership now numbers one hundred, and it includes all the leading furniture firms in New England, and it is, therefore, a representative institution. The Exchange is in direct communication with the furniture Exchanges of other leading cities, which are combined for the purpose of keeping each other informed of the financial standing of furniture firms and traders in all parts of the country. In this combination the Boston Exchange manages what is called the "Boston section," which includes Massachusetts, Maine, Vermont, New Hampshire, Rhode Island, and Connecticut east of the Connecticut River, and the Provinces of New Brunswick, Nova Scotia and Quebec. The Boston Exchange furnishes to its own members and other Exchanges a book of "credits" of much value to the trade generally. The Exchange does not attempt to control prices, but it fixes the rate of cash discounts, and to a considerable extent regulates the length and condition of credits, and in this way serves a very useful purpose to the trade.

#### THE BOSTON FISH BUREAU.

As Boston takes the lead of all other cities in the country in the extent of its traffic in fish, it is eminently fitting that this interest should be represented by an Exchange, to bring about unity of action and thoroughly understood methods and practices in the trade. Boston is the great center to which fishermen in all sections of New England forward their "catches," and it is to this great fish-mart that dealers and consumers in all parts of the country look for the bulk of their supplies. The fish dealers of Boston are a large and important body, and constitute a prominent element in our mercantile interests. Finding it essential to their common interests to have some organization among them by which they could secure general standards or grades of fish,

settlements of trade disputes without having recourse to law courts, and improved transportation facilities, the leading fish merchants joined the Boston Commercial Exchange on the occasion of its reorganization in 1871; but in 1875 they became strong enough to found and continue an Exchange of their own, and forthwith proceeded to establish one under the title of the Boston Fish Bureau. The organization was incorporated under the laws of the State, and now occupies eligible and commodious quarters on State Street. It is open daily on business days, and is frequented regularly by the most active men in the business to buy and sell. The officers of the Bureau consist of a president, secretary and treasurer. The affairs of the Bureau are governed by an Executive Committee, who have the exclusive management of the finances, judge of the qualifications for membership, assess fines for violations of rules, etc. The Arbitration Committee decide upon trade disputes between the members of the Bureau and keep a record of their decisions. The Transportation Committee have the supervision of all transportation matters that may affect the interests of the Bureau. They also effect all arrangements and agreements with the various carrying companies in reference to the transportation of fish that become desirable, subject to the ratification of the Bureau, and they endeavor to adjust all differences between the carrying companies and the members of the Bureau. The organization is in a thoroughly healthy state, and occupies a wide field of usefulness. Other

### PROMINENT BUSINESS ASSOCIATIONS

include the Boston Boards of Marine and Fire Underwriters, Boston Board of Trade, Boston Fire Underwriters' Union, Boston Grocers' Association, Boston Merchants' Association, Home Market Club, Fire Notification Association, Firemen's Exchange, Master Builders' Association, National Association Wool Manufacturers, New England Cotton Manufacturers' Association, New England Retail Grocers' Association, New England Saddlery Hardware Association, Mechanics' Exchange, Master Plumbers' Association, Merchants' Exchange and Reading Room.

Much of the commerce of the city is centered around Faneuil Hall Square and Merchants Row, where are located the historic Faneuil Hall—the "Cradle of Liberty"—and the New Faneuil Hall or Quincy Market.

### FANEUIL HALL

was built in 1742, and presented to the town by Peter Faneuil, a prosperous Huguenot merchant, as a market and public hall; and the present city charter contains a provision forbidding its sale or lease. The lower floor is occupied as a market, and the upper floor as a hall, the latter containing no seats but having standing room for thousands of people. In the galleries however, there are settees. The platform is spacious, the walls are adorned with copies of large and valuable historic oil-paintings, the originals being deposited in the Art Museum for safe keeping; while the quaint and antiquated architecture is very interesting. When any great question takes definite form, the people are wont to say, "Let's go and rock the cradle," and all assemble in the old hall to be addressed by their favorite orators and leaders. It was so before the Revolution; it has been so since. It has, in fact, been used for all sorts of purposes. The coronation of George the Third was celebrated in it, pirates and robbers have been tried in it, and the Earl of Elgin was feasted there. Every political party in the country has had its use at one time or another. Anarchists, Socialists, Fenians and Land Leaguers have spoken there. The Chinese have been told to go, and the poor Indian has been pitied by large audiences. The Constitution of the United States has been styled "a covenant with death and a league with hell," in this hall, while its walls have echoed with the eloquence of Webster, Everett, Phillips, Beecher, Sumner, Andrew, Evarts, Hoar, Long, Reed and others of this later day and generation. In June, 1887, the British Charitable Society obtained the consent of the Mayor and Board of Aldermen for its use on the occasion of a banquet on the 21st of the month, to celebrate the jubilee of Queen Victoria. It provoked a howl among the

Irish residents against such a "desecration" of the hall, the use of which they themselves secured to protest against the same and to say hard things against Britishers generally. The Aldermen reconsidered their resolution granting the use of the hall, but without change, and the Britishers held their banquet, and that a lively one, for a mob of about fifteen hundred persons gathered about the hall ready to turn the "cradle" over. The whole police force, of over eight hundred men, was called out, armed with revolvers, and four hundred were stationed around the hall. Several of the military companies were under arms, and Gatling guns were placed in position to rake the mob if necessary. Several persons were seriously injured, and during the night an attempt was made to pull with ropes the lion and unicorn from off the old State House. The occasion served as a lesson to the English, who had generally been indifferent to naturalization; they formed the British-American Association with branches all over the country, the object of which was to encourage Englishmen to become American citizens and to vote against class rule.

### QUINCY MARKET

was built in 1825-26, and is a granite structure two stories high, covering 27,000 feet of land. The center part rises to a height of 77 feet, and is ornamented by a graceful dome. The height of the wings on either side of the central part is thirty feet. The market is on the lower floor, the stalls are well arranged and the place is a busy one at all seasons of the year.

North Market and South Market Streets, Chatham, Clinton and Commerce Streets, running parallel with Faneuil Hall and Quincy Markets, and Blackstone, Fulton and Commercial Streets, are great centers for the wholesale and commission trade in all kinds of food products. The conversion of the so-called Mercantile Wharf property, at the foot of Clinton Street and on Atlantic Avenue, into a country market, as well as a wholesale meat market, has attracted provision dealers and grocers to that section of the city, and naturally the wholesale grocers in that vicinity have pushed their trade. Below this market, on Atlantic Avenue, is the Fish Market, another attraction to dealers. Property between Richmond Street and Faneuil Hall Market has improved recently in value, in keeping with the improved surrounding property. On Fulton Street the wholesale fruit trade is advancing, and tall warehouses have been and are being erected. To meet the exigencies of the shipping trade, costly warehouses have been erected along Atlantic Avenue, from near the corner of which, and extending almost up to the Custom House on State Street, a magnificent and extensive granite block of spacious warehouses of pleasing exterior has been put up.

### THE CUSTOM HOUSE

is one of the principal attractions of State Street, which maintains its old-time supremacy as the financial center. The building was erected in 1849, at a cost of over one million dollars, and rests on ground reclaimed from the sea, the foundation being composed of a deep bed of granite masonry, laid in hydraulic cement on the heads of three thousand piles. It is a massive granite structure, built to stand for generations. It is Doric in style, cruciform in shape, and fire-proof in construction, with thirty-two fluted monolithic columns, weighing forty-two tons each, fronting its stately porticoes and extending around the sides, surmounted by classic cornices and pediments, and sustaining a roof and dome of granite slabs. Under the dome is a handsome rotunda, surrounded by twelve tall Corinthian columns of white marble.

On both State, Devonshire, Congress and Kilby Streets, banks and brokers' and insurance offices are to be found in great numbers, and nearly all are located in buildings of large size and great architectural beauty. Congress, Devonshire, Milk and Water Streets, at their crossings, form

### POST OFFICE SQUARE,

wherein stands the Government Building, an immense but very ornamental pile of Cape Ann

granite. The erection of the building was begun in 1871 and some fifteen years elapsed before it was entirely completed, at a cost of over \$6,000,000. Fronting on this Square, are several very fine specimens of modern architecture. On the south side of the square is a



Federal St., looking North.

magnificent white marble building, with a majestic clock tower. This is considered by many the handsomest block in New England, and cost \$900,000 to build. It is owned and occupied by the Mutual Life Insurance Company, of New York. The tower is surmounted by gilded crests and an iron flag-staff, and the height from the street to the top of the flag-staff is 234 feet. At a height of 198 feet is a balcony on the tower, from which a charming view of the city and harbor is to be obtained. Adjoining, and occupying the corner of Congress Street, is the handsome building of the New England Mutual Life Insurance Company, erected at a cost of \$1,000,000. A few yards away, at the corner of Devonshire and Milk Streets, is the splendid building of the Equitable Life Assurance Society of New York, built at a cost of between one and two million dollars. It stands on the site of the house where lived Robert Treat Paine, one of the signers of the Declaration of Independence. Within a stone's throw is the Mason Building, which presents a rounding front on Kilby Street, and has a peculiar dome-like roof. This is occupied by banks and offices. Nearly opposite the Milk Street end of Mason Building we enter Oliver Street and

#### "THE BURNT DISTRICT."

From here the entire area, stretching to Essex and Washington Streets on the one hand, and from Atlantic Avenue to Milk Street on the other, is occupied by Oliver, Pearl, Franklin, Purchase, Congress, Devonshire, Summer, Bedford, Kingston, Arch, Chauncy and Hawley Streets, and Winthrop Square; and here are centered the great wool, shoe and leather, hides, fur, oil, dry goods, paper, hardware and crockery jobbing houses. This was the area swept and laid waste by the great fire of 1872. Here are now to be found some of the finest specimens of modern architecture in the city, and no business section of any of our American cities boasts more solid and attractive features than are here represented. The buildings are palatial in character, and new structures are continually arising. On Atlantic Avenue, from the corner of Congress Street down to the New York and New England Railway depot, there is a row of six magnificent blocks of business structures of recent erection, the equal of which it would be difficult to match in the country. Five of them are occupied by extensive wool firms. All are six stories high, of solid and substantial construction, with enough difference in facade to break the monotony, and each cost \$411,000 to erect. On one corner of Purchase and Pearl Streets formerly stood a Protestant Church, which subsequently became a Catholic Church, and now it has been replaced, at a cost of \$60,000, by a handsome six-story business block. In the year to come a large increase in building operations is prophesied, and plans are now maturing for the erection of several office buildings which will rival, if not surpass, any in the Union.

#### BOSTON HARBOR

is one of the most picturesque on the Atlantic coast containing, as it does, more than fifty islands and masses of rocks, while its great commercial advantages are universally conceded. The term "inner harbor" is commonly applied to that portion lying between the bridges about the city and Governor's and Castle Islands, on which are respectively, Forts Winthrop and Independence, and the part beyond these islands through Broad Sound to the sea, and the Main Ship Channel to the entrance from Massachusetts Bay, is designated as the "outer harbor." According to this division the inner harbor contains about one thousand one hundred and fifty acres, but the harbor commissioners regard as really the inner harbor the general area which comprises the water-spaces, including this upper basin, which are inclosed and protected by the high grounds of East Boston and Winthrop on the north, Deer Island and Long Island on the east, and Spectacle Island, Moon Head and Squantum on the south,—a nearly land-locked basin capable of an improved area of not less than about six thousand three hundred acres. This includes President Roads, which itself contains nearly one thousand acres of anchorage grounds of the first order as to depth of water—23 to 50 feet at mean low-tide—"holding ground"



and "shelter." The wharves of the city are numerous, and those running into the harbor have been constructed at great expense. Upon several of these are extensive warehouses—a commercial feature unlike any other American city. During the last twenty years very great improvements have been made along the entire water-front, and Boston of to-day is very much in advance of her sister cities on the coast in this important adjunct of commerce. The terminal facilities of her great railroads for foreign shipment have in a like degree been very much enhanced, and Boston is now in a position to handle much of the western shipping trade in a more satisfactory manner than at any time previous in her history. Better adapted than New York for foreign trade, Boston is gaining not only the trade that was lost by the decline of the American shipping interests, but a considerable portion of the increase that, the country's rapid growth in population has given to New York.

It may be a partial pen that indites the sentence, but it seems that viewed from any standpoint, PROGRESS is the handwriting on the walls of Boston.

#### THE RAILWAY SYSTEM

as it exists to-day is one of her foundations of strength, as it is one of her powers. She is not only the starting point of eight extensive railway lines having important connections with every section of the country, but it is the headquarters of many great railroad corporations existing in the northwest and southwest and other distant parts; while many of Boston's capitalists have large investments and control railroads in different sections of the United States, the British Provinces, Mexico and South America.

#### THE BOSTON AND LOWELL

was the first line of railway formed in Massachusetts, being chartered in 1830. It is now part of a system connecting with the leading railroads of New Hampshire, Vermont and Canada, and forming a continuous line to Montreal and other parts of Canada and the West. It controls a terminus at tide water on the Mystic River, where there are piers, wharves, elevators and all facilities for steam vessels.

#### THE BOSTON AND PROVIDENCE

was the second line of railway opened in Boston, and is one of the best equipped railroads in the country. Its charter was granted in 1831, and the road was opened for traffic in 1835. The route proper from Boston to Providence is forty-four miles, and the branches and leased lines are twenty-three and one-half miles in length. This road is an important part of the "all-rail" shore line to New York, while the 6.30 P. M. express train carries a large number of passengers nightly to Stonington, where they board the famous Stonington line of Sound steamers to New York. The Boston depot on Park Square, stands on historic ground. It was from this point that the British soldiers embarked for their raid on Lexington and Concord. The depot, built at a cost of \$800,000 is one of the finest buildings in the Back Bay district, and is 800 feet long, with a large illuminated clock in its lofty and finely proportioned tower, which can be seen at a great distance.

#### THE OLD COLONY RAILROAD

was chartered in 1844, to build and operate a railroad from Boston to Plymouth, and the road was opened for traffic the following year. Since then the company has absorbed the Old Colony and Fall River, the Fall River and Newport, the Cape Cod, the South Shore, the Duxbury and Cohasset, the Middleboro and Taunton, the Dorchester and Milton, the Boston, Clinton and Fitchburg, and the New Bedford, Framingham and Lowell roads. The present main line is two hundred and forty-nine miles in length, and with its various branches the company controls and operates in all four hundred and seventy-five miles of railroad and two hundred and twenty-five miles of steamboat routes, making a grand total of seven hundred miles of land

and water routes. One terminus of the main line is at Provincetown, the farthest seaward point of Cape Cod. Another terminus of the line is Fall River, between which place and New York the famous Fall River line of steamboats are run. Thus the Old Colony line of railways and the Fall River line of steamboats form the great route between Washington, Baltimore, Philadelphia, New York, Boston, Lowell, Fitchburg, Portland and Bangor, Me., St. John, N. B., Halifax, N. S., the White Mountains, Mount Desert and all the mountain, seashore and island resorts of New England and the Provinces.

#### THE NEW YORK AND NEW ENGLAND

Railroad Company was organized in 1873, as the successor of the old Boston, Hartford and Erie railroad, which had been an amalgamation of various roads, the oldest being the New York and Hartford Railway Company, incorporated in 1845. The New York and New England also came into control of the Norwich and Worcester Railroad, extending from Worcester to Allyn's Point, and also of a fine line of steamers running from Norwich, Allyn's Point and New London to New York. The following lines are now operated by this company, viz: Boston to Fishkill, N. Y., 225 miles; Providence to Willimantic, Conn., 59 miles; Newton to Woonsocket, R. I., 28 miles; Worcester to Norwich, Conn., 66 miles; East Hartford, Conn., to Springfield, 29 miles; branches to Providence and Southbridge, Mass., 61 miles; New London and Allyn's Point to New York, Norwich and New York Trans. Company's steamers, 125 miles, making a total of 596 miles. Too much space would be required to describe the docks, large freight houses, the grain elevator and other buildings owned by the company in this city. It is sufficient to say that the largest steamers and ships can lie at the wharves and discharge their freight at once into the cars to carry it onward to its destination. By means of a transfer steamer plying between Harlem River and Jersey City sleeping cars are run through from Boston to Philadelphia and Washington daily, and thus a large amount of Western business is done over this road.

#### THE BOSTON AND FITCHBURG

operates a line to the Hoosac Tunnel, and has a lease of the Vermont and Massachusetts, extending from Fitchburg to Greenfield, and the Troy and Greenfield line, from Greenfield to North Adams. The main line of the Boston and Fitchburg, extending from Boston to Fitchburg is 49.60 miles in length and that of the Vermont and Massachusetts, practically a continuous route to Greenfield, is 56 miles. The road operates in all 227.32 miles.

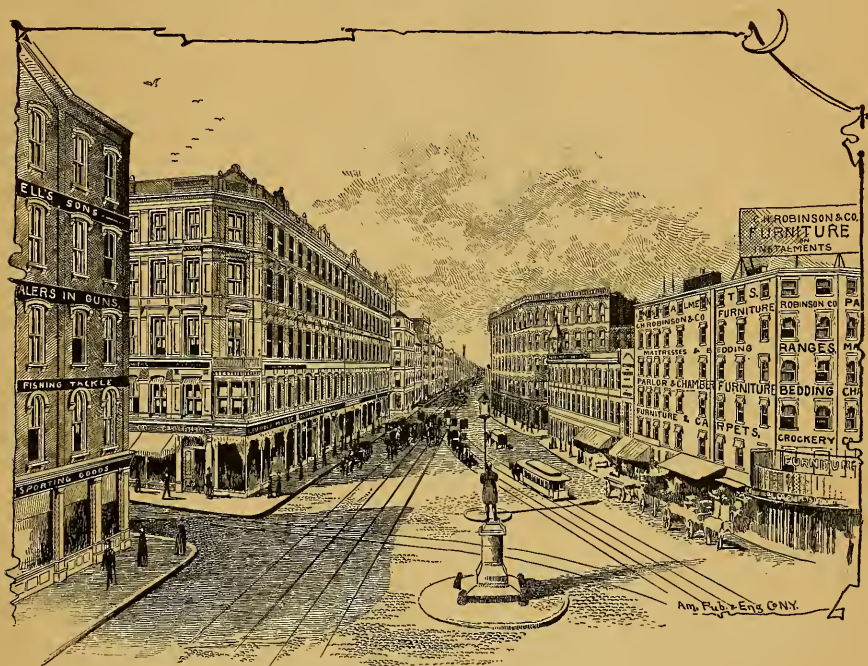
#### THE BOSTON AND MAINE

is a power in the railway traffic of New England, and extends its influence to the remotest parts of the West. The main line from Boston to Portland is 115 miles long, and in summer this line does an immense business in carrying passengers to the White Mountain resorts by its connections at Winnepesaukee and Portland; while the company have lately acquired control of the Passumpsic R. R. which gives them an outlet to the West. The Boston and Maine also operate the Eastern Railroad running from Boston to Portland, and from Conway Junction to North Conway, N. H., and connecting there with the Portland and Ogdensburg. It has a close alliance with the Maine Central, and thus substantially controls all the traffic to the east of Portland with the Maritime Provinces. Passing along the north shore the main line and branches touch the principal summer resorts of that region. The Gloucester branch from Beverly, through Beverly Farms, Manchester-by-the-sea, Magnolia and Rockport is a busy route in the summer.

#### THE BOSTON AND ALBANY

is noted as forming one continuous road to the Hudson River, a desideratum long wished for

by Bostonians. The length of the main line, all double-tracked, is 201.65 miles, and the total length of road owned, leased and worked by the company is 323.66 miles. The company also own and operate the Grand Junction road and its extensive wharves at East Boston. This line is connected with the company's main line, and thus a deep water connection is secured. The company also own and operate a large grain elevator at East Boston, having a capacity of one million bushels, and another at the corner of Chandler and Berkeley Streets in this city which has a capacity of about half a million bushels. The



Washington St., from Dock Square, looking North.

### BOSTON, REVERE BEACH AND LYNN

Railroad Company's works consist of a ferry, starting from the depot on Atlantic Avenue at the foot of High Street and running across to East Boston, and of a line of railroad thence along the crest of Revere Beach to Lynn. The road is a three feet gauge, and trains are run half-hourly. The Boston, Winthrop and Shore Road connects with the main line at Winthrop Junction, and runs thence to the watering places of Ocean Spray and Winthrop.

### FINANCIAL FACILITIES

are afforded by upwards of sixty national banks, thirteen savings banks and various trust companies and other banking institutions, that, for extent of business transacted, stability and character of management, take rank among the foremost in the country; while their flourishing condition places them and their officers far beyond the requirements of any praise which these pages could bestow. Among the oldest are the Massachusetts National, established 1784; the National Union, established 1792; the

Old Boston National, established 1803; State National, 1811; New England National, 1813; Tremont National, 1814; Suffolk National, 1818; National City, 1822; National Eagle, 1822; Columbian National, 1822; Globe National, 1824; Bunker Hill National, 1825; Atlantic National, 1828; Merchants' National, 1831.

#### THE HOTELS OF BOSTON

next claim attention as being among the most important of the city's public institutions, inasmuch as they determine the pulse of public activity. It goes without saying that the hotel system of Boston is the finest in the world, while her hostelries have no superior, either for architectural splendor or appointments, in the universe.

#### THE QUINCY HOUSE

is probably the largest hotel in the city, having five hundred rooms to offer its guests, and is conducted on a scale of great liberality and excellence, both on the American and European plans.

#### THE PARKER HOUSE

is one of the most notable inns of the city, from the fact that it is a popular headquarters for the leading statesmen of America, as

#### THE HOTEL VENDOME

is the destiny of all the distinguished foreign visitors to Boston. Then there is Young's, one of the largest and best patronized of the European plan hotels; the Tremont, where Henry Clay, Andrew Jackson, the Prince of Wales, Charles Dickens and other notables have sojourned; and such really first-class hotels as the Adams, the American, the Brunswick, the Revere, the Hotel Florence and the United States. The total of Boston's hotels, which may really be called worthy of mention is about fifty.

#### THE CHURCHES

of Boston are part and parcel of the city's grandest, wealthiest, best, most influential and most magnificent of all her mighty institutions. Their congregations are extensive and generous; her ministers are learned and eloquent, and her choirs are among the finest and most noted in America. There are about two hundred and twenty-five churches in this city, of which forty are Congregational Trinitarian, twenty-five are Congregational Unitarian, thirty are Roman Catholic, twenty-seven are Baptist, thirty are Methodist Episcopal, twenty-five are Episcopal, eleven are Union and eleven are Universalist.

#### THE FIRST CHURCH

(Congregational Unitarian), located on Marlborough and Berkeley Streets, is the direct descendant of the first church established in Boston. The church was first formed in Charlestown, and the members of it, on coming to Boston, built the first meeting house on State Street, near where the Brazer Building stands. The church was afterwards removed to Washington Street, near the head of State Street, then to Chauncy Place and finally to its present location.

No city in the country, save New York, has so many grand

#### THEATERS

as Boston. The number of first-class houses is ten, including the Boston Theatre, Boston

Museum, Globe Theater, Park Theater, Hollis Street Theatre, Bijou Theater, Columbia Theater Tremont Theater, Grand Opera House and the Howard Athenæum; while

#### PUBLIC HALLS

are numerous, embracing such extensive and popular resorts as Tremont Temple, Music Hall, Faneuil Hall, Odd Fellows Hall, Grand Army Hall, Parker Memorial Hall, Turnhalle, Armory Hall and Horticultural Hall. Neither residents in nor visitors to Boston need let time hang heavily on their hands. Every section of the city has its theaters, its gardens, concert and lecture halls and other places of amusements. The plays presented at the theaters are the best productions of European and American playwrights, and prices of admission are moderate. Many of the theaters make a fine architectural display; each has a history of success peculiarly its own; and upon the boards of these houses of entertainment the greatest actors and actresses of the past and present, from Charlotte Cushman to Maude Banks, from the elder Booth to Richard Mansfield, have delighted thousands by their faithful portrayals of the different phases of human life. Many

#### NOTABLE GATHERINGS

have been held in Tremont Temple and the other large halls of the city, which have served to give them a national interest and importance. In 1890 the Twenty-fourth National

#### ENCAMPMENT OF THE G. A. R.

was held in this city, which brought together the veterans of the War for the Union from all parts of the country, and which was the greatest encampment week that the Grand Army of the Republic had known within the quarter of a century since the close of the Civil War. The streets of Boston witnessed during the parade a spectacle which, in its merging of martial honors with civic recognition, had not been conceived in the old world and was never surpassed as a pageant in the new, even as compared with the days when the triumphant, though war-spent armies of the Potomac, the Cumberland, Ohio and Tennessee, amid tumultuous acclaim, assembled for grand review in Washington. Here were present more than two hundred thousand citizens, attracted by the pomp and panoply of war enlisted in the service of peace; and in the parading bodies were represented forty-three States and territories, connecting every section of the land from Maine to Oregon. For some six hours the grand procession passed through the leading avenues of Boston, while the insignia of patriotism and the popular enthusiasm that environed them bespoke the tributes of all classes of people. The encampment was graced by the presence of President Harrison, Vice-President Morton, Secretaries Proctor, Noble and Rusk of the Cabinet, and the proceedings throughout the week were of the greatest interest. The most noted social event was the reception of the Mayor's Club of Massachusetts at Young's Hotel, where an elaborate banquet was enjoyed, and speeches were made by President Harrison, Gen. Daniel E. Sickles, Gen. Benjamin F. Butler, Congressman Boutelle of Maine, Hon. Warner Miller, Gen. Lucius Fairchild, Gen. Charles Devens, and others: while a big camp-fire was held at Mechanics Hall where the speakers included Gen. W. T. Sherman, Gen. Russell A. Alger, Gov. J. Q. A. Brackett, Mayor Hart of Boston, President Harrison and Vice-President Morton.

#### AS A MUSICAL CENTER,

Boston ranks first and foremost among the cities of the Union. She has long been the home of the best musicians and most noted musical organizations of the country. It was here that the Mendelssohn Quintette Club was organized, and for a quarter of a century were unequalled as an orchestral combination. Here the Temple Quartette became noted as the best male quartette extant. Here the Ruggles Street Quartette are still singing at the Ruggles Street Bap-

tist Church, with occasional visits to different parts of the country, where their splendid voices and perfect training are universally appreciated by musical critics. Here are still held the finest symphony concerts in the land, and new troupes are constantly forming and rare vocalists and instrumentalists are developing their powers under the tuition of Boston's far-famed instructors. Boston is also the seat of the New England Conservatory of Music, one of the largest and most useful educational institutions in the country; while in the manufacture of

#### PIANOS AND ORGANS

this city permanently maintains the lead. The piano industry was established in Boston in 1823 by Mr. Jonas Chickering, the founder of the present great house of Chickering & Sons. To him is due the honor and credit of first producing the piano as it is generally made to-day, his improvements being known as "the American system" among piano manufacturers abroad. The Chickering factory, on Tremont Street, in this city, affords employment to over four hundred hands. Above the warerooms of the firm on Tremont Street is Chickering Hall, so justly popular for the holding of concerts, musicales, etc.

The firm of Mason & Hamlin have been equally renowned in the manufacture of reed organs, and Boston has been the real basis of their operations, although their factory is located across the river in Cambridgeport. The organ industry was established in 1854, by Messrs. Henry Mason and Emmons Hamlin, who made the Mason & Hamlin organ widely celebrated. The Mason & Hamlin Organ and Piano Company has since succeeded to the control, and pianos as well as organs are now a part of the product. They also have extensive warerooms on Tremont Street. This city is the seat of the industry conducted by the Hallett & Davis Company, the Smith American Piano Company, the Emerson Piano Company, the Ivers & Pond Piano Co., Vose & Sons, Geo. M. Guild & Co., S. G. Chickering & Co., J. C. Haynes & Co., and others no less noted in the musical instrument trade. Boston skill is also in demand for building church organs for prominent churches in the east, west and south. This industry is prosecuted under such favorable conditions, the material is so accessible, the advantages so many, that there is every reason to believe that it will not only continue to grow and develop, but that many other manufactories will be added to the rank and file. Boston offers, also

#### GREAT ADVANTAGES FOR LABOR,

cheap and comfortable homes in city and country, healthful air, many avenues of employment, and favorable conditions between the employer and the employee, besides many other benefits, all of which tend to promote the almost unlimited development of this magnificent array of industries so auspiciously founded. As is probably seen by the reader, there is no attempt in these pages to present in detail the thousand and one distinct products of Boston's factories. The effort is only made to show the progress of Boston, and through what sources she has grown to her present eminence and will reach still greater prominence; by the leading industries to indicate the ramifications thereof, through which she is year after year acquiring new attractions as a continental store-house of manufacture, and a foremost commercial city as well. Her claim as a manufacturing center is justified by the facts, not only has nature been lavish in her gifts of material required, providing much of it on the spot, but the position of the city geographically, and the fact that the

#### RICH TREASURIES OF SUPPLIES

can be obtained as by magic and in unlimited quantities, from any part of the world through the abundant transportation facilities she possesses, gives additional confirmation to her claim. Situated in a productive agricultural region, and furnishing a home market for the produce of the surrounding country, a larger demand for the products of her industries exists at her very

door than could be the case in a sparsely-settled sterile region, while her transportation facilities naturally supply speedy and profitable outlet for surplus production. Having on Massachusetts soil, and in close proximity, inexhaustible ore beds, endless quantities of coal and quarries of marble, granite and other kinds of building stone, as well as clay, producing the finest bricks anywhere manufactured—the cheerful appearance of the city itself being largely attributed to the quality of home-manufactured brick used, the clay being of the most pleasing color, and when taken from the kilns being neither a dull nor a glaring red, while the Quincy and Cape Ann granite, Vermont marble and granite, which are extensively used in building churches, hotels, public buildings and more ornate residences, all contribute to the general effect; having all these home supplies of material with her agricultural supplies of grain and vegetables, her magnificent fisheries and other fields of production,—is there any hesitation in yielding that nature certainly vindicates the claim of Boston as a great manufacturing center, while her citizens have as positively accepted the challenge of the situation, and proved in action what the conditions suggest in theory.

### BOSTON'S BUSINESS OPPORTUNITIES

as a great center of supply and distribution cannot be excelled in many respects by any city in the United States. The mere statement of her advantages for trade, commerce and manufactures, together with her superior conditions as a municipality, prove the argument. Boston has a history; she has developed strength through struggle and disaster; her experience in itself is one form of capital; while she has a broad and enduring reputation upon which to rear a truly magnificent superstructure. The vicissitudes of the past, while conducing to the strength of "overcoming" have naturally developed conservatism of spirit to some extent, but the progressive tendency of the age has not sought in vain for a suitable base of operations in this favored city. Even slender facilities and poor opportunities, when backed by the might of incessant, indefatigable push, have been known to acquire an almost omnipotent power. "Eternal vigilance" is the price of all permanent success in the midst of contending forces. The careful consideration of the policy of railroad lines connecting with the great trunk lines and the city, as well as of agreements or pools entered into with trunk lines reaching other markets, is a method of defensive warfare and of obtaining freedom from trammeling and injurious agreements. But the situation admits of aggressive as well as defensive measures. The householder finds constant and endless repairs and improvements to make, and the castle of the Commonwealth illustrates the same law on a larger and more exalted scale. What might not be achieved with the magnificent facilities, materials and opportunities that Boston possesses, were they backed by the genius and superhuman force which is often seen to be developed by great convictions? It is true the outlook is promising. There is an increasingly improved and healthy condition in commercial and monetary affairs. The financial condition of the city is admirable. The prospect is for still more profitable business in the various departments of activity. The

### SPIRIT OF THE PRESENT AGE

is to look forward and not backward, and the tendency is a good one. While New York is overcrowded, and the area left for more inhabitants and workshops is very limited, Boston has ground room ad libitum for the expansion of its chest and the stretching of its limbs, and the splendid possibilities of the enormous resources and facilities at its command have not yet been put to anything like an actual test. Whatever may have been the case at one time, it should not now be content with merely keeping its own. The sun of its own prosperity is ready to sweep higher above the horizon than ever before. A spirit of local pride and independence should become more universally diffused among its people, and a more aggressive temper should mold and direct their business operations. Good schools are necessary for the storing and training of the mind, and churches for the refreshment of the soul; handsome dwellings, suggestive of

wealth and comfort, are a delight; lovely parks are a permanent joy; and the art that decorates and beautifies our cemeteries robs death of half its sting. But these and what they predicate and represent do not constitute a live American city in harmony with the genius of the coming Twentieth Century. In this new age Commerce is a king that never abdicates, whose scepter dominates all lands and seas, and whose zeal for empire brooks no half-service or divided allegiance.

### GEOGRAPHICAL POSITION

and manufacturing advantages are necessarily so homogeneous in the progress as well as in the birth of a great manufacturing community that in the subject matter of this volume these requisites to the growth of such a population are combined in their exposition as they naturally are in their power. From whatever standpoint regarded, whether of trade, manufactures, commerce, sanitary influences, or the purely artistic and beautiful, the location of the city of Boston is as superior as it is unique. In outgrowing its early boundary lines, the city has extended back from its water front over terraced slopes and picturesque eminences until its beautiful homes, luxuriant foliage, cultivated grounds and broad avenues of the newer sections combine



Mount Auburn Cemetery.

with imposing public buildings, exquisite views and generous parks, to form a most pleasing picture. To the abundance of these the city by its location to disport itself in almost any direction may be attributed the freedom from intrusive tenement houses and the attractive sight of neat pleasing "homes," occupied by the great army of workers who find employment in the city's varied avenues of industry. For many reasons to which location conduces, Boston has been for many years one of



## THE MOST HEALTHFUL OF CITIES.

The tables of mortality treating upon this subject are conclusive of the superiority of this community in that regard; and, without doubt, the health possessed by this 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 himself and of his family of importance, but to the manufacturer as well. The loss of income by three or four weeks' sickness of 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 expended in druggist's and doctor's bills, would purchase. The lessening of such misfortunes is an object in the selection of his place of toil. To the manufacturer, whose profits often depend upon the skilled and unbroken labor of a set of hands, the loss from the forced substitution of green hands for competent hands, or the ragged running of 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 business. To the employer, therefore, as well as the employee, is the healthfulness of a location a subject of careful consideration. The cheapness with which workmen can live is another point in manufacturing advantages. In this respect Boston compares favorably with other cities; a majority of the articles of food are low in price, and articles of clothing as cheap as in any of the cities of the Union. There is plenty of room in and about Boston for the establishment of manufactories, and to the capitalist desirous of investing money, the mechanic of employing his skill, and the merchant of exerting ability, a closer and personal examination into the subjects briefly treated of in this volume will undoubtedly prove advantageous, while,

## AS A PLACE OF RESIDENCE

Boston and its environs stand unexcelled. If beauty of situation, the benefits of rare business opportunity, all that is wise in conservatism united with all that is noble in the grand progressive movement of the present age; if surroundings elevating in influence, institutions helpful in an honorable struggle with the vicissitudes of practical life; if health, wealth, and happiness are attractions in a place of residence, then Boston must win like a mother or command like a queen. The great problem of how and where to live never agitated so many minds as now. The pressure of a high civilization, the requirements of life under conditions of tense strain, the increasing impracticability with rich and poor alike of making both ends meet in what seems inevitable responsibilities and importunate demand, all combine to render the question a vital one. Many perplex themselves awhile, and then give up the conundrum. The capable workman drifts into swarming tenement-houses. The well-to-do organizers of business interests drop into boarding-houses and hotels. The wealthy emigrate to Europe on indefinite tours and errands to escape the annoyances of unfaithful servants and the care of large establishments. Young men take a practical view of the situation and omit to marry. Young women take advantage of the situation and educate themselves for teachers, doctors, lawyers, etc, and very sensibly make royal and hospitable homes for themselves, welcoming whom and when they choose. But the little children of native-born American citizens become fewer and fewer, and children of the immigrant and the hiring outnumber the home-born sons and daughters of the Republic. In considering how and where to live there are growing indications that the native citizen is, in his bewilderment, more and more ceasing to "live" at all in the sense of domesticity, but is just perching like an uncertain bird between trips "on the wing," or losing individuality in tenement-herds, and hotel hives, and pleasure haunts.

Growing more slowly and clinging more to traditions, "without haste, without rest," Boston furnishes

## TRUE CONDITIONS FOR REAL LIFE

more hopeful and rounded standards of life for "all classes and conditions of men" than almost any other community. The resident of Boston, be he workman with hands or brain, may have his own home made attainable by the large industries which are glad to exchange just coin for fair service, and by low rents, with room for the garden and leave to own his own spot of ground, while the cheapness of the overflowing home market, spilling itself in surplus, into all the world relieves him from an existence of mere animal slavery to the common needs of life. Thus the manufacturer and capitalist seeking a home in Boston finds his interests and the safety and well-being of society resting upon a sound basis of well-conditioned labor. It is sometimes charged that there is more aristocracy and the boast of "blue blood" in Boston than in other cities. It may be true in a certain social sense that "the rank" is there, "the guinea's stamp" to certain kinds of recognition, but the only aristocracy is the "aristocracy of education," and in no city under the blue sky could it be more truthfully and emphatically affirmed "a man's a man for a' that." The absolute rectitude, which is the truest charity, and which, if practiced, would render half the so-called charities unnecessary, has noticeably been shown by Boston corporations toward their large armies of employees, and mutual esteem and conditions of true individual development and manliness are the outcome of such relations as are maintained between the so-called different classes in this city. The superior system of public schools which Boston has long fostered with especial solicitude, the inestimable benefits of the religious privileges afforded by the many churches, where each may find his most congenial church-home, the advantages of free libraries, art galleries, and the most charming social circles in the United States—all these advantages in a setting of healthful climate and sanitary local influences, together with the oft-quoted business opportunities of the city, make, as it were, a medley of substantial attractions as a residence suited to the varied requirements of the multitudinous types of men and women in whose lives and business schemes and aspirations there is ever an undertone of "Home, Sweet Home."

## EAST BOSTON

is to-day one of the most populous sections in the city; where the well-to-do people of industrial callings principally have homes. It is, in truth, a district of homes, and has not within its limits a modern apartment house, though there are many blocks where two or more tenements for family housekeeping exist. It has abundant school and church accommodations, and a population of over forty thousand. The building improvements in recent years have been marked, particularly on Chelsea, Maverick, Paris and Havre Streets, where unsightly vacant lots have been brought up to the street grade and fine tenement houses erected thereon. The Atlantic Works here give employment to three hundred men. The New England Cooperage Company employs here one hundred men. The machine works of the Boston Tow Boat Company is one of the most extensive of recent improvements, covering several acres; while great improvements have been made by the East Boston Company, who own about one hundred and ten thousand square feet of ground, which was from twenty-five to thirty feet above grade, and about thirty-six acres of high marsh land, and who have carted the material from the high lands on to the marsh property, bringing the street and cellar grades up to the city standard. This is one of the choicest locations in East Boston, being on the harbor front and near the city park, where many of the best houses recently built are located.

## ROXBURY DISTRICT

has of late years become a favorite residential quarter, and experienced a large growth in population. It comprises four wards of the city, and these wards contain more than one-sixth of the polls of the city of Boston. Its great advance in population is due in the first place to high lands, abounding in the finest sites for residences, and being so situated that Boston seems naturally to merge into it, and to form a part of the city itself in reality, while still retaining many rural features. Another important fact is that there are several parallel

lines of horse-railways penetrating every section of the district, and these led to the more convenient localities being seized upon for dwellings and to the building of apartment houses in great numbers. Land has greatly appreciated in value, and there is but little left in the limits of old Roxbury to build on. In the section known as Elm Hill, many palatial residences have been erected, varying in cost from \$12,000 to \$60,000, representing all styles of architecture, and many of them being surrounded with trees, shrubbery, flower gardens and grassy lawns, which add greatly to the beauty and attractiveness of the streets and avenues as excellent driveways. Walnut Avenue, Humboldt Avenue and Elm Hill Avenue all lead up to Franklin Park, a feature of Roxbury. This park is of vast extent, and, as no residential buildings can be put upon it, the rush of settlement in that direction has been stopped to some extent, and the operations here now consist of filling up the gaps, which will result in a few years in a compactly built district. On the north-west side of the Roxbury district is Parker Hill, a splendid location, overlooking the city, which is in the line of future occupation.

#### THE DORCHESTER DISTRICT

is delightfully situated on Dorchester Bay, an arm of Boston Harbor, and in a very healthy, attractive and picturesque region. It is one of the most interesting of the outlying districts of the city, and a popular place for suburban residence. Dorchester has its quaint old town hall, its ancient meeting house and a magnificent soldiers' monument on Meeting House Hill; at Upham's Corner the graves of several prominent public men of the Colonial and Provincial periods; while Jones's Hill affords from its summit one of the finest and most extensive views in the neighborhood of Boston. Northward is seen the old city and the famous Dorchester Heights. Westward is presented an amphitheatre of hills and villages. Southward is a wide and deep interval, the famous Blue Hills of Milton showing up on the horizon. Looking eastward the eye embraces within the range of vision nearly all the islands of the harbor, with its shipping, and the ocean in the extreme distance. Farm lands are here being constantly cut up into streets, and building lots are rapidly taken by discriminating buyers.

#### CHARLESTOWN DISTRICT

is an old-fashioned place, once a distinct city by itself, and now comprises the Third, Fourth and Fifth wards of Boston. It is best known as the seat of the Charlestown Navy Yard and

#### BUNKER HILL MONUMENT.

This famous granite obelisk rises to a height of  $221\frac{1}{2}$  feet. It has a base 30 feet square and the column tapers gradually to  $15\frac{1}{2}$  feet at the apex. Inside the shaft is a hollow cone, surrounding which is a spiral flight of two hundred and ninety-five stone steps, ascending to a chamber 11 feet square and 17 feet high, whence a beautiful view is obtained from the four windows. The capstone of the apex, above this observatory, is in one piece and weighs two and one-half tons. The room contains two small cannon, the inscriptions upon which tell their story. The corner stone was laid June 17, 1825, by General Lafayette, and it was dedicated June 17, 1843. The orator on both occasions was Daniel Webster. The monument cost over one hundred and fifty thousand dollars, and at the foot of it is a building containing a marble statue of General Warren and various memorials of the battle of Bunker Hill.

#### THE NAVY YARD

is located on what was once Moulton's Point, at the confluence of the Charles and Mystic Rivers and was founded in 1800. The yard and buildings cover an extensive area, and, as they are daily open to visitors, an inspection is to be commended.

This district also contains a handsome Soldiers and Sailors Monument, the old state prison, a free dispensary and hospital, a public free library, schools and churches of all denominations and

many fine mansions. On Main Street is Edes House, the birthplace of S. F. B. Morse, the oldest house in the district. Here also is the oldest burying ground, where a granite monument marks the grave of John Harvard, founder of Harvard College. Charlestown has many mercantile establishments and numerous industries, which are constantly being multiplied.

### THE BRIGHTON DISTRICT

possesses a situation unsurpassed in the vicinity of Boston. The neighborhood is noted for high lands, possessing fine facilities for drainage and abounding in the finest locations for dwelling purposes to be found anywhere. A great feature of this district is Chestnut Hill Reservoir and the parkways about it. The construction of the reservoir was begun in 1865 and cost some \$120,000 before it was finished. It is, in fact, a double reservoir, divided by a water-tight dam into two basins of irregular shape which have a capacity of 730,000,000 gallons, and a water surface of 123½ acres. A magnificent driveway, varying from 60 to 80 feet in width, surrounds the entire work. This driveway is reached from Boston by the Brighton Road, which is a continuation of Beacon Street, and a noted trotting and driving course that, especially on pleasant afternoons, is crowded with gay equipages and presents a brilliant appearance. Brighton can also be reached by the Boston and Albany Railroad, and by horse and electric cars. Brighton has long been noted for its abattoirs, and people unacquainted with the place would imagine that fact to be a serious detriment to its advantage as a residence. Such, however, is not the case. The abattoirs are situated near the line of the Boston and Albany Railroad and, while thousands of cattle, sheep and pigs are slaughtered here weekly, so retired are the slaughter houses that the most refined inhabitant may abide here in happy ignorance of their presence. The District contains many beautiful mansions, the elevated lands afford charming views, and the streets are pleasant and well shaded. Within the last few years building operations have been active, land has increased in value, the population has multiplied, and it is predicted that the range of hills in this district running southwest from Corey Hill will be the "court end" of Boston.

### SOUTH BOSTON

is widely renowned for its numerous and varied foundries, sugar refineries, breweries, and other noteworthy industries. These are mostly located along the water-front and afford employment to vast numbers of workmen. The most noted industry here is the South Boston Iron Works. These are the largest works of the kind in the country and the plant covers some seven acres. Here have been produced the largest cannon ever made in America. The street system of South Boston is very regular, which is more than can be said for the city proper, especially in its original parts. Broadway is the principal thoroughfare, and runs through the center from Albany Street, in the city proper, to City Point, at the extreme end of South Boston. On this street are located many fine business blocks, splendid church edifices and handsome residences. City Point is one of the noted

### SUMMER RESORTS

of Boston, and during the heated term it presents a lively appearance, visitors finding here all necessary facilities for pleasure and recreation. The Point commands magnificent harbor views and yachting sights innumerable, while it is one of the greatest rendezvous on the Eastern Massachusetts coast for seaside hotels and cafés, besides having the new Marine Park, with its long promenade pier extending nearly to Fort Independence in the harbor. Southerly, a fine view is obtained of Dorchester, the Blue Hills, and parts of Quincy. No city has more attractive and picturesque suburbs than Boston, and its most frequented summer resort is Nantasket Beach, which may justly be styled

## BOSTON'S "PORCH BY THE SEA."

There are many things that make this threshold of the sea alluring. One is the pulse of the great city beating in a subdued way and felt especially when a train comes in. These human waves reach here robbed almost entirely of the city fever. They lap the verandas of



Washington St. from Bedford St. to Adams House, looking South.

the great hotels quite playfully, and eddy around the tables in gleeful currents of gingham and gossamer. The young man is seen to drop down at a table with her. He looks sidewise out to the great, deep blue horizon just flecked with white caps along its brim and flaming there with a sail that is touched by the last ray of sunlight. The sentiment formed by his lips

can be easily understood by the most casual observer. "After the hot bricks and glaring pavement, it seems as if Nature had placed a wet towel round her head, doesn't it?" And she, charming girl, doesn't stop to think that her escort is in the linen department of a retail house; she is content to believe that he is a poet. And just that moment the band breaks out with the music of "Oberon." Of course you know it is the real midsummer nights' music. How the reeds scream! What a sharp scintillant stir there is to it! How the damp air pulses to the throb of it! How far it carries, in its clear, martial resonances! Everything gives back a little echo. The very glasses on the table want to dance. This is the true heyday band. It seems to call a-field. And when, by and by, it takes up one of the ditties of the people—some ballad of the market-place that perches freely on every lip—it catches all ears and sets all feet in motion. When the lamps are lit, everybody attends the only exhibition of note, and that is pyrotechnics; and although you risk a stiff neck looking up at the rockets, you can at least enjoy hearing the country cousins cry "Ah!" every time a rocket explodes.

### THE RAPID TRANSIT QUESTION

has been agitating the people of Boston for some time past, and a Rapid Transit Commission has been recently in session for the purpose of hearing the various schemes that have been brought forward for adoption. On the 20th of November, 1890, a special committee of the Citizens' Association, consisting of Messrs. Jonathan A. Lane, Jerome Jones, John C. Howe, H. Staples Potter and William H. Chipman, reported favorably to the Commission the tunneling scheme proposed by Mr. Henry Curtis Spalding, and recommended tunneling Tremont Street from Shawmut Avenue to Haymarket Square. The city should control the work and then own it. The tunnel should occupy all the space under the street, and be a commodious one. The streets would, of course, have to be widened at both ends of the tunnel. The committee declared that

### THE TUNNEL SYSTEM

was far superior to an elevated railroad. It recommended that the tunnel, the tracks, the stairways and, in fact, all the appointments should be of the very best. Expense should not be in the way. The cost, at this time, could not be estimated.

It is a universally admitted fact that transportation in this city must be more rapid and convenient. The prospective increase in passengers, arising from the growth in population, must be taken into account and also the desirability of competition to a certain amount. If possible, passengers should be carried to any destination at a single fare, and be required to change cars as infrequently as possible. If the disconnected railways hope to divide the traffic with the tramways, they must be connected in some way. An elevated road, it is generally felt, would permanently deface the city, and much more than the three miles proposed by the West End Railway Company must be built.

By

### THE SPALDING PLAN

of swift and rapid transit, the minimum of cost seems to be combined with the greatest efficiency and simplicity. A tunnel system, passing under the business districts of the city and the Charles River, connecting with all the railroad stations, is proposed by him, as solving the problem of rapid transit. It should be constructed so as to allow the regular coaches to pass through, and accommodate 50,000,000 passengers. Another tunnel should connect the lines at East Boston under the harbor with those of the Old Colony and New York and New England in South Boston. A union depot through which both tunnels should run would facilitate the interchange of passengers, and elevators might carry passengers to the surface from the underground stations. This plan would enable passengers to retain their seats until they arrive at their ultimate destinations. People from Dedham could pass through the city to Somerville without change. From rapid transit it would not be possible, under the circumstances, to get



Tremont St., looking North to Park St.

a speed of more than ten miles an hour. The tramway lines must soon become a nuisance, unless the growth of the city is arrested. The only evident solution of this seems to be to allow the street cars to descend into tunnels where the traffic on the street is greatest and then ascend again. This plan is entirely independent of the steam railroad tunnels. For instance, the Washington Street tunnel would begin with an incline at Dover Street and end in Adams Square. These lateral subways connecting with these others would complete this system

practically and allow the rails to be taken entirely from many of our most crowded streets. Rapid transit here could be established and cars in some of the longer subways run at the rate of twenty miles an hour. These plans are expensive and will require time for completion, but will the people be content with anything less perfect? The special committee believed that after tunneling Tremout Street, as recommended, and it had worked successfully, it would then be time to think of the rest of Mr. Spalding's plan. Col. Geo. B. Morton, a railway engineer of Baltimore, Md., who was present at the meeting, said he thought a tunnel system

#### THE ONLY PRACTICAL PLAN

for Boston, and was of the opinion that Mr. Spalding's plans were theoretically perfect. He then spoke of the tunnels being built in Baltimore and St. Louis, and stated that much time as well as convenience was gained by them. All the railroad systems use them and pass through the tunnels, and the Baltimore tunnel greatly shortens the time between New York and Washington. The Baltimore tunnel cost \$1,700,000 a mile, but quicksand had to be overcome, and the cost would be materially lessened if built to-day. Commendatory resolutions were also received from the Board of Aldermen of Malden, recommending the adoption by the Rapid Transit Commission of a plan and method which shall contain the essential features of the plan and method proposed by Mr. Spalding.

One of the items of municipal improvement in which Boston may well take pride is her

#### WATER SUPPLY.

The system for supplying the city with water is very elaborate, and her water works form an interesting feature of the town. There are two sources of supply for water, viz: the Cochituate Water Works and the Mystic Water Works. The whole line of the first mentioned works extends from Lake Cochituate—situate in the towns of Framingham, Natick and Wayland, about twenty miles from the city—and continues through a brick aqueduct, iron pipes and stone tunnel,  $14\frac{1}{8}$  miles, to a reservoir in Brookline of about twenty-three acres of water surface and 119,583,960 gallons capacity. The Brighton reservoir has a capacity of 730,000,000 gallons, and its water surface is  $123\frac{1}{8}$  acres. The Parker Hill reservoir will hold 7,200,000 gallons. The South Boston reservoir has a capacity of 7,508,246 gallons. The East Boston reservoir holds 5,591,816 gallons. Mystic Lake, the source of supply for the Mystic Water Works, is situated in the towns of Medford, Arlington and Winchester,  $6\frac{1}{2}$  miles from Charlestown Square. It has an area of about two hundred acres, and a storage capacity of 380,000,000 gallons. The reservoir is on Walnut Hill, in Medford, near Tufts College, and has a capacity of 26,244,415 gallons.

#### THE CITY GOVERNMENT.

Boston was chartered in 1822, and the government comprises a Mayor, a board of twelve aldermen, and a common council consisting of seventy-three representatives of the twenty-five wards. The election takes place annually on the Tuesday next after the second Monday in December. The principal departments of the city are Assessors, Financial, Health, Registrars, Water, Fire and Police. The Assessors Department comprises nine assessors, thirty-seven first assistants, and the same number of second assistants. There is one each of the first and second assistant-assessors to each of the twenty-five wards, with the exception of the Sixth, Twelfth, Fourteenth, Twentieth, Twenty-first, and Twenty-second, which have two each, and the Eleventh, Twenty-third and Twenty-fourth, which have three each. The Financial Department comprises the city and county treasurer, city and county collector, deputy collectors, and city auditor. There is also a sinking fund commission, consisting of the Mayor, an Alderman, a councilman, two members-at-large, city treasurer and a secretary.



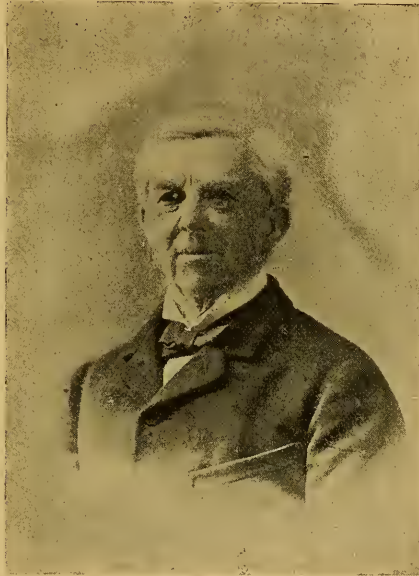
## THE HEALTH DEPARTMENT.

An important department of the city is devoted to the city's health, which, like nearly all other divisions of Boston's government, is under the charge of three commissioners. The Board of Health, as they are more correctly termed, has the superintendence of all burial-grounds, except those under the control of trustees. The Quarantine Grounds comprise those portions of Boston Harbor lying between Deer Island and Gallop's Island, the hospital for the department being located on the latter island. The department has very wisely provided numerous public bathing places on the water front of the city, which are open daily, Sundays included, from June 1st to September 30th.

## THE POLICE AND FIRE DEPARTMENTS.

The Police Department is under the supervision and control of three commissioners who have their office on Pemberton Square; and there are sixteen police divisions in the city. To this department the public look for the preservation of peace and order, the arrest of law-breakers, the enforcement of the law against gambling dens, disorderly places, and the direct control of the police force as regards appointments, dismissals, discipline, etc.

As regards her Fire Department, Boston is without a peer in the country. The department is thoroughly organized



Oliver Wendell Holmes.

and equipped with all the superior facilities that modern science and skill have given to battle with the fiery element. Boston was the first city to put into practical use the magnetic fire alarm system. In 1851, \$10,000 was appropriated to test the system, resulting in its successful operation the year following. The Department is managed by three commissioners, who are nominated by the Mayor, confirmed by the city council, and hold their office for three years. Subordinated to them are the chief engineer and ten assistant engineers.

## EDUCATIONAL INSTITUTIONS.

It goes without saying that Boston has made large and ample provision for the education of her sons and daughters. Throughout the country this city enjoys a reputation for the superiority of its educational facilities second to no other. It is a recognized center of learning and its public and private institutions devoted to this very important department of life have been conducted with constant care and attention and a generous and intelligent expenditure of money. Sufficiently progressive to adopt whatever is an improvement upon previous methods, sufficiently conservative not to be swept away by every new fashion in education, the schools of Boston, from the lowest primary grade to the highest high-school grade, furnish a course of study that seeks and obtains the symmetrical and progressive development of a child. The most intelligent solicitude has from a very early date been shown by the city in her public schools. It is

believed in Boston that it is a serious mistake to conduct a system of public education on parsimonious principles, and the people are more willing to be liberally taxed for the support of schools and the education of their children than for any other department of the government. Of the inner working of these scholastic institutions it is needless to speak in detail. The same care, the same commensurate course of study, the same desire to do the best possible work, is in them all. Sufficiently abundant in number and convenient in position to avoid large numbers or long distances, they leave no reasonable excuse for any one not enjoying their privileges.

### THE PUBLIC SCHOOLS

are under the control and management of a school committee, elected by the popular vote, a superintendent and several supervisors; sixty thousand scholars, according to the statement of Superintendent Seaver, attended the public schools every day during the past year. That means that a seventh part of Boston's population is daily in her schools. In no other city in the United States is there so large a proportion of the population in the schools. And no other city has so large a number of pupils in the higher grade. Five per cent. of her population are in the high school. There are 73,000 children between five and fifteen years of age in Boston. Take 3,000 of those not in school, and we have 65,000 in the schools, public and private, of Boston. The ratio has been seven in the public schools to one in the private. Last year the figures show a slight change of striking interest. The ratio became six to one. This does not mean that there has been an actual decrease in the attendance in the public schools. It means that there is a current setting toward the private schools. There were also 5,000 registered in the evening schools last year, including the evening high school, having 2,500, and a dozen other schools of various grades. The Kindergarten system is also one which is doing more than any other one thing to counteract the evils of the slums; and to the system of the truant officers much credit is also due for this desideratum.

In this connection it is of interest to refer to the

### OLD SCHOOL BOYS' ASSOCIATION

of Boston, which was organized in 1880, and held its last annual meeting, November 19th, 1891 at Young's Hotel. There were some two hundred and fifty present, showing a very fine assemblage of gray heads, as only those who have been graduated from the public schools for fifty years are eligible for membership. The whole number of members at the time of this was three hundred and sixty-eight, while new names are being added every year. The address of the President of the association, Mr. Wm. H. Baldwin, was both wise, witty and entertaining. In closing he said: "The language of the now-immortal Webster, uttered by him seventy-one years ago next month, and which helped to fill our youthful hearts with a true loyalty to country, to the church and to the public school—this, it seems to me, is fitting as my closing word:

'Advance then, ye future generations! We would hail you, as you rise in your long succession, to fill the places which we now fill, and to taste the blessing of existence which we are passing, and soon shall have passed, our human duration.

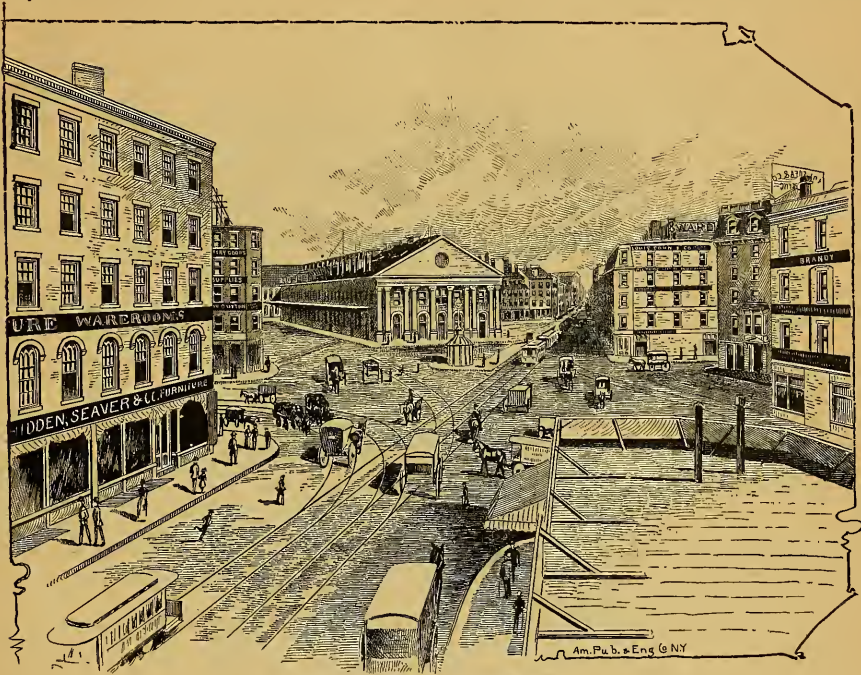
We bid you welcome to this pleasant land of the fathers. We bid you welcome to the healthful skies and the verdant fields of New England.

We greet your accession to the great inheritance which we have enjoyed. We welcome you to the blessings of good government and religious liberty. We welcome you to the treasures of science and the delights of learning.

We welcome you to the transcendent sweets of domestic life, to the happiness of kindred and parents and children.

We welcome you to the immeasurable blessings of national existence, the immortal hope of Christianity and the light of everlasting truth."

The following officers were elected for the year to wit: President, Augustus Russ; Vice-President, Micah Dyer, Jr.; Secretary and Treasurer, William C. Lawrence. Historian, Warren Richardson; Directors; John F. Newton, Benjamin B. Converse, Curtis Guild, George O. Carpenter, Charles H. Allen, Henry B. Metcalf, Levi L. Willcutt, Thomas F. Temple and Bernard Jenny.



Haymarket Square, looking North.

### THE MASSACHUSETTS INSTITUTE OF TECHNOLOGY

is one of Boston's most famous educational institutions, whose graduates have made names for themselves in all sections of our country, in civil and mechanical engineering, science and the arts.

There are also a number of excellent private schools besides Chauncy Hall School, Harvard Medical School, and others of national repute; while Boston has a natural claim to Harvard College, Tufts College, Lasell Female Seminary and other colleges and academies, by reason of their proximity.

### THE PUBLIC LIBRARY

is one of Boston's institutions most widely known throughout the country and most highly prized by Bostonians. It is a public library in fact as well as in name, the only restriction being

that the privilege of taking books for home use is limited to the inhabitants of Boston above the age of sixteen years. The Library was instituted in 1852, and since 1858 it has occupied its own building, costing \$365,000, on Boylston Street. An immense new building is now being erected for its use on Dartmouth Street, nearly opposite Trinity Church, which will be one of the "show-places" of Boston when completed. There are now over 400,000 volumes belonging to this Library.

Among other libraries in the city is

#### THE STATE LIBRARY,

located in the State House, and containing over 50,000 volumes, established in 1826, it now comprises many valuable works, including United States, State and Territorial statute books, legal documents, and works on political economy, education, etc.

As an important factor in the education of the people,

#### THE NEWSPAPERS

of the city have a wide influence and a high reputation. Every feature and phase of journalism is represented in Boston, and every shade of political, social and business life, besides a concise summary of the world's doings, while in the matter



William Lloyd Garrison.

#### THE ADVERTISER,

which was established in 1812, by W. W. Clapp, father of Col. W. W. Clapp of this city.

It is Republican in politics, and is now owned by a stock company, with Speaker Barrett as one of its editors.

The Advertiser Building, a fine marble structure, is located at Nos. 246 and 248 Washington Street.

#### THE BOSTON POST

was founded by Colonel Charles G. Greene, and the first number was issued November 9, 1831. It directly succeeded the *American Statesman*, started in February, 1821. It has long been a prominent Democratic sheet, changing hands several times, and at the present writing

of enterprise, activity and ability the newspapers of Boston will compare favorably with those of any other city in the Union. It can be truly said that the press of Boston has rarely descended to the merely sensational journalism of many other places; characterized by thoroughness, brilliance and geniality, it has all ways preserved the dignity the public has a right to expect from the leaders and exponents of public opinion. The city has eight daily newspapers, which, taken in the order of seniority are

negotiations are in progress which are likely to transform its general character and change both its personnel and its politics. The office is on Milk Street, on the site of the birthplace of Benjamin Franklin.

#### THE EVENING TRANSCRIPT

was founded July 24, 1830, by Lynde M. Walter. It is now the property of a stock company, and is Independent Republican in politics, with offices on Washington, near the corner of Milk Street.

#### THE DAILY TRAVELLER

made its first appearance in April, 1845, the founders being Upton, Ladd & Co. It soon became the property of Col. Roland Worthington, late Collector of the Port, who was at its head for many years. It is a Republican paper, and is published on State Street.

#### THE JOURNAL

is the leading Republican paper of the city, and has been published some fifty years. It issues both morning and evening editions, which are sent throughout New England, and has lately been enlarged to eight pages. Stephen O'Meara succeeded Col. W. W. Clapp as managing editor during the past year. The office is at No. 264 Washington Street.

#### THE BOSTON HERALD

is the leading independent daily of Boston, and has exercised a great influence since its establishment in 1846. For several years now it has supported the nominees of the Democratic party in both national and state elections. It has a large circulation in city and country, and an immense advertising patronage.

#### THE BOSTON DAILY GLOBE

was started March 4, 1872, by a company of gentlemen, prominent among whom was Maturin M. Ballou, its originator and first editor. In August, 1873, he was succeeded by Col. Charles H. Taylor, who has been editor and manager ever since, and at the present day the daily and Sunday issues of the Globe have a larger circulation than any other Boston newspaper. It was started as Independent, but in 1878 became Democratic in politics, and is the leading organ of the Democratic party in the state. The Globe Building, built expressly for its use in 1888, is the largest and finest printing house in Boston, and is located at No. 242 Washington Street.

#### THE EVENING RECORD

is a lively penny paper, that has quickly won a large circulation. It was started in 1884, and is thoroughly fearless and independent in expressing its political views. It is published at the office of the Advertiser.

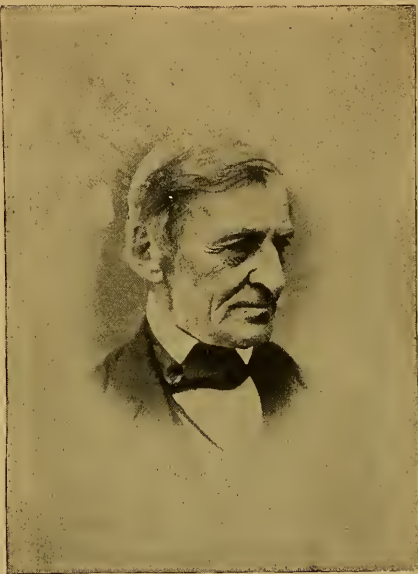
#### OTHER PUBLICATIONS.

of note include the Journal of Commerce, Littell's Living Age, the Commercial Bulletin, the Commonwealth, Woman's Journal, Saturday Evening Gazette, Saturday Evening Express, the Sunday Budget, the Sunday Courier, the Times, the Pilot, the Republic, Manufacturers' Gazette, American Architect and Building News, Youth's Companion, Wide Awake, Chautauqua Young Folks' Journal, Banner of Light, Babyland, etc.; while nearly all the dailies print weekly editions.

Proudly as she sits by the sea, majestic as she appears in her thrift and grandeur as the metropolis of New England, and pre-eminent though she may be as a great manufacturing and commercial center on the Atlantic seaboard, Boston is still best-known and most widely honored for her literary and scientific culture, her prominence in this field winning for her the title of

"THE ATHENS OF AMERICA."

In the literary history of America, Boston and Bostonians have ever played a conspicuous part. This city has been the home of the leading American authors of the past century, and here still reside many of the most popular litterateurs of the present day. Lowell, Longfellow, Emerson and Hawthorne are gone from among that grand coterie of poets, essayists and novelists whose chief work was accomplished in Boston, while



Ralph Waldo Emerson.

WILLIAM D. HOWELLS

is Boston's leading literary light of the present day. He came to Boston from his native State of Ohio at the age of twenty-three. He had already written five poems which had been published in the "Atlantic Monthly," which had given him a passport to the literary tribunal that were prompt to recognize his power and predict his brilliant future. He was tendered a dinner by James Russell Lowell, who remarked at the time to Dr. Holmes and James T. Fields, the other two guests: "This is the laying on of hands; it is our literary apostolic succession." Howells visited Hawthorne at the Wayside, who sent him to Emerson with the written words "I find him worthy." For the literary Boston of to-day there could be no more marked beginning than that of Mr. Howells appearance. That remarkable change in literature which has taken place in the last quarter of the century can be attributed to the work of Mr. Howells more than that of any other single author. He came here as a poet, but has made himself the leading novelist. Twenty years ago his keen literary instincts told him that prose-romance was the coming literature. He believed in the oracle, and has followed it successfully. His later works have proved him to be a great man as well as a great author, for in them is a profound sympathy with humanity, revealing a genius versatile as well as sympathetic,

HOLMES AND WHITTIER

alone remain of the authors of that day and generation. Dr. Oliver Wendell Holmes is enjoying his declining days at his pleasant home on Beacon Street surrounded by family and friends, and honored and revered by his thousands of readers the world over. John Greenleaf Whittier resides at Amesbury, and recently passed his eighty-third birthday amid the congratulations of sincere well-wishers at home and abroad.

and an author with the soul of a poet, the heart of a philanthropist and the knowledge not only of the critical student of human nature but of the polished man of the world. The Boston home of Mr. Howells is on that magnificent boulevard, Commonwealth Avenue, and the rooms are poetic in their appointments and decorations. Mr. Howells has regular habits of work, writing only in the morning, and giving the remainder of the day to friends, to reading and driving. For he not only composes, but loves to live; and his charm of manner, his genial humor, his exquisite courtesy and delicate tact make him a most interesting conversationalist and delightful friend.

#### THOMAS BAILEY ALDRICH

is often associated with Howells in the mind of the public, and their lines in life are seen to have intersected at various points. Mr. Aldrich's place in modern poetry is so unique that it is more widely appreciated than clearly defined. In June, 1890, Mr. Aldrich resigned his editorial connection with the "Atlantic Monthly" and returned to his first love, the Muses. Mr. Aldrich's house on Beacon Hill commands a most romantic view, while the large drawing rooms, up one flight, after the manner of the old-time mansions of Boston, are interesting in their relics of travel, in quaint carvings and old pictures; and brilliant companies are wont to throng them on occasions of receptions, or the choice, select dinners for which the house is famous. Mr. Aldrich's place on the "Atlantic" was taken by another Bostonian,

#### MR. HORACE E. SCUDDER,

who had long contributed to that periodical a line of creative criticism which had become so characteristic a figure. He thus added another to the line of distinguished editors, beginning with James Russell Lowell, who have conducted that magazine. Mr. Scudder has won fame as an author of choice essays, one volume of which, entitled "Men and Letters," is of especial value. It was he who assisted Mrs. Taylor in the editorship of the life and letters of her husband, Bayard Taylor; while he is one of the contributors to that monumental work, the Memorial History of Boston, and the author of a number of popular juveniles, including the Bodley books. The Scudder family dates back to the days of the Massachusetts Bay Colony, and traces its descent to Governor Winthrop. The genial, witty divine, Rev. Dr.

#### EDWARD EVERETT HALE

is not only a prominent figure but an important factor in the literary life and work of our day. Dr. Hale may be truly termed a cosmopolitan, and it is a suggestive fact that the author of "A Man Without a Country" is one who may almost be said to have all countries and all generations for his own, and his chief characteristic in his wide relatedness to life. His personal influence has doubtless been as potent as that of any one individual in this, his native city. As a clergyman, author, journalist, lecturer, critic, and man of society, he meets and mingles with many circles more or less foreign to each other, and is a help to the many in all classes of society who seek the inspiration of his counsel and advice. Miss

#### LUCRETIA PEABODY HALE

is a sister of Dr. Hale, who is said to have a larger following than any Boston woman since the days of Margaret Fuller. Her literary classes draw about her many young people, her literary work reaches a still larger number, and her own friends and associates are practically infinite in variety.

## MISS SUSAN HALE,

another sister, is equally well known in the world of letters, and is a wit, par excellence, a delightful woman of society and a most extensive and accomplished traveler.

A serene and benignant figure in Boston literary society is

## MATURIN M. BALLOU,

eminent as an author, editor and publisher. His father was the Reverend Hosea Ballou, whose work left an indelible impress for good upon the age in which he lived. Mr. Ballou is Boston born and bred; yet his life has been one of great variety, and to the literature of travel he has contributed extensively. Within the past ten years he has produced seven new



Boylston St., cor. Arlington.

books, inclusive too of the long journeys made for their material. He has visited Russia, Alaska, India, Australia and Mexico, and his work entitled "Aztec Land" gives fresh information of life in the land of the Montezumas. His versatile genius produces stories, sketches, poems and editorial papers, as well as the travel literature so well known, while he has also compiled several volumes of valuable and salient quotations.

## COL. T. W. HIGGINSON

is another of those great men whose influence on Boston life cannot be weighed save in the philosopher's scales. He is beloved both as a poet, novelist, essayist, soldier, lecturer and reformer.



His chivalrous spirit is seen in every deed, his artistic instinct holds every expression true to ideals of literary grace and refinement, and his life is full of benefactions to his fellow-men.

#### MR. ROBERT GRANT

is another of the interesting figures among Boston authors. He has had the typical career of the man who was born in Boston, graduated at Harvard, and has been the first of the Phi Beta Kappa before the Harvard chapter. As an undergraduate Mr. Grant showed the literary bent, and his work has shown a certain sympathy with social life, with bright flashes of wit and genial humor that make it delightful reading.

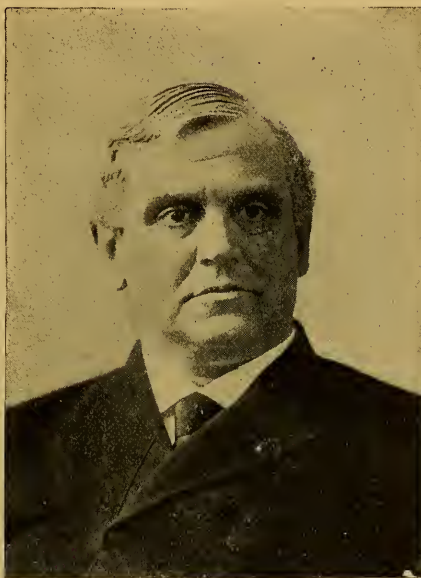
Few services to the literature of art have been so ably rendered as the compilation of biographical facts and criticism in the two large volumes entitled "Artists of the Nineteenth Century," by

#### MRS. CLARA ERS KINE CLEMENT,

now Mrs. E. F. Waters, and Mr. Lawrence Hutton. Mrs. Waters is a gracious and attractive presence in literary Boston, and her literary work includes both biography and fiction, and she is the author of many important art books. Her luxuriously appointed home is most hospitable in charming entertainments, and her dinners and receptions are among the most brilliant in the city.

#### MRS. MARGARET DE- LAND

is a Boston author whose novel entitled "John



Rt. Rev. Phillips Brooks, Bishop of Massachusetts.

#### PROF. ANDREW PRESTON PEABODY,

of Harvard, is one of the few belonging to this coterie of authors who has seen all the most vital progress of literary development in America, having been born in 1811. Doctor Charles Lowell, father of James Russell Lowell, Doctor Peabody knew well, and in his recent book called "Harvard Graduates That I Have Known," he includes a sketch of Doctor Lowell that must live in literary portraiture.

#### MRS. JULIA WARD HOWE

stands pre-eminent in Boston society as poet, wit and woman of genius, with a wide sphere of usefulness in letters and art, and as President of the New England Woman's Club, while her daughter, "Maud Howe" (Mrs. John Elliott), is a talented writer of fiction and a brilliant society leader.

Ward, Preacher," brought her into wide notice. Since her marriage she has lived in this city and pursued her art with great energy.

#### ELIZABETH STUART PHELPS

claims Boston as her home, and her husband, Rev. Herbert D. Ward, is a well-known preacher here. They spend their summers at their Gloucester cottage, where Mrs. Ward has translated, as it were, sea and surf into music in her latest production, "Songs of a Silent World."

## MRS. SARAH ORNE JEWETT,

a universal favorite in both social life and in the literary world;

## EDWIN LASSETER BYNNER,

an entertaining writer of historical novels, and a member of the St. Botolph Club, the Authors' Club of New York, and the Massachusetts Historical Society; with Mr. Arlo Bates, the poet and novelist; Barrett Wendell, whose exquisite romance, "The Duchess Emilia," still remains unrivaled in its peculiar line of creation; Miss Annie Whitney, the sculptor and poet; James Jeffrey Roche, the poet and journalist; Miss Katharine Eleanor Conway, a poet and journalist, who co-operated with Mrs. E. F. Waters in the preparation of their work called "Catholic Symbols"; Louise Imogene Guiney, a charming story writer and a brilliant woman; Oscar Fay Adams, the poet and story-teller; Willis Boyd Allen, the talented young poet; Thomas Sargeant Perry, who is a genius of fiction; Frederic J. Stimson, widely known as "J. S. of Dale," and distinguished at the bar as well as in the creation of romance; John T. Wheelright, of whom Boyle O'Reilly, the great Irish poet and patriot, said, "there is absolutely no limit to his cleverness"; the Rev. Julius H. Ward, the author, critic and newspaper writer; Mr. W. F. Whitcher, an historic and critical writer of marked ability; Mr. Huntington Smith, the noted critic and French translator; Mr. William A. Hovey, the author of that fine and subtle "Causerie," and an editor of wide experience, are among the active forces in present literary progress.

The home of

## MRS. JAMES T. FIELDS,

on Charles Street, is a very nucleus of literary interest. Here has been entertained almost every noted visitor to Boston for the past thirty years or more. To this house came Thackeray, Dickens, Matthew Arnold and many others from abroad. It was a veritable rendezvous for the Boston authors of the golden age, when its popular host, the noted publisher, was alive, and his widow still offers a charming hospitality. Mrs. Fields lives the life of a scholar without being in any sense a recluse. Her mornings are sacred to study and thought, with the result as seen in her thorough literary work.

The receptions given by

## MRS. LOUISE CHANDLER MOULTON

are noted as bringing together literary and artistic people, foreign celebrities, the reigning wit or genius of the season, or the talent not yet recognized save by the exquisite sympathy and divination of the accomplished hostess. To large social experience in both American and European cities, Mrs. Moulton adds the gifts of the poetess and the charms of a rare abode. Her latest volume of poems, "In the Garden of Dreams," shows the artist's power in the highest sense of the term. About Mrs. Moulton's charming rooms are a score of signed photographs from Vedder, of his own pictures, with photographs, sketches or modeling from Coleman, Greenough, Ezekiel and Robert Barrett Browning, who has given her a collection of photographs of his "Dryope," from various points of view. Among rare editions, Mrs. Moulton has one seldom seen, Poe's "Raven" translated into French by Stephan Mallornie, and illustrated by Maruet, the leader of the French impressionists, the copy being the united gift of the translator and the painter. Many rare books are in her library, and autograph copies from contemporary authors by the dozen, and letters from Browning, George Eliot, Lord Tennyson, Jean Ingelow, Christine Rosetti, George Meredith, Robert Louis Stevenson, and many other interesting people, forming a most fascinating collection.

One of the charming features of literary Boston of the past, was the Sunday evenings at the home of the

REV. EDWIN P. WHIPPLE,

during the life-time of that gifted critic. There was something more like the salon than is often seen these latter days. The exquisite tact and fastidious taste of Mrs. Whipple, as well as the geniality of the host, drew a circle at once eclectic and exclusive—guests drawn together by the true law of spiritual gravitation. In the golden age of Boston, were gathered here Lowell and Longfellow, and Greene and Pierce and Emerson; Doctor and Mrs. Howe; the Alcotts, the Hawthornes, and Mr. and Mrs. Fields; Ole Bull and his graceful wife; Edwin Booth, Doctor Bartol, Dr. Holmes, James Freeman Clarke, and' in earlier days, Charles Sumner and Governor Andrew.

WENDELL PHILLIPS

went but little into society. his deeper interest in the cause for which he labored so incessantly, together with an invalid wife, made a sacrifice of social enjoyments appear to him in the light of duty.

THE BOSTON CLUBS

are all more or less literary centers—the Somerset, the Union, St. Botolph, Papyrus, Tavern, Puritan, the Art Club, and the Paint and Clay. Besides these there is the Browning Club, composed of both men and women, of which Colonel Higginson was long the President, his successor being Mr. Dana Estes, of Estes & Lauriat; also, the Round Table Club, organized by Colonel Higginson, over the bountiful boards of the Parker House, the live topics of the day, among them being the Boston Club, Commercial Club, Bird Club, Clover Club, Merchant's Club, Saturday Club, Beacon Club, Society Club, Agricultural Club, and others; while the Massachusetts Club, New England Club, Norfolk Club, Middlesex Club, Essex Club, and Paint and Oil Trade Club meet regularly at Young's. Then there is the New England Woman's Club, of which Mrs. Julia Ward Howe is President; The Woman's Union, presided over by Mrs. Abby Morton Diaz; a Saturday Morning Club of ladies devoted to literary and social discussions; and the New England Tariff Reform League.

There was no house but that would have felt honored by his presence, but



Hon. Wm. E. Russell, Governor of Massachusetts.

who was unanimously chosen its perpetual president, which meets once a month in the private drawing room of some one of its members. The Browning Society meets monthly at the Hotel Brunswick. The Papyrus is a brilliant society of authors, artists, journalists and professional men, which meets regularly each month in private hotel parlors for a dinner, with postprandial diversions. John Boyle O'Reilly was one of its first Presidents, which have included William A. Hovey, Robert Grant and James Jeffrey Roche. There are other noted clubs which belong to the social, political and commercial world, and who gather to discuss,

## THE MUSEUM OF FINE ARTS,

on St. James Avenue, is one of the "show places" of the city of which she has every reason to be proud. With wise discrimination an advantageous site was selected for the building which, in itself, forms one of the chief attractions of this fashionable and aristocratic neighborhood. The exhibition of paintings and sculpture here made is one of the finest in the country, numbering the most popular works of foreign and American artists. Many of the paintings are superb, and the gallery is visited daily by hundreds of citizens and visitors to the city, who gaze with delight and rapture on the works of the old masters and those of the modern



Hon. Charles Sumner.

particularization in these pages, but whose very existence furnishes some idea of Boston's status among the cities of the world in the realm of art.

school—the glories of Raphael, Titian, Van Dyke, Correggio, Rubens, Michael Angelo and Murillo. This gallery is fully worthy of the utmost praise that could be bestowed upon it, and contains many American works of great value. In the spacious halls devoted to statuary are magnificent collections of casts of antique marbles, representing the best works of the Greek sculptors, besides many original examples of modern sculpture, while the collection of bronzes and ceramics is very extensive and noteworthy.

To this gallery must be added many other art collections, both public and private, and much too numerous for par-

## BENEVOLENT INSTITUTIONS.

In its hospitals, dispensaries, asylums and benevolent associations, Boston has also abundant reason to rejoice. Intelligent benevolence and well-directed charity are characteristic of her inhabitants, which is well illustrated in the quick response when any request is made for funds to carry on the work. Its hospitals are among the grand institutions that enlist the wide sympathy of the public, pre-eminent among which is the Massachusetts General Hospital, whose splendid facilities embrace an entire square of substantial brick buildings, located on Harrison Avenue, between Springfield and Worcester Streets; while near by are the Homœopathic Hospital, and the Massachusetts Medical School. On Springfield Street, near Tremont, is the Home for Aged Men, a most popular and well-managed institution: and in South Boston is the School for Idiotic and Feeble Minded Children, at No. 723 East Eighth Street; the City Asylum for the Insane and the Suffolk House of Correction on First Street; and Carney Hospital, a public institution of great excellence, conducted by the Sisters of Charity, and extending its usefulness to both Catholics and Protestants, located on Old Harbor Street, standing on a high elevation on the corner of Broadway and Emerson Street, and commanding charming views of land and water, is the building of the world-renowned charity, the Perkins Institution for the Blind, over which the late learned Dr. S. G. Howe, presided successfully for many years. On Huntington Avenue is located the Children's Hospital, a useful and well-conducted institution, and the Free Surgical

Hospital for Women. The latter institution was erected in 1886 by the Murdock Liquid Food Company, who offer its accommodations free to invalid women, while a large number of nurses of experience are employed, invalids are treated by their own physicians when desired, and no pains are spared to make patients comfortable. Every bed in the hospital is free, and its facilities are promptly availed of by invalids from all parts of the country. In addition to the



Tremont St., North from Hamilton Place.

institutions named, there is hardly a church but has its charge of one sort or another. There are also scores of guilds, to say nothing of newsboys' homes, free lodging-houses, free soup-kitchens, etc., and it is a blessed thing to contemplate that no matter who the person is, he or she need not go without food or shelter in this great city, as either or both may be had for the asking, if application is made rightly and in the right spirit.

#### THE POSTAL SYSTEM

of Boston deserves special notice, particularly under the present efficient rule of Postmaster Thomas N. Hart. The system that is now in vogue is as perfect as brains and patience can make it. The only wonder is that the thousands of letters daily handled, all, or at least the majority of them, find their way to the person for whom they are intended. All praise is due to the

## FAITHFUL LETTER CARRIERS

who deliver our missives, and to them must be traced the backbone of the success of the present postal system. The head post office is aided by the various stations in the different sections and districts of the city where the mail is distributed and delivered according to certain established routes. There are, however, three vast opportunities for improvement in the mail system, one which London possesses and two of which belong to Philadelphia. The first, as applied to London, consists of the use of a low sized cart with horse attached for the postmen's use in the suburban districts. Or even this might be done away with, provided the Philadelphia plan was substituted, and that is the use of a series of wagons to convey the postmen from the head post office and the stations to their various starting points of distribution. The other improvements, and a great time and labor-saving institution it is, comprises the manner of depositing mail. In Philadelphia, the various points are designated at the letter-drops. Thus, all the letters for Boston are dropped, by the sender, into the box labeled "Boston" and so on; the states and some of the American cities, the old soldiers serve as messengers. But there is no plan, aside from the London Parcels Post, that equals the system in vogue in Boston, New York and Philadelphia. The lads, in conjunction with the local telegraph and telephone facilities, render the sending of dispatches and parcels a comparatively speedy mode of rapid transit.

Boston is practically



Hon. James Russell Lowell.

important sections are intimated so that the post office clerks are relieved of nine-tenths of their burden by the courtesy of the public. In London, the postman delivers the great bulk of parcels—such commodities go by what is known as the "Parcels Post." It is owing to the fact that the postmen in Boston are not expected to do this line of work and also that deliveries are not frequent enough, that a great enterprise known as the "Messenger service" has grown into popular liking; and, with all its drawbacks, this service is a welcome innovation. In Stockholm, Sweden, as is the case in

## THE CRADLE OF TELEGRAPHY

in America. Professor S. F. B. Morse, inventor of the great system, was born in Charlestown, and was the son of Rev. Dr. Morse, a well-known Massachusetts divine. The year of 1832 found Professor Morse in Havana, and on his voyage home he heard a Boston physician relating some great discovery that had been made in electricity. "If those statements are true," replied Professor Morse, "and such discoveries have really been made, then I can send a message by lightning around the world." He needed funds, and Jacob Little, at that time the great bear of Wall Street, gave him \$100 to help him along in his experiments, although Mr. Little, like the majority of other persons, had no faith in the result. At length, Mr. Butterfield, of the Express Company, was found to be a firm believer in the future possibilities of Professor Morse's tests. He came to his aid. Finally the Government became interested, and agreed to build a test line from Washington to Baltimore, with the understanding that, if a message could be sent and received back again, money would be forthcoming. The world knows the result.

## PROFESSOR MORSE,

who had made the lightning talk, was held up as an idol, the worthy successor of that other Bostonian, Benj. Franklin, and his name to-day is graven upon the highest point of the tablet reserved for great men. Three lines of telegraph wires followed upon the heels of Professor Morse's successful experiments. The most prosperous was the American, which has outlived all competitors and to-day is owned chiefly by one of the wealthiest men in the world, the plant now being known as the Western Union Telegraph Company. Millions of capital are employed; thousands of offices are employed and sustained all over the United States, and these connect with the great cables and Canadian telegraph lines. It is a satisfaction to know that the persons who first scouted Professor Morse's idea, were among the foremost in their praise of his success, and his memory is honored not only in Boston but in all parts of the land, and a monument is erected to his memory in Central Park, New York.

Boston has long been noted for

## HER PUBLIC MEN.

Since the days of Webster and Everett and Sumner, her sons have continued to maintain the high standard set by those illustrious men in public and political life. Dr. Oliver Wendell Holmes represents the golden age of literary Boston; ex-Governor William Claflin and ex-Governor Alexander H. Rice worthily represent the successful business men who are the bulwarks of Boston's commercial greatness. The present Governor of the Commonwealth, Hon. Wm. E. Russell, is a type of the rising young men of the legal and political world. Boston's solid and substantial men embrace Hon. Thomas N. Hart, Ex-Mayor and present Postmaster of the city; Hon. Augustus P. Martin, ex-Mayor and head of the great boot and shoe house of A. P. Martin & Co.; Hon. Nathan Matthews, Jr., the present-Mayor of the city, and a rising young lawyer; Hon. John F. Andrew, member of Congress, and son of the late Governor Andrew; Hon. Leopold Morse, ex-member of Congress, and head of the great clothing house of Leopold Morse & Co.; Maynard N. Cobb, head of the popular grocery house of Cobb, Bates & Yerxa, and one of the oldest grocers in the city; Col. Albert A. Pope, the moving spirit in the development of the bicycle industry in this country, and President of the Pope Manufacturing Co.; Franklin Haven, Jr., President Merchants National Bank; Hon. Jos. F. O'Neil, member of Congress; Henry A. Whitney, President West End Railway Company; Alderman Nathaniel J. Rust, ex-Governor Oliver Ames, ex-Governor William Gaston, ex-Mayor Frederick O. Prince, Charles Francis Adams, Nathaniel J. Bradley, Thomas M. Beal, T. Jefferson Coolidge, Jr., Benjamin F. Dyer, John Shepard, John V. Fletcher, John Hopewell, Jr., John E. Toulmin, Oscar H. Sampson, Amory L. Lawrence, Fred L. Ames, Eustace C. Fitz, William A. Tower, Wm. Endicott, Jr., Jacob Edwards, among many others.

## FROM THE DOME OF THE CAPITOL

we view the field here briefly sketched—and a magnificent sight is spread before us. The scene is one to be remembered for a lifetime. Here, brought within range of the eye, is the whole expanse of the city, covered with piles of brick, stone and mortar, relieved by "breathing spaces" designated by the rich foliaged trees, lifting their green branches above the housetops, and by the winding rivers and the broad expanse of the bay, on which are afloat craft of every kind. Up to this high elevation comes the din of rumbling vehicles over the troublesome cobblestones, the snorting of locomotives as they creep snake-like along the iron roads branching out here and there to some neighboring town or far-distant city, and the hum of trade and the clatter of feet of hundreds of thousands of busy, enterprising people, who have the appearance of dwarfs on the streets, which cross each

other like the dividing lines of a checker-board. From this vantage-ground one picks out, from the conglomeration of almost innumerable structures, edifices that are as the milestones in the history of both the city and the nation—buildings that are familiar to the eye from whatever point they are seen, and the associations of which have been told and retold to us thousands of times from childhood to old age. From our standpoint the eye has a full, clear sweep of every thoroughfare, and in these pages will be found beautiful views of the streets, giving a fair idea of the character of the business houses that line them. Noticeably prominent is Washington Street, winding its torturous way southward, while many of the commercial marts located upon it are noted not only for the richness and elegance of their architectural embellishments and designs, but also for their substantial aspect. This street is full of historic associations endeared to all Bos-

is perhaps the best example. This, when completed, will become a source of never failing Back Bay District pleasure; delighting the eye of the lover of sylvan scenery; gratifying every taste for the beautiful in nature; giving almost unlimited scope to the genius of the best landscape gardeners of the world, and offering inestimable advantages of rest and refreshment to the weary toilers of the crowded city.

That Boston continues to grow rapidly, there are evidence to be seen on every hand; while there is no denying the fact that in all the features which distinguish a great metropolis, as connected with religion, morality, charity, benevolence, industry, trade, education, literature, science and art, Boston is behind no city of its size in the world, while, in many respects, exceeding them all.

#### HER REPRESENTATION AT THE WORLD'S FAIR

in 1893 will be eminently worthy of her best endeavors, Massachusetts has appropriated \$75,000 to enable the industries and liberal arts of the state to be properly represented on that occasion. About one-half that sum will be used in erecting the Massachusetts Building: \$10,000 will be devoted to the educational exhibit, and the balance will be used in paying the necessary expenses of the commission. Already a large number of applications for the space have been made by Boston manufacturers, and large space is certain to be taken up by the boot and shoe and textile industries. Massachusetts, ever in the van of the great intellectual



Rev. Geo. A. Gordon, Pastor New Old South Church.

tonians. It is the main artery of the city, the spinal column of the body corporate, and from it all the principal avenues of mercantile life branch out to all sections of the municipality. To the right is noted Boston's fashionable promenade, Commonwealth Avenue, where dwell many of our wealthiest citizens. Although Boston is a city of essentially business principles, and of severely utilitarian ideas, yet these, having been carried out to their logical end, have resulted in placing it in the front rank of municipalities which have understood the intimate and necessary connection of business enterprises with the most necessary expansion of beauty and sentiment. Of this the new park in the



army, will also urge that a separate building be erected for the Liberal Arts, containing some 400,000 square feet of space on the ground floor, where an opportunity will be given to compare what the several States have done for the advancement of education.



Cornhill and Brattle Sts., from Dock Square.

### THE FUTURE OF BOSTON.

We have said much in the foregoing pages of the past and present of Boston. What shall be said of its future? It is pregnant with the problems whose solution will tax the master-minds of the next, if not of the present generation. The boundary-lines of the city have been repeatedly stretched so as to give more "elbow-room," while its population is ever multiplying, its manufactures are increasing, and its commerce extending. Already there is a demand for another slackening of the swaddling-bands of the city that its business quarter may have more room in which to develop into the greatest of city giants. Its growth thus far has been marvelous. While the population continues to increase, manufactures and commerce will go on expanding. Trade is persistent in its amplification, and is unceasingly fastening its grip upon the domain of aristocracy in street and avenue, and, as it does this, "exclusive

society" in Boston is periodically changing its habitat. There are some spots, however, that have, as yet, been inaccessible to the heavy wheels of commerce, to the enterprise of speculative builders, and to the odors of the common world. In the future, the city will make even more prodigious strides than in the past in the growth of population, manufacture and commerce, and provision for this growth must be made. It will continue to possess the distinction of being the unrivalled centre of art and literature, and the sea of solid finance, active commerce, abundant luxury and fashion. But as the city expands, increased traveling facilities must necessarily be provided. The subject of rapid transit, as has been noted in the foregoing pages, is agitating the public mind, and under-ground railways are within the probabilities of the future. Active minds and strong hands will grapple with the problems of the city's future, and among these problems are those directly concerning the travelling conveniences of the people. Industry affluence and enjoyment are evinced in every quarter. There seems no merchandise but what has its mark, no interest without its representation.

A word should be added, in closing, regarding the importance of the city as a point of departure for the export trade in live-stock. If, however, any one feature is more deserving of super-added mention than another, the produce trade is entitled to that consideration, although, as on many other points, the difficulty of obtaining absolute statistics has been insurmountable. It needs no great business acumen to understand that there is no inducement for produce to go to a small market or a sluggish one, but that the natural flow of trade is to one of a reverse character. That Boston is not a small market nor a sluggish one, there are many facts to show. It is certain that a buyer or seller of cereals or other produce is influenced in his choice of a market by whether its transactions are of a peddling or commanding character. It is equally certain that there is no better point than Boston for the holding of grain for the eastern and foreign markets. Rail and sea afford admirable facilities for the concentration of grain and other produce at this point. In its extensive elevators and warehouses are stored the surplus millions of bushels of grain, upon which the millers of Europe, as well as of the United States, can draw for their requirements. Its lines of railway reach to the farthest points, furnishing transportation at lowest rates of freight; its waterways provide the facilities for through shipments to the seaboard and to Europe. As above hinted, too, the export of live-stock is a prominent and growing feature in the commercial activity of this port. It seems designed in the location of the city that Boston should be a center for controlling an enormous live-stock trade, being a central port on the Atlantic coast, with direct, cheap and easy communication to the great grazing lands of the west as well as of the east, and with ocean steamers coming direct to its secure harbor—all facilities conspire to make it a great market in this commodity.

Having thus briefly sketched the characteristics of Boston, as shown in its history, its geographical position, natural resources, and commercial facilities by rail and water, we may sum up by epitomizing the line of progress and development as it stretches into the immediate future. This we do in order to show the great opportunities for the employment of capital and labor in this field.

Prosperity is based upon the co-operation of very few and simple forces, such as abundance and cheapness of raw material and fuel, accessibility to business markets, enterprise in business methods, adequacy of labor, and commensurate technical and commercial skill. Of all these Boston possesses sufficient to establish the claim which places her among the most favored cities of the Union.



**B**

**\* O \* S \* T \* O \* N \***

ITS FINANCE, COMMERCE, AND

LITERATURE



THE WEEKS & POTTER CO., Importers, Exporters and Jobbers of Drugs, Chemicals, Essential Oils, Druggists' Sundries, Etc., and Manufacturers of Fine Pharmaceutical Preparations, No. 360 Washington Street.—Boston may well be called the "Home of Pharmacy," not only on account of the many establishments engaged therein, but also because of the superior qualifications of those who conduct the business. One of the oldest, largest and best known houses in this line is that of the Weeks & Potter Company, located at No. 360 Washington Street. This company are extensive importers, exporters and jobbers of drugs, chemicals, essential oils, druggists' sundries, etc; and manufacturers of fine pharmaceutical preparations. The business was founded forty years ago, by Messrs. Andrew G. Weeks and Warren B. Potter, and was successfully conducted by these gentlemen under the name and style of Weeks & Potter until the death of Mr. Potter in 1889; and on January 1, 1891, the present company was organized under the laws of the State of Massachusetts, with a capital of \$200,000, and with Andrew G. Weeks, president; Andrew G. Weeks, Jr., secretary and treasurer; Winthrop Smith, clerk; these gentlemen also constituting the Board of Directors. The business premises comprise an entire five-story building, in which is a well equipped laboratory, spacious salesrooms and every modern facility for the business, while employment is given to some seventy-five skilled hands. This company manufacture a complete line of the official preparations of the pharmacopœia, and all unofficial in popular use, and guarantee them of uniform and standard strength. Their non-patent list consists of fluid extracts, solid extracts, beef, iron and wine, syrup hydriodic acid, condensed fruit essences, fruit syrups and juices, medicinal syrups and wines, tinctures and decoctions, medicinal liquors, ointments, cerates, etc. etc.: including everything, in fact, that is demanded by the live retail druggist, and of such a character for quality and purity as to command the entire confidence of the trade. The management was long ago impressed with the belief that honest goods and reliable formulas, faithfully followed, soon obtain recognition and appreciation from a conscientious and discriminating profession. They recognize in the retail druggist himself their most serious competitor, and invite from them a close scrutiny of output and prices, being convinced that the verdict will be favorable to the methods and policy pursued, and being confident themselves that they can serve the trade with mutual profit and satisfaction. This company are among the most extensive importers of drugs in the country, and with their wide-spread and influential connections both at home and abroad they are in a position to offer the rarest inducements in terms and prices, and to guarantee the prompt and perfect fulfillment of all orders. Mr. Weeks, the president of the company, is a native of Maine, and with fifty years' and more experience in this business, is still in the prime of life; and, with his coadjutors in the management, is conducting an emporium that is prepared to battle on even terms with its most formidable competitors in any part of the world.

**N**ATIONAL BANK OF THE COMMONWEALTH, Devonshire and Water Streets, opposite U. S. Post Office.—One of the ablest and most conservatively managed financial institutions of Boston is the National Bank of the Commonwealth, whose banking-rooms are eligibly located at the corner of Devonshire and Water Streets, opposite the Post Office. This bank was organized April 12, 1871, with a cash capital of \$500,000, its stock being promptly taken by leading business men. It has the accounts of banks, bankers, corporations and leading manufacturers and merchants in the city and out of town. It is a popular bank; its methods, though conservative, are such as to aid customers in all legitimate ways, and its thorough business system is highly appreciated. Its statement made October 1, 1890, showed a surplus and profits of \$312,427.00; individual deposits, \$2,689,009.72; bank deposits, \$2,441,417.71. Its loans and discounts average over \$3,000,000.00, and much of the choicest commercial paper is discounted here, while collections are made on all points through its chain of correspondents, which include the First National Bank of New York; Fourth National Bank, U. S. National Bank, National Bank of the Republic, Park National, Broadway National, and Hanover National; the Corn Exchange and the Metropolitan National Bank of Chicago. Out-of-town banks and business men will find it to their advantage, if requiring Boston connections and accounts, to open the same here, where such perfect facilities are afforded. The prosperous condition and solid footing of this bank is shown in the following Comparative Statement of 1881 and 1891.

ASSETS.	April 12, 1881.	Dec. 2, 1891.	Expense,	231.90	9,734.98
Loans and Discounts,	\$3,053,638.93	\$4,384,524.71			
Overdrafts,	—	15.00		\$5,307,381.15	\$7,678,284.51
United States Bonds,	220,000.00	50,000.00	<b>LIABILITIES.</b>		
Premium Account,	1,550.00	—	Capital Stock,	500,000.00	500,000.00
Other Stocks and Bonds,	61,760.00	7,150.00	Surplus and Profits,	46,228.35	391,352.89
Banking House,	306,000.00	300,000.00	Circulation,	198,000.00	45,000.00
Other Real Estate,	—	24,662.44	Deposits,	4,363,152.80	6,741,981.62
Due from Banks,	1,115,718.88	1,649,851.80	Bills Payable,	200,000.00	—
United States Treasurer,	9,900.00	8,274.23			
Exchanges for Clearing House,	286,448.90	506,003.68		\$5,307,381.15	\$7,678,284.51
Cash,	252,132.54	738,067.67			

They have paid Twenty-one Semi-Annual Dividends, amounting to 60 per cent. of their Capital and the entire Stockholders' Tax during the time. The officers and directors of the National Bank of the Commonwealth are as follows: President, A. L. Newman; vice-president, W. A. Tower; cashier, A. T. Collier; directors, William A. Tower, of Tower, Giddings & Co., Bankers; John F. Harris, of Joseph Harris & Sons, Shoe Manufacturers; Roland Worthington, Proprietor of the Boston Daily Evening Traveller; Oliver Ames, Ex-Governor of Massachusetts; Albert O. Smith, of Webster & Co., Leather Manufacturers; S. A. Denio, formerly of Denio & Roberts, Iron Manufacturers; Solomon Lincoln, Attorney-at-Law; Harrison Gardner, of Smith, Hogg & Gardner, Commission Dry Goods; E. B. Pratt, of E. B. Pratt & Co., Leather Dealers; F. A. Foster of F. A. Foster & Co., Commission Dry Goods; A. L. Newman, president; A. T. Collier, cashier. This list comprises representative capitalists and business men, under whose guidance the bank is making rapid and substantial progress. The executive officers are gentlemen with whom it is ever a pleasure to do business. Prompt, obliging and efficient in all their dealings with the public, they are naturally popular, and maintain the credit of the bank in both financial, commercial and social life. President Newman possesses special qualifications as the head of a great banking institution, and both he and Vice-President Tower have held their respective positions since 1882. The cashier, Mr. Collier, was discount clerk from 1872 to 1879, when he was promoted to his present responsible post, and is an expert and talented financier, whose opinions are of weight in banking circles.



**SPITZ BROS. & MORK**, Manufacturers of Men's and Boys' Clothing, Nos. 65, 67 and 69 Summer Street.—To say that the wholesale clothing trade of this city constitutes an interest of surpassing importance, hardly conveys an adequate idea of the extent thereof. From comparatively limited proportions it has grown to vast magnitude within the life-time of a generation; and it is worthy of note also, that the improvement in the production has fully kept pace with the growth of the business. In truth, the high-grade clothing manufactured by some of Boston's representative firms is unexcelled by the custom garment produced by our leading fashionable tailors. And in this connection special complimentary notice is due Messrs. Spitz Bros. & Mork, manufacturers of men's and boys' clothing, whose capacious and well-equipped establishment is now located at the above address, and who turn out a distinctly and notably superior class of goods, maintaining a place in the fore-front rank in their line. The clothing of fashionable cut and stylish material made by this widely-known and enterprising firm is noted for general excellence, being maintained at a uniformly high standard, and of the superiority thereof certainly no more unailing criterion could be adduced than the extensive sale the same commands in the trade throughout the country, west as far as Colorado and south as far as North Carolina. It is, in a word, the ne plus ultra of ready-made male apparel—in design, style, cut, make, fit, finish, fabric and price. The specialty of the house is fine and medium grade clothing for men, boys and children, in handsome and durable fabrics, in newest coloring and in original and exclusive designs and latest style and pattern, modelled after the fashions of leading foreign and American custom tailors, and from which the most fastidious in dress can make selection. This flourishing business was established in 1865 by Prager & Beck. In 1871 Mr. Henry B. Spitz, became a partner and in 1883 the present firm was organized. They were formerly located at Nos. 508 Washington and 3 and 5 Bedford Streets, where they conducted a retail department in connection with the wholesale business, and on January 1st of the current year removed to the commodious building now occupied by them. These spacious premises have been entirely refitted and arranged, and are thoroughly equipped throughout to meet the requirements of the greatly enlarged and rapidly growing trade, which, since the date last indicated is of a wholesale character exclusively. The various departments are in charge of efficient heads, everything bespeaking order, energy and excellent management, and upward of seventy-five of a staff are employed in the establishment, including expert designers and cutters, while over one thousand outside hands are kept busy in manufacturing, with ten representatives on the road besides. The sample offices here for the exhibition of stock are the finest in the city, and it can be confidently asserted that they will command the admiration of every intelligent buyer. A vast and varied assortment is constantly carried in stock, and all orders are filled in the most expeditious and trustworthy manner; the prices quoted, are notably low, quality of material and character of workmanship considered, the firm, by reason of their exceptional facilities, being in a position to offer substantial inducements to the trade, and relations once formed with this reliable house are reasonably certain of leading to an enduring business connection. The firm is composed of Messrs. Henry B., Theo. P. and Abraham P. Spitz and Abraham P. Mork. The senior member is a native of Boston, and prior to acquiring an interest in this concern had been with Jordan, Marsh & Co. for some years, being, during his connection with the latter firm, also treasurer of the Adriatic and Windmere mills. He is a director of the Boston Home for Aged and Infirm Hebrews and Orphans. Mr. Theo. P. Spitz, who was born at Bangor, Me., entered this house as salesman in 1868, and is a director of several benevolent and social organizations. Mr. Abraham P. Spitz, who is a Bostonian by birth and training, became connected with the house as book-keeper in 1877. He was for ten years treasurer of Bay State Lodge, Free Sons of Israel, and is a director of the Young Men's Hebrew Association, of which institution he is also ex-president. Mr. Mork, who is a brother-in-law of the Messrs. Spitz, was born in Albany, N. Y., and has been connected with the house since 1875. These gentlemen are all members of the Boston Merchants' Association, and are prominent in various charitable and social organizations as well as eminently popular in business and trade circles.



**THE ROCKWELL & CHURCHILL PRESS**, Nos. 39 and 41 Arch Street.—This representative house was established in 1866, by Messrs. Rockwell, Rollins & Churchill, and since the death of Mr. Rollins in 1867, the surviving partners have continued the business with steadily increasing success. The premises occupied comprise a double building, four stories high and of ample dimensions, which is splendidly equipped with thirty modern presses, and the latest improved facilities, while employment is given to some two hundred skilled hands, enabling the house to execute in the most workmanlike and artistic manner, the largest contracts. The proprietors are possessed of every facility for the execution of commercial printing, and counting-house supplies of all kinds. First-class work, in all lines, is their specialty; and they have made an enviable reputation in respect to illustrated trade catalogues. They also do much high grade literary work, such as library catalogues, historical and technical publications. It is not to be inferred that they reject business of the ordinary every-day sort, where cheapness is desirable; for as to that, as well as to the more costly productions, their scale of charges is made as low as that of any other contemporary first-class house in the trade, consistent with a fair return of profit. The proprietors, Messrs. Horace T. Rockwell and Gardner A. Churchill, are Bostonians, and among our best known citizens, active members of the Master Printers' Club and the "National Typothetæ," and thoroughly expert and accomplished printers, who have achieved the highest of reputations for the superiority, finish and uniform excellence of their work, and for fair and straightforward dealing.



**BROWN, RILEY & CO.**, Stock Brokers, No. 9 Congress Street.—The rapid increase of wealth among the American people is most forcibly illustrated by the constant demand that exists for reliable securities in which to invest surplus resources; and it is but natural that investors in this part of the country should turn to this thriving and representative metropolis for the best terms and most substantial classes of securities. A thoroughly reliable and prosperous house devoted to this special line of business, and maintaining the very highest of reputations for handling none but gilt-edged securities, as well as for honorable, straightforward business methods, is that of Messrs. Brown, Riley & Co., located at No. 9 Congress Street. This firm buy and sell bonds, stocks and investment securities on the exchanges of Boston, New York, Baltimore, Philadelphia and Pittsburg, and have been established in the business here since 1873. From the outset they have been the recipients of a very liberal and first-class patronage, and the same is increasing annually in volume and influence. Their offices are provided with a private wire to New York, and every facility is afforded to customers desiring the latest quotations and the values of all kinds of negotiable securities. The firm's many years of experience and close observation of the financial markets of the world, have given them an intimate and accurate knowledge of every detail and feature of the various kinds of investment securities and guaranteed dividend-paying bonds and debentures, and they are always prepared to give an unbiased opinion as to which are the best and most reliable. They also afford the best possible opportunities to capitalists and investors for direct dealings and quick turns in the cotton market, and handle both school bonds and mortgages, railroad, mining, bank, gas, insurance and electric stocks, as well as the various miscellaneous securities dealt in by the leading stock exchanges, and are prepared to negotiate for their sale or purchase at market prices; and, when desired, liberal advances are made on all negotiable securities. Orders and inquiries relating to intended investments receive their immediate attention, and prompt replies are made, while all commissions by mail or wire from out-of-town customers are promptly executed according to instructions. The co-partners, Messrs. William J. Riley and A. L. Brown, are native Bostonians, members of the Boston and New York Stock Exchanges for the past fifteen years, and gentlemen of the highest repute and standing in the financial world.



**W. E. MANNING & COMPANY**, Investment Bankers, Real Estate, Stocks, Bonds and Mortgages, Money Loaned On Life Insurance Policies; No. 266 Washington Street.—To say that the real estate and kindred interests constitute a substantial factor in the sum of financial and commercial activity in this city, hardly conveys an adequate idea of the extent thereof. They are, in fact, of surpassing importance; and it may be observed, also, in this connection, that the handling of realty, investments, mortgages, etc., is a sphere of usefulness that engages the attention of many of our stanchest citizens. Among the number thus referred to there are few, if any, better known than W. E. Manning & Company, whose office is at No. 266 Washington Street (Room 3), and than whom none in the line indicated in Boston maintain a higher reputation for integrity and reliability. They are investment bankers, real estate, mortgage and stock brokers, and insurance agents, and altogether they have a flourishing business, numbering in their clientele some of the largest property owners and shrewdest investors in the community. The firm transact a general banking and brokerage business, including discounts and deposits, on which interest is allowed, and make a specialty of the purchase and sale of investment securities; loans and mortgages are negotiated in like manner, and investments are desirably placed. Real estate, stocks, bonds and miscellaneous securities are bought and sold, and money is loaned on life insurance policies, the latter being a special feature. They are prepared to effect risks in first-class companies, also, at lowest rates; and enjoy exceptional facilities for placing large fire lines, representing the Sun Insurance Company of England, and the Merchants' Insurance Company, of Newark, New Jersey. Enterprises are promoted also, while stock companies are organized, and all business entrusted to this responsible firm is certain to be handled in the most judicious and trustworthy manner. Mr. Manning, who is the sole member (the Company being nominal), is a gentleman of middle age, active and energetic. He is a man of entire probity of character, as well as of long and varied experience, and is a member of the Boston Board of Underwriters. Mr. Manning, who studied law for several years and is thoroughly conversant with all the features and details of the same, has been engaged in various branches of business since 1860. He was an extensive dealer in chemicals, etc., at No. 26 Central Street, from 1869 to 1874, handling more naval stores than all the others in that line in Boston. Afterward he was store-keeper in the Appraisers' Department of the Custom House and filled other positions of trust, retiring from the government service in 1877 to embark in the present line, in which he has been highly prosperous.



**A. J. PHILPOTT & CO.**, Printers, No. 54 Pearl Street.—This firm was established July 11, 1890, at No. 49 Court Street, but owing to the increase in its business was compelled to move to its present quarters on Nov. 1st, of the same year. Mr. Philpott had charge of the printing of the D. Lothrop Co. for six years before he started in the present business. He has a complete technical knowledge of the printing business, and his experience in the manufacture of books places him on a par with the best printers in the country. The present firm consists of A. J. Philpott and F. O. Chamberlain. Their present plant is capable of turning out anything from a bill head to an edition de luxe. They make a specialty of fine illustrated work, and attend to the designing and engraving of illustrations, as all printers should, because it is the printer who is eventually responsible for the appearance of the illustration.

**B**RIGHAM'S HOTEL AND RESTURANT, N. H. Bush and S. G. Willey, Proprietors. Nos. 642 & 644 Washington Street, and No. 2 Hersey Place, off Essex Street.—One of the best known institutions of the kind in the country is Brigham's Hotel and Restaurant, of Boston, its familiarly known location being at Nos. 642 and 644 Washington Street, in the business center, and within easy reach of all depôts and points of attraction in the city, and is undoubtedly the leading one of its kind in Boston. It contains sixty-five rooms, is built in the most substantial manner, and fitted up with all modern conveniences, elevator, fire-proof fire escape, bathrooms, etc. This hotel is connected with his restaurant on a level with the Washington Street entrance, and a specialty is made of catering to the patronage of traveling salesmen.

**A**TLAS NATIONAL BANK, Capital \$1,500,000, Surplus and Undivided Profits, \$500,000, Sears Building.—Boston affords, as it has for a lengthy period, one of the most desirable and profitable fields for legitimate banking in the United States. The present prosperous era finds her leading financial institutions better prepared than ever to meet all demands of trade, and to handle satisfactorily the vast business that is offered. Representative among her banking houses is the old and popular Atlas National Bank, which under sound and conservative management has had such a remarkably prosperous career. It was originally organized and incorporated in 1833, as the Atlas Bank, with a capital of \$500,000, and in 1859 the capital was increased to \$1,000,000. In 1864, in response to the needs of the business world, it was duly reorganized under the provisions of the National Banking Act, and in 1869 its capital was still further increased to \$1,500,000. The Board of Directors, is composed as follows, viz: John G. Wetherell, president; Fred. L. Richardson, Henry Woods David Nevins, Chas. M. Clapp, Jere Abbott, J. W. Farwell, Jno. P. Spaulding, Matthew Luce. A more thoroughly representative and efficient board could not be constituted, and their ripe experience is manifest in the course of the bank, which has the endorsement of the foremost authorities in finance. Managed on the most conservative principles, its record and credit stands as high as any bank in the city. President Wetherell was elected in 1880, having previously filled the office of vice-president, while he had been a director for many years, with an honorable record as a business man. He has the valued support of Mr. Benjamin P. Lane as cashier, who had been in the bank for forty years and was promoted to his present position in 1891, on the death of his brother, Charles L. Lane. The assistant cashier is Mr. J. L. Foster, who has been in the bank for twenty years. The banking-rooms of the Atlas National are eligibly located in Sears Building, corner of Washington and State Streets, and are spacious in size, handsomely fitted up with oak fixtures, mosaic tile floor, and electric lights, and admirably arranged for the accommodation of patrons and the prosecution of the business in hand. The bank transacts a general business. Its resources now amount to over \$4,000,000, while its loans and discounts average about \$3,500,000, representing safe and legitimate transactions in the best lines of commercial paper and loans on choice collateral. This insures a large income, and its capital stock of \$1,500,000, is held at a high premium as one of the choicest and most remunerative of investments. The bank has a surplus fund of \$300,000.00, with undivided profits of \$200,000, and its individual deposits average \$2,000,000.00. It issues drafts, and makes collections on all points through its chain of correspondents, which includes the Importers and Traders, the Hanover and the Fourth National Banks, of New York; and the Tradesmen's National Bank of Philadelphia. The officers of the bank seek in every way their customers' best interests, affording them perfect financial facilities, and the institution is deservedly a source of pride to the business community.

**J**OHAN MATTSON, Dealer in Real Estate, Room No. 69, No. 28 School Street.—The real estate interests of Boston and its many pretty suburbs are in a most prosperous condition, and are rapidly growing in value. Among the youngest, best known, and most enterprising of those engaged in business as real estate agents is Mr. John Mattson, whose office is located at No. 28 School Street, Room No. 69. Mr. Mattson has been established in the real estate business since May, 1888, and has built up a large and influential patronage, especially in Malden, Medford, Dorchester, Everett, Somerville and other thriving suburbs. He possesses a thorough knowledge of the values of real estate, and he has carried through successfully many important transactions in this line. Mr. Mattson makes a specialty of building residences in the suburbs, and selling them on easy payments. In 1891, he built and disposed of twenty houses in Everett and Malden in this way. Mr. Mattson conducts a general business in buying, selling, leasing and exchanging property of all kinds; collecting rents, securing tenants, negotiating loans and mortgages, assuming the management of estates, and effecting fire insurance in all first-class companies, including the German-American of New York, for which he is agent. All transactions are conducted on the most liberal basis, patrons having their interests advanced in the most judicious manner. Mr. Mattson is a native of Sweden and has been educated in Norway and England, in both of which countries he received a thorough business training and education. He first came to Boston in 1884. He is a bachelor, a Free Mason, and a resident of Beacon Hill, and enjoys the esteem and confidence of all who know him.





AND & CRANE Jewelers, No. 3 Park Street.—One of the leading and representative houses engaged in the jewelry trade in Boston which has achieved an international reputation for the superiority of the goods handled, and which can be justly styled the “Tiffany’s” of Boston, is that of Messrs. Rand & Crane, whose headquarters are located at No. 3 Park Street. This popular house is identified with all that is rare and precious in art of the most skillful work of the silversmith, of the gems of production in the lines of vases, bric-à-brac and novelties in jewelry, the choicest diamonds and precious stones, a vast

array of the richest jewelry of every description, watches of the most accurate movements, parlor clocks, opera-glasses and in fact everything in the line of the beautiful, rare and useful; a specialty being made of the latest novelties in art jewelry for holiday gifts, a splendid exhibit of goods in this line being shown. The business was founded in 1886 at this address by the present proprietors, Messrs. Wallace Rand and William Crane, the former a native of Portsmouth, N. H., the latter of Quincy, Mass. Both gentlemen have had an experience of twenty-five years in this line and are thoroughly expert, practical jewelers, fine judges of precious stones and with exquisite taste in the selection of their goods, and understand every want and requirement of patrons throughout the United States and Europe, their trade being active in both countries, the house both exporting and importing their goods. One of the recent novelties manufactured by this house is the “Oliver Wendell Holmes Spoon” which is made from solid sterling silver, in both tea and orange sizes and is a triumph of art as a souvenir. The first spoon struck from the die was of solid 22 carat gold, and was presented to Mr. Oliver Wendell Holmes, and the first order received for these novelties was from Paris. The design for these spoons is unique, representing on the back of the handle of the spoon a picture of the “One Hoss Shay” and on the front of the handle a portrait of Oliver Wendell Holmes. The premises occupied comprise a floor space of 2500 square feet, which are divided into several departments, workshop, storeroom, etc., the firm facetiously terming the place “*Multum in parvo.*” The skill, energy, sound judgment and correct taste of this firm have become proverbial and have brought them a success which is well deserved and developed a trade that is as substantial as it is far reaching. The house numbers

among its patrons many of the leading families of Boston, and in fact every city in the New England States, as retail customers, who can always find articles that meet the requirements of the most refined taste. This is the headquarters for wedding and holiday presents and selections are made for shipment to every section of the United States, quality and the artistic merits of the goods being their first consideration. The prices are uniformly low and reasonable and the patrons are at all times treated with the most refined courtesy. Boston has made a creditable addition to her mercantile houses by the distinguished enterprise of this reliable house and is more than ever made the popular purchasing point of the United States for goods of this class.





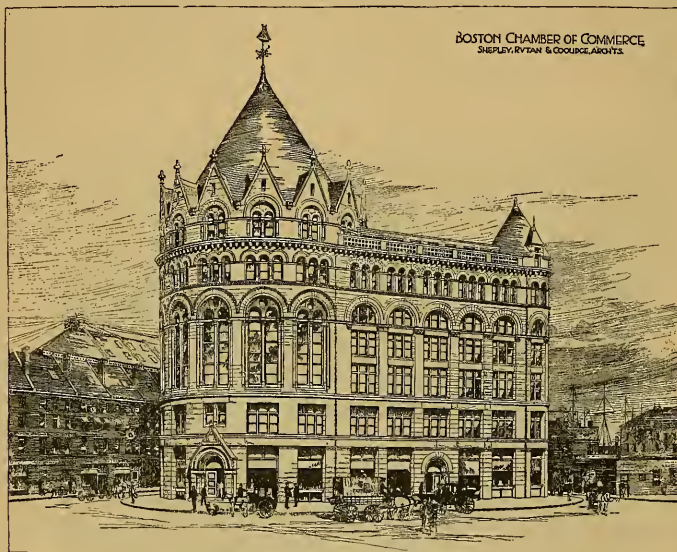
# P. S. HUCKINS & CO.

**P.** S. HUCKINS & CO., Hard Pine Lumber, White Oak Timber and Plank, Hackmatack Knees, Hard Pine Electric Light Poles a Specialty, No. 45 Kilby Street, Wharf and Mill, East Boston.—To say that the lumber interest constitutes a factor of surpassing importance in the sum of commercial activity in Boston hardly conveys an idea of the extent thereof. The transactions in the product of the forest in the course of a year reach vast magnitude, representing hundreds of millions of dollars and the volume of trade grows apace. Among the leading firms engaged in the line indicated, in this city, can be named that of P. S. Huckins & Co., whose office is at No. 45 Kilby Street, with wharf and mill located in East Boston. They are manufacturers and dealers in hard pine lumber, white oak timber and plank, hackmatack knees,



electric light poles, etc., and have an exceedingly large business. They receive direct from points in the South, most of their supplies coming by water, and, with the exceptional facilities they enjoy, are in a position to offer substantial inducements to dealers and large consumers. The premises occupied in East Boston are capacious and well-equipped in every respect and an efficient staff is there employed. An immense stock is constantly kept on hand and all orders for anything in the line above noted are executed in the most prompt and trustworthy manner, hard pine electric light poles being a specialty, while the prices quoted are exceptionally low. This well-known and representative firm, which is composed of Messrs. Frank Huckins and Luther W. Drowne, was established in 1860, and its history during the thirty-two years since intervening has been marked by uninterrupted prosperity.

**B**ATCHELDER & LINCOLN, Jobbers and Wholesale Dealers in Boots, Shoes and Rubbers. Manufacturers of Shoe-Store Supplies, Leather and Findings. Nos. 94, 96 and 98 Federal Street.—The leading house of the United States is that of Messrs. Batchelder & Lincoln, Boston, located at Nos. 96 and 98 Federal Street, Nos. 11 and 13 Leather Square, also cellars under Nos. 171 to 177 Congress Street, connected by tunnel with the main store. This representative house was established in 1852, by Messrs. G. A. Mansfield & Co., of which firm Messrs. Batchelder & Lincoln were members. The present style was adopted in 1860. In 1878, the death of the senior partner occurred: since that date Mr. Joseph B. Lincoln has continued as sole proprietor, without change in the firm-name. The business premises comprise a large, five-story building, supplied with every modern appliance that the advanced requirements of the times demand, while all the details of the business are managed with a system and order that render business relations with the house most satisfactory and pleasant. The amplitude of the stock which is here displayed, embracing the most popular makes of boots, shoes and rubbers, known to the trade, ranks the house as the foremost exponent in its line in the country. The productions of thirty-seven different manufacturers are received regularly, including such well-known houses as Whitman & Keith, A. F. Smith, James Phelan, L. B. Evans' Son, T. G. Plant, Robbins, Kellogg & Co., Wright & Richards, Shillaber & Co., John Mundell & Co., D. A. Donovan & Co., and others no less distinguished for the



NEW CHAMBER OF COMMERCE.

superiority of their output. In rubber goods the firm are agents for the Boston, Candee, Woonsocket and Norfolk manufactories, and carry the celebrated "B & I. Holdfasts," constantly in stock. They are extensive importers of English and German silk, Tubular and Porpoise laces, and the famous Blakey Heel and Sole Plates and Protectors; also manufacturers of lamb's wool and cork soles. They keep a stock of shoe-store supplies that is as complete as any in Boston, while their lines of leather and findings, comprising everything needed for first-class repairing, is unequalled. The extent of the operations of this house enable it to contract with manufacturers upon the most favorable terms, and it is, consequently, in a position to afford its customers many benefits, in both quality and price of goods, which smaller houses are unable to give. The house controls a business extending to all parts of the United States and is represented by a corps of sixteen talented salesmen. Mr. Lincoln is a native of Massachusetts, a prominent member of the Boston Boot and Shoe Club, and the New England Shoe and Leather Association, and identified with the growth and prosperity of the city in the broadest sense of the term, promoting its commerce with energy, discrimination, and brilliant success.



**ALBERT DODGE**, Grain Commission Merchant, Room No. 402, New Chamber of Commerce Building.—The large grain commission trade of Boston has a leading representative in the house of Albert Dodge, whose office is at No. 402 New Chamber of Commerce Building. This concern controls a very extensive trade, having permanent patrons in all parts of New England, and it sustains an enviable reputation for liberal methods and promptness in meeting orders. The enterprise was established thirty years ago by Messrs. Dodge & Smith, the firm afterward becoming Dodge & Gott, next Dodge, Sanborn & Co., later on Dodge, Wade & Co., then Dodge & Wade, and four years ago Mr. Dodge became sole proprietor. He is a native of New Hampshire, resides in Gloucester, and has long been prominently identified with his present line of commerce. He is a member of the Chamber of Commerce and sustains an A 1 standing in the business world. Mr. Dodge is the leading member of the firm of Dodge & Scott, proprietors of the Eastern Elevator and Mills, at Beverly, Mass., the Gloucester Elevator and Mills, Gloucester, Mass., the Powow Mills, of Amesbury, Mass., and an elevator at Hyde Park, Mass. The Beverly elevator has a capacity of 30,000 bushels, the Gloucester elevator 30,000 bushels, the Ameshury elevator 20,000 bushels, the Hyde Park elevator; 25,000 bushels. The firm's milling capacity is 1,000 bushels of corn daily. The resources of the house are of the most complete character, and all the demands of the trade are met upon the most acceptable basis.

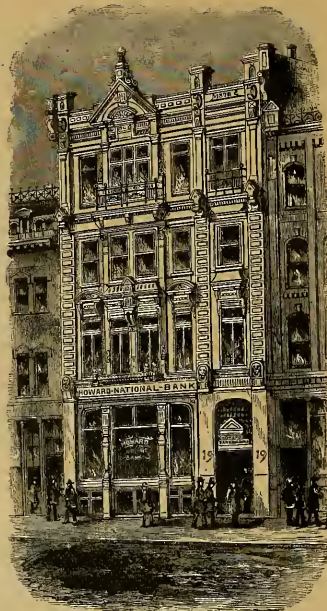


**H. BOWLES & CO.**, Commission Merchants and Wholesale Dealers in Butter, Eggs and Cheese, No. 113 S. Market Street.—The statistician who treats of the mercantile prosperity of the capital city of the Bay State, discloses in connection with the business of handling country produce upon the basis of a commission and in the capacity of an intermediary between the consignor and the dealer, a healthy and inspiring condition of affairs. Conspicuous among those engaging in the calling stands the house of Messrs. F. H. Bowles & Co., of No. 113 S. Market Street, which house was established during the currency of the year 1878 by the existing firm, Messrs. Bowles & Co. are commission merchants in butter, eggs and cheese, the specially being eggs of extra quality; and the house prides itself upon the promptitude with which it handles consignments and makes returns thereon. The house receives produce from all parts of New England, and the West and the British Provinces, a major proportion of its operations being conducted in the capacity of a wholesale dealer. The connection is located throughout New England, and to the firm belongs the emphatically enviable distinction of being one of the largest egg dealers in Boston. The house has been located at its present convenient quarters on S. Market Street, for the past five years. A branch of the business was established in October, 1890, at Lynn, Mass. The reputation of the house throughout the trade is of extremely high character, and to those desirous of satisfying themselves upon the standing and credit of Messrs. Bowles & Co., the names of the Fourth National Bank of Boston, and Messrs. S. S. Long & Bro., of New York, are offered. The name of F. A. Bowles & Co. embodies the combined efforts of Mr. F. Bowles, and Mr. J. J. Kennedy. The former gentleman is a native of Maine, his residence in Boston and his experience in the trade covering a period of nineteen years. He is a young man of the greatest promise, and was a director of the Produce Exchange previous to the formation of the Chamber of Commerce and has since occupied the same position in the latter organization. Mr. Kennedy is also a native of Maine and a member of the Chamber of Commerce and his alliance with the firm covers a period of five years.



**CAVAGNARO & CO.**, Wholesale and Commission Dealers in Foreign and Domestic Fruits, Specialties: Cigars, Tobacco and Pipes, Macaroni, Roman and Holland Cheese, Phillip and Canaud Sardines, Mushrooms, etc., Fine Brands of Olive Oil of Direct Importation, Nos. 10, 11 and 12½ Faneuil Hall Square.—The reputable house of J. Cavagnaro & Co., wholesale and commission dealers in fruits, etc., of Nos. 10, 11 and 12½ Faneuil Hall Square, Boston, Mass., was founded during the year 1875, the firm name at that time being as at present. Among the infinite variety of commodities handled by the house, mention is due of the following: foreign and domestic fruits, as oranges, lemons, bananas, Florida oranges, pine apples, pears, peaches, cherries, grapes, dates, figs, almonds, Brazil nuts, pecans, grenobles, French walnuts, shell-barks, filberts, peanuts, Naples walnuts and chestnuts, a heavy business being transacted in corn cakes, maple sugar and paper bags, the specialties being cigars, tobacco and pipes, macaroni, Roman and Holland cheese, Phillip and Canaud sardines, mushrooms, etc., an extensive import business in olive oil being a significant feature of the business. The domestic products passing under the operations of the house are drawn from every section of the Union and the area of consumption embraces the whole of New England. In addition to the wholesale trade of the house, a substantial retail business is transacted, the same being chiefly of a local order. The business premises occupied by the house comprise two basements and two floors which are excellently located and suitably equipped and a staff of fifteen assistants is constantly maintained. The name "J. Cavagnaro & Co.," comprises the allied enterprise of three of Boston's able merchants—Mr. J. Cavagnaro, Mr. F. Casci and Mr. A. E. Vaccaro; all of whom are native Italians and young men possessing rare accomplishments. Mr. Cavagnaro holds the honorable distinction of being the founder of the house, while Messrs. Casci and Vaccaro joined the concern in 1891. They are severally members of the Boston Fruit and Produce Exchange and of the Chamber of Commerce, and they merit, unquestionably, the respect and confidence of the entire community.

**H**OWARD NATIONAL BANK, No. 19 Congress Street.—The Howard National Bank of Boston is the successor of the Howard Banking Company which was incorporated in 1853. With a capital of \$500,000 it began business at No. 97 State Street. In 1858 the name of the institution was changed to the Howard Bank. Under that style the bank continued until January, 1865, when, having reorganized under the national banking law, it assumed the present title. In March, 1865, the capital was increased to \$750,000, and in October, 1869, there was another increase of \$250,000, making the capital \$1,000,000, at which amount it now stands. In April, 1870, the bank removed to the second floor of the building, No. 85 State Street, opposite Merchant's Row; this location becoming not wholly satisfactory, a new one was sought; and in the Spring of 1878 two lots of land, having a frontage of 43 feet on Congress Street and extending through to Congress Square, were secured. Immediately was begun the erection of the "Howard Bank Building" from plans prepared by Peabody & Stearns. On the morning of Jan. 1st, 1879, the day of the resumption of specie payments, the bank moved into its new building. Its banking rooms are upon the first floor, easily accessible and very cheerful. The building contains sixteen elegant offices besides the banking rooms. Since organizing under the National Banking system, the bank has regularly paid semi-annual dividends, which have averaged about three and a quarter per cent. Its total dividends as a national bank amount to \$1,740,000, and its surplus fund is \$200,000, beside other profits of about seventy thousand dollars. The Howard numbers among its depositors many of the best firms and corporations in the city and has also a large number of bank and mercantile correspondents whose eastern business it transacts. Its deposits usually average about two million five hundred thousand dollars. The president is R. E. Demmon, the vice-president, Samuel F. Wilkins, the cashier, Chandler Robbins. The directors are A. B. Butterfield, J. W. Candler, Samuel B. Capen, R. E. Demmon, Francis Flint, J. M. W. Hall, Aug. P. Martin, N. W. Rice and S. F. Wilkins.



**H**E. ATTEAUX & CO., Manufacturers and Importers of Dyestuffs, Etc., Nos. 172 to 178 Purchase Street.—The development of the commerce of Boston is upon a scale of the greatest magnitude; every phase of business is here represented by talented merchants possessed of ample resources and abundant experience, and prominent among the number is the firm of F. E. Atteaux & Co. doing business as manufacturers, importers, and commission merchants in aniline colors, dyestuffs and chemicals, at Nos. 172 to 178 Purchase Street. As importers, F. E. Atteaux & Co. possess qualifications fitting them in a pre-eminent degree to exactly meet the requirements of the American trade, having the best possible facilities for procuring the finest products of the Old World; while they are especially prominent as sole New England agents for Sadler and Co's. [Limited] alizarine dyes, John Rud. Geigy & Co's aniline colors, etc., and A. D. Shotwell & Co's American sumac. Mr. Atteaux has had fifteen years' experience in this branch of commerce, and established the present enterprise in June, 1887. The business premises comprise four floors, and basement, 70 x 75 feet each, finely fitted up for the rapid handling, proper preservation and prompt delivery of the choice and valuable stock here constantly carried. Mr. Atteaux devotes his close personal attention to the details of the business, and the demands of the leather manufacturers, and woolen, cotton and paper mills, for the purest dyestuffs, colors and chemicals of every grade have rarely, if ever, been so fully and satisfactorily met as by this firm whose laudable ambition to excel has been generally recognized. The trade will consult their own interests by writing and obtaining prices before concluding purchases for anything in the dyestuffs and chemical line. By maintaining a high standard in all their imports, F. E. Atteaux & Co. are contributing very materially to retain to Boston the supremacy in the importation of this line of goods, while the large volume of their business, extending to all parts of the United States, affords the best criterion of their claim to a continuance of the influential support accorded them. Their Diamond Tannin, which replaces both black and cube Gambier, is meeting with unqualified success among tanners of leather of every description. Their Imperial Blue for wool dyeing is acknowledged the best article in the market for fastness against light and fulling and is used by most of the large mills throughout the U. S. that make a specialty of fast colors.



**A**LFRED MUDGE & SON, Printers, No. 24 Franklin Street.—Few departments of industrial activity have attained greater perfection or a more deserved reputation in Boston than that of printing and its kindred branches. The competition has necessarily been very great, but the result has been correspondingly satisfactory to the general public as a higher standard of perfection has been attained. Prominent among the oldest houses in the trade, and long holding a representative position therein, stands the establishment of Alfred Mudge & Son, located at No. 24 Franklin Street. The business was founded in 1830, by Mr. Alfred Mudge, on School Street, with steadily increasing success. The firm of Alfred Mudge & Son was formed by the admission of Mr. Alfred Mudge to partnership, and the business continued for a period of fifty-three years. Son was organized about 1850, A. Mudge to partnership, and the business continued to grow apace. The founder of the house died August 1885, after a long and honorable career, followed by the which date the enterprise has been Mr. Frank H. Mudge, a son of the late Alfred A. Mudge, who had thoroughly trained in every phase of the printing business since 1833, and the latest improved machinery employed is given to some expert hands. This house has long made a specialty of fine commercial printing, including business cards, wedding invitations, menus, drafts, checks, notes, letter and bill heads, programmes and posters; while books, pamphlets, magazines, railroad and law printing of all kinds are executed with the greatest despatch and in the best taste. The imprint of this house is to be seen upon the catalogues and price lists of leading manufacturers in Massachusetts, Rhode Island and Connecticut; upon the cartes de visite of leaders in Boston society, the menus of our largest hotels, and the business paper of prominent bankers, merchants, railroad men and publishing houses throughout New England. The best of high class work in the printing line is known to emanate from this house, shining all the brighter by comparison and contrast, and successfully challenging competition. Mr. Mudge is a native and well-known Bostonian, president of the Master Printers' Club, vice-president of the National Typothetae of America, adjutant of the Ancient and Honorable Artillery, and an honorary member of the Franklin Typographical Society, the Roxbury Club, the Boston Athletic Association, and the Hull, Winthrop and Massachusetts Yacht Club, invariably honored and esteemed by his fellow-men in all the various walks of life.



**P**ARKER, WILDER & CO., Commission Merchants, No. 4 Winthrop Square; No. 62 Leonard Street, New York.—Boston has long been noted as center of the wholesale trade of the New England States in woolen, and cotton fabrics, while the command of large capital, coupled with the well-known energy and enterprise of the representative members of this trade has permanently retained the supremacy. One of the foremost houses of the commission trade in woolens is Messrs. Parker, Wilder & Co., whose establishment is located at No. 4 Winthrop Square. This house was founded about seventy years ago, by Mr. Isaac Parker, and after some changes the present style was adopted in 1851. The premises occupied by them comprise three floors, 60 x 125 feet each, giving ample accommodations for supplying the most extensive demand. This firm handle woolens, flannels, dress goods, quilts, blankets and sheetings, received direct from some of the leading manufacturers of New England, and enjoy a high prestige in trade circles throughout the country as selling agents for Talbot Mills, Belvidere Woolen Mfg. Co., Cochecho Woolen Mfg. Co., Gonic Mfg. Co., Concord Mfg. Co., Sterling Mills, Yantic Woolen Co., C. A. Stevens & Co., G. F. Sibley, Wolfboro Mills, Monadnock Mills, Clarendon Mills, Union Mfg. Co., and Phoenix Factory. The stock is kept up to the highest standard of excellence and efficiency. Shipments are made direct from the mills to customers, and every facility is at hand for filling all orders promptly and for granting patrons every possible advantage as regards both reliability of goods and liberality of terms and prices. The members of this responsible firm are Messrs. Benjamin Phipps, W. H. Sherman, James Street, Marshall Shepard, Wm. H. Wilder, and Thos. S. Lockwood. Mr. Phipps has been a partner since 1869, while Mr. Wilder succeeded his father as a member of the firm in 1862, and Mr. Sherman came into the firm in 1873. These gentlemen are well-known Bostonians, and accounted among its representative merchants and most substantial citizens; while Messrs. Street and Shepard reside in New York and have control of the extensive interests possessed by the firm in that city.

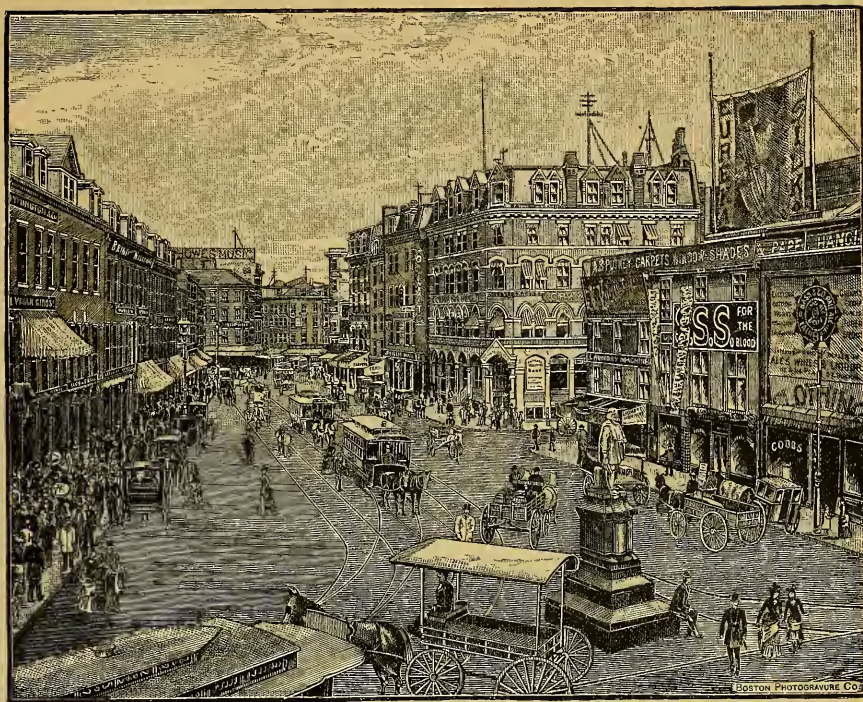




**A**MERICAN POSTAL MACHINES COMPANY, J. George Cooper, President, Henry E. Waite, Secretary and Treasurer, Office: No. 53 Devonshire Street.—The demands upon the Post Office Department for more rapid transmission of mails are frequent and pressing. Vast quantities of mail matter are deposited in post offices only a few moments before the closing of mails; upon each separate letter the stamp must be canceled and the postmark impressed before it can leave the office for its destination. This work, done by hand, is a slow process, painfully laborious, generally indistinct and ought to be a thing of the past, as the American Postal Machines Co., of this city, has developed a practical method of handling letters by machinery, and the Boston Post Office has demonstrated for the past five years that the work can be rapidly, distinctly and well done by machinery at a greatly reduced cost. This company was incorporated in 1885, under the laws of the State of Maine, with a capital of \$1,000,000, and is officered as follows, viz: J. Geo. Cooper, president; Henry B. Rice, vice-president; Henry E. Waite, secretary and treasurer. The offices of the company are eligibly located at No. 53 Devonshire Street. The postal machines produced and perfected by this company are the inventions of Mr. Thomas Leavitt and Mr. M. V. B. Ethridge, and are revolutionizing the existing system of handling letters in post offices throughout the country. For facing and bunching letters alone these machines are a great saving to the Government; but when it is understood that they are also stamp-canceling and postmarking machines as well, doing all the work by one operation, their great value for post office use is at once apparent. The machines produced by this company include a continuous and progressive line of inventions, patents and developments. No. 1 is for stamp-canceling and postmarking letters, by hand feed, with capacity of 4,000 per hour, and adopted by the postmaster of Boston in 1876. No. 2 is for stamp-canceling and postmarking postal cards, automatic feed, 400 per minute, 15,000 per hour; adopted by act of Congress of the United States in 1880. No. 3, for stamp-canceling and postmarking letters, automatic feed, 400 per minute, 15,000 per hour; adopted by act of Congress of the United States in 1882. No. 4, same as No. 3, with improvements. No. 5, for facing, stamp-canceling, postmarking, counting and bunching letters and postal cards, all by one operation: 100 to 200 per minute, 4,000 to 8,000 per hour, according to the speed of the operator; adopted by the Post Office Department of the United States in 1889. No. 6, patented in 1890, same as No. 5, with improvements. These machines, unlike automatic-feed machines, are strong and durable in construction; do not easily get out of order; and can be operated by any one without experience. The difficulties attending the application of machinery to the varying conditions of letters have been so great that this company expended over \$200,000 in money and fifteen years in time in experimenting before perfecting a satisfactory method and machine. These machines, on a basis of saving to the Government, are furnished at extremely low rates, and on a basis of their actual cost; with superintendence and repairs, the price is very reasonable. The increase in efficiency and reduction in cost secured to the postal service by the adoption of these machines is without a parallel in the history of the Post Office Department. Twenty-four are in use in the Boston Post Office, and also one at each of the sub-stations in the city; while others are in use in the Philadelphia and Washington Post Offices. The management of the company is in safe, wise and energetic hands, and under such capable and progressive direction the influence and success of the undertaking is being steadily extended and confirmed.



**C**H. CUNNINGHAM, Wrought Iron Pipe and Fittings for Steam, Gas and Water, No. 109 Milk Street.—The old-established and prosperous house of J. H. Cunningham is a leading headquarters in this city for wrought-iron pipe and fittings for steam, gas and water, and is eligibly located at the above address. The business was founded in 1852 by Thos. Cunningham, and in 1873 the firm of Thos. Cunningham & Son was organized by the admission of J. H. Cunningham to partnership, the latter succeeding to the sole control on the death of his father in 1882. The salesrooms at the above address are spacious and well arranged for the storage and handling of supplies, while a warehouse is also occupied at East Boston, which measures 200 x 80 feet. The trade is conducted exclusively at wholesale and is immense and influential throughout New England. Mr. Cunningham is especially prominent in trade circles as sole New England agent for Foskett & Bishop's Steam Traps, the Kennedy Gate Valves and Renewable Disc Globe Valves and the Standard Hot Water Radiator. The various goods represented in the stock here carried will be found to be of a standard and reliable quality, selected under the experienced eye of Mr. Cunningham, and no similar house in the city is better prepared to minister to the wants of the trade in this line or stands higher in the esteem of its patrons everywhere. The business is distributed throughout all the New England States, and a large number of dealers, contractors and heavy consumers make all their purchases at this establishment, being attracted by the honorable methods in force, the superior inducements offered as regards both quality and price, and the eminently satisfactory manner in which their orders are fulfilled. The sales of the house in 1890 included two million feet of pipe, and the business is constantly increasing under able and enterprising management. In its specialty of tarred and enameled pipe this house successfully challenges competition. Mr. Cunningham is a native Bostonian, and one of its best known representative business men. President of the Plymouth Street Railway Company, Plymouth, Mass.; President of Winnisimmet National Bank, Chelsea, Mass.; Vice-president of the Boston Construction Company, and a director in eight different corporations in this city; a member of Governor Russell's staff, with the rank of colonel, and a member of the Young Men's Democratic Club, the Boston Athletic Club, the Review Club, the Master Builders' Association and the Master Plumbers' Association.



SCOLLAY SQUARE.

**L** EONARD WARE & SONS, Oils, Refiners and Pressers of Oils, Nos. 473, 475 and 477 Atlantic Avenue —The largest, as well as the oldest house in Boston engaged in the importation, manufacture and sale of oils is that of Leonard Ware & Sons, located at Nos. 473, 475 and 477 Atlantic Avenue. This representative house was founded in 1830, by Leonard Ware, and from 1860 to '72, the firm of Ware & Bundy flourished. In 1872, the firm of Leonard Ware & Sons was organized, and although their works were destroyed by the great fire of that year, they quickly rebuilt upon a larger scale, and have occupied this site since 1860. The honored senior partner and founder of the business died in November, 1888, after a long and honorable business career, leaving the enterprise to his two sons. Mr. Leonard Ware, Jr. retired from the firm in 1890, and the business is now conducted by Mr. M. Everett Ware as sole proprietor, under the old familiar firm name. The business premises have a storage capacity for five thousand barrels, and every modern facility is at hand for rapid and perfect production, including forty lever presses; and steady employment is given to a large number of skilled and expert hands. The firm have long been prominent as importers of French and English Dégras, Sumac, Newfoundland and Labrador Cod oils; palm, olive and English sod oils and French velvet black; and as manufacturers of and dealers in neat's-foot, fish, sperm, whale, blackfish, lard, wool, castor, machinery, engine and rosin oils; tallow, hard grease, American sumac and tanners' supplies; while they are extensive refiners and pressers of oils. Their refined oils are popular favorites both at home and abroad. The manufacture, refining and pressing of oils is conducted with the greatest care and by the most approved processes, the result being that they are pure and reliable, and are in constantly increasing demand throughout the entire United States. Orders by telephone No. 1714, by telegraph or mail, receive immediate and careful attention, and terms and prices are made invariably satisfactory to the trade. Mr. Ware is a native Bostonian, and at the age of nineteen enlisted in the 45th Massachusetts Infantry, going out as a sergeant and was promoted to a captain in the 6th Massachusetts the following year. He is a member of the Loyal Legion and the Oil Trade Association, and of excellent repute in commercial, financial and social circles.



WALWORTH MANUFACTURING COMPANY, Steam Engineers and Contractors, Nos. 14 to 20 Oliver Street.—Prominent among the manufacturers of New England, and the oldest, largest and best known house engaged as steam engineers and contractors in Boston, is that of the Walworth Manuf'g Co., located at Nos. 14-20 Oliver Street. This company are extensive manufacturers of, and dealers in, steam and hot-water warming and ventilating apparatus; automatic sprinklers and fire extinguishing apparatus; gas machines, gas mixers, mangles, wrought iron pipe and fittings; steam pumps, boilers and engines, steam and gas fitters' tools, and general engineers' supplies. As steam engineers and contractors they have permanently maintained the lead on a legitimate basis of superior workmanship and thoroughly scientific results. The business was originally established in 1842 by Messrs. Walworth and Nason, who were the first to engage in steam and hot-water heating in the world. The firm name became J. J. Walworth & Co. a few years after, and in 1872 the present company was incorporated, with a capital of \$400,000. The works of the company are located in South Boston, and comprise two buildings; one containing four floors and basement; the other, three



C. C. WALWORTH.

floors, besides brass and iron foundries, forge shops, and other works incident to their business; the equipment of which is of the most complete and perfect character, and in which steady employment is given to about eight hundred hands. The company have supplied with apparatus and fittings numerous buildings in this city, in a manner which reflects the greatest credit upon their taste and skill. Among the buildings which may be named are the U. S. Post-Office, Sears Building, Mutual Life Ins. Co's building, New Old South Church, Hathaway Building, New England Building, Pierce Building, and many others. The company are earnest and unremitting in their efforts to give entire satisfaction to all their patrons, and are actuated in all their undertakings by a laudable spirit of enterprise and an ambition to excel. They have an immense and influential patronage in New England and the Provinces, and for some years past have been cultivating an export trade with very good results. The president of the company is Mr. C. C. Walworth, who brings to the business an experience of nearly fifty years in this branch of industry, and is known as one of the foremost mechanics of the country. He is ably seconded by Mr. Wallace L. Pierce as vice-president; while Messrs. Graves and Coppins, treasurer and secretary respectively, are expert, accomplished officials, with whom it is always a pleasure to do business.



**N**ORTH PACKING & PROVISION COMPANY, Packers and Curers of Pork, Beef, Lard, Hams, Bacon, Live and Dressed Hogs, Etc., Etc., Nos. 33 and 34 N. Market Street.—One of the foremost representatives of the packing industry in the east is the North Packing and Provision Company, whose headquarters are located at Nos. 33 and 34 N. Market Street. This company enjoy an international reputation as packers and curers of pork, beef, lard, hams, bacon, live and dressed hogs, etc., and operate extensive slaughtering, curing and packing houses in Somerville, Mass. The business was founded in 1859, by Messrs. North, Merriman & Co., who were succeeded in 1874 by Charles H. North & Co., and in January, 1889, the present company was incorporated with G. F. Swift, president; E. C. Swift, treasurer and general manager; S. Henry Skilton, assistant manager. These gentlemen unite special qualifications for carrying on the business upon the highest plane of efficiency, bringing to bear, as they do, vast practical experience, ample capital and unrivaled facilities. They have manifested marked enterprise and sound executive judgment in availing themselves of the resources and equipment of the old-established works and in adding numerous improvements tending to facilitate rapid and perfect work. The plant at Somerville covers eight acres of ground, and is provided with direct railway connections, besides every modern convenience for storing, handling, curing and packing meats, including a large cooling room with the capacity for 8,000 hogs, together with the latest improved machinery, ample steam power, electric lights and other facilities. Steady employment is given to 1050 hands, and 3000 hogs or more are slaughtered per day. The company's meats are justly celebrated for excellence, soundness, care and skill in curing and packing, as they use only the best stock and have the latest process for curing which adds greatly to the flavor of their hams and bacon and renders them free from the unpleasant taste of excessive salt. They are also refiners of pure leaf lard, which they refine to that degree which renders it pre-eminently a choice and fine article for culinary purposes. Their salesrooms in this city comprise four spacious floors, provided with the latest cooling process and refrigerators, and here they do a large wholesale trade in choice provisions, shipping immense quantities of pork, beef, hams, lard, etc., not only to all parts of the United States and Canada, but also to Great Britain, Germany, France and South America. The Messrs. Swift are widely known as leaders in the dressed beef trade in this country, [and have the highest of reputations in both the east and the west. The conduct of this business devolves largely upon the Assistant Manager, Mr. Skilton, who was a member of the firm of Charles H. North & Co. from 1874 until the organization of this company, and is an expert and practical exponent of the pork-packing business. With its far reaching interests and enlightened management, this company are steadily developing a trade international in its importance and of the utmost value to Boston both industrially and commercially.

**F**OWLE, COBB & PEARSON, Successors to C. N. Mellen & Co., Manufacturers of Silk, Flannel and Cheviot Shirts, Ames Building, No. 65 Bedford and No. 69 Kingston Streets.—One of the great representative business houses of Boston is that of Messrs. Fowle, Cobb & Pearson, the well-known manufacturers of silk, flannel and cheviot shirts, men's, boys' and children's pants, overalls, shop coats, bar coats and aprons, located in Ames Building, Nos. 65 Bedford and 69 Kingston Streets. Probably no concern in the United States has made greater or more substantial progress than the above. The business was established in 1861, by Messrs C. N. Mellen & Co., who were succeeded by the present firm in 1887. The house is the largest in its line in Boston, and enjoys a heavy and permanent trade with jobbers and retailers throughout New England and the Middle States. The business premises comprise three floors, which contain half an acre of floor space, and in which is one of the finest salesrooms in the city. The firm employ upwards of fifty skilled hands in the building and some four thousand people outside, and have twelve factories engaged in making goods for them under contract. The efforts of the firm are ably directed to the perfection and economical manufacture of the above specialties, and so practical has been the result of their efforts that their garments now have the largest and most wide-spread sale of any similar goods in New England. The record of the firm is one of honorable progress and steady expansion of facilities to meet the demands of its trade. In their spacious salesrooms are the largest lines of shirts, pants and overalls manufactured by any one house. The styles range from the lowest price up to the choicest grades, so as to suit all classes of purchasers. In the pants department are various lines of kerseys, jeans, cotton, worsted and all wool, which are cut in the latest style, of the best materials, and well made. The goods of this firm are given the preference by dealers in Boston, Providence, Lowell, Manchester, Worcester, Springfield, New Haven, Hartford, Portland and other New England centers, also the larger cities in the Middle States, on account of their great salability and solid merits. A corps of talented salesmen represent the interests of the house upon the road, and the resources of the firm enable them to guarantee the prompt and perfect fulfillment of all orders. The members of this enterprising firm are Messrs. Leonard Fowle, A. B. Cobb and J. B. Pearson, all native Bostonians and young men of energy, tact and business sagacity. Mr. Fowle was with C. N. Mellen & Co., seventeen years, while Mr. Pearson was with them twelve years, thus acquiring a foundation understanding for all the details of the business and the requirements of the trade. Mr. Cobb was in business in India many years. All the partners are thoroughly practical men, exercising superior executive abilities and, by enforcing a thorough system of organization, insure the efficiency of their employes and the perfection of their goods.



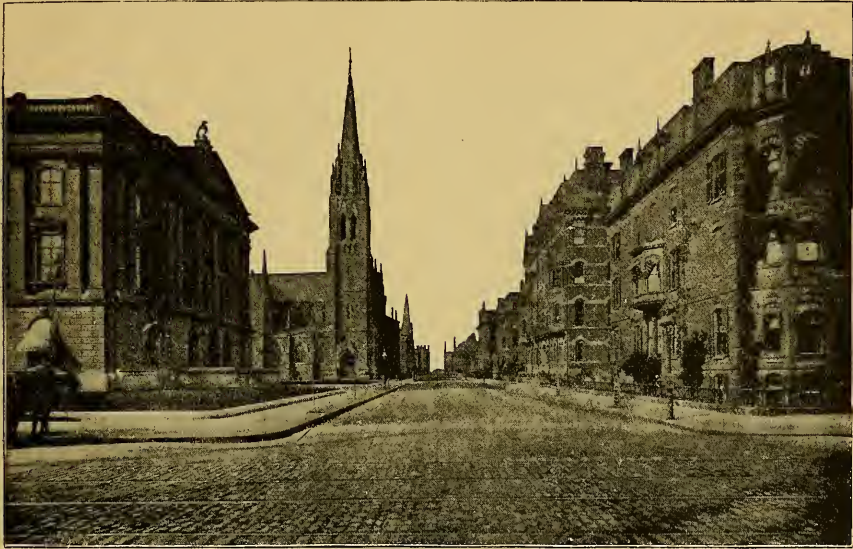
**H**ARDING, WHITMAN & CO., Commission Merchants, Woolen Cloths, Dress Goods and Yarns, No. 78 Chauncy Street.—There is, perhaps, no firm engaged in the dry goods commission business in Boston more widely or more favorably known than Harding, Whitman & Co., No. 78 Chauncy Street; with branch also at No. 80 Leonard Street, New York. They are commission merchants for the sale of woolen cloths, women's and children's dress goods, and worsted and cotton yarns, and do an extensive business selling to jobbers, wholesale dealers and manufacturers throughout the United States. The house is a leading and representative one, and for more than a quarter of a century has maintained a prominent place in the trade. It was established in 1836, by Charles L. Harding and Gardner R. Colby, under the firm name of Harding & Colby. At a later date Edgar Harding was admitted to the firm, and the firm name was changed to Harding, Colby & Co. Under this style the business was conducted up to 1890, when the present firm name was adopted. Mr. Colby was removed by death in 1889, and Charles L. Harding in 1891. The present firm is composed of Edgar Harding, son of Charles L. Harding, and William Whitman, both of whom are in the prime of life. Mr. Harding is a native of Millville, Massachusetts, and Mr. Whitman, who was born in Nova Scotia, came to Boston and began his business life at the age of fourteen. They are men of energy and enterprise, and thoroughly conversant with their business in all its details. Prior to assuming the sole conduct of the business, both had had long experience. Mr. Harding became a member of the firm of Harding, Colby & Co., in 1873, and has been a director of the Merchants' Woolen Co. for twenty-two years, and treasurer of the same for eighteen years. Mr. Whitman became a partner in the firm in 1887. He has been treasurer of the Arlington Mills since 1867, with the exception of a short period in 1869. He has been a director of the same company since 1873. The quarters occupied by the firm for offices and salesroom on Chauncy Street are commodious and finely appointed, and a large staff of clerks and salesmen are employed. During the past two years the firm has gradually relinquished all its business, with the exception of the Arlington Mills and the Merchants' Woolen Co., for which they are the sole selling agents. The business of these two large manufacturing concerns is now done entirely on orders, and while the business is large, the demand for their products is always in excess of the production. This has been brought about, both by the character of the products and the honorable and trustworthy manner in which orders have been filled. Relations with the house are reasonably certain to lead to an enduring business connection.



**C**UMBERLAND MANUFACTURING COMPANY, Manufacturers of The Warren Filters, No. 220 Devonshire Street.—In the paper mills of S. D. Warren & Co., at Cumberland Mills, Me., some means of obtaining water free from all impurities became a matter of great importance. Filtration was finally resorted to, after much time and labor, and the "Warren Filter" was invented by the agent, Mr. John E. Warren, with whom "necessity was the mother of invention," for their own special use. His filter proved so thoroughly successful that the Cumberland Manufacturing Company was formed for the express purpose of placing it upon the market. The capital stock was \$50,000 and the company was officered as follows: John E. Warren, president; Mortimer B. Mason, vice-president; Fiske Warren, treasurer. The Boston office of the company is located at No. 220 Devonshire Street, with Mr. Walter B. Nye, manager. The Warren Filter, from its peculiar construction, is intended for use as a gravity filter, the water being filtered by a system of percolation, such as is common in natural filtration through the soil. This simplifies the construction, and lessens the expense of operation, as gravity alone furnishes the requisite pressure for conducting the operation, and greatly simplifies the problem of cleansing the filter of its accumulated matter. The method or apparatus for cleansing the filter bed is, generally speaking, the principle patented feature by which the various filters are distinguished from each other. The features distinguishing this system from all others are principally four: First.—Filtration in open tanks under gravity pressure. Second.—Filtration through a thin twenty-inch bed made possible by this low pressure. Third.—The cleansing of the filter bed by the mechanical rotary agitator under a reversed flow of water. Fourth.—The use of a settling basin for the two distinct purposes of sedimentation and, wherever needed, of perfect coagulation. In presenting this system to the public, the company are confident that it meets the requirements more simply and effectually than any other that has yet been introduced, and that it is the only system whose cost will render it available for the large demands of paper makers, or for the public water supply of cities and towns. Among the filter plants erected by this company may be named those for S. D. Warren & Co., Cumberland Mills, Me.; Orrs & Co. Troy, N. Y.; Glen Manufacturing Company, Berlin Falls, N. H.; Hollingworth & Vose, East Walpole, Mass.; Fox River Paper Co., Appleton, Wis.; Cusinoc Fiber Co., Augusta, Me.; Orono Pulp & Paper Co., Bangor, Me.; Oshkosh Water Co., Oshkosh, Wis.; Centralia Pulp & Water Power Co., Centralia, Wis.; F. W. Bird & Son, East Walpole, Mass.; Haverhill Paper Company, Haverhill, Mass.; Eastern Manufacturing Company, Bangor, Me.; while they have others in different parts of the country, making over one hundred in all, the smallest of which have a capacity of two hundred and fifty thousand gallons per day. The beginning of the enterprise was modest indeed, but by virtue of its excellence and utility over all others the Warren Filter has pushed its way into prominence and popularity from the Atlantic to the Pacific, and has the hearty endorsement of all its users. President Warren is the manager of the great paper mills of S. D. Warren & Co., at Cumberland Mills, Me., and is to be congratulated upon the results achieved through his genius and perseverance as an inventor. The vice-president, Mr. Mason, is a member of the paper firm named; as is also Mr. Fiske Warren, the treasurer. Mr. Nye, the manager here, is a gentleman of business experience and reliability, with whom it will be found both pleasant and profitable to deal.



**C** H. CUMMINGS & CO., Flour and Commission Merchants, No. 224 State Street.—The firm of Messrs. C. H. Cummings & Co. was established in 1856, placing it among the oldest flour and commission houses in the city. Since that date Mr. Cummings has had several partners, but there has been no change in the firm style. The present partnership was formed four years ago by the admission of Mr. Hiram Johnson, who has had an experience of thirty years in the flour business and is well and favorably known to the trade. For twenty years past the firm have been agents for the Washburn, Crosby Co., Minnesota Flour Mills, and they also represent a number of other well known flouring mills. The sales of the house are about fifty thousand barrels per year of the Washburn, Crosby Co.'s goods, and the same amount, in the aggregate, from other mills. They receive flour in car lots and sell to the jobbers, having a large trade with all parts of New England. Their office is on the second floor at No. 224 State Street; Mr. Cummings is a member of Chamber of Commerce. Both the partners are Bostonians by birth.



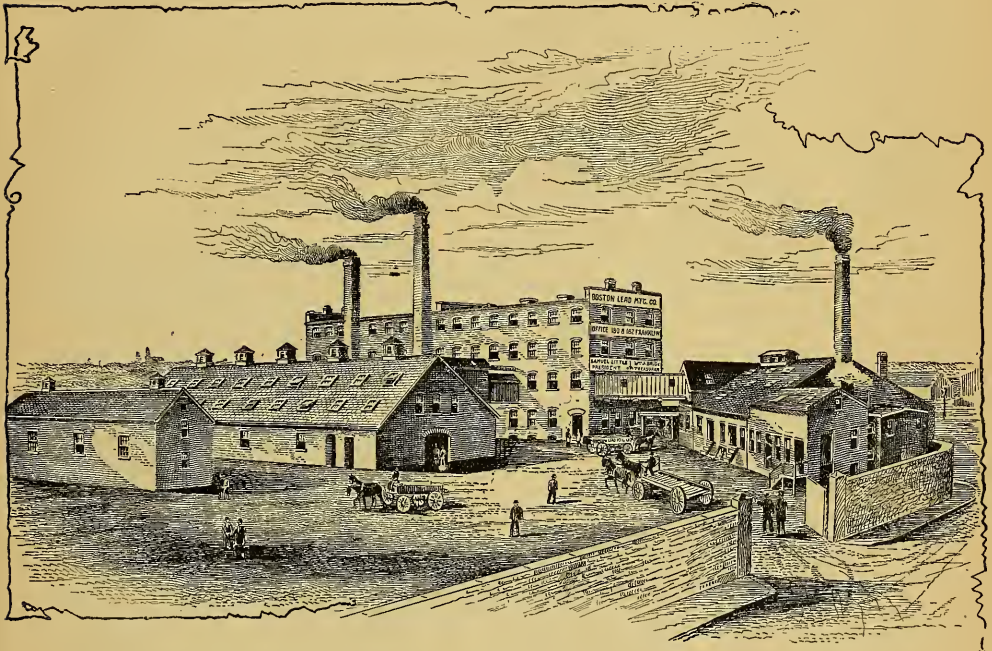
CLARENDON STREET.



**O**SEOLA CONSOLIDATED MINING COMPANY, Office, No. 199 Washington Street.—There is no section of the mineral regions of the United States where such favorable prospects and results attend the operations of the copper mines as in the state of Michigan. Immense fortunes have already been made in this region, and with skilled guidance and sufficient capital to introduce improved machinery and properly develop the best properties so as to secure abundance of rich ores, the prospects are eminently favorable to investors. One of the ablest and most conservatively conducted corporations engaged in copper mining in Michigan is the Osceola Consolidated Mining Company, whose main office is located at No. 199 Washington Street. This company was incorporated in 1873, under the laws of the state of Michigan, and has a capital stock of \$1,250,000, and is officered as follows, viz.: President, A. S. Bigelow; secretary and treasurer, Thos. Nelson; superintendent, John Daniell. Directors: John N. Denison, Albert S. Bigelow, Gustav Stellweg, Leonard Lewisohn, Charles Van Brunt, John Daniell. The record made by this company is one of which any mining corporation might well be proud. Their receipts up to January 1, 1891, showed a total of \$10,049,500.40, from which expenses amounting to \$9,830,879.89 must be deducted, leaving a net income of \$218,620.51. They have paid dividends amounting to \$1,497,500.00, while an improvement is noted in the quality of the rock handled, a reduction has been made in the cost of mining, and each year shows an increase in the quantity of the output. Everything therefore points to still larger dividends, and those who desire to fully investigate this opening for solid, legitimate mining investment should visit the company's office or send for a copy of the report of the officers. Its stock is divided into 50,000 shares at \$25.00 each, and the same is held by leading capitalists and investors in this city and elsewhere. With its expert and faithful management, this company insures a very large return on its capital.

**Y**OUNG'S HOTEL, Court Square, Court Street, Court Avenue, J. R. Whipple & Co., Proprietors. It is generally admitted in the best circles of Boston society that the greatest consummation of hospitable ideas with practical business methods and marked ability of management is embodied in "Young's" above and beyond any other hotel in the city. It is so intimately and prominently interwoven with the growth and development of Boston, and so linked with the names of great men—statesmen, diplomats, politicians, authors, actors, educators and famous personages of Europe and America—that in this sketch of its advantages as the leading hotel of Boston no historical review is necessary. Suffice it to say, the travelers of fifty and sixty years ago knew it as Taft's Coffee House, and it was in 1845 that Mr. George Young came into control and gave it its present name. In 1876 Messrs. Hall & Whipple became proprietors, and were also running the Adams House. In 1884 they dissolved partnership, and Mr. J. Reed Whipple became sole proprietor of Young's. It early proved a magnet to the best people of the land, and under Mr. Whipple's management its success has been unprecedented in the history of hotel enterprises in this city. Possessed of a foundation understanding of the needs and desires of the public, he united marked executive capacity, sound judgment and unflinching energy, and, surrounding himself with a corps of partners and coadjutors of experience and ability, he has made Young's of to-day more popular than ever, enjoying the most extensive patronage, probably, of any hotel in Boston. Since 1875 Mr. Whipple has been obliged to enlarge the hotel no less than four times. It now comprises three connecting buildings, constructed of freestone, thoroughly fireproof, and containing two hundred and fifty rooms for guests. Its location is excellent. Directly central to the best business houses, the Post Office, City Hall, Court House, theaters and churches, and convenient of access from the steamships, steamboats, railway depots and street cars, it is the best house alike for the fastidious tourist, the commercial traveler and the transient guest. It is thoroughly attractive throughout, richly furnished, artistically decorated, and fitted with all modern improvements, including two passenger elevators, steam heat, electric lights, annunciators, repeating call bells, and everything in any way conducive to the comfort and welfare of guests. The house is conducted on the popular European plan, single rooms varying from \$1 to \$8 per day, and double rooms or those en suite from \$2 to \$12 per day, while the cuisine of Young's is justly renowned. Some twenty-five hundred people dine here daily, while among the numerous and prominent political and social clubs that dine here regularly are the Massachusetts Club, New England Club, Norfolk Club, Middlesex Club, Essex Club, Paint and Oil Trade Club, as well as various college societies. Its lobby is the favorite resort of the "powers" that preside over the destinies of the city and the State—albeit though it may be "behind the throne"—and the best review of Boston's notabilities can be had within its corridors when the political ball is rolling. Many a newspaper man has secured his best bon mots and most important articles of information within its walls. Its registers are eloquent with the names of departed notables such as Sumner, Wilson, Andrew, Bullock, Lowell, Phillips, and other Massachusetts men, as well as others now living whose influence is as potent in affairs of state. Young's may, in truth, be considered as the embodiment of those methods, principles and associations which ever attract the patronage of the leaders of the social, political and financial world. Such a hotel as Young's has the population of a small village. Yet its guests have extraordinary fare and every comfort. Humanity is catered for by wholesale, yet at the same time each individual guest receives as much attention as if he had one whole hotel to himself. It is this combination of large general figures with the closest attention to minute details which forms the chief problem of the hotel keeper and constitutes the real mystery of hotel keeping. Many persons would infer that the expense of tarrying at Young's would be enormous, but it is not so, for, considering the accommodations, the exclusiveness and quiet of the place, with its surroundings and desirable location, and the service and attention one receives, the rates are extremely moderate. It is patronized not only by people of great wealth, but by well-to-do persons of culture and refinement. Everybody is treated exactly alike and with the same affable attention, whether they be millionaires or in moderate circumstances. Young's is not only an inn but a home. There is not one room, from the lowest to the topmost floor, that is not like a beautiful apartment in a sumptuous home. The walls are decorated with the finest works of art, the beds are delicious resting places and as daintily equipped as any couch in the palace of a millionaire. There are no frayed and dusty carpets, no worn and threadbare upholstery, no bedspreads and blankets eloquent with the record of the departed; everything is fresh and tasty; alike appealing to physical enjoyment and æsthetic taste. One can, at Young's, combine the ease of boarding with the content and comfort of a well-ordered and beautiful home, while the house is admitted by all who have investigated the matter to be without a superior as regards ventilation, as the air is nowhere tainted by sewer gas or other disagreeable odor. The proprietors are liberal caterers, believing in the best and plenty of it, and their table is unexcelled in the country. Their wine cellars contain one of the largest and choicest assortments of fine wines to be found anywhere in America. The supplies of brandy, liqueurs, cordials, etc. necessarily kept here would stock several sample rooms of ordinary size. As to size, fireproof qualities, sanitary conditions, sunlight and ventilation, Young's Hotel has no superior and few equals on the continent. A word as to its management. In 1880 the firm of J. R. Whipple & Co. was organized by the admission to partnership with Mr. J. R. Whipple of Messrs. J. B. Whipple, W. H. La Pointe, R. F. Ford, C. I. Lindsay and C. M. Hart. The honored head of the house the same year secured control of the Parker House in this city, of which he was steward for six years previous to becoming part proprietor of the Parker House in this city, of which he was steward for six years previous to becoming part proprietor of Young's. Of the many successful hotel men of the country there are few endowed with the requisite capital requires not only nerve but special adaptation to the business, and an extensive acquaintance at home and abroad. Mr. Whipple is known to possess all the above qualifications, while he is fortunate in his co-partners at Young's, every one of whom is a master of some special department in this grand caravansary. With their knowledge, resources, facilities and thousand and one conveniences, this firm undertakes to do everything for their guests except to clothe them and pay their bills.

**B**OSTON LEAD MANUFACTURING COMPANY, Manufacturers of White Lead and Zinc, Etc., Office No. 162 Congress and Nos. 180 and 182 Franklin Streets.—The Boston Lead Manufacturing Company is prominently and popularly identified with the production of the highest grade of white lead known to the trade, and its name is a veritable trade-mark for purity, durability and superior excellence in that line of goods. This company was incorporated in 1879, under the laws of the State of Massachusetts, with a capital of \$450,000, as successors to the Boston Lead Company which was organized in 1829. The main offices of the company are at Nos. 162 Congress and 180 and 182 Franklin Streets, while their works are located in Boston Highlands and are the largest of their kind in New England. The output comprises white lead and zinc, dry and ground in oil; red lead and litharge, lead pipe and sheet lead, patent tin-lined pipe, pure block tin pipe, copper and iron pumps. The company has a cash capital of sufficient size and ample facilities for conducting all



branches of their business under the most favorable auspices and upon the largest scale. The officers and directors are as follows: President, Samuel Little; Treasurer, William J. Bride; Directors: Samuel Little, Phineas B. Smith, Alonzo W. Folsom, Chas. M. Clapp, Jacob Pfaff, Wm. P. Hunt and Thomas F. Temple. The foundation of the remarkable success achieved by this house lies undoubtedly in the complete knowledge of the business possessed by the management, which has always recognized the fact that the closest supervision over the smallest detail of factory work is as important as over business transactions of greater magnitude. They undertook at the outset to manufacture goods of a superior quality, and to keep the product at the very highest standard of quality and purity. From this policy the management has never wavered, and it is but little to say that under its present able management this house is certain to maintain the ascendancy in the future which it has ever held in the past, in this important and valuable industry. The wants of all patrons are met in every instance with unexampled promptness and satisfaction, while the officers and directors are experienced and reliable business men, whose high standing in commercial and trade circles places them far beyond the requirements of any praise which these pages could bestow.



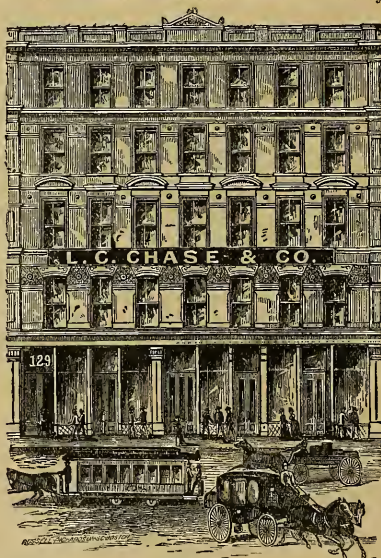
**JOHN I. BROWN & SONS**, Chemists and Manufacturers of Brown's Bronchial Troches for Coughs, Colds, Bronchitis, Hoarseness, Asthma, Catarrh, Etc., Nos. 185 Summer Street and 33 Farringdon Road, London.—Brown's Bronchial Troches have become known for their great excellence and efficacy from one end of the world to the other. They have been on the market for some fifty years, and their record is unequalled as a cure for coughs, colds, bronchitis, hoarseness, asthma, catarrh, etc. The foundation of this business was laid about the year 1765, by Stephen Thayer, as a druggist, on Washington Street. Mr. John I. Brown was apprenticed to the house to learn the drug business, and succeeded to the control of the business. The business premises were destroyed by fire in 1873, since which date the present site has been occupied. The great resources and unequalled facilities at hand for the systematic and successful prosecution of the business enable the Messrs. Brown to meet promptly every demand of their widespread trade, which reaches to all parts of the civilized world and is constantly on the increase, owing to the superiority, reliability and uniform excellence of their productions. Brown's Bronchial Troches are unqualifiedly the best remedy yet introduced to the public for coughs, colds, hoarseness, bronchitis and all diseases of the throat and lungs, and are invaluable for public speakers and singers. The house supplies jobbers in quantities to suit, at short notice, and places all transactions on a liberal and satisfactory basis. The Messrs. Brown are native Bostonians, in the active prime of life, and accounted among the representative manufacturers of the city, possessing the requisite energy to maintain the supremacy long enjoyed by this old and honorable house in its important field of usefulness.



**C. CHASE & CO.**, Manufacturers of Horse Clothing and Carriage Robes, Velours and Plushes, No. 129 Washington Street.—The elements of commercial success are seldom found in happier combination than in the case of the house of L. C. Chase & Co., who, as manufacturers of horse clothing and carriage robes, velours and plushes, have secured for their goods such wide celebrity, coupled with a trade of great and growing magnitude. This old and honored house was founded in 1857 by

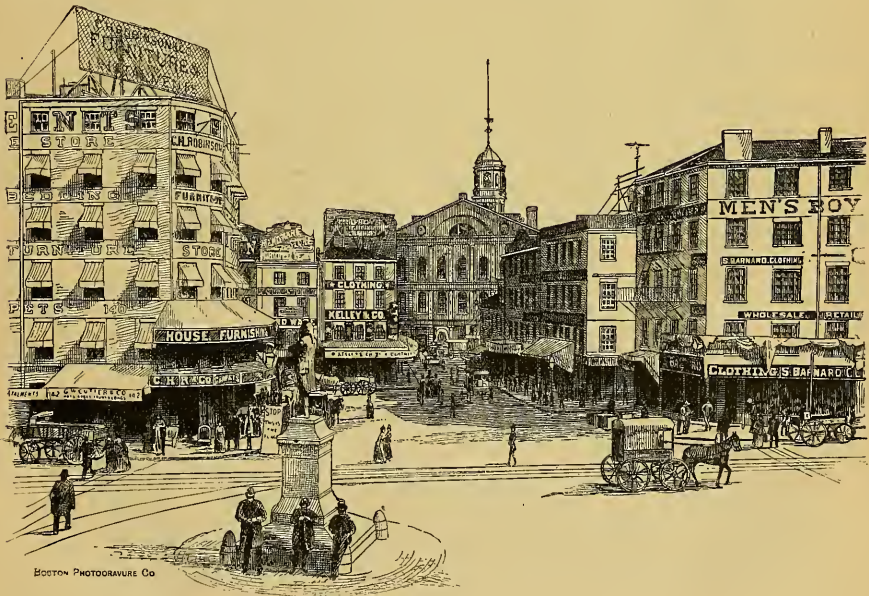
Messrs. L. C. and H. F. Chase, under the firm name of L. C. Chase & Co. In 1869, Mr. John Hopewell, Jr. was admitted to partnership, and in 1879 Messrs. O. F. Kendall and Frank Hopewell also became partners. In 1886 the Messrs. Chase retired from the firm, since which date the remaining partners have continued the business under the original firm name. The business premises comprise three floors, 75 x 100 feet, and one floor 200 x 100 feet, all of which splendid floor space is utilized for trade purposes at Nos. 125 to 129 Washington Street. They also have large storerooms on Hanover and Portland Streets for surplus stock. They give employment in this city to one hundred and fifty skilled hands in the manufacture of horse sheets, fly nets, light dusters and horse goods for general summer wear. They also handle the entire product of the Troy Mills, Troy, N. H. of which L. C. Chase & Co. are heavy stockholders; also the entire product of the Sanford Mills, Sanford, Me., of which Mr. John Hopewell, Jr., is treasurer, and Mr. Frank Hopewell is assistant treasurer, and where nine hundred hands are constantly employed, and have introduced the most popular original shades and patterns extant, so that the attractive array of these goods to be seen in their spacious salesrooms is sufficient evidence of the artistic taste and culture brought to bear upon the business. Here is displayed at all times a mammoth stock of horse blankets, carriage robes, velours and plushes, and all kinds of horse clothing, which is adapted to every class of trade throughout the United States. Quality has ever been the first consideration of this firm in the selection of all materials and in the production of their specialties, and they are recognized as authority in everything appertaining to this branch of trade, having successfully solved several problems insur-

ing greater efficiency and security in their goods. The substantial inducements offered by this firm both as to quality and price have had their natural result, and the trade of the house is thoroughly national in extent and eminently creditable in character. Branch offices are operated at No. 338 Broadway, New York, and No. 260 Fifth Avenue, Chicago; also another at San Francisco, and the house is represented upon the road by a corps of talented salesmen. The business aggregates over two million dollars per year, and is an important factor in retaining to Boston its due share of national trade supremacy. The copartners are all Massachusetts men by birth and training, members of the Home Market Club and the Boston Merchants' Association, and accounted among that class of public-spirited, energetic young business men who build up great enterprises in every avenue of commerce and trade





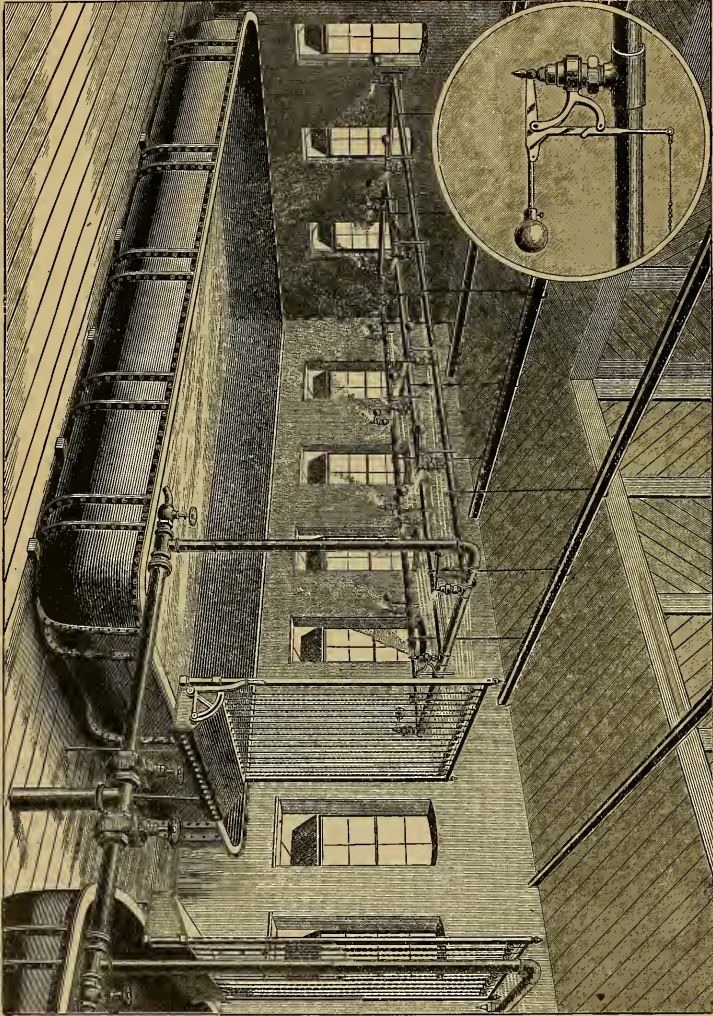
McCLINTOCK & WOODFALL, Civil Engineers, No. 23 Court Street.—The profession of a civil engineer is one of great responsibility, requiring superior ability, coupled with large practical experience. Standing amongst the foremost in this profession in Boston, by common consent, is the firm of Messrs. McClintock & Woodfall, whose offices are located at No. 23 Court Street. The co-partners, Messrs. W. E. McClintock and J. L. Woodfall, are able and expert engineers and surveyors, fully conversant with every detail and feature of their profession. Mr. McClintock has pursued the business of civil engineering since 1867, while Mr. Woodfall's experience dates back to 1883. They organized the present firm in April, 1890, and their services are in constant and important requisition in this and other cities. The fidelity and accuracy manifested by this responsible firm has been generally recognized, while their fame rests upon a lengthy and successful career. They are intrusted with the most important public and private work in their line in Boston and throughout New England, and wherever their ability is brought into play their reputation is extended and confirmed as leaders of their profession. They have made surveys for the sewer systems in the towns of Westfield, Revere, Gardner, East Hampton and Natick, in Massachusetts; for Bath and Calais, Maine, and St. Stephens and Milltown, New Brunswick; and made the roads and streets for Claremont, New Hampshire, and for Danvers, Medford, Melrose, Wakefield, Spencer, Whitman and Boston, in Massachusetts. They operate two steam rollers of fifteen tons each, and have unsurpassed facilities for macadamizing streets and roads; while they also contract for school house ventilating, and promptly undertake geodetic and topographical surveys and plans of cities, towns, villages and farms, and measurements of grading, brick and stone work; also, give particular attention to the sub-division of large properties into building lots, and to jury plans in road and other cases. Mr. McClintock is a native of Maine, and a prominent resident of Chelsea, Massachusetts. He was a member of the Government Coast Survey for eight years, was city engineer for Chelsea ten years, made the survey of the city of Boston for the State of Massachusetts in 1877 and '79, and was for some time with the Boston and Maine Railroad Company and re-located all their lines in the State of Massachusetts. He is a member of the American Society of Civil Engineers, and vice-president of the Boston Society Civil Engineers, and stands deservedly high in both social, professional and business life. Mr. Woodfall is a native of Lynn, Mass., a graduate of the Dartmouth Scientific School, and a conscientious, painstaking and progressive member of the engineering profession, combining his energy and vigor with the ripe experience of Mr. McClintock to form a firm of commanding influence, wide popularity and solid worth.



DOCK SQUARE



THE HANFORD-STANFORD COMPANY, No. 603 Sears Building.—The system of cooling liquids by aeration is essentially a modern institution, of quite recent origin, but it has become so indispensable to the brewing industry that it is a matter of wonder how they have managed to exist so long without it. The leader in the introduction of this system in Boston is the Hanford-Stanford Company which has patented devices for cooling and aerating beer in tubs or wort receivers. The object of the Hanford-Stanford apparatus is to place the hot beer in a surface cooler in the form of a spray and to utilize every



possible foot of the cooler surface for two reasons; first, to get a thorough hot aeration by so dividing the atomizers that the cooler is well covered, and avoiding intermingling of the spray; secondly greatly increased cooling



effect. After five years' practical work in this one branch of the brewing art, this company place before the trade the result of their experience, as shown in the present excellent apparatus. They guarantee a saving of fifty per cent. in time of cooling, a large saving in refrigerating liquids and water, an improved yeast and fermentation, and a resulting beer of better keeping qualities than by the present method. It shows the highly beneficial effect of a hot aeration upon beer, and the resulting yeast is of first-class fermenting power, cells large, uniform, settling quickly and proving conclusively that oxygen is of the first importance in the formation and perpetuation of a healthy yeast. Reference is made to the following among the many using this apparatus, to wit: The Bergner & Engel Brewing Company, Philadelphia; Anheuser-Busch Brewing Association, St. Louis; R. F. Haffenreffer & Co., Frank Jones Brewing Company, Boston; Jacob Ruppert, Peter Doelger, Wm. A. Miles Brewing Company, the Consumers Brewing Company [Limited], the John Kress Brewing Company, New York City; Prospect Brewing Company, Chr. Schmidt, Class & Nachod Brewing Company, F. A. Poth, Arnholdt & Schaefer Brewing Company, Philadelphia; Budweiser Brewing Company, Long Island Brewing Company, Brooklyn; P. Schoenhofen Brewing Company, Ernst Fecker Brewing Company, McAvoy Brewing Company, Ernst Bros. United States Branch Brewing Company; Wacker & Birk, Chicago; Chr. Moerlein Brewing Company, Cincinnati; the National Brewing Company; Geo. Bauernschmidt Brewing Company, Baltimore; Jos. Hensler Brewing Company, Newark, N. J.; Chr. Heurich Brewing Company, Washington, D. C.; Quinnciac Brewing Company, New Haven, Conn.; Wm. Peter Brewing Company, Union Hill, N. J. The president, Mr. Hanford, and the general manager, Mr. Stanford, are the inventors of the apparatus and give their close personal attention to the promotion of the best interests of the company. Under its present management the continued success and permanent prosperity of the company is well assured.

**E**LECTRIC GAS LIGHTING COMPANY, Manufacturers of Electric Gas Lighting Apparatus and Electrical Goods in General, No. 195 Devonshire Street.—Within five years electricity has accomplished more than the steam engine did in half a century. Prominent among the corporations which are the legitimate outgrowth of the wonderful application of electricity in the service of man should be named the Electric Gas Lighting Company of this city, whose office and salesroom are located at No. 195 Devonshire Street, with factory at No. 173 same street. This company is the recognized representative of all that is best, safest and most advanced in the field of domestic electrical appliances. It was incorporated in 1882, under the laws of the State of Maine, with a capital of \$250,000, and is officered as follows, viz.: President, Joseph S. Fay; Vice-President and General Manager, Louis W. Burnham; Treasurer, William W. Burnham; Secretary, Arthur Drew; Corporation Clerk, J. Frank Lang; Board of directors: Joseph S. Fay, Boston, Mass.; Francis C. Foster, Cambridge, Mass.; Ezekiel G. Byam, Boston, Mass.; John Hopewell, Jr., Boston, Mass.; Alvan A. Sweet, Newton, Mass.; Jacob M. Haskell, Boston, Mass.; Louis W. Burnham, Boston, Mass. The company are extensive manufacturers, importers and wholesale dealers in electrical house, hotel, church, theater and office furnishings, including call bells, annunciators, electric gas lighting apparatus, frictional lighting goods, electro-mechanical gongs, electric door locks and openers, cut-outs, small electro motors, batteries and battery materials; also sole manufacturing agents for the United States of the celebrated "Samson" (French) battery. Also general electrical goods, such as bell outfits, magneto and extension bells, fire alarm and burglar alarm supplies, electro-medical apparatus, fine electrical and telegraph instruments and supplies, insulated wires and cables, electric light and line supplies, etc., etc. It has captured the newest inventions and most valuable patents that cover the system of electric gas lighting, its latest acquisition being the A. L. Bogart patents, purchased in 1891, and their specialities are now recognized as possessing elements of superiority found in no other similar inventions. The United States courts have recently decided that their ratchet-wheel, hand-lighting gas burners are protected by letters patent, which security will encourage the constant improvement of the property by the company, and enable them to give the trade the benefit of uniform prices. Their other specialties include billiard table burners, gasoline gas lighting apparatus, luminous gas lighting goods, the dynamo gas lighter, wires for electric gas lighting uses, multiple gas lighting apparatus, frictional machines and jump spark burners, flash lighting burners, the "Star" electro-mechanical gong, the "Brodie" limited alarm bell, the "Lane" monitor bell, magneto and extension bells, the "Tirrell" gravity drop and the "Hub" needle annunciators, the burglar alarm annunciator, the Thaxter electric lock, the electric door opener, electric alarm matting, burglar alarm door and window springs, electro-medical batteries, battery chemicals and supplies, pocket galvanometers, electricians' pocket tool kit, miniature incandescent lamps, toy motors, the electric alarm clock, the Manhattan telephone, insulated wires and cables, etc. The trade is promptly supplied in quantities to suit, and a fine, growing trade is enjoyed in Boston, New York, Brooklyn, Philadelphia, Chicago, St. Louis, Baltimore, Cincinnati, Cleveland, Pittsburg, Buffalo, Washington, Louisville, Detroit, Milwaukee, Providence, Kansas City, St. Paul, Minneapolis, Atlanta, Denver, San Francisco, Omaha, Memphis, Nashville, Toledo, Albany, Troy, Worcester, Springfield, Lowell, Lawrence and other cities of the Union. President Fay and General Manager Burnham are gentlemen of executive ability. Conservative, yet progressive, they have ever retained the confidence of our leading financial and commercial circles, and are conspicuously successful in this great enterprise. Treasurer Burnham and Secretary Drew are also competent officials, while the entire board of officers and directors are doing all in their power to perfect and extend the most complete system of electric gas lighting known.

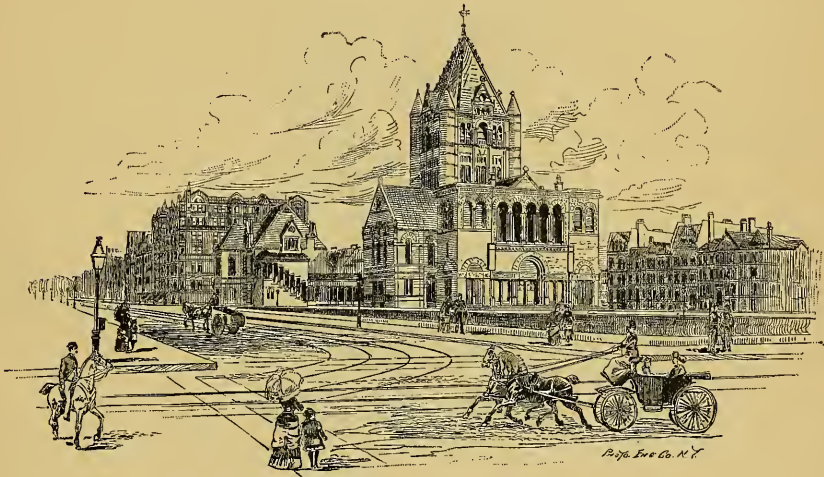
**N**EW ENGLAND MUTUAL ACCIDENT ASSOCIATION, Office, Cushing Building, No. 85 Water Street, Rooms 23, 34, 35 and 36.—Fate and chance are the two uncontrollable factors in every man's life. Struggle as he may, be prudent as he can, the unknown events of the future bear down upon him with resistless force, and in a second he may be swept away to a violent death or meet with serious and disabling injuries. It is estimated that yearly one in six of the human race becomes the victim of accidental injury in one form or another; and in this active age, bristling with the dangers of rapid transit, electric currents, lofty buildings, more frequent sea voyages and the thousand and one complications of civilization, how necessary it is to exercise the utmost prudence. In this connection we would advise our readers to investigate the inducements offered by the New England Mutual Accident Association, whose home office is located at No. 85 Water Street. This association was organized in 1884, under the laws of the State of Massachusetts and is the largest and most successful accident insurance association in New England, doing business in twenty-two different States of the Union, with a large membership and cash assets in proportion. The "New England" provides every desirable feature offered by its competitors, besides the following liberal and distinctive features not possessed by other companies. It extends its benefits to all



desirable risks, thus securing the greatest possible strength and broadening the field of its labors and usefulness. The rating is arranged so as to make the cost as nearly as possible the same under each classification, while payments may be varied to equalize the apportionment. Each classification is thus made practically self-sustaining, while the association insures absolute protection, liberal indemnity, and all valid claims are promptly paid. Under able and honorable executive management the association has made an enviable record and is extending its beneficent influence to all parts of the country. Its cash assets January 1, 1891, were \$46,714.32; amount of insurance in force, over \$37,000,000.00. The officers and directors of the association are as follows: President, Hon. Augustus P. Martin, Boston, Mass., of Messrs. A. P. Martin & Co., ex-mayor of the city of Boston, and former president New England Shoe and Leather Association; Vice-President, Charles E. Carpenter, Providence, R. I., Messrs. Earl Carpenter & Sons; Vice-President, Benjamin H. Ticknor, Boston, Mass., of Messrs. Ticknor & Co., publishers; Secretary and General Manager, Benjamin F. Dyer, Melrose, Mass., Treasurer, Sylvester S. Coats, Melrose, Mass.; Medical Director, John A. Follett, M. D., Boston, Mass. Other directors: William A. Robinson, New Bedford and Providence, of Messrs. W. A. Robinson & Co.; Henry H. Earl, Fall River, Mass.; William R. Gray, Boston, Mass.; F. J. Moore, superintendent of agencies and manager claim department. These gentlemen form an official board which commands the respect and confidence of the public generally, and assures the perpetuity of the organization. On account of the fact that with business and professional men disability is more frequently of a partial nature than that of those engaged in more hazardous occupations, it very frequently happens that under the ordinary form of policy issued by nearly all accident companies the insured is not entitled to recover for entire loss of time sustained in consequence of an accidental injury, the right to recover being limited to the period of *total disability*. In other words, the ordinary contracts fall short of securing to the insured the full measure of what is desired, which is, undoubtedly, indemnity for actual loss of time sustained, regardless of whether disability be *total or partial*. Realizing this fact, the "New England" has recently introduced a form of policy known as the "Ideal," which is original with the "New England," and issued only by this Association. It is deservedly popular with business and professional men, and secures to the insured indemnity for entire loss of time sustained by accidental injury up to fifty-two weeks. The advantages of the "Ideal," form of policy will be readily appreciated by the following comparison: **WEEKLY INDEMNITY AS PROVIDED BY THE ORDINARY POLICY:** Right to recover, limited to the period of time during which the insured is wholly disabled from performing any and every kind of business pertaining to his occupation. **WEEKLY INDEMNITY AS PROVIDED BY THE "IDEAL" POLICY ORIGINAL WITH THE "NEW ENGLAND":** Right to recover indemnity for actual loss of time necessarily sustained, whether disability be total or partial.



**FULLER, HARDING & CO.**, Bankers, No. 60 Devonshire Street.—Boston has long been a leading center in this country for banking and stock operations, and the transactions daily carried on in this line constitute an important factor in the advancement of the city's financial strength and prosperity. A successful firm engaged in this line of enterprise is that of Messrs. Fuller, Harding & Co., bankers and brokers, whose office is at No. 60 Devonshire Street. The firm sustains an excellent reputation and has first-class connections with the financial centers of the country. Their New York correspondents are John H. Davis & Co. The business of this favorably known house was established in 1888 by the present firm, the copartners being Messrs. Wirt X. Fuller and Theo. P. Harding, both natives of Boston, and experienced, energetic business men. Mr. Fuller was for a time engaged with S. Westcott & Son, leather dealers, afterwards becoming a member of the banking firm of Cordley, Young & Fuller. Mr. Harding, who was with the latter firm, is a member of the Boston Stock Exchange, and has had ten years' valuable experience in his vocation. The firm have a private wire to New York, their office is equipped with stock tickers, and the latest news of the financial world is always at their command. They carry on a general business in buying and selling, and carrying on margin stocks of all kinds listed on the exchanges, also handle investment securities and first-class commercial paper, and negotiate loans, etc. All transactions are intelligently directed, and customers have their interest advanced in the most substantial way possible.

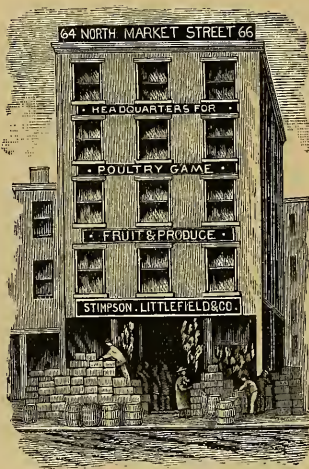


BOYLSTON STREET, FROM COPLEY SQUARE.



**WALTER R. MORSE & CO.**, Manufacturers' Agents, Converters of Cotton Goods and Dry Goods Commission, No. 290 Devonshire Street.—Among the commercial enterprises of this city there are none which occupy a more prominent position in relation to the general thrift than that in which the house of Walter R. Morse & Co., is engaged,—the firm being manufacturers' agents, converters of cotton goods, and dry goods commission merchants. The business of this now widely known concern was organized many years ago by John A. D. Gross & Co., and five years since Mr. Walter R. Morse succeeded to the business, becoming sole proprietor in 1887, since which he has conducted operations under the present firm name. The premises occupied comprise two spacious floors, 25 x 100 feet in dimensions, excellently arranged with every convenience for the manipulation of goods, and all facilities for the systematic dispatch of the active trade supplied. The firm are agents for wadding, batting, twine, wicks, wicking and serim manufacturers, and are also converters of cotton piece goods, selling to the jobbing trade exclusively. The trade supplied extends to all parts of the United States. Mr. Morse is a native of Boston, has always resided here, and is popular in every circle where he is known.

**S**TIMPSON, LITTLEFIELD & CO., Commission Merchants, Nos. 64 and 66 N. Market and 3 and 5 North Streets.—An example of the attainments that are possible by a wise combination of energy and enterprise, with a thorough knowledge of the business, is to be seen in the success achieved by the well-known house of Messrs. Stimpson, Littlefield & Co., commission merchants in Produce, Poultry and Game, at Nos. 64 and 66 N. Market and 3 and 5 North Street. This representative house was founded in 1865, by Mr. J. F. Littlefield, and in 1890 his interests were consolidated with those of Mr. W. H. Stimpson, who had been a member of the firm of Stimpson, Murray & Co. since 1879; and the present firm was organized. They make a specialty of poultry and game all the year round and southern fruit and country produce in the summer; and their business has grown to a magnitude that is equaled by but few houses in the same line in the city. Their spacious and well-equipped premises have become a regular exchange market for all goods in their line. Every convenience is provided for receiving, storing and delivering the heavy consignments of goods handled, including



ample cold storage on the premises and large warehouse accommodations at No. 55 Fulton Street. The extensive business they now control, with connections in all parts of the United States, is a substantial tribute to the energy and good judgment of the management; and their total sales in 1890 aggregated over half a million dollars. They refer to the Fourth National Bank of Boston, the Boston Fruit & Produce Exchange, and to any Mercantile Agency in the country; while to those consigning goods in their line to Boston we can say with entire candor that no house anywhere can do better for them than the above firm; while purchasers will find here the very goods wanted and all orders will receive prompt and careful attention. Mr. Stimpson is a native of Boston, a member of the A. F. and A. M., I. O. O. F., the K. of H., the A. O. of U. W., the Royal Arcanum and the K. T.; while Mr. Littlefield was born in Maine and came to Boston in 1856. Both gentlemen are members of the Chamber of Commerce and share the esteem and confidence of the entire trade.



N.Y. OFFICE

H. B. CLAFLIN CO

# RICHARDSON, HOWE & LOVEJOY

MANUFACTURERS OF  
**WRAPPERS,**  
**LADIES COTTON**  
**UNDERWEAR,**  
**APRONS, ETC.**

120 KINGSTON ST.

**BOSTON.**

The originators of the manufacture of wrappers and aprons in New England were Messrs. Richardson, Howe & Lovejoy, whose establishment is located at No. 120 Kingston Street. This firm began business in 1876 on Avon Street, continuing there three years when they removed to 42 Chauncy Street, where they remained until 1889, when a removal to the present

address was effected. Here they occupy a floor having an area of 20,800 square feet, one-third of which space is used for wareroom purposes, the other two-thirds for a manufactory, where two hundred hands are employed. The firm also have a factory at Gloucester, Mass., where they employ one hundred and ten hands. They maintained a branch establishment at No. 338 Broadway, New York, until January 1st, 1892, where they located themselves with the H. B. Claflin Co. This is not only the first concern, but the largest of the kind in New England. The trade, which is exclusively wholesale, extends all over the United States, and is steadily increasing in volume. The firm manufacture a general line of wrappers, ladies' cotton underwear, aprons, etc., all of superior quality, well-made and durable. A very heavy stock is at all times carried, and orders are filled upon the most favorable terms. The members of the firm are Messrs. Henry Richardson, Henry F. Howe and Herbert M. Lovejoy. Mr. Richardson is a native of Dedham, Mass., Mr. Howe of New York, Mr. Lovejoy of New Hampshire. They have long resided in Boston, and are prominently known in commercial and social circles.

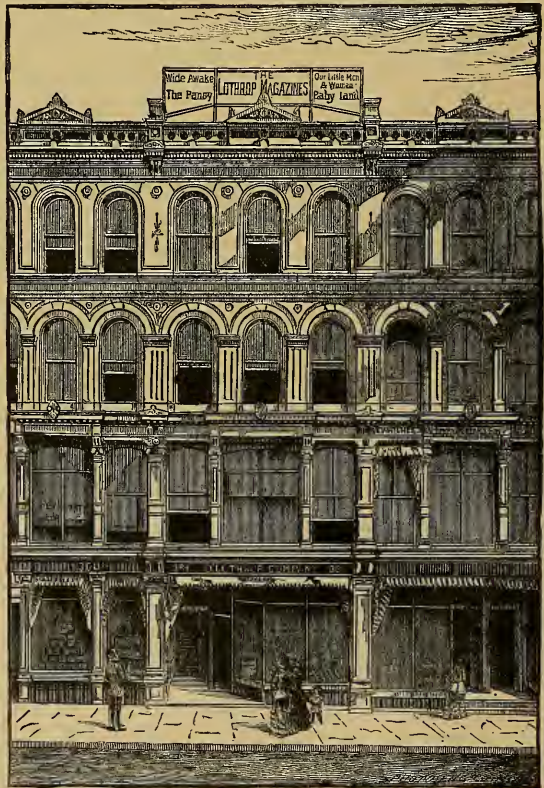


**PETTINGELL, ANDREWS CO.,** Electric Light Supplies and Electric Railway Supplies, Nos. 192-202 Summer Street.—There are numerous manufacturing establishments represented in Boston that maintain an active trade and do a large annual business in their respective lines of goods, but it is only here and there that we find a great representative concern, alert to avail itself of every method and every invention which can in any way tend to improve the quality or extend the field of usefulness for its goods. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent with the largest consumers of its specialties for permanent customers. An apt illustration is afforded by the Pettingell, Andrews Company, of Nos. 192 to 202 Summer Street. This company are extensive manufacturers of, and dealers in electric light and electric railway supplies of every description, and are especially prominent as sole New England agents for the Okonite Co. of New York and London, manufacturers of Okonite wires and cables, also, for Lang, Wharton & Downs, of London, electrical supplies; and the Economic Electric Co. of Boston, lamp manufacturers. The business was originally established in 1888, by Messrs. Pettingell, Andrews & Co., and in June, 1890, the present company was incorporated, under the laws of the State of Maine, with a capital of \$200,000, and with F. E. Pettingell, president; D. A. Andrews, Jr., vice-president; D. A. Andrews, treasurer; C. B. Price, secretary. When the friction of competition rules more closely than ever, as is the case to-day, it is only those who have full confidence in their resources who can possibly come to the front. The great and gratifying success already achieved by this company is due not only to its influential connections and ample resources, but also to the knowledge of all details and processes possessed by its officers. They are practical men at the business, and give it the benefit of their close personal attention. They handle all makes and kinds of electrical supplies, and for standard and reliable productions in this line they challenge competition. They have become especially prominent in furnishing electric railway supplies, and among their patrons in New England may be mentioned among others, the Newburyport & Amesbury Electric Railway Co., the Springfield Street Railway Co., the Holyoke Street Railway Co., the Gloucester Street Railway Co., the Concord Street Railway Co., the Bangor Street Railway Co., and the West End Street Railway Co., of Boston. The company also ship large quantities of supplies to South America, Mexico, England and Canada, as well as to all parts of the United States, and are the owners of the H. E. Swift Manufacturing Co. of Boston. All orders receive immediate and careful attention, and the company is recognized as an important factor in the electrical field. The officers are well and favorably known in Boston as enterprising and reliable business men, of marked executive ability and sterling personal worth, under whose guidance the permanent prosperity of this company is well assured.

**D**LOTHROP COMPANY, Publishers, Nos. 364 and 366 Washington Street.—Mr. Daniel Lothrop, the founder, and head of the firm which bears his name, is one of the New Hampshire boys who have done so much to build up the prosperity and the honor of Massachusetts. He was born in Rochester, N. H., August 11, 1831. On the paternal side, he is descended from Mark Lothrop, who settled in Salem, in 1643, his line subsequently joining that of Priscilla and John Alden of "the Mayflower." On the maternal side, his ancestry dates from William Horne of Horne's Hill, Dover, N. H. He was a diligent student, being a remarkable mathematician, and having a most retentive memory. He was ready to enter college when he was fourteen, but wise friends advised him to wait a year in order that his physique might be brought up to his intellectual growth; and during this time, circumstances thrust him into the arena of business, where he now exerts one of the broadest influences of any of Boston's merchants; an influence which penetrates the life of our whole people, and has made known his name and work to the entire English speaking world. With inexhaustible energy and great executive and financial ability, he has built up the well-known publish-



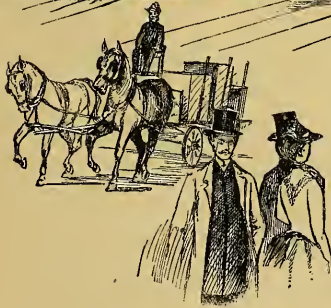
ing house of the D. Lothrop Co., gradually maturing his plans for his life's campaign—the publication of wholesome books for all. In 1850, Mr. Lothrop bought out a bookstore in Dover, N. H., which soon became one of the largest in New England, and the literary center of the town, a favorite meeting-place of bright and educated men and women, alive to the questions of the day. In 1868, he began his publishing business in Boston, being a pioneer, and more than a pioneer—a discoverer of the vast possibilities of a literature distinctively created for young people. The seeds which he scattered with a generous hand, on what had been regarded as a barren field, soon brought forth a bounteous harvest. And from this point onward, the development of juvenile taste, and the prosperous growth of the publishing house of Lothrop, have been so intimate, that it is impossible to contemplate one without measuring the other. Success attending his unflagging efforts, Mr. Lothrop now offered liberal prizes for manuscripts; new blood was thus introduced into the veins of the old literary life. And with it came a marvellous change in this class of publications, for the head of the house was indefatigable in his efforts to foster ambition, and to bring to the surface latent talent. From the start he has encouraged American authors, being a true American at heart, and has issued more books written by Americans, than any other publisher. From the commencement, Mr. Lothrop has adhered rigidly, and it may be said heroically, to his determination not to publish a work merely sensational, no matter what chances of



D. LOTHROP COMPANY'S WASHINGTON ST. STORE, NOS. 364 AND 366.



COFFIN, ALTEMUS & CO., Dry Goods Commission Merchants, No. 53 Avon Street.—The commission merchant and manufactures' agent occupies a very important position in the industries of the present day, and a conspicuous example of his influence in the dry goods trade is afforded in the firm of Messrs. Coffin, Altemus & Co., of New York, Philadelphia, Boston and Baltimore, whose Boston house is located at No. 53 Avon Street. This firm are dry goods commission merchants of large experience and a high repute, and enjoy a trade thoroughly national in extent and eminently creditable in character. They are especially promi-



POST OFFICE SQUARE.  
SHOWING MUTUAL LIFE INS. CO. BUILDING

nent in the trade as agents for Washington prints, the Glasgow Company, the Farr Alpaca Company; Barnaby Mfg. Co.'s fine zephyr gingham; H. & D. Henry, wool flannels; Pembroke wide sheetings; Seville, Schofield, Son & Co., blankets; and for the Williamsville Mfg. Co.; the Slater Cotton Company, manufacturers of the celebrated "Pride of the West" bleached cotton; Powhatan Mills, Centerville Mills, Davol Mills, Valley Falls Company, Monohansett Mfg. Co., Elmwood Mills, Thistle Mills, Ballou Co., Attawaugan Mills, Trion Mfg. Co., Hamlet Mills and the Forestdale Mfg. Co. This firm are represented in Boston by Mr. Warren M. Whiting, who has been their manager here for the past nine years, and is a dry goods merchant of twenty-three years' experience. He was formerly with Messrs. J. S. & E. Wright & Co., of Boston, and is a gentleman of wide acquaintance and eminent popularity in the trade. His office contains a complete line of samples of the products of the

above famous concerns, and the entire Boston and New England trade is supplied from this agency, all orders being shipped direct from the mills at manufacturers' prices, by which means a large saving of freight and expense is saved to the jobbers and cutters. All orders by mail or telegraph are promptly filled, and terms are made invariably satisfactory to buyers. The principal office of the firm is at No. 220 Chestnut Street, Philadelphia, with other branches at Worth Street, New York, and German Street, Baltimore; and their business is an important factor in such New England trade centers as Providence, Lowell, Hartford, New Haven, Worcester, Springfield, Manchester, Concord, Lawrence, Lynn, Portland, Bridgeport, Burlington, Rutland, St. Albans, Montpelier, Brattleboro, Nashua, Newport, Fitchburg, Salem, Lewiston, Bangor, Pawtucket, Augusta, Woonsocket, Norwich, Norwalk, Northampton, New London and others too numerous to mention here. Mr. Whiting, the manager here, is painstaking in his efforts to meet the wishes and supply the demands of the trade, and is a gentleman of thorough reliability, with whom it will be found both pleasant and profitable to deal.



**LAMPRECHT BROTHERS & CO.**, Bankers, Room No. 313 Exchange Building, No. 53 State Street.—The rapidly accumulating wealth of the American people is forcibly illustrated by the constant demand for investments suitable for savings and trust funds. Municipal bonds rank next to "Governments" in point of safety, and Boston banking houses have been eminently successful in selecting the various classes of these securities which possess the most favorable qualifications for permanent investment.

A widely known banking house making a specialty of high grade municipal bonds is that of Lamprecht Brothers & Co., whose offices are located in the Exchange Building, No. 53 State Street, Boston, Mass., and at No. 113 Superior Street, Cleveland, Ohio, where the business was established in 1882. The firm have devoted their closest attention to this branch of finance, and offer at all times a choice list of securities carefully selected to meet the most conservative requirements.



**AMARACK MINING COMPANY**, Office, No. 199 Washington Street.—Among the most desirable forms of investment now offering are the securities of the Tamarack Mining Company, whose main office is located at No. 199 Washington Street, and which was incorporated in 1882, to acquire and develop a most valuable tract of copper mining territory in Michigan. They have a capital stock of \$1,250,000, divided into 50,000 shares of \$25 each, and the following are the board of directors, to wit:

A. S. Bigelow, president; Hon. Franklin Fairbanks, Charles Van Brunt, A. W. Spencer, Edward S. Grew, John N. Denison, John Daniell. The secretary and treasurer is Mr. Thomas Nelson of this city. The property of the company includes 1140 acres of land, and a full working plant, with four shafts, and all the latest improved machinery for mining copper. They own one of the richest veins of copper ore in the country, while the mine is unusually well situated as regards perfect transportation facilities, cheap fuel and cheap labor. The ore is readily worked, and the ingot copper produced is of the highest quality for all purposes of the arts, industries and coinage. The company is thoroughly organized, its affairs are progressing most favorably under the supervision of the executive officers, and the superintendent at the mine, Mr. John Daniell, and with the splendid prospects before it, the Tamarack is certain to continue a steady dividend payer. As regards cost, the results achieved by this company in mining copper have never before been equaled. Its mine has yielded over 10,000,000 pounds of refined copper in a single year, for which it realized upwards of \$1,400,000.00, while its cost to the company was not over six cents per pound. The company are now paying dividends at the rate of \$16.00 per share annually, and its stock is held by many of our conservative capitalists as one of the choicest and most remunerative of investments. Superintendent Daniell is a mining expert of large experience, in every way qualified to economically and successfully work the mines, while the officers and directors are widely and favorably known in the financial world, and form a tower of strength to any enterprise with which they may be identified.



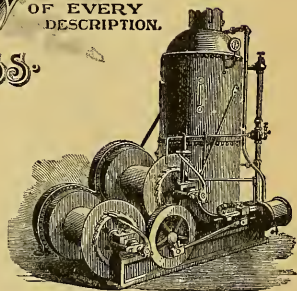
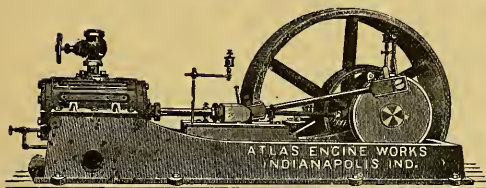
**ELLSWORTH & PIEHLER**, Furriers, No. 2 Bromfield Street, Corner Washington.—The manufacture of various descriptions of fine fur garments in this country is an industry which has for many years steadily increased in magnitude and importance, and is at the present day a branch of commercial enterprise second to none in importance, popularity and public interest. One of the most enterprising and successful houses engaged exclusively in the fur trade in Boston is that of Messrs.

Ellsworth & Piehler, located at No. 2 Bromfield Street, corner of Washington. This firm are manufacturers and direct importers of fine fur goods for the retail trade, and make a leading specialty of seal garments. The business was originally established in 1888, by Messrs. Crazz, Ellsworth & Piehler, the present firm succeeding to the control in 1891. Both partners are practical furriers of large experience and established reputation, while their high personal character is universally regarded as an ample guarantee of the excellence and value of the goods in which they deal. They operate a well-equipped factory at No. 17 Bromfield Street, where they give employment to skilled hands only, whose work is always closely scrutinized by the proprietors, who are leading authorities in America on all that appertains to furs, from their raw state until they are fashioned to adorn the fairest wearers. There is an exclusive fur store, where the most magnificent seal saques, dolmans, ulsters, wraps and jackets are obtainable at the very lowest prices. In fact, owing to their wide connections on both sides the water, the quotations of this firm range under those usually asked for inferior goods elsewhere. It is of vital importance to buy right, when the investment is in a fine fur garment, and this is the place of all others to patronize, as thousands of the best-dressed ladies of New England know through personal experience. Here are always in stock comprehensive assortments of capes, muffis, boas, collars, gloves, caps, rugs and small furs generally, all of the best material, carefully and skillfully made, beautifully trimmed and finished, and quoted at remarkably low prices. The firm also store, insure and repair furs, and send goods to all parts of the Union. The members of this firm are Messrs. I. H. B. Ellsworth and Otto J. Piehler. Mr. Ellsworth was born in Newburyport, Mass., where he was in business for a period of sixteen years; was also in the house of A. N. Cook & Co. for twenty-three years, and has received the patronage of some customers throughout all his forty years' business career. Mr. Piehler is a native Bostonian, with A. N. Cook & Co. for ten years, an expert and practical furrier, and a young man of high social and business standing.



**J. H. Houghton**  
**LIDGERWOOD MFG. CO.**  
**LIDGERWOOD & BOILERS.**  
**HOISTING ENGINES & BOILERS.**  
**ATLAS ENGINE WORKS.**  
**PORTABLE & STATIONARY ENGINES.**  
**GORTON & LIDGERWOOD CO.**  
**HOUSE HEATING BOILERS.**  
 BOILERS OF EVERY DESCRIPTION.  
 201 Congress Street BOSTON MASS.

WIRE ROPE,  
 STONE CRUSHERS,  
 ROCK DRILLS,  
 ETC.



**H**OISTING ENGINES, 300 different styles and sizes. SELF-CONTAINED ENGINES. PLAIN SLIDE VALVE ENGINES. AUTOMATIC SLIDE VALVE ENGINES. PLAIN HEAVY DUTY ENGINES. AUTOMATIC HEAVY DUTY ENGINES. HORIZONTAL TUBULAR, LOCOMOTIVE and VERTICAL BOILERS. Large stock of Engines on hand for immediate delivery. Complete steam plants furnished and set up in any part of New England.—The largest and finest stock of engines and boilers in Boston is to be found at this establishment, whose proprietor is the New England agent for the Lidgerwood Manufacturing Company, the largest manufacturers of hoisting engines and boilers in the United State; and who build over three hundred different styles and sizes of hoisting engines, and have over eight thousand engines in operation; the Atlas Engine Works, the largest manufacturers of portable and stationary engines in the country; the Gorton & Lidgerwood Co., house-heating boilers; steam Road Rollers, etc., while he also deals extensively in stone crushers, wire rope, rock drills, and boilers of every description. Mr. Houghton is a practical machinist and engineer of thirty-five years' experience, and established his present business here in 1883. No house engaged in this important line of mercantile activity in Boston maintains a higher standing in the trade, and few, if any, enjoy so large a measure of recognition, its annual sales reaching a very handsome figure. The business is conducted on the soundest and most progressive principles, and its management is characterized by energy, sagacity and judicious enterprise, coupled with strict integrity. All persons having dealings with this house are certain to find the same of a very satisfactory character. The boilers handled by Mr. Houghton are of every size, style and variety, and are of a character for utility, reliability and uniform excellence that command universal attention and win the confidence of close and discriminating buyers. The Atlas Engine Works have included in their engines every improvement that conduces to economy in running and increased horse-power. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. Every engine is critically examined before shipment, and the products of these works may be truthfully said to be hourly running to the extent of many thousand horse-power in every State in the Union. The prices are at bed rock, and quality considered, are the cheapest quoted by any engine works in the land. Mr. Houghton is prepared to supply these splendid engines, and the other important specialties handled by him, at the shortest notice to customers in any part of New England, style and power being specially adapted to the wants of purchasers. Those of our readers contemplating the purchase of anything in this line, should communicate at once with Mr. Houghton. They will save money and obtain better service through him than by dealing with any other house in New England.



**THE THIRD NATIONAL BANK**, Moses Williams, president; Francis B. Sears, vice-president; Frederick S. Davis, cashier; Andrew Robeson, manager of safe deposit vaults; Exchange Building, Corner State and Kilby Streets.—Boston has long afforded one of the most desirable and profitable fields for legitimate banking in the United States. The present prosperous era in the business world, finds the leading financial institutions of Boston better prepared than ever to meet all demands of trade, and handle satisfactorily the vast business that is offered. Representative among the number of her banking institutions stands the Third National Bank which under sound and conservative management has had a remarkably prosperous career. It was incorporated in 1863, with a capital of \$300,000, which was increased in 1881 to \$600,000 and 1889 to \$1,000,000, and on October 1st, to \$2,000,000. It transacts a general banking business, and one of enormous magnitude; making collections on all points through its chain of correspondents, which include the National Park Bank, the Phenix National Bank, Drexel, Morgan & Co., and Bank of New York, New York; the First National Bank, of Chicago; Drexel & Co., of Philadelphia; the Union Bank of London Eng.; the London and San Francisco Bank of San Francisco; Boston National of Seattle, issuing draft on London, buying and selling foreign exchange, handling first-class commercial paper, and in every way seeking its customers' best interests and affording them perfect financial facilities. Its officers and directors are as follows, viz.: President, Moses Williams; vice-president, Francis B. Sears; cashier, Frederick S. Davis; manager of Safe Deposit Vaults, Andrew Robeson; directors, Royal E. Robbins, Benjamin F. Brown, Thomas O. Richardson, Moses Williams, Otis E. Weld, Benjamin F. Stevens, Francis B. Sears, Charles A. Welch, Henry B. Endicott, Jerome Jones, William L. Chase, Edward Atkinson, George E. Keith, Charles E. Sampson and Joseph B. Russell. A more thoroughly representative and efficient board could not be constituted, and their ripe experience is manifest in the course of the bank, which has the endorsement of the foremost authorities in finance. Its sound and healthy condition is best shown by the annual statement, made September 23, 1891. Capital stock \$2,000,000, surplus fund \$75,000, undivided profits, \$94,177.37, individual deposits \$3,681,189.56. This bank has recently taken possession of new and elegant quarters in the Exchange Building, with entrance at the corner of State and Kilby Streets and which form a suite of the finest banking-rooms in the city. A safe deposit department was added to the facilities of this bank during 1891, and this branch of the business is safely housed and ably directed. The safe deposit vault has six compartments, with a capacity of 15,000 boxes. This vault is massive in its construction, splendidly equipped with time locks and heavy doors, and was built by George L. Damon, of this city. Three coupon rooms are connected, which contain sixty-five small chambers for the use of patrons. Beyond is the ladies' clipping-room, with twelve compartments, a reading-room and all accessories, with a lady attendant. The banking-rooms and private offices are magnificent in their appointments and furnishings, and one-fourth of an acre of floor space is occupied in the business of the bank. The president, Mr. Williams, has been at the helm since November, 1885, and is a prominent attorney-at-law, with a business record of the most creditable character. The vice-president, Mr. Sears was cashier from 1873 to 1890, and has been connected with the bank since 1864, promoting its interests with fidelity and acceptability in every capacity. The cashier, Mr. Davis, has been engaged in the banking business for forty years; was cashier of the Traders National Bank for thirty years and its president two years, previous to accepting his present position in 1890; and is a financier of ripe experience and wide acquaintance, whose opinions are of weight in banking circles.



**DYER, RICE & CO.**, Hats, Straw Goods, Japanese Robes, Ladies' Furs, Nos. 36, 38 and 40 Chauncy Street.—The firm name of Dyer, Rice & Co., will ever remain honorably identified with the American trade in fine furs, as no house in Boston has achieved such distinction or developed such perfected facilities in this line. The business was established in 1865 by Messrs. Gould, Dyer & Peabody, who were succeeded by Messrs. Dyer, Taylor & Rice in 1869, and they by Messrs. Dyer, Taylor & Co. in 1879, succeeding also at that date to the business of Hart, Taylor & Co., the present firm being organized in 1887. They are extensive wholesale dealers in hats, caps and straw goods, and manufacturers of furs, robes, coats, etc. The building occupied for trade purposes contains five floors, and a basement, 75 x 125 feet, eligibly located at Nos. 36, 38 and 40 Chauncy Street. The firm are the leading authority in Boston on all that pertains to furs, from their raw state until they are fashioned to adorn the fairest of wearers, while to vast practical experience they unite marked executive ability, perfected facilities, and influential connections both at home and abroad. They are direct importers of the best Alaska sealskins, finished with the world-famous London dye. These goods never need re-dyeing, because they do not fade. Here are obtainable, at very moderate prices, the most magnificent seal saques, dolmans, pelotots, muffs, capes, collars and wraps, buffalo, bear and Esquimaux dog sleigh robes, fur and fur-lined coats, all at prices that make an inquirer a purchaser every time. In fact, owing to their vast trade, this firm's quotations range under those asked for vastly inferior goods elsewhere. It is of vital importance to buy right, where the investment is in a fine fur garment, and this is the place above all others to make selections, as thousands of the best-dressed ladies in Boston know through personal experience. The stock is the largest in the city, both as regards furs, hats and straw goods, while the trade of the house extends to all parts of the United States. A corps of twenty talented salesmen represent the interests of the firm upon the road, and all orders of whatever magnitude receive prompt and perfect fulfilment. The members of the firm are Messrs. B. F. Dyer, J. B. Rice, F. E. Dyer and N. G. Nickerson. The senior partner is a native and well-known resident of Braintree, Mass., president of the Braintree Savings Bank, and a director of the Mount Vernon National Bank of this city. Mr. Rice was born in Cambridge, where he still resides. Mr. F. E. Dyer is a son of the senior partner, and Mr. Nickerson is a native of Dennis, Mass., and an experienced merchant. All are members of the Boston Merchants Association, and have won an honored record for enterprise, integrity and sagacity, as worthy exponents of a great staple branch of trade.



**WRIGHT COMPANY**, Tobacco Manufacturers, [Inc.] No. 290 State Street.—The tobacco manufacturing interest is one of the prime factors in the commercial progress and industrial development of the country. In fact, at one time, tobacco was the agent used in business transactions in Virginia, that being utilized as the currency of the day. The trade has gone on steadily increasing with each succeeding decade, and a vast amount of capital and a vast number of people are now engaged in the business. One of the most successful concerns engaged in the industry is that of the J. Wright Company, [Inc.], whose factory is at Richmond, Va., and whose selling office is at No. 290 State Street. This enterprise was inaugurated ten years ago, at Richmond and Boston, simultaneously, by the present proprietors, Messrs. J. Wright and A. A. Redway. On March 2, 1891, the business was incorporated with a capital stock of \$200,000, Mr. Wright being the president and Mr. Redway the secretary. The latter resides in Boston, while Mr. Wright assumes control of the factory in Richmond. Both gentlemen are practical tobacco manufacturers of mature experience; and through the critical supervision of affairs maintained at their factory, by the selection of the best crop tobaccos, and by the following of most approved processes, they are enabled to produce tobaccos of remarkably excellent quality. The works are equipped with the latest improved machinery, driven by steam power, and employment is found for a force of upwards of three hundred expert hands. The firm manufacture a fine line of smoking and chewing tobaccos, in plug, cut and sun roll, in a large variety of brands, and their goods are unexcelled for flavor and general excellence. The production is an extensive one, the output amounting to about two million pounds of tobacco per year. Of this the greater quantity is disposed of from the Boston establishment. The trade supplied extends all throughout the New England States and the South, and is steadily growing in volume with each passing year. The firm is a liberal one, and all its customers have their interests advanced in the most substantial manner.

**H**ENRY HASTINGS, Swedish (Norway) Iron and Steel, and General Iron and Steel Merchant, No. 126 State Street.—One of the most prominent houses in Boston engaged in the fundamental line of iron and steel, is that of Mr. Henry Hastings, located at No. 126 State Street. This gentleman is well and widely known as a general iron and steel merchant, making a leading specialty of Swedish (Norway) iron and steel, and is especially prominent in the trade throughout the country as sole American agent for some of the largest mills of Sweden. The business was originally established in 1833, by Messrs. Lewander & Co. Mr. Hastings was a member of the firm, and succeeded to the sole control in January, 1891. He is recognized as a leader in the trade, and a reliable authority as regards merchant iron and steel of all kinds. He brings to bear a wide range of practical experience and a thorough knowledge of all the requirements of the American trade, coupled with intimate and influential relations with the best producing sources both at home and abroad. His sales are large and he is prepared to promptly fill the largest orders at the lowest market rates. Shipments are made direct from the mills to customers in car lots, or by the 1,000 tons, and Mr. Hastings has afforded universal satisfaction in regard to the strict fulfillment of every contract and commission. His trade extends to all parts of the United States and Canada, and the equitable manner in which he conducts his business, as well as the excellent quality of all supplies delivered by him, are guarantees of good faith in all future transactions. Mr. Hastings is a native Bostonian, a son of Commodore Henry Hastings, the well-known ship-owner who has been largely interested in commerce and stands deservedly high in social, commercial and trade circles.

**R**IDGWAY FURNACE COMPANY, No. 76 Union Street.—The most radical and marked improvement in hot air heating yet introduced is that contained in the Ridgway Furnace, manufactured by the Ridgway Furnace Company, of this city, with headquarters at No. 76 Union Street. This company was incorporated in 1890, under the laws of the State of Massachusetts, with a capital of \$15,000, as successors to the Ridgway Furnace and Stove Company, which had been in operation since 1884. The main feature of the Ridgway furnace is the revolving open fire pot, which is not only good in principle but perfect in practice, turning with extraordinary ease on ball-bearings and permitting one to graduate most accurately the amount of ashes to be shaken out, without packing the coal as by the old method of shaking the grate. The ashes escape in the form of the finest powder, and the combustion is absolutely complete. No sifting of ashes—no clinkers—no explosions, as the gases are consumed as fast as generated through the sides as well as the top. The condition of the fire can be seen at a glance, and access had to every part of it. It is quite as important that a furnace should not overheat the house in mild weather as that it should heat it enough in cold. The Ridgway stands this test perfectly; a fire can be kept smoldering for days, without danger of going out. The cleanliness, ease of management, and novel construction, make it the ideal furnace, worthy the fullest confidence of those seeking, the latest and best method yet devised for heating. Eight years' use with no visible wear proves its durability. An automatic regulator is furnished with every furnace so sensitive that closing the registers will check the draft, affording a great safeguard and convenience. These furnaces are in increasing use in this city, in New York City, Washington, D. C., Columbus, Ohio, and the leading cities and towns in Massachusetts, New York, New Hampshire, Vermont, Rhode Island, Maine, and adjoining States. Catalogues are furnished on application, and orders are promptly and carefully filled in all cases. The officers of this company are Edw. B. Cole, president; Chas. L. Ridgway, treasurer and manager; Chas. J. Ridgway, secretary. The president, Mr. Cole, is a well-known Bostonian and a member of the great shoe firm of B. F. Cole & Co. The manager, Mr. Chas. L. Ridgway, is the inventor of the furnace which bears his name, and gives the business the benefit of his close personal attention, inventive talents and great practical skill. He is ably assisted by his son, the secretary, and under its present management the company has before it an ever-widening field of usefulness.



**W**ARREN CHEMICAL & MFG. CO., Importers and Refiners of Trinidad Asphaltum, Sole Manufacturers of Warren's Natural Asphalt Roofing, No. 12 Pearl Street.—Among the staple articles of commerce which are always in steady demand in the Boston market, there are but few more important than asphalt. The leading importers and refiners of the famous Trinidad asphaltum in this city are the Warren Chemical & Manufacturing Company, who are especially prominent as sole manufacturers of Warren's natural asphalt roofing, "Anchor Brand" and are also manufacturers of coal tar roofing and paving materials, sheathing paper, black varnishes, two and three-ply felts, liquid asphalt, roof coating, composite felt, disinfectants, "La Brea" asphalt mastic, etc. The main office of the company is at Nos. 81 and 83 Fulton Street, New York, and it is represented in New England by Mr. H. K. Richards, with headquarters at No. 12 Pearl Street. The business was founded in 1855, and in 1858 the present company was incorporated, possessing unusual facilities both for the importation, production and manipulation of the raw material, and its suitable handling and application. The company refer with justifiable pride to a largely increased business in natural asphalt, necessitating considerable increase in plant and improvements in methods of manufacture to enable them to meet the demand. In roofing, particularly, the greater demand has called for renewed energies, and this department, starting from a very small beginning, has reached sales of more than 2,000,000 square feet annually. The advantages of natural asphalt over coal tar, felt and gravel roofing include very much greater durability, being known to remain exposed for ages without alteration, being practically unchangeable in the atmosphere, and not liable to suffer injury by the greatest alternations of frost and thaw; while the asphaltic cement has more body, will not run, emits no disagreeable odor, and does not injure rain water. It is a more reliable and better roofing than tile or any other metal, and it is cheaper than any other roofing that is suitable for substantial and permanent buildings. It affords a much more thorough protection from fire than tin, either from within or without the building. From very small beginnings it is now in extensive use, 40,000,000 square feet having been applied within the last fourteen years on mills, warehouses, mercantile blocks and dwellings, in quantities of five thousand feet to fifty acres, including such prominent buildings as the Pullman Building, Chicago; Harmony Mills, Cohoes, N. Y.; New York Tribune, Union League Club, United Bank Building, Bored Building, New York City; Flint Mills, Globe Yarn Mills, Pocasset Mills, Fall River, Mass.; Oneko Woolen Mills, Wamsutta Mills, New Bedford, Mass.; Washburn & Moen Mfg. Co., Worcester, Mass.; Whiting & Parsons Paper Co's., Holyoke, Mass.; Thomson-Toussont Electric Co., Lynn, Mass.; Tiff House, Buffalo, N. Y.; Conant Thread Co., Pawtucket, R. I.; Manchester Print Works, and Stark Mills, Manchester, N. H.; Burnett House, Cincinnati, O.; Columbus Buggy Co., Columbus, O.; State Capitol, Indianapolis, Ind.; Kaufman Milling Co., St. Louis, Mo.; Bureau of Engraving and Printing, Washington, D. C.; Herald Building, Boston, Mass.; Power's Hotel and Block, Rochester, N. Y.; Campau Block, Detroit, Mich. Mr. Richards, the manager in New England, is a Massachusetts man by birth and training, in the prime of life, eminently capable as a business man, fully qualified for the direction of this important business and enjoying the confidence and esteem of a wide circle in both commercial and social life.



**C**ONNECTICUT MUTUAL LIFE INSURANCE COMPANY, D. W. Kilburn, General Agent, No. 53 Devonshire Street.—The Connecticut Mutual Life Insurance Company, of Hartford, Conn., has been an important factor in the education of the people of every community in habits of economy, prudence and provident thrift, since its inception in 1846. It is represented in this city by Mr. D. W. Kilburn, as general agent for Massachusetts, with headquarters at No. 53 Devonshire Street. Mr. Kilburn has been with the company for a period of twenty-five years, and has been its general agent since 1884. The Connecticut Mutual Life offers its policies as a perfect protection to the family. Its calculations are based on the assumption of earning only three per cent. interest, instead of four or four and a half per cent. as assumed by all other companies. Its policies will therefore be protected by a larger reserve than is held by any other company. It selects risks with great care, and has a low rate of mortality. Its investments are of the safest character; its economy of management is unsurpassed, if equaled. It has no stockholders. Every dollar of saving or profit belongs solely to the policy holders, and goes to increase the value of their policies, or to reduce the cost of their insurance. Each policy has attached a table of cash values, and the accumulation of surplus will be stated each year. The actual value of the policy is increasing each year by the increase of reserve and the addition of any surplus earned and credited, and remains always available at the period stated. The company had in force December 31, 1890, 64,147 policies, insuring \$153,234,742. Its assets on that day were \$58,747,707.44; its surplus by its own standard was \$5,572,000.10, and by the legal standard of four per cent. \$6,150,000. The premiums and reserves of the company are grounded upon the most conservative basis which has been approved by experience again and again; its contracts are of the simplest, most legitimate character, devoid of speculative features; and its growth is wholly healthful, its assets are not excelled for solidity and productiveness, and its surplus is ample to provide for every adverse contingency. The new limited life premium policies of the Connecticut Mutual have become widely popular, as an absolute protection, and a remunerative investment. This company does an annual business of over a million dollars, and annually collects several millions in premiums. Mr. Kilburn, the agent in Massachusetts, is a native Bostonian, a member of the Boston Life Underwriters' Association and of various social clubs, and possesses the esteem and confidence of the business community to a most gratifying degree.



**F**ANEUIL HALL NATIONAL BANK, J. V. Fletcher, President, T. G. Hiler, Cashier, S. Market Street and Merchants Row.—Among the live financial institutions of the city to which our business men can look with confidence and pride is the old, reliable Faneuil Hall National Bank, whose banking rooms are eligibly located at the corner of S. Market Street and Merchants Row. This bank commenced business as a State institution in August, 1851, with a capital of \$500,000, and was reorganized under the national banking laws in 1865, with a capital of \$1,000,000 and at that time an extra dividend of 50 per cent. was paid and a regular dividend of 5 per cent. It is indeed, one of the old and honored landmarks of the city. Swinging a heavy capital, controlled by founders and promoters of unquestioned ability and integrity, it has not only proved a pillar of strength in time of great financial necessity and fear, but has upheld and fostered the material interests of the entire mercantile and manufacturing community. Its watchwords have been prudence and economy—prudence in investments, economy in expenses of handling business—and from these two walls of strength has sprung a solid arch of prosperity and profit. Its principal characteristics are those which tend to inspire and maintain success, to wit: ample capital, good connections, unlimited backing, the confidence of commercial circles and the highest standing in the financial world. A bank so long established and having gone so far in its career with ever-growing success is, naturally, an assurance of permanency, but there is more than mere "solidity," as the word goes, which has contributed to its prosperity and popularity. Although founded upon a rock, it has each twelve months been raised above the level of the year before, and now has a surplus and undivided profits of \$402,000, and individual deposits amounting to \$1,700,000.00. This institution does a regular legitimate banking business in deposits, loans, collections and exchange; receiving the accounts of corporations and individuals on the most favorable terms; remitting collections at the lowest rates through its chain of correspondents, which include the Fourth National, Market and Fulton National Banks, of New York; and renders thorough satisfaction to all its customers. The officers and directors of the Faneuil Hall National Bank are as follows, viz: President, J. V. Fletcher; Cashier, T. G. Hiler; Directors, J. V. Fletcher, Chas. E. Morrison, Samuel S. Learned, A. J. Adams, Geo. W. Fiske, L. M. Haskins, Samuel F. Woodbridge, Stillman F. Kelley and Henry D. Yerxa. The executive officers are gentlemen with whom it is always a pleasure to do business. Prompt, obliging and efficient in all their dealings with the public, they are naturally popular, and in their own individuality serve to strengthen the standing of the bank in both social, commercial and financial life. President Fletcher is prominent in both monetary and political circles. He has served four years as a representative in the State Legislature, and two years as a Republican Senator from the Second Middlesex District, being chairman of the committee on banks and banking in that body. He is also president of the Belmont Savings Bank, and a successful merchant in Faneuil Hall Market. The cashier, Mr. Hiler, came into the bank at its organization in 1851, rising step by step to his present responsible position in 1876, and is a financier of large experience, wide acquaintance and high repute; while the board of directors presents an array of talent and solidity that commands the confidence and esteem of the entire business community.



**G**AMEWELL AUXILIARY FIRE ALARM CO., No. 19 Pearl Street.—This is emphatically an era of progress. As an illustration of the fact, we would refer our readers to the Gamewell Auxiliary Fire Alarm Co., whose offices are located at No. 19 Pearl Street. This company are introducing the "auxiliary fire alarm system," which furnishes a means for sending an alarm of fire from private premises immediately upon its discovery. This is accomplished by electrically connecting the nearest street signal box with an number of auxiliary pulls, the locations of which are familiar to the occupants of buildings in which they are placed, and which are accessible by simply breaking the thin glass in front of the pull. In the Gamewell Auxiliary Fire Alarm system, a positive and unmistakable "return signal" is provided in each auxiliary box, consisting of an electro-magnetic buzzer. The Gamewell also includes other valuable features, necessary to preserve its reliability of operation; its security against continued disarrangement of wires; and the prevention of false alarms from accidental wire crosses. After the street box has been operated for a first alarm, subsequent alarms cannot be given from any auxiliary box with which it is connected until the auxiliary device in street box has been properly set by an authorized person, but the failure to set such auxiliary device is automatically reported at an engine house, or elsewhere as may be arranged. A continuous ringing bell is operated in case of a break in the closed circuit used in this system, as also from crossing of the wires; and a galvanometer furnishes the means of readily testing the efficiency of the battery employed without expert service or electrical experience, and which operation consumes but a few seconds of time. A private alarm bell may be used, if desired, to be operated only in case of an alarm from an auxiliary box, and to be located at any desired point for the convenience of parties using the system. Standard auxiliary attachments are manufactured by the Gamewell Fire Alarm Telegraph Co. for all types of street signal boxes, including the "pony." These attachments may be applied to signal boxes already in the service without interference in any manner with the ordinary manual operation of the same. This system is in use in Boston, Brooklyn, Baltimore, Washington, Detroit, San Francisco, Portland, Me., Trenton, N. J., Ansonia, Ct., Fall River, Lawrence, and other Massachusetts towns, as well as other large cities of the Union, and the demand is steadily increasing. The Gamewell Auxiliary Fire Alarm Co. was incorporated in 1887, under the laws of the State of Maine, with a capital of \$250,000, and is officered as follows, viz: A. P. Sawyer, president; Geo. W. Piper, treasurer; G. F. Milliken, general manager. These gentlemen are well and favorably known in telegraph and electrical circles, and are well fitted to push this enterprise forward to the position it deserves in the business world.

**S**WAIN LUBRICATOR COMPANY, Sole Manufacturers of the Swain Patent Lubricator for Journals, No. 29 Oliver Street; New York Office, No. 106 Liberty Street.—In the important line of lubricators for shafting, crank pins, loose pulleys and eccentrics, the Swain Lubricator Company has attained a national reputation. This company are sole manufacturers of the Swain Patent Lubricator for Journals, with main office and manufactory at Chicago. The New England branch of the company is located at No. 29 Oliver Street, Messrs. Emerson and Morrill controlling the New England trade, with an office at No. 106 Liberty Street, New York City. The Swain Patent Lubricator is the invention of Mr. F. F. Swain, president of the company, and has been on the market for the past five years. Over a million cups are now in use, and they are widely recognized as the acme of economy, safety and cleanliness. The method of lubricating shafting under this patent is the best and most practical ever put before the public. It is the only perfect system of automatic lubrication, and should be used in every manufactory where cleanliness, economy and safety are considered. The cup is very simple, consisting of a tube and tight-fitting cap; within the tube a weight is arranged to move freely; to this is attached an indicator rod, showing at a glance the exact amount of material in the cup. The lubricator is a solid stick, compounded of the finest material, and made to stand a very high degree of heat before melting. The lubricator is kept directly in contact with the shaft, and is worn away only as the shaft needs lubrication, a single lubricator lasting from one to three months. There is positively no drip or waste of material, and when the shaft stops running the wear of the lubricator at once ceases. Practical men will at once see the advantages resulting from this method of lubrication. The following consumers, who are some of the most conservative and economizing concerns throughout the country, have used the Swain Lubricator for years: The Adams & Westlake Co., McCormick Harvesting Machine Co., Wm. Deering & Co., among many others. The durability of one lubricator is from one to three months, and it is the only reliable loose pulley lubricator in the world. This company also manufacture the celebrated Swain Metallic Piston-Rod Packing; which is the most simple, most sensible, the cheapest and most successful packing on the market, always giving the most perfect satisfaction. It fits an ordinary stuffing box, has no springs to break, while no machine shop is needed to keep up repairs. There are water spaces between rings, and flat bearings on rods. It is the only metallic ring packing made with tongue joints, each ring being surrounded by an elastic cushion. The claims for superiority are, adaptability to rods in ordinary conditions, simplicity and ease of adjustment, avoidance of wear on rods, no disconnecting of cross-heads in applying, ease of removing when desired, and economy and durability as shown by results. Both dealers and consumers throughout New England are supplied from the Boston office, and the goods commend their own merits to the confidence and patronage of critical and discriminating buyers. Messrs. Emerson and Morrill are both natives of New Hampshire, and gentlemen of large business experience, thorough reliability and sterling personal worth.

**E**NGINEERING EQUIPMENT COMPANY, No. 126 Pearl Street.—In securing the necessary supplies for steam power plants, mills, electric railways, and kindred enterprises, our manufacturers and corporations throughout New England should hereafter make a factor of the "Engineering Equipment Company," whose offices are located at No. 126 Pearl Street. This company is engaged in the business of furnishing steam and electric equipment materials, and their house is headquarters for various specialties nowhere else obtainable. The company was incorporated February 1, 1891, under the laws of the State of New Jersey, with a capital stock of \$25,000, and has its main offices at No. 143 Liberty Street, New York. F. L. Perine, general manager; A. L. Tinker, secretary; C. J. Field, president; A. C. Hale, chemist to company. Their eastern office was opened in this city during the same year, and is in charge of Mr. F. A. Magee, the well known mechanical engineer, as agent for New England. This company has the eastern selling agency for patent cotton-leather belts and belting specialties, manufactured only by The Underwood Manufacturing Co. of Tolland, of which F. H. Underwood is president; G. W. Lawring, secretary; E. S. Agard, secretary; J. E. Underwood, superintendent; for the Dodge "Independence" Wood-split Pulleys; for the Dodge Patent Rope Transmission of Power; and for the Boston trolley and line materials made solely by Albert and J. M. Anderson; while they are sole agents for Kellogg Steel Pole for electric railways; Indurated Fibre Pipe for electric conduits; and eastern agents for Habirshaw wires, cables and cones; and contract for and furnish cars, trucks, rails, ties, and street railway construction materials; and also engines and boilers. A specialty is made of filling large orders for standard equipment materials, and the intimate and influential connections enjoyed by the management with manufacturers of the highest repute place the company in a position to name inducements in both quality and prices of materials that smaller houses cannot afford to duplicate. The company already bears a reputation second to none for the ability to fill large contracts promptly and to the letter, and those of our readers who open negotiations with the Boston office will secure advantages and benefits that are not met with elsewhere. Mr. Magee, the manager, is a graduate of the Stevens Institute of Technology of Hoboken, N. J., and practiced his profession for ten years as a mechanical engineer, being formerly employed with the Edison General Electric Company and the E. S. Greeley Company, of New York; and is eminently fitted, both by experience and talent, for worthily representing this important interest in so important a field of industrial activity.

**N**ORTHERN ASSURANCE COMPANY, H. S. Wheelock, Manager, No. 27 Kilby Street.—The leading British fire insurance corporations invariably place their interests in this country in the care of gentlemen who have secured, by years of experience and practice, honorable reputations in the business. Prominent among the British companies, having department headquarters in the city of Boston, is the Northern Assurance Company, of London, which is widely recognized as one of the strongest, wealthiest and most reliable insurance corporations in the world. It was incorporated in 1836, and has been represented in Boston since 1879. The manager of the New England department is Mr. H. S. Wheelock, an experienced underwriter and adjuster, who is enabled not only to policies which give the assured all needed protection to guarantee an equitable and prompt adjustment losses occurring in the New England States are office. Mr. Wheelock has had eighteen years' and his knowledge and judgment as to fire insurable medium through which to effect insure the Northern Assurance Company has increased pies a prominent position in the United States, confidence of the business public. It has paid in States branch alone, to say nothing of its many any possible contingency which is likely to arise, cities of the United States and of the whole is obtained at the lowest current rates consumer. Mr. Wheelock, the manager for New England, is a native Bostonian, and a young man of high social and business standing in the city. He was for many years special agent of the Royal Insurance Company of Liverpool; is a member of the New England Insurance Exchange and of the Boston Board of Fire Underwriters, and is thoroughly reliable, prompt and responsible in all his business methods.





**E. SOPER & CO.,** Millers' Agents for Cotton Seed Meal, Shippers of Grain and Feed, Nos. 2 and 3 India Street.—Considered as a factor in the sum of commercial activity, the importance of the grain and feed interest in this city can scarcely be over-estimated. The transactions in car lots of corn, oats, etc., daily reach enormous proportions, and the volume of trade affords evidence of steady and substantial increase. Notable among Boston's representative firms engaged in the line indicated is that of J. E. Soper & Co., of Nos. 2 and 3 India St., and which for thirty-five years has been a prominent factor in the trade.

They are millers' agents for sale of cotton seed meal, and shippers of grain and feed, and make a leading specialty of cotton seed meal, of which they are the largest handlers in the United States. The firm which is composed of Messrs. J. E. Soper and H. B. Moore, occupy a well ordered office, connected by telephone, (2133), and employ several clerks. They are agents for a number of western millers, and represent nearly all the cotton seed meal mills in the country, selling immense quantities of the latter in car and cargo lots. The house is conducted on strict business principles, while its management is characterized by liberal and honorable methods, and those having dealings with this solid and reliable firm are assured of finding the same of an entirely satisfactory character. The trade of the concern is exceedingly large, extending throughout New England, New York State and the British provinces; and all orders for anything in the line above indicated (in car lots) are executed in the most prompt and trustworthy manner, at lowest possible figures, manufacturers' prices being quoted. Messrs. Soper and Moore, who are gentlemen of middle age and natives of Maine, are men of energy and sagacity as well as thorough business experience, highly regarded in commercial circles, and are valued members of the Boston Chamber of Commerce.



WASHINGTON STREET, LOOKING NORTH.



**THOMAS W. MCKEE,** Manufacturer Table Luxuries, No. 52 South Market Street.—A most prominent and influential house engaged in the manufacture and sale of table luxuries, ketchups, extracts, pickles, preserves, mustards, sauces, etc., is that conducted by Mr. Thomas W. McKee at No. 52 South Market Street. This gentleman first established this business in 1837 at Cambridge, and has occupied the present location for the past three years. His productions are highly esteemed by the trade on account of their salability, being in constant demand wherever introduced. They are acknowledged to be of extra fine quality, purity, flavor and freshness and are fully equal to any foreign delicacies now upon the market, and are by some considered superior to them. Mr. McKee is thoroughly experienced in this business and gives his personal attention to all the details; and customers may rely upon having nothing inferior or adulterated sold to them. He has two thousand customers in and around Boston. His trade is wholesale only and is constantly increasing in this vicinity, thus proving an exception to the rule that "a prophet is not without honor, save in his own country." Mr. McKee is a native of Montpelier, Vermont. He is popular with his numerous patrons and enjoys the confidence of all those with whom he has dealings.



**T**HE IMPROVED PROCESS GLUE COMPANY, No. 50 Central Street.—The improved Process Glue Company, whose Boston office is located at No. 50 Central Street, fills a niche in the commercial activity of this country peculiarly its own. The company are manufacturers of improved process liquid fish glues and belting cement, by a secret method, and operate a factory at Gloucester, Mass. The company was incorporated in January, 1891, under the laws of the State of Maine, with a capital of \$50,000, and has purchased from the Le Page Company all its glue stock and material, and acquired all the rights under the patents of Wm. N. Le Page, the original inventor of liquid fish glue, formerly owned by said company, for the manufacture and sale of improved process fish glues. These glues have now come to be very widely known as, in all respects, the strongest and most reliable extent. They include family glue in bottles and cans, and assorted cases of family glues, with wire display stands; carriage glue, for carriage, cabinet and wood work, the finest, clearest and strongest glue in use; shoe glue, for boot and shoe manufacturers, etc.; paper glue, for envelope and blank-book manufacturers, labels, etc., straw glue bleached, for stiffening straw hats; sizing glue, for fabrics; and sizing glue, for oil cloths; also, a No. 1 bolting cement, for leather binding; while glues adapted for special work are supplied to order. The new cans used by this company, with patent cap and fastening, have proved a great convenience. Dealers and large consumers requiring glue in any form or for any purpose should make a factor of this enterprising and progressive company. Its principal selling agents are Messrs. Tower & Lyon, No. 95 Chambers Street, New York, and goods are shipped to all parts of the United States, direct from the Boston office. The president, John J. Tower, is the head of the firm of Tower and Lyon, of New York. The Treasurer is C. E. Hubbard. Mr. Le Page is the superintendent at Gloucester and all the glues and cements sold by the company are manufactured under Mr. Le Page's personal supervision.



**C** F. PIERCE & CO., Real Estate and Mortgages, Nos. 180 to 186 Washington Street.—A foremost operator in realty in New England is Mr. C. F. Pierce, trading under the firm name of C. F. Pierce & Co., and whose headquarters are at Nos. 180 to 186 Washington Street, this city. Since he established business in 1884, Mr. Pierce has built up a very extensive, influential patronage all throughout the New England States, and has carried through many important transactions. He maintains ten agencies, eight being in Massachusetts, two in New Hampshire, and it is worthy of remark that eight out of the ten men in charge of these agencies neither smoke, chew tobacco or drink alcoholic beverages, and none of them show property on Sundays. Every spring and fall, Mr. Pierce publishes a real estate bulletin, giving a descriptive account of eligible properties on sale, many being splendid bargains, and all good opportunities for the profitable investment of capital; city and country realty of all kinds is bought, sold, leased or exchanged, money loaned, mortgages negotiated, estates managed, fire insurance effected, rents collected, and appraisements made, all customers having their wants attended to in the most acceptable manner. Business chances are also bought and sold. Mr. Pierce is a native of Massachusetts, a thoroughly progressive, energetic business man, and all his dealings are characterized by fairness and a desire to advance the interests of his patrons in the most substantial manner.



**D** C. PERCIVAL & CO., Wholesale Dealers in Watches, Diamonds, Jewelry and Optical Goods, No. 392 Washington Street.—The history of the prosperous house of D. C. Percival & Co., of No. 392 Washington Street, commences with the year 1864, when the firm was founded by the existing senior partner. That gentleman, subsequent to his initial effort upon the business high road, prosecuted his endeavors in the direction of prosperity for a term of eighteen years, when he formed a partnership with Mr. Southworth under the present name and conditions. Messrs. Percival & Co., are wholesale dealers in watches, diamonds and jewelry, optical goods, canes, pens, tools, materials, etc., handling largely "Rogers & Bro." silver plated ware, the A. F. Towle & Son Co., sterling silver and silver plated ware, the specialty of the house being watches. The operations of the house embrace an extensive import trade and the domestic area covered by the house includes the whole of the New England section. The house occupies the whole of the second floor of the admirably located building upon Washington Street, and employs a staff of twenty-five able and courteous assistants. The premises are equipped with every improvement and contain five large safes having attached the Holmes Electric Protection system. The connection of the house is traversed periodically by a force of four drummers, and the reputation of the concern for high class goods and honorable dealing is excellent. The partnership is made up of Mr. D. C. Percival and Mr. Dean Southworth, both of whom emphatically command a representative position in the trade community. Mr. Percival is a native of Massachusetts, and resides in Boston. He is a prominent member of that influential organization, the Jewelers' League, and an active associate of the Jewelers' Association. Mr. Southworth is a native of Stoughton and resides at Braintree, Mass.



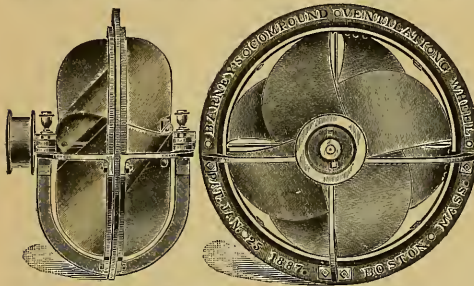
**G** R. FISK & CO., Ribbons, Silks, Millinery and Straw Goods, No. 26 Summer and No. 92 Hawley Street.—Boston has one house which, if all the others were obliterated, would still entitle her to national supremacy as having the great leading representative of the wholesale trade in ribbons, silks, millinery and straw goods. We refer, of course, to the old and celebrated firm of G. R. Fisk & Co., successors to Plimpton, Fisk & Co., the scope of whose operations, resources, connections and policy has enabled them to retain the largest trade of the kind in New England. This immense business is the outcome of the enterprises started by J. W. Plimpton & Co. in 1840, as dealers in small wares and furnishing goods, and by Messrs. A. Partridge, E. E. Plimpton and Geo. R. Fisk in 1855 as wholesale dealers in millinery goods, the two firms consolidating their interests in 1863, under the firm name of J. W. Plimpton & Co. In 1874 the firm became Plimpton, Fisk & Co., and in March, 1890, the present firm was organized. Mr. J. W. Plimpton had died in 1867, Mr. A. Partridge in 1861, Mr. E. E. Plimpton in 1876, and Mr. Albert Plimpton in March, 1890, leaving Mr. Geo. R. Fisk the sole survivor of the two original firms, while the present firm comprised also Messrs. J. B. Spiller, John McCandlish and B. F. Jones who had been members of the firm since 1874, and Mr. W. H. Squires, who came into the firm in 1878. All of the new firm were therefore old in experience, and a more competent body of business men cannot be found in any one firm in the city. They bring to bear every possible qualification, and have long retained the respect and confidence of the millinery trade. The business premises at No. 153 Washington Street were destroyed by fire in 1873, and the present building, at Nos. 26 Summer and 92 Hawley Streets, has been occupied since 1874. The internal arrangements are complete, and a thorough system of organization is enforced, in every way rendering the concern a model one, and one which contains the largest stock in its line. The firm also operate an office at No. 530 Broadway, New York, established in 1886. This firm are direct importers and leading jobbers in ribbons, silks, millinery and straw goods, and possess the finest opportunities in the markets of both Europe and America. They take advantage of every fluctuation in prices, of the great trade sales and forced offerings of mills and commission houses, and are unquestionably the best prepared of any New England house to offer the choicest and latest goods in their line at the most moderate prices. The stock always includes the latest styles and newest shades in silks and ribbons, while the millinery department contains the freshest Parisian novelties in flowers, feathers, ornaments, trimmed hats and bonnets. A large corps of talented salesmen represent the house upon the road, and the great resources and facilities of the firm enable them to guarantee the prompt and perfect fulfillment of the largest orders, while terms are made invariably satisfactory to the trade. Mr. Geo. R. Fisk, the honored head of the house, is a native of Upton, Mass., and now resides in New York City. Mr. Spiller was born in Ipswich, Mass., and came into the house in 1862. Mr. McCandlish is a native Bostonian, and has been connected with the house since boyhood. Mr. Jones was born in Charlestown, while Mr. Squires is a native of Ware, Mass., and both have been in the house since they were mere boys. We know of no house more satisfactorily constituted for the successful conduct of such a business, and none certainly which so worthily stands betwixt the producers and retailers of millinery and straw goods.



**THE LACING STUD COMPANY**, Manufacturers of Lacing Studs and Hooks, W. C. Bray, Treasurer, No. 55 Lincoln Street.—Prominent among the manufacturers of specialties peculiar to their respective establishments in Boston stands the Lacing Stud Co., whose office and salesrooms are located at No. 55 Lincoln Street, with a factory at Wollaston, Mass. This company are extensive manufacturers of studs and hooks for boots and shoes, and enjoy a reputation and a trade thoroughly national in extent and eminently creditable in character. The company was incorporated in 1873, under the laws of the State of Connecticut, and is officered and managed by Francis Batcheller, president; W. C. Bray, treasurer. Employment is given to a large number of skilled hands at the factory, and the output is one of great magnitude and importance. Every enterprising and progressive method is brought to bear in the manufacture to improve the quality, enhance the value and cheapen the cost of production, and as a result the goods are widely preferred by shoe manufacturers and supply houses throughout the country to those of any other make, and the trade of the house is annually increasing in volume and value. The largest orders are promptly and carefully filled, and the terms and prices quoted are thoroughly satisfactory to buyers. Shipments are made to all sections of the United States, and a fine growing export trade is also enjoyed with numerous foreign countries. The president, Mr. Batcheller, is of the well-known boot and shoe firm of the E. & A. H. Batcheller Co., of Boston. The treasurer, Mr. Bray, is an expert and talented manufacturer of large experience and established reputation in this industry, possessing a foundation understanding of all the requirements of manufacturers and dealers, and is eminently popular and successful in meeting all their demands.



**THE BARNEY VENTILATING FAN COMPANY**, No. 70 Pearl Street.—The Barney Ventilating Fan Co., whose principal headquarters are located at No. 70 Pearl Street, with works on Utica Street, are sole manufacturers of the Barney Compound Ventilating Wheel, the most approved, powerful and efficacious air-moving device in the world. The employment of fans and ventilating wheels as positive air movers is by no means new, but by mis-application they have had a slow march to the front. Years of experience have now established the fact that ventilating wheels, properly constructed and applied to all forms of ventilation, are permanently and pre-eminently at the front



and can be used to great advantage wherever small motive power can be obtained, and in this age of steam, electric, gas and water motors, the cases are comparatively few where the Barney Compound Ventilating Wheel cannot be introduced and successfully used for positive air moving. The Barney Ventilating Fan Company is prepared to contract for the full installment of heating and ventilating plants, and guarantee them to fill all the demands and requirements of the object sought. A few of the most frequent applications of these wheels for the removal of steam are to dye-works, bleacheries, paper mills, slasher rooms, breweries, wash rooms, shoddy mills, laundries, glue manufactories, cylinder dryers, vulcanizing rooms, and all kinds of drying plants. Surprising work has been done in the way of removing floating dust from tumbler rooms, pulverizing mills, picker rooms, and glass polishing, buffing, sand papering, carpet beating, grain cleaning, dusting, rag cutting and grinding machines of all kinds. When applied to halls of audience, churches, school-houses, public

halls, theaters, libraries, banks, hospitals, public institutions, manufactories, and in short, any place occupied by human beings in greater or less numbers, the Barney Compound Ventilating Wheel is guaranteed to move at the same horse-power one-third more air than any other device in the world, and, all things being equal, three times the volume of any flat-bladed fan. This wheel is constructed with a view to service, made of the best material to be obtained, carefully adjusted, balanced and put together, and fully guaranteed to be the best wheel for moving large volumes of air at the smallest outlay of power extant. It is in great and growing demand, not only in all parts of the United States, but in England, Germany, France, Russia, Brazil, Spain, Austria, Sweden, Norway, China, Japan, Australia, Mexico, South America, the West Indies and the other great nations in the world. This company also handle the best and most extensive line of blowers, exhausters, heaters, dry kiln appurtenances, counter-shafts, blast-gates, steam traps, and steam engines in the world, and apply the same for every conceivable demand. They are also prepared to furnish at the lowest prices, steam, gas, electric and water motors of all horse-powers and for all purposes. Mr. James E. Barney, the manager of this company, is the inventor and patentee of the ventilating wheel which bears his name, and has made the subject a study for the past twenty years. He is to be congratulated upon the permanent success achieved by this company through his inventive genius and well-directed enterprise.



**FRANCIS HAYWARD**, Rubber Goods, No. 160 Congress Street.—There is no substance now in use that is capable of subserving so many and varied purposes of man as India rubber. Not only are water-proof garments and boots and shoes made of this material, but a great number of fabrics and articles especially adapted for mechanical purposes. Each year but enlarges its sphere of usefulness, and its manufacture is increasing in enormous proportions. A leading headquarters for both hard and soft rubber goods of every description, in this city, is the establishment of Mr. J. Francis Hayward, located at No. 160 Congress Street, corner of Franklin Street. This gentleman has been connected with the rubber business for the past twenty-

five years, and established his present enterprise here in 1858, as selling agent for the Elastic Rubber Co., and the Standard Rubber Co., and as a wholesale dealer in rubber goods generally. He also owns and operates retail stores at the following places, viz: Hope Rubber Co., No. 83 Westminster Street, Providence, R. I.; Lowell Rubber Co., No. 61 Central Street, Lowell, Mass.; Worcester Rubber Co., No. 324 Main Street, Worcester, Mass.; New Hampshire Rubber Co., No. 949 Elm Street, Manchester, N. H.; Lawrence Rubber Co., No. 427 Essex Street, Lawrence, Mass.; Fall River Rubber Co., No. 9 S. Main Street, Fall River, Mass. His Boston warehouse comprises two floors, 50 x 110 feet each, and here is displayed at all times a very large and elegant stock of goods suited to the wants of the trade in all parts of the country. The assortments are thoroughly complete and comprehensive, and include rubber clothing, boots and shoes, ladies' and gent's gossamer clothing, druggists' sundries, elastic bands and rings, syringes of all kinds, endless belts and machine belting in large assortment, rubber hose, rubber door mats, pails and buckets, steam packing, carpeting, stair plates, door springs, wagon springs, weather strips, umbrellas, toys, gloves, drinking cups, dolls, chair tips, brushes and a thousand and one things both useful and ornamental. Special attention is given to the character and quality of the productions, the aim being not only to meet every want in this line, but to offer the very best in every case that the markets afford. A corps of talented salesmen represent the house upon the road, and the largest orders receive prompt and perfect fulfillment, while the prices quoted are such as are safe from successful competition. Mr. Hayward is a native of North Easton, Mass., and now resides in Quincy. He was for some years connected with the Boston Belting Company, and is a member of the Rubber Manufacturers' Association, and stands deservedly high in commercial, financial and trade circles.



**H**ILL, CLARKE & CO., Iron and Brass Working Machinery and Machine Shop Supplies, Nos. 156 to 164 Oliver Street.—The house of Messrs. Hill, Clarke & Co., at Nos. 156 to 164 Oliver Street, has achieved an international reputation and patronage as being headquarters for the best makes of iron and brass-working machinery extant. The business was established in 1865 under its present name and style, by Messrs. Hamilton A. Hill, Henry W. Clarke and Henry Pickering, and in 1880 Mr. Charles A. Clarke and in 1881 Mr. Joseph Wainwright were admitted to partnership, without change in the firm name. The warehouse of the firm in this city contains 150,000 square feet of floor space, and they also have a second warehouse in Worcester. As the acknowledged leaders in their line in Boston, they carry the largest stock of the kind in the city, including lathes, planes, upright drills, boring mills, bolt cutters, pulley machines, power hammers, shapers, key seaters, milling machines, grinding machines, pipe machines, and general machine shop supplies. The firm are especially prominent in trade circles as agents for such well-known manufacturers as the Brainard Milling Machine Co., of Boston; Flather & Co., Nashua, N. H.; P. Blaisdell & Co., Prentice Bros., Lathe & Morse and Whitcomb Mfg. Co., all of Worcester, Mass.; D. E. Whittin, New London, Conn.; Westcott Chuck Co., Oneida, N. Y.; and Hendy Machine Co., Torrington, Conn. The productions of these and other leading manufacturers are always kept in stock, and significant advantages are extended to customers in the matter of terms and prices. Shipments are made not only to all part of the United States, but also to regular customers in England, France, Germany, Switzerland, Sweden, Canada and the Provinces. Orders of whatever magnitude receive immediate and careful attention, and all the great resources of the house are used to promote the interests of its patrons. The Messrs. Clarke and Mr. Hill were born in Worcester County, Mass., while Messrs. Pickering and Wainwright are native Bostonians; and all thoroughly trained in this branch of commerce, and are gentlemen of experience, sagacity and high repute.



**W.** GREGORY & CO., Manufacturers, Importers and Dealers in Oils, Varnishes, Starches and Cements, Office, No. 104 Broad Street.—A prominent and widely known Boston oil firm is that of F. W. Gregory & Co., office, No. 104 Broad Street, and Nos. 1 and 3 Wharf Street. They are manufacturers, importers and dealers, handling all kinds of animal, vegetable and mineral oils, importers of olive oil and olive soap stocks, high-grade varnishes, lubricants and kindred preparations, and their trade which is large and active extends throughout the New England States and the Provinces. Every article sold by this responsible house is fully warranted and the prices quoted are invariably the lowest figures at which such goods can be sold, the most liberal inducements being offered to dealers and large consumers. The firm are agents for Columbia Refining Co. of New York, manufacturers of cylinder oils, lubricants and greases and for Hildreth Varnish Company, factory Long Island City, N. Y., manufacturers of superfine coach and car varnishes. They also handle large quantities of potato starch, also corn-starch, while they deal quite extensively, likewise, in pure para cement, for channeling, overlap and other work; paste cement, oil proof, etc. The quarters occupied as salesrooms on Broad Street are commodious, ample and well ordered, and the office is connected by telephone, No. 2689. An efficient staff of clerks, salesmen, etc., are employed and a full and first-class stock is constantly kept on hand here, all orders for anything in the line above indicated being filled in the most prompt and reliable manner. Mr. Gregory, who is the sole proprietor (the "Co." being nominal), is a gentleman of middle age, well and favorably known in the trade and is a prominent member of the Boston Oil Trade Association. He was at one time the proprietor of the Columbia Refining Company of New York and subsequently was of the firm of Spear & Gregory some twenty years, being engaged in business alone, as at present, since 1886.



**T**RAVELERS INSURANCE COMPANY, S. F. Woodman, General Agent, Boston Office, State and Kilby Streets.—At the present day insurance against accidents is becoming universal. Any person, whether walking, riding, driving, boating, traveling by land or water, or engaged in the usual vocations of life, is liable at any moment to unforeseen disaster. It costs very much less than life insurance and is therefore more within the reach of the million. The old reliable Travelers Insurance Company, of Hartford, Conn., has attained the largest measure of popularity with the general public in the vast field of accident insurance, while in life insurance proper it also offers unsurpassed advantages and benefits. Its general agent in Boston is Mr. S. F. Woodman, whose office is eligibly located at the corner of State and Kilby Streets. It is the largest accident insurance company in the world and is also unquestionably the most reliable and desirable to insure with. Its policies are liberal in their provisions. The rates vary according to hazard of calling from \$5.00 for each \$1,000 of insurance, with \$5.00 weekly indemnity, up to \$10.00 per \$1,000; the full principal sum is paid for loss of both hands, both feet, a hand and foot, or in case of blindness caused by accident. One-third the principal sum will be paid for loss of single hand or foot. Accident tickets at twenty-five cents per day are issued to travelers, though not limited to the accidents of travel. The company has a cash capital of \$600,000, and its annual statement, made January 1, 1891, shows total assets, \$12,244,467.33; surplus as regards policy holders, \$2,080,744.00; its loss payments in 1890 reached \$1,750,000. Mr. Woodman, the general agent, has resided in this city for more than twenty-five years, and entered the Boston office of this company in 1865; had charge of the Montreal office for two years, and has been general agent here for the past thirteen years. He served in the Forty-eighth Massachusetts Infantry one year during the war, is a member of the Life Underwriters' Association, and is now collecting \$100,000 or more in premiums, in both life and accident insurance in this city and vicinity annually, and is highly esteemed in the community for his promptness, courtesy and business reliability.



**M**ERCANTILE MUTUAL ACCIDENT ASSOCIATION, No. 18 Post Office Square.—One of the wisest systems of modern times is that which provides a way for protection against financial loss in the event of accidents causing physical disability. There is no kind of insurance which should be so popular as accident insurance. The premiums or assessments are small and not burdensome, while in case of an accident the payments are prompt and come in excellently to make good the time lost by inability to attend to one's trade or profession. The money secured against loss by accident is invariably paid, either to the insured, or in event of death to his family, if he exercises the precaution to insure in a reliable and honorable company. Such a corporation is the Mercantile Mutual Accident Association of Boston, whose home office is at No. 18 Post Office Square, and which is now in the eleventh year of its prosperity. The Association was organized January, 1881, and incorporated under the state laws of Massachusetts, and under prudent, liberal management, and a conservative yet progressive policy it has been increasingly successful from the outset, the patronage growing at a healthy rate with each succeeding year, until now the membership amounts to about five thousand. The Association has paid over two thousand six hundred claims, amounting to over \$180,000.00, has never allowed a just claim to be litigated, has no claims due and unpaid, while every proven claim has been promptly settled. The annual report for 1890 showed the affairs of the company to be in a most gratifying condition, the assets being \$29,257.83; and liabilities (contingent) \$10,500.00; certificates issued during the past year 5,000, for the amount of \$12,000.00; the losses and claims paid in 1890, number 292, were \$19,855.57. Reserve fund of \$9,000.00 is on deposit with the State treasurer of Massachusetts. The Association is licensed to do business in this state, Maine, New York and Michigan, has local agents in the principal cities of those States, and does business in other sections of the country through its correspondents. The officers of the company are prominently known business men. William L. Wellman has held the position of secretary since the Association was founded, previous to which he was for some years engaged in the insurance business. He possesses an expert knowledge of every department of his vocation, has a staff of competent assistants, and is always pleased to impart any information regarding the Mercantile Mutual Accident Association.

**H**OWE, BROWN & CO., [Limited,] Manufacturers of Steel of all descriptions, Works at Pittsburgh, Pa., Boston Branch, No. 127 Oliver Street.—Among the most important American industries is the manufacture of cast steel, and one of the old and prominent representatives of this great interest is the firm of Messrs. Howe, Brown & Co., [Limited,] of Pittsburgh, Pa. Their works have been carried on for many years and are very extensive, comprising several rolling mills and a complete plant of machinery and appliance for the manufacture of cast steel of all descriptions, and is the oldest crucible cast steel plant in America. The superior quality of the product is well known to the trade and to consumers. The firm also has a branch house in Chicago. The New England branch has been established in this city for twenty-four years. Mr. Eph. Smith has been the manager for some four months past. He is thoroughly familiar with the business, having been connected with the house for many years. The warehouse is located at No. 127 Oliver Street. It is 59 x 125 feet in dimensions, and contains a full line of the firm's manufactures. The present firm of Howe, Brown & Co., [Limited,] was formerly Hussey, Howe & Co., [Limited,] who were successors to Hussey, Wells & Co.

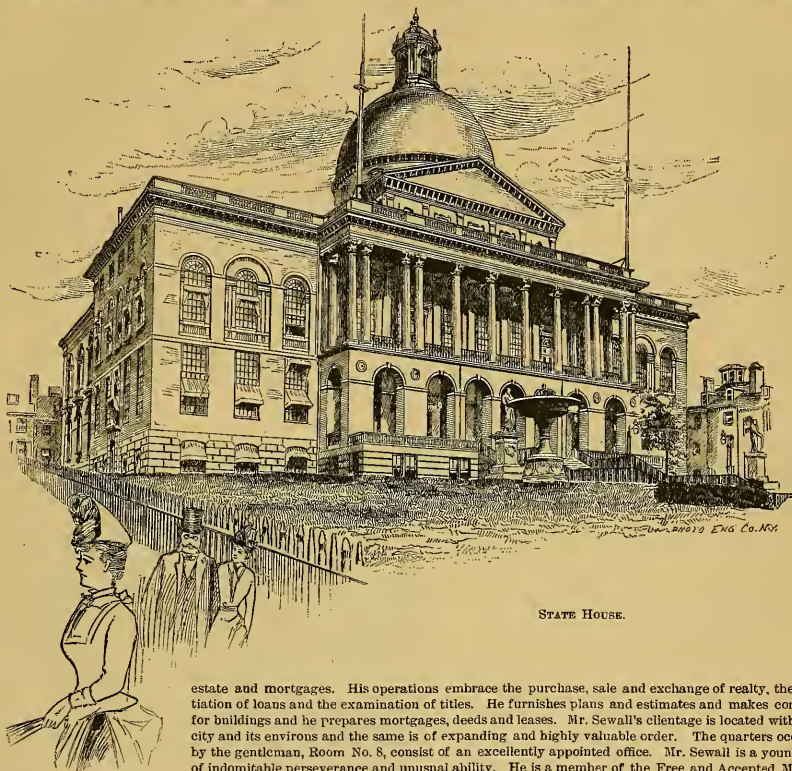
**M**URPHY VARNISH COMPANY, Franklin Murphy, President, No. 140 Pearl Street.—The Murphy Varnish Company, who operate extensive factories at Newark, N. J. and Chicago, Ill., and branch establishments at Cleveland, St. Louis and Boston, are among the largest varnish makers in this country. The business was founded in 1855, by Murphy & Co., in a small way, at Newark, N. J. The superior quality of the product was early recognized, and the demand rapidly increased, necessitating frequent additions to the facilities for production. In 1881 a stock company was formed, under the original firm name, and in January, 1891, the present company was incorporated, with a capital of \$3,000,000, and with the following officers and managers, to wit: Franklin Murphy, president, Newark, N. J.; James G. Barnett vice-president, Newark, N. J.; William H. Murphy, treasurer, Newark, N. J.; Charles D. Ettinger, secretary, Chicago, Ill.; Henry M. Murphy, E. M. superintendent, Newark, N. J.; Joseph Merrill, Jr., general manager, Newark, N. J. These gentlemen have been brought up in the trade, and bring to bear the essential qualifications of vast practical experience, perfected facilities and sound judgment. The works at Newark and Chicago cover a large area and are fully equipped with the latest improved machinery and appliances with large furnaces, vats, tanks and other conveniences for turning out the enormous quantities of these goods that are annually consumed. The company control the best formula and rules for the production of the most perfect varnishes, and have repeatedly demonstrated the superiority of their goods to any others in the market. The immense and increasing sales to the trade everywhere indicate how highly they are appreciated. The Boston house is eligibly located at No. 140 Pearl Street, and is under the expert management of Mr. F. H. Appleton, who has been with the company for the past ten years and possesses a foundation understanding of all the details of the business and the requirements of the trade. He has here a storage capacity for 25,000 gallons of varnish, and is prepared to supply the trade throughout New England in quantities to suit at the shortest possible notice, and at terms and prices which are safe from successful competition. The sales of the house are large and active with leading retailers in Boston, Providence, New Haven, Lowell, Worcester, Springfield, Hartford, Fall River, Lawrence, Lynn, Manchester, Concord, Portland, Bangor, Bridgeport, Salem, New Bedford, Gloucester, Newport, Pawtucket, Lewiston, Burlington, Rutland, St. Albans, Augusta and other New England towns. The officers of the company have achieved a record accorded only to those whose transactions are based upon the strictest principles of commercial honor, and they are worthy representatives of the greatest advance made in this important branch of skilled industry in America; while Mr. Appleton, the manager in this city, is a gentleman of large experience, wide acquaintance and sterling personal worth, with whom it is always pleasant and profitable to deal.

**S**TURGIS & CABOT, Architects, Room No. 9, No. 19 Exchange Place.—The architectural advancement during the past decade of American development is as remarkable for its beauty and elegance as for its utility and stability. Here in Boston the work of leading local architects is of a character to elicit the warmest commendations of the public and the favorable opinion of experts. A leading firm identified with this profession is that of Messrs. Sturgis & Cabot, who occupy Room No. 9, at No. 19 Exchange Place. They bring to bear in their enterprise the experience of several years' close study, and practical application of the science and art of the skilled architect, and have evinced marked originality in dealing with the difficult and ever varying problems and requirements of the building enterprises contracted for. The business of this house was founded thirty years ago by Messrs. Sturgis & Brigham. Mr. John H. Sturgis afterward becoming the sole proprietor, and on his death, in 1888, he was succeeded by his nephew, Mr. R. C. Sturgis and Mr. W. R. Cabot. The former is a native of Boston, a graduate of Harvard College, and member of the Boston Architectural Club, the American Institute of Architects, and the Boston Society of Architects. Mr. Cabot was also born in this city, and is a member of the Boston Architectural Club and Boston Society of Architects. Much notable work has been done by this house, among other buildings being the Boston Art Museum, also extension to same, Boston Athletic Association Building, Church of the Advent, extension to same, Young Men's Christian Association Building, and residences for Nathaniel Thayer, E. V. R. Thayer, Fred. S. Ames, Mrs. Blake, Beacon Street, Dr. H. P. Quincy, etc., etc. Messrs. Sturgis & Cabot make in their designs of buildings the same careful study of the interior requirements as of the exterior; their computations are accurate, their plans thoroughly homogeneous and practical, and their style of architecture pure and symmetrical. Their aim is to secure to the owner the best results within the limits of estimates, and their close adherence to specifications, and careful supervision of builders, point them out as sound business men, as well as architects of the very highest attainments.

**T**HE ASHTON VALVE COMPANY, Manufacturers of the Ashton "Pop" Safety Valves and the Noiseless Blow Back Valve, No. 271 Franklin Street.—A representative and thoroughly progressive industrial institution of Boston is that of the Ashton Valve Company, located at No. 271 Franklin Street. This company are internationally famous as manufacturers of the Ashton Lock-up "Pop" Safety Valves, for locomotive, stationary, marine and portable boilers; also the noiseless blow back valve, and water relief valves for pumps and stand pipes. The company was incorporated in 1871, under the laws of the State of Massachusetts, with a capital of \$150,000, and is officered as follows: C. J. Bishop, president; H. G. Ashton, general manager; Wm. Howell Reed, treasurer. The works are thoroughly spacious in size, and are admirably equipped with every modern appliance tending to facilitate rapid and perfect production. This company has a large share of the business in safety valves for both stationary and marine boilers in this country, maintaining their quality and reputation in all the competitions of trade. They never cheapen their product under any temptation. Their standard is to produce the best goods that can be made in the present state of the art. Its steadily increasing business during the last twenty years affords the strongest possible evidence of the superior merits of its goods. They have been awarded six highest premiums, in both gold and silver medals, in competition with other makes, and their valves have been adopted by the United States Government, endorsed by insurance companies, recommended by prominent architects and engineers, and in use on over one hundred and fifty railroads and on thousands of boilers in every State of the Union, while they are also in demand in all parts of the world. The best materials are invariably used, and only skilled mechanics are employed. The company also have a special department, which enables them to design and furnish on application special valves for special needs, which often occur in steam or hydraulic engineering. By using the Ashton valves on your boilers, you are insured from explosions and their dire consequences. The affairs of the company are placed in able and competent hands and the house worthily maintains a prominent position in its useful and valuable industry, reflecting the highest credit on all concerned. Branch offices are operated at No. 218 Lake Street, Chicago, and No. 107 Liberty Street, New York, while the company can claim with mighty England that the sun never sets upon the products of their industry.



**THOMAS SEWALL.** Real Estate and Mortgages, Notary Public, and Justice of the Peace, No. 194 Washington Street.—Mr. Thomas Sewall of No. 194 Washington Street, made his initiatory effort in business upon the basis of his own resources during the currency of the year 1888, the place of his operations at that date being as at present. Prior to the gentleman's first embarkation upon the business highway, he had, for many years, been bookkeeper for Messrs. John P. Lovell & Sons, of Washington Street, his alliance with that concern being characterized by the constant maintenance of the most exalted principles. Mr Sewall is a notary public and a justice of the peace and he transacts a heavy business as a broker in real



STATE HOUSE.

estate and mortgages. His operations embrace the purchase, sale and exchange of realty, the negotiation of loans and the examination of titles. He furnishes plans and estimates and makes contracts for buildings and he prepares mortgages, deeds and leases. Mr. Sewall's clientele is located within the city and its environs and the same is of expanding and highly valuable order. The quarters occupied by the gentleman, Room No. 8, consist of an excellently appointed office. Mr. Sewall is a young man of indomitable perseverance and unusual ability. He is a member of the Free and Accepted Masons.



**RICHARDSON, HILL & CO.** Bonds, Stocks, Commercial Paper, Etc., No. 40 Water Street.—The firm of Richardson, Hill & Co., have been prominently identified with the financial world for twenty odd years, and during that period the business which they conduct has attained to large proportions, and their house is recognized as a leading one in its special field. They deal extensively in commercial paper, to the amount of millions of dollars per year, and are general bankers and brokers. They buy and sell on commission all kinds of stocks, bonds and securities, which are listed on the various stock exchanges of the country, and are members of both the Boston and New York Stock Exchanges. Their offices are eligibly located at No. 40 Water Street, and are connected by private wire with New York, Philadelphia and Baltimore, while the firm have agents and correspondents in all parts of the world. They keep a keen eye upon the market and are considered leading authorities upon actual values, which their extended and influential connection enable them to secure much information of mutual and incalculable benefit to their large clientele and themselves. Possessing ample capital and a wide and varied experience in monetary matters, this firm are well able to handle all business in the most satisfactory manner, while their standing in the city and with those best able to judge is such as to give the utmost confidence to all. They conduct their business upon the soundest principles of honor and integrity, and are ever cognizant of the true position of a house that holds the interests of others in its hands. The business was originally established October 1, 1869, by Messrs. Spencer W. Richardson, William H. Hill, Jr. and Ed. D. Adams, as Richardson, Hill & Co. In 1875 Mr. Adams retired, and the same year Mr. Henry W. Dodd, who had been cashier in the house for several years, was admitted to partnership. In October, 1880, Messrs. Frank E. James and Geo. A. Farlow, who had been clerks in the house from '71 and '73 respectively, were also admitted to the firm. Mr. Farlow retired in 1890. The copartners belong to that class of steady, conservative business men to whom Boston owes so much of her commercial supremacy and financial prosperity.

**G**EO. H. MORRISON, Engineer, No. 6 Federal Street.—The increasing use of electricity as a motive power has called for the exercise of the highest order of professional skill and experience in order to secure the best results. The leading engineer in Boston engaged in making practical tests of steam, electrical and all other power plants, is Mr. Geo. H. Morrison, who occupies eligible office quarters at No. 6 Federal Street. This gentleman is known all over the United States as an expert in his line, and was for several years an engineer in the United States Navy. He established himself in the practice of his profession here in 1866, and has developed wide-spread and influential connections, bringing to bear every possible qualification and being at all times prepared to undertake the most difficult and complicated work in the engineering and experimental line. His services are in constant and important request in making practical tests of steam, electrical and other power plants, in which he is noted for the greatest accuracy; while another feature of his business is weighing power and indicating engines, in which he is acknowledged to be pre-eminent. He is recognized as thoroughly proficient and the best qualified of any in the profession to do all work thoroughly and accurately and at moderate rates, and enjoys the confidence of large corporations and mill-owners in this and other sections of the country who have experienced the benefits of his careful study and technical knowledge. Those who are interested will find it most advantageous to communicate with him, as he is an authority upon all matters to which he devotes his time and talents, and is so recognized in the industrial world. Mr. Morrison is a native Bostonian, in the active prime of life, and has become justly celebrated as an engineer of the highest attainments and soundest judgment.

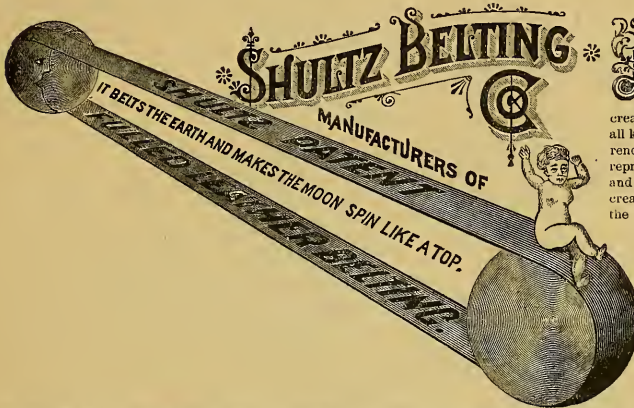
**B**OSTON RUBBER CO., No. 9 Otis Street, Winthrop Square.—As a source of supplies for every kind of manufactured goods the city of Boston possesses advantages and facilities to meet the wants of dealers and consumers equal, if not superior, to any other city in the Union. Numerous and varied as are the industries here represented, they are ever multiplying, happily as the city expands itself and the population increases. One of the enterprises which has gained a permanent foothold in our midst and assumed the leading position in its line is that conducted by the Boston Rubber Company, at No. 9 Otis Street, Winthrop Square. This company was organized in 1878, under the laws of the State of Massachusetts, with a capital of \$40,000, which has since been increased to \$300,000. The company are extensive manufacturers of rubber clothing, boots and shoes, carriage cloths and wringer rolls, operating large factories at Chelsea and Franklin, Mass., and giving employment to from five hundred to six hundred hands. The business has been managed with signal ability and the company has enjoyed a remarkably successful career, vigilance, activity and integrity having been its characteristics from the start. They now manufacture more wringer rolls than all other houses in the world put together, and in all departments of their business they are always able to offer terms equal with any other house in the world. As manufacturers of boots and shoes they have ever pursued a wisely conservative course, their goods being celebrated for their wearing qualities as well as for their excellent style and fit, and continue to be the favorite make with the trade throughout the United States. This house cannot be undersold, while its great resources and perfected facilities enable it to guarantee the prompt and perfect fulfillment of all orders. The officers of this company are as follows, viz.: President and Treasurer, George H. Hood; Secretary, F. C. Hood; Directors, George A. Alden, A. H. Alden.

**W**M. H. GALLISON, Engineers' Specialties, No. 36 Oliver Street.—Boston has no manufacturing establishment whose product is in greater request or of more practical utility and value than that of Mr. Wm. H. Gallison, manufacturer of special brass work for steam fitters, plumbers and engineers, and dealer in engineers' specialties, whose foundry, work-shop and salesrooms are located at No. 36 Oliver Street. This gentleman has been established in the business here since 1879, and has conducted the same with signal ability and steadily increasing success. He is especially prominent as agent for New England for the Consolidated Safety Valve Company, manufacturers of "pop" safety valves, Richardson-Ashcroft patent solid nickel-seated "pop" safety valves, with adjustable screw ring, for stationary or marine boilers. These valves have been approved by the U. S. Board of Supervising Inspectors, and more than 100,000 of them are now in use in the United States, Canada and Great Britain, also Richardson's patent portable farm engine, hoisting engine, steam fire engine and steam launch valves, made with lockup attachment, to prevent tampering with the valves. Mr. Gallison is also sole New England agent of the Ashcroft Manufacturing Company, manufacturers of steam and vacuum gauges, with springs of solid drawn, seamless tubes; marine and locomotive clocks, combination water pressure gauges, standard test gauges, ammonia gauges, Ashcroft's low water detectors, Ashcroft's self-cleaning gauge cocks, gas fitters' proving pumps and gauges, screw and lever hydraulic test pumps, pyrometers, sclinometers, and all instruments for measuring the pressure of steam, air, gas or water; Tabor's patent steam engine indicator and attachments. This house is a recognized headquarters for iron and brass pipe and fittings of every description, and for engineers' specialties, such as packings, oils, oil cups, oil filters, oil pumps, ejectors, injectors, inspirators, lubricators and lubricating compounds, dies and die plates, file cleaners, fusible plugs, gaskets, gas pliers, glass tubes, grease cups and grease extractors, hydrometers, thermometers, tachometers, steam cocks, pantagraph, planimeter, polishing liquids, polishing paste, siphons for gauges, pipe drills, pipe taps, tube expanders, hose and hose nozzles and pipes, hand lamps, lanterns fire pails, belt lancers, belt dressings, damper regulators, cosmic, emery cloth, wrenches, whistles, waste, etc., etc. Many of the leading machinists and engineers in Boston and throughout New England purchase all their supplies at this house, being attracted by the honorable methods in force, the superior inducements offered and the promptness with which all their orders are fulfilled. With a full outfit of machinery and appliances at hand, Mr. Gallison is prepared to make special brass work of any kind or order, and to cut pipe of any size, to plan or dimensions at short notice; and to make brass and nickeled pipe railings for engine rooms, nickel plating is skilfully executed, and repair work is promptly attended to. The exigencies of the business require the services of some seventy skilled workmen, and the business is broadly distributed over New England. Mr. Gallison is a native of Maryland and a resident of Boston; he was for some time connected with the house of Morris Tester & Co., and is known as an upright, reliable and useful citizen, and an expert and accomplished manager of his business. He is a member of the Manufacturers' Club and has just been honored by having one of the newest and handsomest tug boats plying this harbor named for him.





**C**REHORE & SON, Manufacturers of Press Papers and Cards for Jacquard Looms, Office, No. 87 Milk, Corner of Congress Street, Room No. 35.—Among the old established manufacturing industries of this section of the country is that of press papers and cards for Jacquard looms, Messrs. C. F. Crehore & Son, proprietors. Their office is at No. 87 Milk Street. The mills in which Mr. Lemuel Crehore became a copartner in 1835 with Mr. Wm. Hurd are at Newton Lower Falls. In 1834 they became the exclusive property of Mr. Lemuel Crehore, who for ten years carried on the business in copartnership with Benjamin Neal; since which they have been run individually by Mr. Crehore, or in company with one or the other of his sons. The eldest son, C. F. Crehore entered the business in 1867, and since his father's death in 1868 has continued it. In 1882 his son Frederic M. became a copartner under the present firm name. Their mills are equipped with four water wheels, two steam engines, four paper engines and one paper machine. The firm manufactures paper for pressing cloths in woolen mills and about one ton per day is produced. The excellent reputation of this house is so widely known and so thoroughly established that it needs no words of recommendation from us. The trade extends to all parts of the United States and is largely with woolen mills of Missouri, Philadelphia, and New England. Mr. C. F. Crehore is a native of Newton and still resides there. Mr. F. M. Crehore, the son, is also a native of Newton and both partners are held in the highest estimation in commercial circles for their sound business principles and sterling integrity, and their career is a credit alike to themselves and to the city.



**I**N this age of machinery and where progress is the order of the day in new inventions in every kind of machinery for nearly every purpose, the enormous increase in the demand for leather belting of all kinds for the transmission of power has rendered its manufacture a prominent and representative industry in the United States and one which is continually on the increase; competition only serving to increase the skill of American manufacturers.

The leading and best known belting house represented in Boston is the Shultz Belting Company, manufacturers of Shultz Patent Fulled Leather Belting, whose works are located in St. Louis, with Boston branch at No. 164 Summer Street. This company has been flourishing since 1876, being represented constantly in this city, and supplies its New England trade from this house. This belting is made of

leather, tanned on the surface only; the interior (which is the fibre and strength of the hide) is not tanned, but raw hide, fulled and softened by their patent process; this gives it the peculiar softness which causes it to closely hug the pulley, thereby enabling it to transmit more power than any other belt. It does not pull out the lace holes or rivets, and stretches less than any other belt. It works equally well for the largest driving belts or for the fastest running machinery and smallest pulleys. Their "fulled leather" combines imperviousness to climatic influences and complete pliability, and thus the two main objections to oak-tanned leather, viz.: stiffness and danger of being over-tanned are entirely obviated. In testing this company's belt with oak-tanned belting at Mr. Robert Grimshaw's engineering and expert offices, Philadelphia, Pa., this company's belting showed, with a tension of only forty-three and three-quarter pounds per inch in width, a grip of seventy-eight pounds on a thirty-six inch pulley, contact half the circumference, as against twenty-eight and one-quarter pounds, the average grip of oak-tanned; and with a double belt, with a tension of fifty-six and one-quarter pounds per inch in width or about the usual tension of a single belt, had a grip of one hundred and three pounds as against twenty-eight and one-quarter pounds. A full supply of this superior belting is kept in stock in this city, besides rawhide lace leather, picker leather and general mill supplies. Orders of whatever magnitude are filled promptly and the trade is large and active throughout all the New England States. Mr. W. P. Mullen, the vice-president of the company has the management of this branch and is a gentleman of large business experience, wide acquaintance and eminent popularity with whom it will be found both pleasant and profitable to deal.



**E**MPIRE LAUNDRY MACHINERY COMPANY, H. S. Porter, General Manager, Nos. 185 and 187 High Street.—The greatest success in the manufacture of laundry machinery has been achieved by the Empire Laundry Machinery Company, whose eastern salesroom is located at Nos. 185 and 187 High Street. This company has its works at Watertown, Mass., and it was incorporated in 1883, under the laws of the State of Massachusetts, and with Jno. L. Shorey, president; Geo. L. Shorey, treasurer; H. S. Porter, general manager. The works at Watertown, are splendidly equipped with machinery and appliances tending to facilitate rapid and perfect production, and steady employment is given to one hundred skilled hands. The main object of the management has been to construct such mechanism as should be durable, rapid and perfect in its operation, and at the minimum of cost, and in this design they have attained a complete success, as is well proven by the career of the company and the great popularity of its products the world over. The machinery bearing the imprint of this company is so perfect and exact in construction and operation as to reduce the work of washing, starching and ironing to a simple mechanical operation, while it is in heavy and increasing demand not only in all parts of the United States but also in Australia, Canada, the Provinces and numerous European countries. Among the laundries in this section of the country supplied by this company may be named those at the Hotel Vendome, Boston Tavern, the Tremont House, United States Hotel, St. Mary's Hospital, Boston City Hospital, Harvard College and many others. The company own numerous patents for washing, ironing, starching and crimping machinery, and are in a position to guarantee the prompt and perfect fulfillment of all orders and to place all transactions on a thoroughly substantial and satisfactory basis. The company manage their own salesrooms in Boston, New York, Chicago, San Francisco and Melbourne, Australia, and shipments are made to all parts of the world. The officers of the company are experienced manufacturers and have achieved a position in the community that entitles them to universal respect and consideration.

**C**UNARD STEAMSHIP COMPANY, [Limited], No. 99 State Street, Alexander Martin, Agent.—The annals of steam navigation will ever accord a prominent place to the Cunard Steamship Company, as being for years the leader in the construction and operation of the modern high power steamship, as well as in the introduction of everything that could in any way appertain to the safety, comfort and celerity of the transatlantic passage. The Boston office of this company is located at No. 99 State Street, under the management of Mr. Alexander Martin as agent, and with the best of wharfage facilities at East Boston. The company has been represented here since early in the fifties, Mr. Martin succeeding to the control in 1886, having been chief clerk in the office for fourteen years previously. The company's Atlantic fleet comprises the Etruria, 8000 tons; the Umbria, 8000 tons; the Servia, 8000 tons; the Arania, 7500 tons; the Pavia, 6000 tons; the Cephalonia, 6000 tons; the Gallia, 5500 tons; the Catalonia, 5500 tons; the Bothnia, 5000 tons; the Scythia, 5000 tons; the Samaria, 3000 tons; the Marathon, 2500 tons; and the Atlas, 2500 tons. This fleet includes some of the largest, finest and fastest steamships now plying between New York and Liverpool, notably the Etruria, Umbria and Servia which have no equals in many respects, and are recognized as affording the most luxurious accommodations to the traveling public. The business of the company has consequently attained proportions of enormous and unequalled magnitude. Among the many features for which the Cunard Line has become justly celebrated are the extreme care and forethought manifested in the navigation of their ships, the skill and high standing of their commanders, and the company's uniform good fortune in conducting such an extensive traffic through a period of fifty years. The prime consideration is safety, and the captains of the steamers are vigilant and untiring in their efforts to insure safe running and thorough efficiency. This line is also deservedly popular for the table it sets. No competitor comes up to its high standard in this respect. The management is equally liberal in service and attendance, and the best circles of the American public travel preferably on its ships. Mr. Martin, the agent, is a native of Scotland, an experienced representative of this field of enterprise and well and favorably known in Boston's leading business circles; a member of the Chamber of Commerce and the Boston Athletic Association, and by his courtesy, promptness and reliability is promoting in every way the best interests of this popular line.

**A**KRON IRON COMPANY, Patent Calendered Iron and Steel Shafting and Sole Eastern Agents for the Falls Rivet and Machine Co., Nos. 52 and 54 Purchase Street.—Specialized branches of trade have come to a more perfect development in the city of Boston than almost anywhere else in the world, and a forcible illustration of this fact is afforded by the establishment known as the Eastern Department of the Akron Iron Company, located at Nos. 52 and 54 Purchase Street. This company are widely prominent as manufacturers of patent calendered iron and steel shafting, and are also sole Eastern agents of the Falls Rivet and Machine Co., manufacturers of patent steel rim and Falls friction clutch pulleys, hangers, couplings and other power transmitting machinery. The Akron Iron Company has been in successful operation for a period of thirty years, and opened the Boston store in 1889, placing it under the management of Mr. H. H. Abbott, who has been in the iron trade for the past eight years, and brings to bear exceptional qualifications, including a foundation understanding of all the details of the business and the requirements of the trade. The premises occupied for sales purposes are spacious in size, and are kept fully stocked with the above named specialties which are recognized as the acme of perfection for the purposes for which they are intended, and invariably commend their own merits to the confidence and patronage of critical and discriminating buyers. The patent calendered shafting is finished with bright surface, and every bar is guaranteed absolutely round, straight and true to size. Line shafting is furnished in sizes ordinarily manufactured, in lengths up to 25 feet, and up to 35 feet when specially arranged for; while key-seating for coupling and pulleys is done to order. In the matter of terms and prices special inducements are offered, while all orders are given prompt and careful attention and parties are assured satisfaction in every case. The two companies here represented give employment to from six hundred to seven hundred hands, and each is interested in the operations of the other. Manager Abbott is a native of Columbus, O., was eight years connected with Messrs. King, Gilbert & Warner, of Columbus, and is a young man of large business experience, wide acquaintance and sterling personal worth.

**C**URTIS DAVIS & CO., Manufacturers of "WELCOME" Soap, No. 136 State Street.—It is a cold fact that soap-using is a sign of civilization, just as, in the words of the inspired writer, "cleanliness is next to godliness." Yet there are many soaps which often cause the very troubles against which they are intended to guard, and the consumer has but one safeguard in purchasing—to buy no soaps for personal use or clothes-washing unless they bear some name which is a synonym for excellence and purity of product, the name of some firm the sole object of which is not the realization of large profits without regard to consequences as they affect customers. There are such firms, and in the roll of honor that contains their names we find no more prominent place than that long occupied by Curtis Davis & Co., the well-known manufacturers of Welcome Soap, at No. 136 State Street, corner of Chatham Row. This representative house was founded in 1835, by Mr. Curtis Davis, and in 1864 Mr. James Mellen became a partner under the firm name of Curtis Davis & Co. The honored senior partner and founder of the business died in 1887, and in the following year Mr. Mellen admitted his son, Mr. E. D. Mellen, to partnership, without change in the firm name. The factory of the firm is located in Cambridgeport, and the output thereof is the largest in its line in New England. The productive capacity is five hundred boxes of one hundred bars each per day, and the leading specialty is "Welcome" soap, which has a wide sale. Curtis Davis & Co. have ever been recognized as leaders in quality the country over, and their Welcome laundry soap is steadily increasing wherever once introduced. They are found for sale by the leading jobbers and wholesale grocers in all the New England States. The exigencies of the business require the constant services of fifty hands, and the largest orders are filled with promptitude and satisfaction. The Messrs. Mellen are natives of Cambridgeport, members of the Boston Chamber of Commerce, and gentlemen of large business experience, sound judgment and high repute.

**W**ILLIAM E. WATERHOUSE, Naval Architect and Yacht Broker, No. 50 State Street.—The genius and skill of American architects is now recognized the world over. Among those who are winning distinction in naval architecture in this city should be named Mr. William E. Waterhouse, whose office is located at No. 50 State Street. This gentleman was associated with Mr. Edward Burgess, as assistant, for a period of six years, and now occupies the offices formerly occupied by him as a naval architect and yacht broker with such distinguished success. Mr. Waterhouse was personally connected with the designing and construction of all vessels built by the late Mr. Burgess since the "Puritan," with the full benefit of his confidence and instruction, and established himself in business in August, 1891. He is thoroughly practical, executing plans for naval architecture in the most reliable and expert manner, furnishing designs and estimates for any proposed vessel or yacht at short notice, and personally superintending construction when desired; while he also buys, sells and charters yachts, and acts as a broker for those requiring his experienced judgment and assistance. He is now engaged on government work as superintending constructor at Camden, N. J., and his patronage is fast becoming one of a thoroughly substantial and flattering character, fully commensurate with the deservedly high reputation for ability and skill which he enjoys among those who have tested his services. Those who have yachts to dispose of should notify Mr. Waterhouse, as his wide acquaintance in yachting circles renders him a valuable medium for their sale. All orders and commissions receive his immediate personal attention, and terms and prices are placed upon a thoroughly fair and equitable basis. Mr. Waterhouse is a native of Ellsworth, Me., and a young man of broad culture, intelligent enterprise and thorough reliability, who is devoted to his profession and certain to make an honored name therein.



**G**EORGE C. LENTH & CO., Bankers and Brokers, Room 330, Exchange Building, No. 53 State Street.—Of the immense volume of business which is transacted between this city and New York and Chicago, in stocks, bonds, shares, etc., a liberal share is intrusted to the care of Messrs. George C. Lenth & Co., bankers and brokers, of No. 53 State Street, who act as the duly accredited correspondents for Messrs. Watson & Gibson, of No. 55 Broadway, New York, members of the New York Stock Exchange. The business of Messrs. George C. Lenth & Co., although established only one year ago, has already assumed

large proportions; the purchase and sale of stocks and bonds for cash or on margin being undertaken in heavy lines, as also operations both ways in petroleum, grain and provisions; orders being executed in all markets strictly on commission, and all transactions being regarded as strictly confidential. For these several purposes, the firm has private wires to New York and Chicago direct from the office—room 330 in the Stock Exchange Building—thus enabling them to obtain, at any moment, the latest quotations, the general state of the market and other useful information for the benefit of investors and operators. The able proprietor, Mr. George C. Lenth, has had two years' previous experience as a broker on the Board in New York, and is always glad to extend to clients the full benefit of his opinion on the state of the market and its probable course in the near or remote future. Every facility will be afforded for the prompt execution of all orders in stocks, bonds and other securities in the New York and Boston markets. The latest foreign and domestic financial papers and journals will be found on file at the office for the convenience of customers, and reliable information of any change of importance in the various markets will be promptly furnished.



THE NEW OLD SOUTH CHURCH.



**G**ARDNER P. KINGSLEY, Real Estate and Mortgages, No. 119 Devonshire Street.—A position of unquestioned prominence upon the pages of this work upon the prosperity and affluence of the capital city of the Bay State is undeniably due to Mr. Gardner P. Kingsley, of No. 119 Devonshire Street. The gentleman is a broker and dealer in real estate, mortgages and kindred things, and he pays particular attention to the selling and leasing of first-class houses, stores and country residences. Every department is engaged in by the gentleman and a speciality is made of property located in the center of the city, as also in Back Bay, Brookline and the suburbs. He engages largely in the building and improvement of property, and an important branch of his business consists of the negotiation of loans; he having constantly on hand large sums of money for advance upon eligible realty. The date of the establishment of Mr. Kingsley in business occurred during the year 1863, since which time he has been the constant recipient of the favors of the genius of prosperity, having established a large and flourishing connection and earned a reputation of most enviable character. The premises occupied by the gentleman are located Room No. 1 Rialto Building, the excellence of which site will be apparent to the most cursory observer. Mr. Kingsley is a native of Boston, and is a middle-aged gentleman, possessing the unqualified esteem of the entire community.



**CHARLES E. C. BRECK**, Civil Engineer and Surveyor, No. 85 Devonshire Street, Room No. 20.—One of Boston's leading and best known civil engineers and surveyors is Charles E. C. Breck, whose office is located at No. 85 Devonshire Street, Room No. 20. He was formerly of the firm of Whitman & Breck, established in 1859, and has conducted business alone for the past five years. Mr. Breck, who is a gentleman of middle age, is a native and resident of Milton, Mass. He is a man of exceptional skill in the line indicated, standing high in his profession, and is a prominent member of the Boston Society of Civil Engineers. He occupies well equipped offices, and employs four competent assistants, exercising immediate supervision himself over every detail. Mr. Breck is prepared to engage in all classes of work comprehended in his profession, making surveys generally, and furnishing designs for bridges, water works, etc. Special attention is given to surveying and laying out sea shore property in plats and lots for sale, also to consultations, while construction is personally superintended, likewise, and all work undertaken by this gentleman is certain to be performed in a manner to satisfy the most exacting. Among the more noteworthy achievements attesting Mr. Breck's skill may be mentioned the Boston, Revere Beach and Lynn R. R., the Baker Chocolate Works, at Lower Mills, Mass., the State Lunatic Asylum, at Medford, Mass., 350 acres of subdivision at Booth Bay, Me.; West Chop, and Tashmoo Land Company at Vineyard Haven, Mass.; Col. Roberts' subdivision at Waltham, the coal docks of the Boston Tow-Boat Co., at East Boston, Mass., and a number of others equally worthy of mention during his forty years' experience.



**ASHBURN-CROSBY CO.**, Merchant Millers, Minneapolis, Minn., Eastern Office, No. 30 Central Street, Boston, Mass. Col. C. C. G. Thornton, General Agent.—The flour manufacturing industry of the United States has long been a leading business interest, the operations carried on in grain and its product—flour—being a backbone and mainstay of the national wealth and prosperity. The largest and best known flour milling concern in the world is the Washburn-Crosby Co., merchant millers of Minneapolis, Minn., whose New England office is located at No. 30 Central Street, this city, the general agent being Col. C. C. G. Thornton. Gen. C. C. Washburn, the founder of the establishment, built the first large flour mill in the United States having the middlings purifier, and produced the first patent flour ever made in America; he was also the first to introduce the Hungarian or roller process in this country. Mill B, the oldest mill owned by the company, was built by Ex-Gov. Washburn, of Wisconsin, at Minneapolis. Mill A, erected some time later, was burned down, and Mill C was next built, Mill A being rebuilt at a subsequent period. Washburn, Crosby & Co., who continued the business up to 1887, when the present company was organized, and the enterprise was incorporated under the State laws of Minnesota, with a capital of \$500,000. The mills are all equipped with the most improved flour milling machinery to be found in the world, the plant being the finest in existence, and a very large force of workmen find constant employment there. The productive capacity in 1890 was 8500 barrels of flour per day; during the present year this has been increased and the daily output amounts to 11,000 barrels per day, for which over 50,000 bushels of wheat are required. The flour is the best to be found in the market, and it is shipped in large quantities to all parts of the globe. The officers of the company, who are prominently known in the financial and business world, are James S. Bell, president; Wm. H. Dunwoody, vice-president; Chas. J. Martin, secretary and treasurer. The New England agent, Col. C. C. G. Thornton, has been identified with the flour trade for the past forty years, and possesses an expert knowledge of all its details.

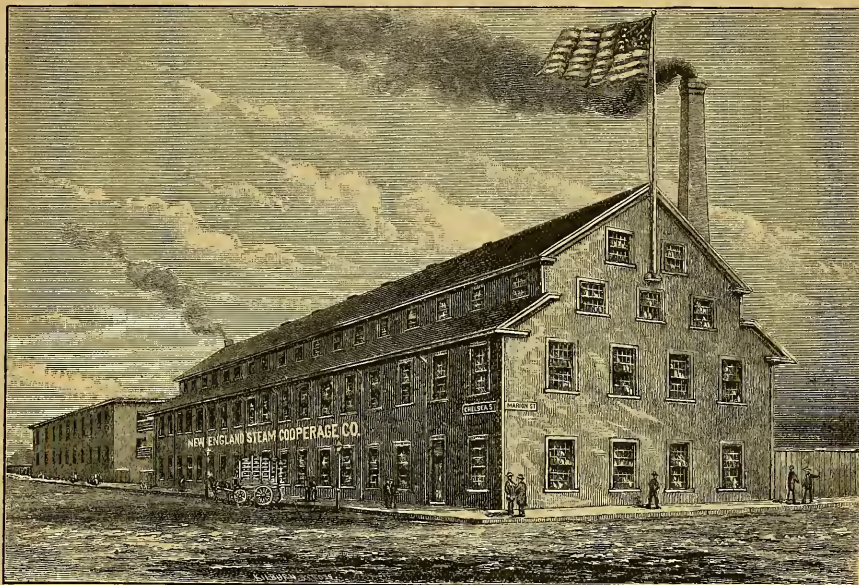


**THE MATHER ELECTRIC COMPANY**, of Manchester, Conn., Clafin & Kimball, General Agents, No. 116 Bedford Street, and No. 24 Kingston Street.—The rapid adoption of electricity by the American people for lighting purposes is something phenomenal. It needs no argument at the present day to show its superiority over every other artificial illuminant, while the rule concerning "the survival of the fittest" is exemplified in electric lighting as well as in other departments of industry and trade. It is especially applicable to the Mather system of incandescent lighting, manufactured by The Mather Electric Company, of Manchester, Conn., whose New England agency is under the management of Messrs. Clafin & Kimball, with headquarters at Rooms 402, 403 and 404, New England Shoe and Leather Exchange Building. This company has done more to popularize electric lighting than any other, and is to-day one of the strongest and most progressive corporations in the country. Its system is the simplest, most economical, effective and commercially valuable of any yet introduced. As a machine, the Mather dynamo is the most perfect yet brought out, while electrically it has no superior, if indeed any equal. By its use the destructive evil of sparking is entirely done away with, while its points of superiority may be tersely summed up as follows: extreme simplicity, high efficiency, perfect automatic regulation, economy of operation, and freedom from sparking. The lamp used by the Mather system is the well-known "Perkins" lamp. This lamp was formerly manufactured for use only on the Mather system, but the demand for it by the users of other systems has been so large that the "Perkins Electric Lamp Company" has recently been formed for its manufacture and sale. Messrs. Clafin & Kimball are the general agents for this company also, and are contractors for wiring, supplies, etc. The Mather system is used in the following places in New England, to wit: Church Green Electric Light Co., New England Shoe and Leather Exchange Building, Lincoln Building, Cyclorama Battle of Bunker Hill, Oriental Tea Company, Hutchins Organ Co., North Packing Co., De L. Shepley & Co., Winch Bros., and others in Boston; Providence Worsted Co., British Hosiery Co., Thornton Worsted Mills, Providence Machine Co., and others in Providence, R. I.; Mellic House, Globe Yarn Mills, Border City Mfg. Co., King Philip Mills, Dubois Lithographic Co., Fall River, Mass.; Lakeside Mfg. Co., Whitten Envelope Co., Norton Emery Wheel Co., Cutting & Bishop, Worcester, Mass.; Winona Paper Co., Parsons Paper Co., George R. Dickinson Paper Co., Holyoke, Mass.; Plimpton Mfg. Co., Hartford Light & Power Co., Hartford Manilla Co., Hartford, Conn.; Merrimac Paper Co., Lawrence, Mass.; State Almshouse, Tewksbury, Mass.; Ludlow Mfg. Co., Ludlow, Mass.; Stoneville Worsted Co., Auburn, Mass.; Z. Crane, Jr., & Bro., Dalton, Mass.; Agawam Paper Co., Mittleague, Mass.; Haverhill Paper Co., Haverhill, Mass.; S. D. Warren & Co., Cumberland Mills, Me.; Richards Paper Co., Gardiner, Me.; Fairfield Paper Co., Salmon Falls, Mass.; Augusta Pulp Co., Augusta, Me.; The L. L. Brown Paper Co., Adams, Mass.; Berlin Iron Bridge Co., East Berlin, Conn.; Morgan Envelope Co., Springfield, Mass.; Bridgeport Copper Co., Bridgeport, Conn.; Hall Rubber Co., Watertown, Mass.; and others too numerous to mention. The large number of plants of other systems that have been thrown out and the Mather system installed in their place is, perhaps, the best criterion of their value. The expression of a gentleman who made such a change, tells the whole story. He says: "It is cheaper to purchase a Mather plant than to operate any other as a gift." The company claim the following special advantages for the Mather Electric Motor. First. High efficiency. Repeated careful tests made by disinterested parties have shown that the commercial efficiency of the Mather motor is higher than that claimed for other motors. Second. Entire freedom from sparking at the brushes. With brushes properly adjusted, there is absolutely no sparking, even with extreme variation of load. Third. Self regulation. When the potential at the motor is constant, the greatest variation of speed of the simple shunt-wound motor is only about three per cent. and the compound-wound motor will run at a speed absolutely constant for all changes of load. A motor may be well designed, and efficient electrically, at the same time the mechanical design and construction may be such as to make it practically worthless. As a machine the Mather motor is the most perfect yet brought out, while electrically it has no superior, if indeed any equal. The magnet is of iron, as in other motors, but in form entirely different. The New England agents, Messrs. A. D. Clafin and M. M. Kimball, are both native Bostonians, graduates of Harvard College, members of the Electric Club, and young men of large practical experience, thorough enterprise and sterling personal worth, whose constant aim and study it is to give perfect satisfaction in every installation or contract intrusted to their hands.





**F**RANKLIN ROLFE & CO., Shipping and Commission Merchants, No. 30 Broad Street.—Messrs. Franklin Rolfe & Co., enjoy the enviable distinction of being among the more reputable of the foreign shipping and commission merchants of the city of Boston. Their house had its origin in the year 1832, in the efforts of Messrs. Wheelright & Cobb., which firm changed to that of Samuel C. Cobb, and was succeeded in 1878 by Messrs. Rolfe & Guild, the predecessors of the present concern which assumed control in 1881. The business embraces the handling of an extensive variety of products, conspicuous among which are goods imported from the Mediterranean sea-board as fruits, nuts, sumac, brimstone, and the like. The business premises of the concern are admirably located upon Broad Street. They consist of an excellent and completely equipped office upon the third floor of the building, and their management evinces a commendable example of that systematic harmony so essentially the key-note of the welfare of a business of any magnitude or importance. Mr. Rolfe is a gentleman of thorough and lengthy experience in his business, and he possesses in emphatic prominence a number of those estimable features which contribute to form the character of the ideal business man. He is a native of the city of Boston, and he resides at present at Winchester, Mass., where he is the center of a large circle of esteeming friends.



NEW ENGLAND STEAM COOPERAGE COMPANY, BOSTON, MASS.



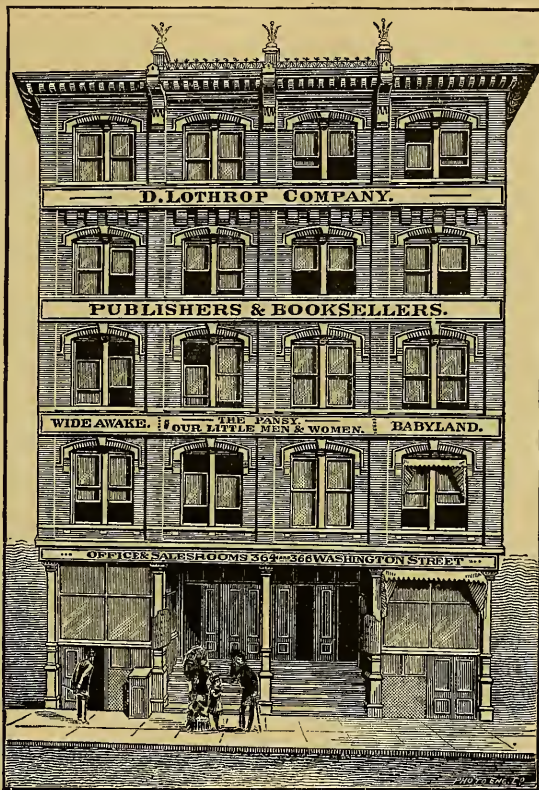
**S**TANDARD STAVE & COOPERAGE CO., Exporters of and Dealers in Staves and Cooperage Stock, Manufacturers of Tanks, Dye-Tubs, Vats, Hogsheds, Barrels and Kegs, No. 160 State Street.—One of the recently-formed corporations of Boston, and one of the most vital importance to her commercial interests, is the Standard Stave & Cooperage Company, whose principal office is located at No. 160 State Street. This company are extensive exporters of and dealers in staves and cooperage stock, and also large manufacturers of tanks, dye-tubs, vats, hogsheds, barrels and kegs. It is the result of the consolidation of the Mills Brothers Company, New England Steam Cooperage Company, Hill & Wright, W. J. Slade & Son, the Hickey Cooperage Company, and, in fact, all the large cooperage houses in Boston, which consolidation was effected in 1891, by the incorporation of the present company, under the laws of the State of Massachusetts, with a capital of \$400,000, making it the largest concern of the kind in New England, and a leader in its line in the United States. The foundation of the business was laid in 1823, by Messrs. J. L. Mills & Sons, as dealers in cooperage stock, and members of that firm are now serving the present company with the judgment born of long experience—Mr. Wm. N. Mills being manager of the Boston office, and Mr. I. B. Mills manager of the New York office, at No. 19 Whitehall Street. The factory of the company is situated in East Boston, and has long held the lead in the production of all those important and extensive lines of cooperage for brewers, malsters, distillers sugar houses, exporters and the trade generally. The facilities here possessed are now unrivaled by any like concern in America. Barrels, halves, quarters and eighths; stock and storage casks, mash and fermenting tubs, beer stills and hop jacks; tanks, cisterns and vats of cedar, cypress, pine or oak for brewers, malsters, distillers, sugar houses, vineyards, vinegar works, paper mills, chemical works, railroads, &c.; water casks for shipping, oil casks, reservoirs, molasses and rum hogsheds, kegs and pails for white lead, buckets and oyster pails, ships' square tanks, and many other lines are here contracted for at prices which cannot be duplicated elsewhere. This company controls large tracts of timber lands in the south and western states, receiving their staves direct from the stump and at lowest cost. Besides supplying the beer cooperage used in the New England and other States, they also supply the leading manufacturing companies; while their business of exporting staves is something enormous. It sends staves to France, Spain and Portugal for their wines and olive oil, and also furnishes staves for the breweries all over the United Kingdom. It exports some five million staves per year, as well as sending manufactured cooperage to Cuba and Africa. Its goods are regularly shipped to thirty-seven European ports, and stand at the head everywhere. It fears no rival, and is absolutely without a peer.

**G**LOBE INVESTMENT COMPANY, No. 19 Milk Street.—The Globe Investment Company, whose main office is located at No. 9 Milk Street, is an incorporated company, under the same supervision as the savings banks, and has a capital of \$362,500. It was chartered under the laws of the State of Massachusetts in April, 1883, and now covers the most desirable and reliable field for the pledging of mortgage loans. Its officers and directors are as follows: President, Allison Z. Mason; Treasurer, J. Lowell Moore; General Manager, P. MacMaster; Directors, Francis Flint, of Boston; P. N. Billings, of Vermont; Heman M. Burr, John Herbert, of Boston; Charles L. Hildreth, of Lowell; John L. Hildreth, of Cambridge; William H. Hildreth, of Newton; P. MacMaster, of London; Allison Z. Mason, of Boston; John A. Moninger, of Kansas City; J. Lowell Moore, of Boston; Benjamin F. Otis, of Newton; George H. M. Rowe, of Boston; Robert M. Snyder, of Kansas City; E. O. Woodward, of New Hampshire. This list embraces capitalists and financiers of vast practical experience and of the highest standing in the money markets of the east and west, and who have brought into operation a thorough system of organization in conducting the business of this company. The Western office is in Kansas City, which is the central point of the most fertile and productive agricultural region in the United States. The company negotiate bonds and mortgages on city and farm property in Kansas, Missouri, Nebraska, the Dakotas, Colorado, Arkansas and Mississippi, guaranteeing six per cent. interest, payable at their office, or seven per cent. unguaranteed, payments remitted when collected. Debenture bonds are secured by deposit with the Boston Safe Deposit and Trust Co. Trustees; with six per cent. interest payable semi-annually at the Howard National Bank, Boston; and principal of both payable at the office of the company in gold or its equivalent. They now have to offer selected school, water, bridge, sewer, paving and other improvement bonds of counties, cities and towns, and when desired will investigate in the interest of their clients any securities in this line regarding which a local knowledge and a disinterested opinion may be desired. The statement of the company made March 31, 1891, shows the following facts and figures, to wit: Capital, \$362,500; special guaranty fund, \$39,985.25; undivided profits, \$1,442.84; total resources, \$799,325.55. This shows the company to be in a thoroughly healthy and flourishing condition, while they refer to such well-known corporations as the Howard National Bank, the National Bank of the Republic, the Freeman's National Bank, and the Broadway National Bank, of Boston; the National Bank, of Kansas City; and the National Bank of Commerce, of Kansas City, Mo.; John Paton & Co., of New York; the British Linen Company Bank, of London, Eng.; and John Stuart & Co. [Limited], Manchester, Eng. If absolute safety, convenience, permanency, and freedom from care and solicitude count for anything in an investment, then the bonds of this company more nearly meet the general want of the investing public than any other security now offered, while patient courtesy is shown to investors and inquirers by the managers of this institution, who form in their own individuality a certain guarantee of good faith in all their transactions.

**D**EXTER BROTHERS, Sole Manufacturers of English Shingle Stain, Nos. 55 and 57 Broad Street.—Special mention must be made, in this review, of Dexter Brothers' English Shingle Stains, which are in such steady and extensive demand all over the United States, owing to their superiority of color, beauty of shade, effectiveness and thorough durability. Messrs. Dexter Brothers are sole manufacturers, with headquarters at Nos. 55 and 57 Broad Street. The foundation of the business was laid in 1854, by Messrs. Geo. S. and C. W. Dexter, as Dexter Brothers, at the present location. In 1873, Mr. Geo. S. Dexter retired, and his three sons, Messrs. G. B., F. K. and W. D. Dexter, continued his interest with their uncle until his retirement in 1885, when they became sole proprietors. Mr. W. D. Dexter retired January 1, 1890, and Mr. F. K. Dexter retired January 1, 1891, leaving Mr. G. B. Dexter in sole control. The business premises comprise four floors, 20 by 100 feet each, and the exigencies of the business require the constant services of some twenty skilled assistants. Dexter Bros.' English Shingle Stain is made of the very best English ground colors, and contains no benzine, water or creosote, and will not freeze. It has been thoroughly tested by many of the leading architects in this country during the past seven years, and has received their warmest commendations. The manufacturers claim superiority of color which will not wash off and will retain its brightness long after other stains have faded or turned black. One gallon of this stain will dip about five hundred shingles, or cover about fifteen hundred when brushed on. A package of stained boards will be sent by mail to any address on application. These small sample boards give but an imperfect idea, however, of the beauty of the stain, as the effect of stained shingles can only be seen in a mass on the house. They are now used by the best architects, and testimonials are shown from architects who have done the best and largest work in Newport, Bar Harbor, Lenox, Boston, New York, Philadelphia and throughout the west. They are also general dealers in all kinds of paints, colors, oils, varnishes, etc. of the finest grades made by leading manufacturers all over the country and for which they have a large and steadily increasing demand. The trade is extensive at wholesale not only in all parts of this country, but in Canada, Australia and other foreign ports. This house also has the agency for Baymer & Banman White Lead Co. of Pittsburgh, Pa. Mr. Dexter is a native Bostonian, trained in the business from his youth, a member of the Paint and Oil Club, and a young man of large business experience, wide acquaintance and sterling personal worth.

**E**CO MAGNETO CLOCK CO., Manufacturers of the Eco Magneto Watchman's Clock, No. 620 Atlantic Avenue, Room 77.—One of the new and wonderful inventions of this wonderfully progressive age is the "Eco Magneto Watchman's Clock," manufactured by the Eco Magneto Clock Company, at No. 620 Atlantic Avenue. The results attained in the perfecting of this clock have been pronounced marvelous, even by electricians and mechanics. It is one of the few absolutely new inventions of the day, and must receive the favorable consideration of all who employ watchmen. This clock has been approved by insurance companies and fire departments, and is in most satisfactory use by mercantile and manufacturing and financial firms, institutions and corporations. Heretofore all electric clocks have been worked by a battery, which is of itself a constant source of trouble and expense, even to an electrician, and a mystery to others. It was necessary to have an electrician to set them up, and repair them in case of their frequent accidents and disarrangements. In the Eco Magneto Watchman's clock the battery is wholly dispensed with, and use made of a permanent magnet instead, by which the watchman generates at each station electricity sufficient to operate the clock. There is nothing to get out of order, and no electrician is needed for adjustment or repairs. Its record shows the exact time the watchman visits each station. It cannot be tampered with, nor can false records be made on it. It can be sent to any part of the country, and set up by any one of ordinary intelligence; is cheaper than any other electric watch clock, and every officer and agent of insurance companies and every practical person who has ever examined this clock, invariably approves and indorses it over all others. This clock is in use by such well-known Boston houses as those of A. Shuman & Co., Shreve, Crump & Low Co., Atlantic Works, Boston Tavern, Burton Stock Car Co., Goodyear Shoe Machinery Co., Estes Press, Massachusetts Institute of Technology, Constitution Wharf Co., E. S. Hamlin & Co., American House, Oxford Hotel, Chase & Sanborn, Metropolitan Hotel, John C. Paige, Boston Sugar Refining Co., Tremont Electric Co., Hotel Flower, Hathaway Building, Lockwood M'Fg. Co., Walter M. Lowney, and many others. Over five hundred are in use, and the demand is rapidly increasing. The Eco Magneto Clock Company was incorporated in 1888, under the laws of the State of Maine, with a capital of \$300,000, and is governed by the following board of directors: C. A. White, president, and general manager; Geo. B. Fessenden, treasurer; Hon. J. C. Moore, Manchester, N. H.; Geo. D. Burton, of Burton Stock Car Co. and Electrical Forging Co.; F. J. Hutchinson, attorney, of Boston. Mr. Fessenden, the treasurer, is the inventor of the clock and an expert and practical electrician, who has spent twelve years of study upon the subject. He is a Massachusetts man by birth and education, in the active prime of life, and of high repute in professional circles. The president, Mr. White, is a native of New York state, for some years engaged in the wholesale lumber trade at New Haven, Conn., and an experienced, sagacious business man, eminently fitted for the successful direction of this new and important enterprise.

money it had in it, but to bring out only such books as would make true, steadfast growth in right living. This has not involved any limitation to strictly religious works, nor to merely entertaining volumes of good moral tone. His range has been broadly inclusive; comprising historical, scientific and biographical works, and others adapted in some way to benefit the public, furnishing a list of more than 2000 volumes, representing over 2,000,000 books every year. Mr. Lothrop is constantly broadening his field, gathering the richest thought of men of letters, men of science, and theologians. His salesrooms and warehouses are among the most extensive of the trade. No account of this house would be complete which neglected to mention the magazines which are identified with it. The Wide Awake has no superior in its class. Mr. Lothrop began its publication in 1874. It is a credit alike to its publisher, and to our country. To have given the Wide Awake to the world, would have been an honorable success for the D. Lothrop Co. had they done nothing more than this. There are four other magazines each admirable in its way,



D. LOTHROP COMPANY'S WAREHOUSE AND SHIPPING DEPARTMENT, 114-120 PURCHASE ST.

issued by this house. Mr. Lothrop was married in Dover, N. H., in 1830, to Ellen J. Morrill, daughter of Joseph Morrill. She died leaving no children. He was married October 4, 1881, in New Haven, Conn., to Harriett Mulford, daughter of Sidney M. and Harriett Mulford Stone; one daughter, Margaret Mulford Lothrop, was born July 27, 1884. Mrs. Lothrop is the famous author of "Five Little Peppers," the children's classic, and of a long list of equally well-known books. It is an appropriate fact that the head of the firm which has done so much for the reading world, should occupy for his summer home, as Mr. Lothrop has for several years, the former abode of Nathaniel Hawthorne, the famous Wayside Mansion, in Concord. Here he dispenses his generous hospitality, drawing to the old mansion, guests representing the best thought and social position in this country and abroad. Although we believe that Mr. Lothrop never has published any volume from his own pen, he certainly has won the right to a place among the foremost contributors to the honorable development of American literature.



MARTIN L. HALL & CO., Wholesale Grocers, Nos. 13 and 14 S. Market, 33 and 34 Chatham Streets.— As the head and center for the trade in coffees, teas, sugar and molasses of the choicest grades, the city of Boston is very largely indebted to the enterprising house of Messrs. Martin L. Hall & Co., the well-known wholesale grocers at Nos. 13 and 14 S. Market and 33 and 34 Chatham Streets, whose name has become a veritable trade-mark, and whose stock, both as regards extent and exclusive control of many special brands, has no rival elsewhere. This veteran house was established in 1831, by Messrs. Stephen Hall & Co., the present firm name being adopted in 1848. During all these sixty years the house has continued to lengthen and strengthen its commercial relations and develop an immense and influential trade throughout all New England. The building occupied for trade purposes contains six floors and a basement, 25 by 75 feet each, and also a large warehouse for storage purposes with facilities for the storage of all kinds of general groceries and where they carry over 7000 cases of canned goods, and is deservedly celebrated as a true type of what the



PUBLIC GARDEN, SHOWING COMMONWEALTH AVENUE AND ARLINGTON STREET.

possibilities of the modern grocery trade are. There is nothing in the various lines of sugars and molasses, teas and coffees, cigars and tobacco that is not to be found here in its most attractive form, and pure, fresh and reliable as to quality. The long practical experience of the proprietors gives them advantages in obtaining supplies rarely equaled by any other firm in the trade, rendering it desirable for dealers and large buyers in search of the best qualities to inspect this stock before concluding purchases elsewhere. Such staples as are named above, and which are so difficult to obtain of the desired standard, have long been prominent specialties with this firm, and their trade in these lines has reached enormous proportions. A leading specialty is made of the "Perfection Java" coffee; also the popular "La Griega" cigar, the best ten cent brand in the market. A corps of nine talented salesmen represent the interests of the house upon the road, and the trade is large and active in such prominent New England centers as Boston, Lowell, Manchester, Concord, Nashua, Lawrence, Lynn, Salem, Bath, Augusta, Bangor, Burlington, Rutland, Montpelier and Brattleboro. The individual members of the firm are Messrs. A. J. Adams, Fred P. Virgin and Chas. G. Burgess. Mr. Adams came into the house in 1837, and became a partner in 1848. Messrs. Virgin and Burgess became connected with the house in 1870, and were admitted to the firm in 1881. They are natives: Messrs. Adams, and Virgin, of New Hampshire; and Mr. Burgess of Boston, in the active prime of life, and members of the Boston Fruit and Produce Exchange, Wholesale Grocers' Exchange, and the Wholesale Grocers' Association of Boston. Under their enterprising management this house is a leading representative of the American grocery trade, and a credit to the industry and talents of the esteemed proprietors.



**M**OUNT VERNON NATIONAL BANK, No. 43 Chauncy Street.—As a natural result of Boston's gigantic industrial and commercial interests her manufacturers and business men have need of the most extended financial facilities, and it is a matter for congratulation that such institutions as the Mount Vernon National Bank has so long, so ably, and so satisfactorily afforded such facilities to the citizens of Boston and vicinity. This bank, has had a lengthy and honorable career. It was originally incorporated in 1860, as a state bank and was reorganized under the national banking laws in 1864. It has a capital of \$200,000 and is officered as follows, viz.: President, Hon. Thomas N. Hart; cashier, Frank E. Barnes. Directors: Hon. Thomas N. Hart, John B. Babcock, Benjamin F. Dyer, Frederick L. Felton, Hon. Frederick O. Prince, Oscar H. Sampson and Walter H. Tenney. These names are synonymous with stability and integrity, and their sound discretion and administrative capacity have become generally recognized. The Mount Vernon National occupies spacious and elegant banking rooms at No. 43 Chauncy Street, and is recognized as one of the great permanent



institutions of the city. It transacts a general business in deposits, loans, collections and exchange; receives the accounts of banks, bankers, corporations, firms and individuals on the most favorable terms; buys and sells bills of exchange, issues drafts, and in every way seeks to advance its customers' best interests. It is able to, and does, handle commercial paper in large amounts, and also loans extensively on approved collateral, its loans and discounts averaging nearly \$1,000,000. Its capital stock is held at a high premium as one of the safest and most desirable investments in the city; and on September 25, 1891, it had a surplus fund of \$50,000, undivided profits of \$43,000, and individual deposits amounting to \$929,464.59. In President Hart is found one of Boston's best-known and most prominent citizens, who has served the city as mayor with honor and credit, and is now postmaster of Boston, while giving the bank the benefit of his personal attention and guidance, and is acquainted with nearly every depositor and patron of the institution, by whom he is universally esteemed and respected. The cashier, Mr. Barnes, came into the bank in 1872, and was promoted to his present responsible position in 1884. He is a financier of large experience, wide acquaintance, and influential connections.



WALKER STETSON SAWYER COMPANY, Manufacturers, Importers and Jobbers, Cor. Bedford & Kingston Streets.—When one considers the giant strides that Boston has taken during the last forty years in both commerce and manufactures, he must needs admit that not only have the city's natural advantages and resources been factors in her greatness, but that the indefatigable energy, shrewd foresight and absolute confidence of her representative merchants have formed a solid and permanent basis of her steady growth.

The Walker Stetson Sawyer Company, manufacturers, importers and jobbers of fabrics, fancy goods and notions, located at the corner of Bedford and Kingston Streets, is a bright example of this truism.

Certainly, no one house in the city can boast of a career at once more phenomenal, more remarkable, more impressive and lasting in its every undertaking.

In 1860 its founders, Messrs. Lewis, Brown & Co., made their bow to the commercial world for over a quarter of a century were an important factor in distributing goods in their line throughout the country.

The great fire of 1872 consumed a large share of their capital, but the loss was only temporary; and the panic of 1873 found them as strong as a firmly imbedded rock. In 1886 the firm of Walker, Stetson & Sawyer succeeded to the control, and in 1888 the present company was incorporated under the laws of the state of Massachusetts, with a capital of \$100,000, which has since been increased to \$150,000.

On Thanksgiving day, November 28, 1889, the company suffered a serious loss by fire, which destroyed their entire stock and all their books and papers.

Yet inside of twenty-four hours another store was taken, new stock was put in and business was again resumed.

From that time to the present their career has been one of continued and increasing success.

Commercial disasters have been to this firm merely object lessons, which their natural enterprise and sagacity have turned to experience and advantage.

Their business methods have been marked by wise daring, fearless integrity, unceasing activity, sound and conservative judgment, and a will to accomplish any undertaking.

They have always made friends of their customers.

The house has not only kept abreast of the times, but is easily in the van in meeting the demands of the most active market on this continent. Its traveling salesmen can be encountered in every city and town from Bangor to Buffalo, and its sales are annually increasing at a rapid ratio.

This company are large manufacturers of cotton underwear, knit goods and kid gloves, receiving the entire output of extensive factories located in Boston, Weymouth, Woburn, Hyde Park, and adjacent towns. Two of these plants are employed entirely in manufacturing ladies' print dress, wrappers and childrens' dresses, and ladies' Norfolk waists in a variety of materials.

The well-known "Domestic Wrappers" which have become so popular with New England women, are made here, thousands and thousands of dozens.

The work has been carried to that perfection in cut and finish, that once they have been tried the consumer rarely abandons them. Such is the skilful combination of buying the material and manufacturing in large quantities, that a well made, perfectly fitting "Domestic Print Wrapper" is retailed at the price which a woman would be obliged to pay for the material alone.

Charming styles for children, at moderate prices, are also produced. Mothers no longer need be troubled by the gussets or gores of their own or children's dresses, as in ye olden time.

This company carries an extensive line of goods known as small wares and notions, embracing a thousand little necessary articles that no household can be without and no store successful that has not a line.

Through this department, from pins and needles, spool cotton and elastic cords—to buttons and corsets, the assortments are complete, and the sales enormous.

In handkerchiefs, aprons, laces, embroideries, veilings and ruffings, in stamped linen goods, China silks, art goods, crochet and embroidery silks for fancy work, all wants are carefully looked after and good taste made in selections.

One of the heaviest and most important of the branches of this establishment is that of hosiery, gloves and underwear. Foreign and domestic products are ranged side by side, and nothing is wanting that fashion can dictate or comfort require, for men, women or children.

The exigencies of the business call for the employment of more than one hundred clerks and salesmen in the store, and over five hundred outside.



The salesrooms of the company comprise the ground floor and basement of the new and handsome building on the corner of Bedford and Kingston Streets, owned by E. D. Jordan, Esq., head of the firm of Jordan, Marsh & Co., and has a frontage of 200 feet on Bedford and 100 feet on Kingston Street.

The store is one of the lightest and best ventilated in the country and comprises about 25,000 square feet of floor space. Here is displayed one of the largest and finest assortments of fancy goods, notions, underwear and small wares to be found in the city, including always many exceptional bargains for close cash customers.

Expert buyers are sent annually to Europe to gather the finest novelties in each line, that continental genius can produce, and domestic manufacturers have always been accorded the most generous patronage, where the quality of goods warranted it.

The company are crowding closely for supremacy in their lines of trade, and their methods, from the wonderful success which has attended them, are such as win for them everywhere the heartiest recognition and appreciation.

They have cut figures down to a scale which only their perfect facilities for manufacturing and importing can warrant. By selling large quantities they are able to work on the smallest margins, and their customers reap the benefits. The leading retailers of Boston, as well as of other cities and towns of New England, with many in New York State, make an important factor of this progressive house.

The officers and managers of the company are as follows: James Wentworth Brown, president; James H. Stetson, vice-president; Frederick L. Walker, treasurer; Messrs. Alfred H. Jones, Charles D. Mather and Rufus H. Sawyer, directors.

The president, Mr. Brown, is a native of Maine, who came to Boston in 1860, and is a well-known resident of Wellesley and an experienced and talented business man.

Vice-president Stetson was born in Quincy, Mass., coming into the house in 1875, and became a partner in 1886.

Mr. Walker, the treasurer, was born in Pawtucket, R. I., came into the house in 1873 and became a member of the firm in 1881.

Messrs. Jones, Mather and Sawyer are well-known Bostonians and young men of tried abilities and sound judgment.

The accessibility of the principal members of the house and their cordial demeanor have won friends for them in all parts of New England and New York, while their salesmen are among the best-known and best liked travelers who emanate from Boston.

Ye  
Holland  
Studios  
No. 611  
Washington Street  
Boston

The photographic art has one of its foremost representative establishments in Boston in that owned by Mr. W. A. Holland, proprietor of Ye Holland Studios, centrally located at No. 611 Washington Street, opposite the Globe Theatre. The business of this house was originally founded in 1866, by Messrs. Holland & Roberts, and in 1888, Mr. Holland succeeded to the entire control. On July 1st, 1891, he removed from Temple Place, where he had been conducting business, to his present place. Here the premises occupied comprise the entire sixth floor, having dimensions of 50 x 150 feet. The quarters are furnished in elegantly tasteful style, and divided into reception rooms, office, toilet room, work rooms and operating gallery, all modern improvements having been provided. The operating department has a light

16 x 16 feet in dimensions, the largest in Boston, or indeed in New England. The apparatus is of the finest, and includes a  $\frac{3}{4}$ " camera, the largest in the city. Twelve expert artists and assistants are employed, and the business is under the personal management of Messrs. Thos. Holland, and C. E. Holland, sons of the proprietor, who have had ten years' experience as practical photographers and are thoroughly skilled in all the branches of the profession. Photography in all its branches is executed in the highest perfected style of the art; also crayons, water colors, pastels, India ink, etc., and portraits. They give special attention to copying from old pictures, while the prices are uniformly low and reasonable. The firm especially excel in group pictures. The studio may be reached by elevator, and all visitors are assured of courteous, considerate attention.



**THE JOHNSTON LINE** runs a weekly service from Boston to London direct, performed by the following first-class steamers:—"Mentmore," "Nessmore," "Oranmore," "Parkmore," "British Crown" and "British Empire." The agents in Boston are Messrs. WM. JOHNSTON & CO., LTD., Chamber of Commerce Building, who also have a regular service, **THE HANSA-JOHNSTON**

**LINE**, running a weekly boat alternately to Hamburg and Antwerp, and as the trade warrants they dispatch boats to Rotterdam and other ports. The following well-known steamers, which, like those of the London service, were built specially for the trade, compose the line:—"Baumwall," "Stabbenhuk," "Pickhuben," "Grimm," "Cremon," "Wandrahm," "Steinhof," "Kehrweider" and "Grasbrook." These are among the best freight lines to and from Europe that cross the Atlantic, and every facility and courtesy is extended to their patrons. The company is prepared to quote rates and close contracts for freight between Boston and the above ports, and also through rates in connection with the American and, or English, and European railways to or from any of the principal points. The officers are among the best known navigators, selected for their peculiar fitness for their positions: the passages are noted for speed and the lines are very popular on both sides of the Atlantic.

**E**QUITABLE LIFE ASSURANCE SOCIETY, Branch Office, Equitable Building, Corner of Milk and Devonshire Streets, Nathan Warren, Cashier.—The three generations of the American public now mingling in the mortal arena—the young man just across the threshold of the business world, the man in his prime who has about gauged the extent of his capacities, and the elderly man whose increasing years and lessening strength warn him that life's day has a limit—all are equally interested in the mighty problems involved in life insurance. This age finds the community largely one of thoughtful, intelligent men, who have a full knowledge of the value and benefits of life insurance, educated up to the duties inherent on them to protect their families, but who become bewildered as to which is the company and scheme best adapted to meet their requirements. Of all the companies whose methods and plans have been examined, the Equitable Life Assurance Society offers the most substantial inducements. Duly incorporated in 1859, under the laws of the State of New York, it numbers among its directors the leading capitalists, philanthropists and business men of the great metropolis, and is doing the largest business of any life insurance company in the United States. It opened its Boston office some thirty years ago, and in 1874 erected what is known as the Equitable Building, at the corner of Milk and Devonshire Streets, at a cost of \$1,000,000. It is a magnificent structure, eleven stories high, with a frontage of 124 feet on Milk, 119 feet on Devonshire and 91 feet on Federal Street, and is one of the largest and finest office buildings in New England. It contains the most secure safe deposit vaults in the world, and is the headquarters of the Equitable Life Assurance Society for Eastern Massachusetts. This society issues policies on carefully selected lives for any amount between \$1,000 and \$100,000. The cheapest and simplest form of Free Tontine policy is on the "life plan." If you assure at the age of thirty-five the annual premium for a \$10,000 policy will be \$271.00, and in the event of death at any time after the delivery of the policy and the payment of your first premium, your family will receive \$10,000. Now, under the old-fashioned policy if your life is prolonged for many years you may find the premium a burden during old age, but the Free Tontine policy provides that at the end of a term of years the policy may be returned to the society and its full value (including the entire reserve on the policy) drawn in cash. Moreover, the Free Tontine policy gives you a choice of no less than six ways of arranging or settling your assurance, thus guaranteeing to every policy-holder a satisfactory adjustment, no matter how his circumstances may change from year to year after his policy is issued. This policy is unrestricted after one year, incontestable after two years, and guarantees a full share of the surplus earned, and, being issued by a society holding a larger surplus than any other assurance company, may be expected to show larger profits than the policies of any other company. The Indemnity Bond of this society forms a secure and profitable investment combined with life assurance. This bond is backed by a surplus, over all liabilities, of twenty-two and a half millions: while the success with which the business of this society has been conducted, its surplus earning power, and the profits paid in the past, indicate that this bond will realize liberal profits. It may be purchased in easy installments, and at any time after three years may be exchanged for a paid up bond for an amount equal to the sum of the annual installments paid. At maturity the bond is either payable in cash or may be extended. In the latter case it will bear interest annually from the date of its extension. The annual statement of this society, made Dec. 31, 1890, shows the following facts and figures, viz.: Total assets, \$119,243,744.47; total undivided surplus, over 4% reserve, \$23,740,447.34; total paid policy-holders, \$13,256,671.71; new assurance written in 1890, \$203,826,107.00; total outstanding assurance, \$720,662,473.00. These figures speak more eloquently than words as to the condition of the society. The board of directors is composed of the following citizens of New York, to wit:—Henry B. Hyde, president; James W. Alexander, vice-president; Louis Fitzgerald, Henry A. Hurlbnt, Henry G. Marquand, Wm. A. Wheelock, Henry Day, M. Hartley, H. M. Alexander, Chauncey M. Depew, Charles G. Landon, Cornelius N. Bliss, E. Boudinot Colt, Alanson Trask, John Sloane, S. Borrowe, B. Williamson, Eugene Kelly, John A. Stewart, Geo. C. Magoun, William M. Bliss, Wm. B. Kendall, G. W. Carleton, E. W. Lambert, H. S. Terbell, Thomas S. Young, John J. McCook, Daniel D. Lord, H. J. Fairchild, Wm. Alexander, Horace Porter, Edward W. Scott, C. B. Alexander, Geo. DeF. L. Day, John D. Jones, Levi P. Morton, John A. McCall, Charles S. Smith, Joseph T. Low, A. Van Bergen, T. DeWitt Cuyler, Oliver Ames, Eustace C. Fitz, S. H. Phillips, Henry R. Wolcott, Gustav G. Pohl, J. F. DeNavarro, James H. Dunham, Daniel R. Noyes, Waldo Adams. The representative of the Society in Boston is Mr. Nathan Warren, who has been identified with its office in this city for upwards of twenty years. He is a recognized authority upon all matters pertaining to life insurance, and a gentleman of marked executive ability, unvarying courtesy, and high social and business standing, with whom it is always a pleasure to do business.



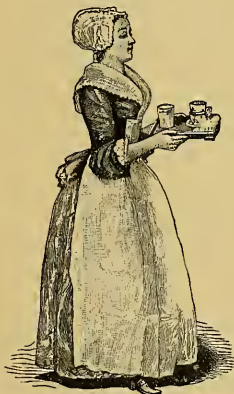
**W**ILLIAM FRANCIS PRATT, Optician, Office, [Corner Bosworth Street and Chapman Place.—When it becomes necessary to resort to the use of spectacles or eye glasses, it is highly important that the eyes should be examined by a competent optician, in order that glasses of exactly the right description may be selected. This kind of examination is carefully and skillfully made by Mr. William Francis Pratt, the well-known optician, whose office is located at the corner of Bosworth Street and Chapman Place, with entrance on the latter at No. 22. Mr. Pratt makes a speciality of ophthalmic surgeons' orders, and gives particular attention to the fitting of spectacles and eye glasses. He also manufactures frames of all kinds to order, and executes optical repairs of every description. He has now had a practical experience of twenty-six years in the business, and is regarded as an expert. For nineteen years he had charge of the optical department of the business of Thaxter Bros., and for six years and a half was with Widdifield & Co. in the same capacity.



**B**OSTON AND MONTANA CONSOLIDATED COPPER AND SILVER MINING COMPANY, Office No. 199 Washington Street.—There are numerous indications that the present "boom" in mining operations is of the most permanent and conservative character. The newly formed companies have entered the field upon the most substantial basis, headed by experienced mining experts and capitalists, not over-stocked, and formed to develop some of the richest and most extensive ore leads yet discovered. The Boston and Montana Consolidated Copper and Silver Mining Company, with offices at No. 199 Washington Street, Sears Building, is a favorable example of a corporation organized to conduct legitimate mining operations. Incorporated in 1887, under the laws of Montana, with a capital of \$3,125,000, it acquired ownership of the richest copper and silver bearing territory in Montana, situated near Butte City. Their property includes four mines, and a full working plant with all requisite machinery, and having made all necessary preparations the company have begun the development of its property under the direction of experienced mining engineers, and, with rich ore in sight, are opening the way to secure a steady output of both copper and silver, thus placing the company upon a secure dividend-paying basis. The ore assays very rich, and the company is to be congratulated upon its favorable prospects under the faithful and painstaking management of its board of officers and directors, to wit: President, A. S. Bigelow; secretary and treasurer, Thomas Nelson; superintendent, Thos. Couch; directors, A. S. Bigelow, Franklin Fairbanks, Chas. Van Brunt, Leonard Lewisohn, A. W. Spencer, H. Wallerstein, Thomas Couch. Under the present management the interests of the stockholders are in safe hands, and the Boston and Montana promises to become one of our leading dividend payers. Its stock is divided into 125,000 shares at \$25.00 each, and if safety and not hazard, prudence and not recklessness, legitimate properties and not wild-cat schemes are desired by an investor, let him consult this responsible company.

**W**ALTER BAKER & COMPANY, Manufacturers of Chocolate and Breakfast Cocoa.—The oldest, and at the present time one of the largest industrial establishments in Boston, is that of Walter Baker & Company, manufacturers of breakfast cocoa, and other cocoa and chocolate preparations. The extensive mills belonging to this house are situated on the Neponset River, partly in the Dorchester district of this city and partly in the town of Milton. The small mill in which the business was first begun, at the same place, in 1765, is said to be the first of its kind in the British Provinces of North America. The plant then established came into the possession of Dr. James Baker, in 1780,

[Established 1780.]



"LA BELLE CHOCOLATIÈRE."

W. BAKER & CO.'S REGISTERED TRADE-MARK.

who succeeded later by Walter Baker, his grandson, in whose name the business has since been conducted. It is an extremely interesting fact, and one with scarcely a parallel, perhaps, in our industrial annals, that on the very spot where, more than a century and a quarter ago, the business of chocolate making was first begun in this country, there has grown up one of the largest establishments of that kind in the world;—an establishment which competes successfully for prizes in all the great industrial exhibitions in Europe and America, whose influence is felt in the great commercial centers, and whose prosperity promotes the welfare of men who labor under a tropical sun in the cultivation of one of the choicest fruits of the earth. The chocolate plant, known to botanists as Theobroma Cacao (the first or generic word meaning "food of the gods") flourishes only in hot climates, mostly within the fifteenth parallels of latitude. The Cacao beans used by the manufacturers are procured mainly from South America, some of the West India islands, Ceylon, Java and certain parts of Africa. The establishment of Walter Baker & Company, to which extensive additions have been made from time to time during the last fifty years, now comprise five large mills, equipped with all the latest and most improved machinery for the manufacture of cocoa and chocolate in a variety of forms and by the most approved methods. A large number of work-people are employed, and the total annual output reaches a very high figure. The high degree of perfection which this house has attained in its manufactured products is the result of long experience combined with an intelligent use of the new forces which are constantly being introduced to increase the power and improve the quality of production, and cheapen the cost to the consumer. The full strength and the exquisite natural flavor of the raw material are preserved unimpaired in all of Walter Baker & Company's preparations; so that their products may truly be said to form the standard for purity and excellence. Their Breakfast Cocoa, in which a high degree of fineness is secured without any loss of brilliancy in color, can be used by students of the microscope and of chemistry, as a perfect type of the highest order of excellence in manufacture. They have always taken a decided stand against any and all chemically treated cocoas and they believe that the large and increasing demand for their goods has proved that the consumer appreciates this decision.

**UNITED STATES HOTEL**, Beach Street, Tilly Haynes, Resident Proprietor.—The United States Hotel is one of the oldest and most prominent caravansaries in the city of Boston. Its reputation extends all over the world, and the many thousands who have been its guests are always ready to speak of the place with favor.

The hotel has passed through many hands, but has attained its greatest popularity under the management of Mr. Tilly Haynes, the present proprietor. The house was first opened in 1824, by the United States Hotel Company. In 1879 Mr. Haynes became the owner, and under his able directorship the place has been signally successful. Although the hotel contains four hundred and sixty-six rooms, yet it is constantly patronized to the fullest extent of its accommodations, people having often to be turned away for lack of room. Employment is furnished the year round to one hundred and eighty hands in the various departments. The United States

is a handsome five-story and basement structure, taking up an entire block, and is admirably located, with entrances from Beach, Kingston and Lincoln Streets. Horse-cars to all points pass the doors. It is but three minutes' walk to the Old Colony and Boston and Albany stations. The hotel is handsomely furnished throughout, provided with all modern conveniences, while the service is perfect in every respect, and the terms reasonable. Mr. Haynes is a native of Sudbury, Mass., and is a gentleman now past the middle age of life. He possesses hosts of friends in business, professional and social circles, and is popularly esteemed by the traveling public.



**UNITED STATES HOTEL, BOSTON.**

**THE CONNECTICUT RIVER LUMBER COMPANY**, No. 17 Doane Street.—The lumber trade of New England has been aptly described to be one of the integral links in the great chain of American commerce. Its important bearing upon the commercial economy of the country is a manifest fact, and the flourishing condition of the industry requires no stronger proof than the existence within the limits of such industry's influence, of prominent and substantial houses of the class of the Connecticut River Lumber Company, the subject of this review. The company has been in existence since the year 1879, when it was organized under the laws of the State of Connecticut. At the time of the company's incipency the capital stock of the concern was fixed at \$947,000, and there is no better evidence of the prosperity of the house than the fact that, at the present time, the capital stands at \$1,500,000 (one million and a half). The Connecticut River Lumber Company are manufacturers of lath, shingles, clapboards, spruce lumber, and spruce piles. They also have extensive dealings on commission in all kinds of pine, hemlock and hardwood lumber, shingles, clapboards, etc., the sales of the concern averaging over 150,000,000 feet of lumber per annum. Some estimate may be formed of the extent of this company's operations, when it is known that, in addition to occupying the commodious premises at No. 17 Doane Street, City, and while owning a large retail yard at No. 18 State Street, Roxbury, Mass., the house owns mills in the several States of Maine, New Hampshire, Vermont, Massachusetts and Connecticut; having no less than eight mills on the Connecticut and Androscoggin Rivers, and possessing several hundred thousand acres of standing timber. The business of this company is of such magnitude as to find employment for over one thousand five hundred men; the company being, as a matter of fact, the largest of its class in New England. The business of the concern is transacted in car-lots only, all kind of lumber, hard and soft, being handled. The clock-work precision and automatic accuracy with which is conducted the gigantic volume of business annually transacted by the house, call forth, and justly so, the marvel of all familiar with the concern, and stand as sterling tributes to the executive aptitude and ability of those who act at the helm of the company's prosperity. There are existing those who are ready to regard the almost phenomenal success which has, in the twelve years' time, been showered upon this great concern, to some chance, or caprice of the fickle goddess Fortune. Those, however, who observe closer, discern the well-spring of the company's prosperity to be in the indefatigable energy, the unremitting effort and the high business principles of the directorate of the business. The president of the Connecticut River Lumber Company is Mr. Geo. Van Dyke, which gentleman is located at Lancaster, N. H. The vice-presidency is in the hands of Mr. J. P. Thompson, who is stationed at Northampton, Mass.; while the double duties of secretary and treasurer are discharged by Mr. Charles A. Burnis, who controls the management of the metropolitan branch of the company, at No. 17 Broad Street, N. Y. The Boston house is under the direction of Mr. J. W. Palmer, a gentleman justly meriting the esteem in which he is held generally. Mr. Palmer has been in the lumber trade for many years. He is a member of the Bay State Lumber Dealers' Association, an organization of great influence, embracing in the ranks of its members the most prominent lumber merchants of the state. The name of the Connecticut River Lumber Company, throughout the trade and its allied industries, is synonymous with unqualified integrity; a circumstance when viewed in connection with the company's prominence, entitling the name to be written in indelible letters upon the pages of this record of the representative business concerns conducting operations in the capital of the Bay State.



**WHITNEY, CLOUGH & CO.**, Commission Merchants, No. 37 Merchants Row, and Nos. 2, 4, and 6 Clinton Street.—In examining the business interests of this city one is impressed with the large number of extensive establishments whose proprietors have been subjected to a thorough training in all the details of their business, and who are recognized as the representatives of their special industry. Such a firm is that of Messrs. Whitney, Clough & Co., commission merchants in produce, meats, poultry and game, No. 37 Merchants Row, and Nos. 2, 4, and 6 Clinton Street. This house was founded as far back as 1842 by Messrs. Griswold, Whitney & Co., who were succeeded in 1883 by the present firm (consisting of Messrs. G. Whitney, J. W. Clough and H. A. Whitney) on the retirement of Mr. Griswold during that year. The premises occupied embrace a spacious and commodious first floor, having a frontage and depth of 100 x 60 feet, giving ample accommodation for the manipulation and storage of stock and the general advantageous prosecution of the business. The firm deal at wholesale exclusively and handle the various products of the farm, the orchard and the garden, a specialty being made of western meats and poultry, receiving their supplies from producers and shippers in car-lots. As agents for buyer and seller, their facilities are of the most perfect character; they are prompt in disposing of consignments, equally expeditious in making returns, and guarantee the highest ruling market prices on all sales. The members of the firm are natives of Boston, Mr. G. Whitney being one of the original founders of the enterprise, Mr. H. A. Whitney, his son, and Mr. J. W. Clough having acquired their knowledge of this business, prior to being invested with a copartnery interest, by long and faithful service with this time-honored house.



BOYLSTON STREET.



**KEARSARGE MINING COMPANY**, Office, No. 199 Washington Street.—The mining of copper in the Lake Superior region has proved a bonanza to thousands of stockholders, and prominent among the corporations engaged in the industry, stands the Kearsarge Mining Company, whose main offices are located at No. 199 Washington Street. This company was incorporated in 1866, under the laws of the State of

Michigan, with a capital of \$1,250,000 divided into 40,000 shares issued at \$25.00 each, and 10,000 in the treasury, and is officered as follows, viz.: President, Charles Van Brunt; secretary and treasurer, A. S. Bigelow; superintendent, John Daniell. Directors, Albert S. Bigelow, Joseph W. Clark, Leonard Lewisohn, Charles Van Brunt and John Daniell. The company are now conducting operations under the most favorable auspices and upon the largest scale, and we would recommend those seeking a safe and very remunerative investment to call at this company's office and investigate for themselves. During the year 1890 the product of mineral was 1,928,315 pounds, which at \$2.90 per cent. gave 1,598,525 pounds of refined copper, for which has been realized the gross sum of \$240,997.67. The cost of mining footed up \$170,741.21, leaving a net income for the year of \$70,817.69. They paid a dividend of \$80,000.00 on January 1, 1890; and their assets at the beginning of 1891 were \$144,757.31. The company's ore mills freely, while every modern appliance is provided for the work. All the active managers are residents of Boston and New York, and are able and talented business men, expert in mining matters, and highly esteemed for their sterling personal qualifications. If permanency and absolute safety, soundness of management, and freedom from care and solicitude count for anything in an investment, the securities of this company more nearly meet the general want of the investing public than any other security now to be had. Of this fact a thorough investigation of them will convince the most skeptical, to whom patient courtesy is always shown by the managers of this company.



**PARKER, McCOBB & CO.**, General Commission Merchants and Wholesale Dealers in Fruits and Produce, No. 78 South Market Street.—Among the noteworthy firms that have come to the front in the produce district in Boston of late years there are but few, if any, more successful than that of Parker, McCobb & Co., whose place of business is conveniently located at No. 78 South Market Street. They are general commission merchants, and wholesale dealers in fruits and country produce, and are doing a flourishing trade, being the largest produce dealers in this line supplying grocers, provision dealers and fruit dealers, their transactions extending throughout the New England States. They also sell large quantities to hotels and steamships, handling prime stock, and altogether, their patronage is of a most substantial character, and grows steadily apace. This reliable and well-known house was established in 1889 by Waite & Parker, who conducted the same up to about a year ago, when they were succeeded by Parker, McCobb & Company. Consignments are solicited, and returns are promptly made on the same, and interests placed with this responsible firm are certain to be judiciously handled. Supplies come from various points, east and west, and a large, first-class stock is constantly kept on hand, all orders for anything in the line indicated receiving immediate attention, and relations once formed with this house are more than likely to lead to a permanent business connection. Messrs. D. E. Parker and Frank W. McCobb, who compose the firm, are gentlemen in the prime of life and natives of Massachusetts and Maine respectively. They are both men of thorough experience as well as of energy and enterprise, fully conversant with the trade, and are members of the Boston Fruit and Produce Exchange.



**THE BOSTON ELECTRIC PROTECTIVE ASSOCIATION**, George W. Adams, General Manager, No. 111 Arch Street.—The wide and practical application of electricity to the purposes of man is well illustrated by the career of the Boston Electric Protective Association, which has recently taken possession of its new and elegant office quarters at No. 111 Arch Street. The object of this association is to provide manufacturing corporations, public buildings, banks, stores, hotels, warehouses, etc., with a safeguard from burglars and a watchman's time detector. The business was inaugurated here on May 1, 1877, by Messrs. G. W. Adams and P. A. Dowd, now of the Sprague Motor Company, of New York. The first work done by them was to build the first electric light for New England, which was commenced on July 20, 1880, for Jordan, Marsh & Co., who were then erecting their building, corner of Avon and Washington Streets, and who were the first to employ electricity for illuminating purposes while pulling down old buildings and excavating for foundations. The power used was supplied by their own engine on their premises. The power for illuminating while work was progressing on the new front of A. Shumway & Co.'s store was also obtained from the engine of Jordan, Marsh & Co. The machines used on these occasions were of the Maxine Patent and were produced by the United States Electric Lighting Company, of New York, and were of 8,000 candle power each, one of which is now in use in Boston for solar printing and is acknowledged to be one of the finest quality current machines in use. It was sold and billed from G. W. Adams, superintendent of the Boston Protective Association, who used it as the first machine in practice in New England. The electric lights on the Common were also introduced by this gentleman on September 17, 1880. In 1881 the present association was incorporated under the laws of the State of Massachusetts, with ample capital and with Weston Lewis, president; Benjamin F. Dyer, treasurer; G. W. Adams, general manager; who, with Henry W. Wellington, form the board of directors. The plant of the association cost about \$150,000, while the offices are the finest and best arranged of any like quarters in Boston. The electric clock used by the Association is the invention of Mr. Adams, the general manager, and is the foundation of the success and prosperity of this enterprise. These clocks are especially valuable for bankers, as they are a sure protection from burglars, giving the necessary warning against their attacks. The places having this system are connected with the office of the Association, and when once closed for the day it is absolutely impossible for any one to enter the place in any manner without the office being immediately notified, and a man is at once sent to the location of the clock to ascertain the cause. The clock also indicates the time of opening and closing the place of business and is a perfect check upon watchmen. These clocks are leased to parties on very reasonable terms, and estimates are furnished for equipping buildings in any part of the country with this system. The association are now employing thirteen officers in this city on night duty, who patrol the various districts and examine the stores and other buildings belonging to their subscribers. Over four hundred watchmen's clocks of Mr. Adams' invention are now in use. Among the subscribers to the system in Boston are the Freeman's National Bank, Manufacturers National Bank, Continental National Bank, Broadway National Bank, Boylston National Bank, Home Savings Bank, American Rubber Company, C. F. Hovey & Co., Shepard, Norwell & Co., Jordan, Marsh & Co., Stoughton Rubber Company, R. H. White & Co., Gilman's Restaurant, Moulton's Restaurant, J. Peavy & Bros., Isaac Fenno & Co., George R. Fisk & Co., Eureka Silk Company, Rogers, Wood, Loring & Co., A. B. Crocker & Company, Joel Goldthwaite & Co., Smith, Whiting, Connor & Co., Bliss, Fabyan & Co., Commonwealth Clothing Company, Whitten, Burdett & Young, Coleman, Mead & Co., James Rothwell & Co., Massachusetts National Bank, Boston Belting Company, Walker, Stetson, Sawyer Company, John H. Pray, Sons & Co., J. A. Jackson, Farley, Harvey & Co., Weil, Dryfus & Co., R. & J. Gilchrist, Parker, Holmes & Co., Dennison Manufacturing Company, Macular, Parker & Co., Abram French Company, Jones, McDuffee & Stratton, Miner, Beal & Co., A. Shuman & Co., R. H. Stearns & Co., Bradford, Thomas & Co., and many others. The association has recently re-wired the storage vaults and store of E. B. Sears, the furrier, containing four floors, with a wire every six inches and with two

circuits, while the services of the Association are in constant and important requisition throughout the country. President Lewis is best known as president of the Manufacturers National Bank. Treasurer Dyer is at the head of the well-known mercantile house of Dyer, Rice & Co.; while Mr. Wellington is one of the proprietors of the Silver Lake Mills. General Manager Adams is a native of Connecticut, served in the army three years during the war, and settled in Boston in 1865. He it was who erected the 57,000 candle power light on Boston Common at the time of the Army and Navy celebration. He has had an experience of sixteen years in the electrical industry and has given the science careful and painstaking study, and to some purpose. He is a prominent Mason, 32°, a member of the G. A. R., and a gentleman of wide acquaintance, marked inventive talent and thorough business reliability, who is to be congratulated on the success achieved through his well directed genius and unremitting industry.



**B**OSTON MARBLE COMPANY, John D. Allen, Manager, Rutland, Sutherland Falls, Mountain Dark, and Italian Marble and Supplies, No. 8 Thacher Street.—In this brief sketch of the business of the Vermont Marble Company, as represented here in Boston, we introduce to our readers the largest marble quarrying concern in the world, ranking first in quality and foremost in the volume of its production. The Vermont Marble Company has its quarries, mills and works at Proctor, Center Rutland and West Rutland, in Rutland County, Vermont, and is represented here by the Boston Marble Company, whose headquarters are located at No. 8 Thacher Street. This branch was opened in 1875, and is under the management of Mr. John D. Allen, who is selling agent for the company in New England. He carries a full supply of finished work for both building and monumental purposes, and his house is the recognized leader in its line in the city. It is only within a comparatively few years that the development of the country and the cheapening of production by the use of improved machinery have given to the marble business such an impetus that it now ranks as the principal industry of Vermont, and an important and growing factor in the business of the country. Italian marble had been quite extensively used for many years. No one questioned but that the American product was its equal in fineness of grain and variety and beauty of color, but, being little known, it was claimed that it would not stand the changes of our variable climate as well as the Italian. Years of exposure side by side with its foreign rival have shown the reverse to be true, and, as an inevitable result, Vermont Marble has very rapidly displaced the Italian; so that, now, the output of American Marble, and the capital invested in it, is very much in excess of the Italian. To-day there are 371 gangs sawing on marble in Vermont, and of this number the Vermont Marble Company operates 300. In the department devoted to monumental work there is used everything in the way of machinery known for tracing, polishing and turning, and of the 2000 men now on the pay rolls of the company, from 300 to 500 are kept at work on this particular branch of the trade. Fabrication of memorial work has become an art requiring originality of conception, technical training, patient and intelligent application, and the very acme of expert workmanship, to secure an artistic totality of admirable and enduring qualities. To fully meet these essential requisites, the efforts of the Boston Marble Company are unremitting. Their extensive show-rooms are replete with a varied and complete assortment of designs, suited to the tastes and means of all, and values are here offered which cannot be duplicated elsewhere. All work proves as represented, is guaranteed in every respect, and every statement in letter and spirit is fully substantiated. In both memorial designs, ideal and realistic carving, and in the selection of materials, this company stand pre-eminent in the trade. The fullest extent of artistic possibility has signalized their many productions. Their well-tested merits, and marked appreciation in every cemetery in this city and throughout New England, is their best possible recommendation, their only needed endorsement. In the selection of raw materials, this company possesses every qualification, and the trade recognizes their judgment as unerring. They supply both Rutland, Sutherland Falls, Mountain Dark, and Italian marble, and all necessary supplies. For the execution of building work no house in the marble business is so well adapted for success as this. The Sutherland Falls marble is undoubtedly the strongest, most durable and in general effect most satisfactory for this class of work. It is not a pure white, but slightly clouded or variegated; is a fine, hard and close grained stone, and so does not absorb the impurities of the atmosphere, but retains its bright and clear appearance after continued exposure. Not being a dead white, it blends so nicely in an entire front as to be especially pleasing and harmonious. It is peculiarly adapted for buildings requiring large pieces, as blocks of almost any size can be quarried. When a dark stone is required, nothing can be found any handsomer than the Rutland Blue or Mountain Dark. Rock-faced, it presents the finest effect of any known material. White Rutland makes a very imposing front, and when a contrast is desired a handsome appearance is obtained by combining the white and blue Rutland, while either of these used as trimmings with brick or other material is very effective. Among specimens of building work executed by this company in Boston may be named the Advertiser Building, the Parker House addition, the Rogers Building, and the State House addition. The marble from the Vermont Marble Company was also used for the new terrace wall and grand stairway at the U. S. Capitol, Washington; Whig Hall, Princeton College; U. S. Post office, Montpelier Vt., and many public buildings all over the country. Dealers are promptly supplied with marble in any quantity or form desired in any part of New England by the Boston Marble Company. Mr. Allen, the manager, is a native of Scotland, in the active prime of life, and has been with this company for a period of twenty years. He is an expert authority in the business, and a gentleman of experience, ability and sterling personal worth, with whom it will be found both pleasant and profitable to deal.



**M**TUAL LIFE INSURANCE COMPANY of New York; C. A. Hopkins, General Agent. Office, Mutual Life Insurance Building.—There is no need at the present day to advance any argument relative to the wisdom of providing for the future of one's wife and family, or as regards the character of the obligations imposed upon the head of every household in the community. The principal question that arises, and which we desire to answer, is, what company offers the greatest security, and the

most substantial conditions unhesitatingly a firm Insurance Company of these conditions and is regards liberal and honest prosperity, the thy of patronage. The York is a great n-financial bulwark to the and a no less desirable place money as a splenent. It is represented Hopkins, as General sachusetts, with offices Building. The Mutual 1843, and its growth has out, upon a scale of un-rendering it the largest It has paid to its policy-tion, the vast sum of cording to the state-31, 1891, its assets 138.68; with a surplus 507 policies in force, reserve on policies at 322.00. The wonderful is due in a large degree tions and conditions in to the opportunities for policies provide. The distribution policy of this company is the most liberal contract offered by any company in the world, and produces the most profitable results for the policy-holder. This is also the cheapest company to insure in, its large dividend returns reducing the cost of insurance below that of any other corporation. The actual results of insuring in the Mutual Life are demonstrated by the practical experience of thousands, being far superior to those of any other association; while the safety and certainty of returns are absolutely definite and assured. No insurance company represented in Boston is better managed or more commodiously housed. Its own building, erected in 1877, is one of the architectural ornaments of the city. It is six stories in height, with an iron tower 230 feet high, and constructed entirely of marble and iron so as to be absolutely fire-proof. It covers a ground area of 10,000 square feet, and was erected at a cost of over \$1,000,000. The offices of the company on the second floor are roomy, elegantly furnished and finely appointed, and a large corps of clerks are employed therein, while this agency sends out 132 solicitors and special agents. Col. Hopkins, the General Agent for Eastern Massachusetts, is one of the best known life underwriters in New England. He was born at Spencer, Tioga Co., N. Y., in 1841, and removed with his parents in 1852 to Jersey City, where he attended school until 1856, when he entered the wholesale department of A. T. Stewart & Company. Here the outbreak of the war found him ready to enlist, and he went out at the first call with the Eighth New York, serving three months, and immediately re-enlisted in the Fifty-ninth Regiment. In August, 1862, he became Adjutant of the Thirteenth New Jersey, and was afterwards made Captain, brevetted Major for gallantry, and during the last nine months of the war served on the staff of the General commanding the Twentieth corps. He was in the famous battles of Bull Run, Antietam, Chancellorsville, Gettysburg, and through the Atlanta campaign, and was mustered out June 1, 1865. The following month he entered the service of the Mutual Life, and was made cashier in 1866, and filled the position till 1875, when he was appointed General Agent for Rhode Island, with headquarters at Providence. While in that city he was twice elected a representative to the State Legislature, and served as Chief of Staff, and Inspector of the State Militia, with the rank of Lieutenant-Colonel. In January, 1888, he became General Agent for Eastern Massachusetts, and has won hosts of friends in the city and state by his promptness, business ability and sterling traits of character.



tions to the public. We that The Mutual Life New York, best fulfills in every way, both as orable management and corporation most wor-Mutual Life of New tional institution; a widow and fatherless, corporation in which to did financial invest- in Boston by Col. C. A. Agent for Eastern Mas- in the Company's own Life was organized in been rapid and continu- paralled magnitude, Company in the world. holders, since organiza- \$306,000,000.00, and ac- ment made December amounted to \$159,507,- of \$12,030,967.16; 225,- insuring \$695,753,461.03; 4 per cent, \$146,968,- growth of the company to freedom from restric- its policy contracts, and investment which its



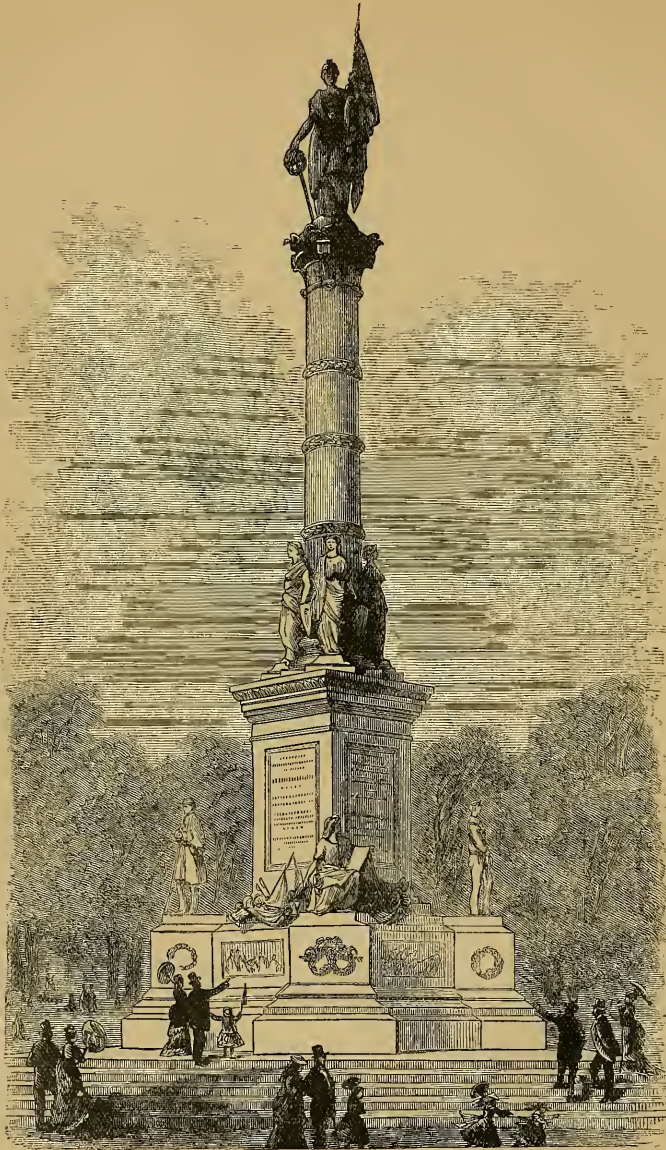
**B. MOORS & CO.,** Bankers, No. 111 Devonshire Street.—The private banking houses of the city of Boston are divided into two classes—those meriting the distinction of being representative houses and those exerting but a minor influence upon the financial prosperity of the city. Eminently conspicuous among the former stands the house of Messrs. J. B. Moors & Co. bankers, No. 111 Devonshire Street. Messrs. Moors & Co. have been established for a quarter of a century, the existing business title of the concern being the same as when the house was founded. Messrs. Moors & Co. transact a special banking business of a high class. They handle in large volume, foreign exchange, letters of credit, bills of exchange and make loans upon warehouse receipts. The clientele of the firm is extremely influential and expansive, and, through the long and honored history of the house, its story is one of prosperity achieved as the reward of merit. The concern has its correspondents in all the principal cities, and its London, Eng., representative is the celebrated house of Morton, Rose & Co., Layard Bros. & Co., and Credit Lyonnais of Paris. The banking house occupied by the firm consists of a large office excellently located upon the first floor of the building. The same is elegantly and appropriately appointed and a corps of fifteen able employees is maintained. The name "J. B. Moors & Co.," comprises those of two of Boston's most able and conscientious financiers—Mr. J. B. Moors, and Mr. A. W. Moors, his son. The former gentleman is a native of Massachusetts, and a director of the Elliott Fire Insurance Co. He resides in Boston, and is enthusiastically allied with the business prosperity of the city. The esteemed junior is a Bostonian, and a young man of bright promise. His identification with the house commenced ten years ago, and has been a member of the firm for five years, and if his career up to the present may be accepted as a basis upon which to form a forecast, then his future is to be the embodiment of success.



**PARRY BROS. & CO.,** Manufacturers of Sand and Water Struck Brick, Offices, No. 19 Central Street, and Raymond Street, N. Cambridge.—In the production of common brick a representative and successful concern in this city is that of Parry Bros. & Co., whose office is at No. 19 Central Street, and who also have an office at their yard on Raymond Street, N. Cambridge. This is a time-honored concern, having been established many years ago by the father of the present proprietors, by whom it was continued up to the year of his death, when his sons, the present proprietors, succeeded to the control. When they came into possession they had but one small yard in Cambridge, but owing to the industry and application exercised they have since developed the enterprise to its present extensive proportions, and now have four large brick yards, one at N. Cambridge on Raymond Street, another on Concord Avenue, Cambridge, a third at Belmont, Mass., and the fourth at Concord, N. H. Each yard is equipped with a complete set of brick-making machinery of the latest and most improved pattern; the machinery is driven by steam-power and everything has been provided which would in any way aid in securing a first-class output. Employment is afforded over three hundred workmen, and the productive capacity is from 20,000,000 to 25,000,000 brick per year. The firm are manufacturers of sand and water-struck brick and their products are of a superior and uniform reliable character. The trade has its tributary area all throughout the New England States, and the transactions are steadily growing in volume and influence. The individual members of the firm, Messrs. J. E., W. A., G. A., and R. H. Parry are natives of Cambridge. They are practical brick makers of mature experience, are members of the Master Builders' Association of Boston, and sustain an A1 status in the business and financial world.



**MAGEE FURNACE COMPANY,** Office and Salesrooms, Nos. 32, 34, 36 and 38 Union Street, Nos. 19, 21, 23, 25 and 27 Friend Street.—In no department of domestic economy has the application of scientific facts and methods of manufacture produced greater results or more noteworthy improvements within a comparatively few years than in the matter of heating furnaces and cooking ranges. The leader in this advance is the Magee Furnace Company, whose main office and salesrooms are at Nos. 32, 34, 36 and 38 Union and Nos. 19, 21, 23, 25, and 27 Friend Street, with extensive foundries at Chelsea, Mass., and branch houses at Chicago, New York, San Francisco and Kansas City. The history of this house dates back to 1856, and in 1867 the present company was incorporated under the laws of the State of Massachusetts, with a capital of \$400,000, and with John Magee, president; Albert N. Parlin, secretary, treasurer and general manager. The manufacturing plant at Chelsea is the largest of its kind in New England, having a capacity of melting thirty tons of iron per day, admirably situated for receiving and shipping stock both by water and rail, and giving steady employment to four hundred skilled hands. The warerooms in this city comprise three buildings, five stories each, divided into different departments, all fully stocked and ably managed, in which fifty tinsmiths, clerks and salesmen find employment. The Magee system of hot water and hot air heating has gained a prestige for this house which could not be secured by any other means, and is best illustrated by the success of the Magee combination hot water and hot air heater, in which is combined the best known and certainly the most sanitary methods of heating a house, viz.: by using the hot water circulation as a direct heater and the warm air for heating and ventilation. By thus combining the two they produce a very powerful and even heater, with much less consumption of fuel than by other methods in use at the present time. There is no trouble in heating all parts of the house, the hot water being used for rooms remote, and not easily reached by the hot air. The testimony of those who use this combination is that the results are a delightful and healthful summer atmosphere throughout the house. It has been used by this company for many years with universal success, and it is undoubtedly the best and most economical method of heating yet known. The Magee Boston Heater Furnace, for warm air, stands without a peer in this or any other market. It is constructed on the most economical and scientific principles and of the most sanitary material, wrought (plate) iron, with riveted joints, with a brick-lined firepot in which can be placed one, two, three or four of the water sections, making the most perfect, economical and sanitary heater in existence. The loss of heat into the cellar by radiation, which takes place in most of the hot water heaters in use to-day, is avoided in this combination by the use of the air-chamber for warming the outside air, thereby accomplishing two good results—keeping the cellar cool and warming the air for use above. The leading specialties of this company also include the Magee Kitchener, with mammoth double oven range, for use in small hotels, boarding houses, restaurants and the best class of private dwellings, which is strictly first-class in every particular and without an equal, quick in action, certain in operation, of newest design, excellent workmanship and sold at moderate prices; Magee's Champion Hot Air Furnace, for hard or soft coal, in five different sizes, having great heating capacity, self cleaning, perfectly gas tight and easily managed, economical in fuel and the cheapest furnace made, considering its merits; the Magee Standard Portable Range, the most convenient, finest made and best operating range in the market, having nothing simply for show but everything for utility; Magee's Mystic Range, with the wonderful dock-ash grate, the Bostonian Range, having every improvement and convenience contained in other ranges, and being the most desirable "two-flue" range on the market to-day; the "Standard" Brick Range, a "standard" of excellence, giving unqualified satisfaction and without an equal; Magee's Ideal, the latest production in surface burning sheet-iron stoves; the Mistletoe, the Magee Royal Standard, the Clifton, the Vendome, Magee's Mystic art stove and other patterns. In a word this company are makers of the largest line of strictly first-class furnaces, ranges and stoves of any manufacturer in the country, while they warrant their goods to give purchasers entire satisfaction. The business partakes of both a wholesale and retail character, and it is by no means confined to the United States, heavy shipments being made to England, Germany, Norway, Africa, Persia and South America. President Magee is known and honored as the inventor of the Magee furnaces and stoves and as one of the representative manufacturers of New England. General Manager Parlin is an expert and accomplished director, noted for his executive ability, and is promoting the interests of this great corporation with enterprising, discriminating judgment and brilliant success.



ARMY AND NAVY MONUMENT, BOSTON COMMON.





**MICHIGAN RADIATOR & IRON M'FG. CO.**, Manufacturers of Perfection Radiators, E. R. Pierce, Manager, No. 126 High, Corner of Pearl Street.—The careful observer, in looking over the range of this city's manufacturing resources, cannot avoid being impressed with the fact that of late years it has become widely diversified, and that its commercial and general mercantile enterprises have become greatly varied. Numerous auxiliary lines have sprung up in specialties for which there is a widespread demand. Boston has grown to be such an important business center that out-of-town houses find it profitable to establish branches here. A well-known concern that opened a branch here on May 1, 1891, is that of the Michigan Radiator & Iron Manufacturing Company, whose general office and works are at Detroit, Michigan. This company was organized eight years since and incorporated under the state laws of Michigan, with a capital stock of \$100,000., the officers and directors being the following prominently known gentlemen; John B. Dyar, president; M. S. Smith, vice-president; Clarence Carpenter, treasurer; Clarence M. Woolley, secretary; Hon. James McMillan. The company have a large, finely equipped plant, employ a large force of hands, and make a leading specialty of their "Perfection Radiators." The manager of the Boston branch is Mr. Edward R. Pierce, a native of Maine, who has had thorough experience in his vocation, having formerly been with the Portland Radiator Co. of Portland, Me. He occupies spacious quarters in which a complete stock of samples of the company's products is carried. These goods are of the most superior character, having no superior in the market, and all orders from the trade are filled upon the most equitable terms. A large warehouse located on the Boston Wharf Co's property in the yards of the New England Railroad is also occupied by the company who carry there a complete line of their goods for immediate delivery to the New England trade.



**OSBORN & CO.**, Commission Merchants, and Dealers in Manufacturers' and Soap Makers' Supplies, No. 25 Central Wharf, and No. 119 Central Street.—Few mercantile houses of Boston are better known than that of Messrs. A. Osborn & Co., the popular Commission Merchants and dealers in manufacturers' and soap makers' supplies, tallow, grease and soap stock of all kinds, at No. 25 Central Wharf and No. 119 Central Street. Both as regards its honorable record and representative character, this house stands in the van of the trade. It has been in successful operation since 1860, and enjoys a connection that is practically world wide, receiving chemicals from various parts of Europe, palm oil from Africa, and cocoanut oil, saponified red oil, cotton seed oil, cotton seed foots, curriers' oil, rosin, soda ash, potash, caustic soda, gal soda, silicate of soda, alum, china clay, bleaching powders, glue, domestic and foreign sizing, etc., from the best regions of production. Consignments of tallow, grease and kindred supplies are solicited, on which liberal advances are made. Shippers to this firm can rely upon quick sales and prompt returns in all cases. The business premises comprise two buildings, containing four floors and a basement each, and giving ample accommodations for handling and storing the immense stock that is constantly carried. Sales are made in wholesale lots, and goods are promptly forwarded to all parts of the Union. Soap makers especially will do well to make a factor of this house when ordering their supplies as its terms are rarely equalled in liberality and its goods command their own merits to the confidence and patronage of critical and discriminating purchasers. The members of this firm are Messrs. Adolphus Osborn, Francis A. Osborn, and Wm. S. Gardner, all of whom are native Bostonians, and stand deservedly high in both commercial, financial and social life. The senior partner was the original founder of the business, and admitted his son in 1881 and Mr. Gardner in 1883 to partnership, both of whom had been in the house for upwards of twenty years. They have achieved a success due to their enterprising and honorable business methods and are all to be congratulated upon the prosperity that has attended their mercantile career.



**HARLES E. HALEY & CO.**, Importers of and Jobbers in Druggists' Sundries, Franklin and Arch Streets.—Few people outside those immediately concerned have any idea of the magnitude of the trade in imported and domestic druggists' sundries here in Boston at the present day. It constitutes a factor of surpassing importance and the volume of business transacted grows apace. Notable among the leading firms contributing to the sum of commercial activity in the particular line above indicated is that of Charles E. Haley & Co., whose establishment is at the corner of Franklin and Arch Streets. This concern had its inception some forty years ago, the founders being William Bellamy & Co., and twenty years later Mr. Bellamy's death occurred. In 1881, the firm became Charles E. Haley & Co.; in 1889, Mr. Haley died, and he was succeeded by his son, the present proprietor, Mr. Charles G. Haley. He had for some years prior to that held a responsible position in the establishment, and grown thoroughly familiar with all the requirements of the trade. The premises utilized are amply spacious, covering an area of 60 x 150 feet, and they are appointed with every facility for the storage and handling of stock. Mr. Haley employs fifteen assistants, and carries on active operations as an importer of and general jobber in druggists' sundries of every description, his trade extending throughout New York State, New England and the South. A heavy stock is carried and orders meet with prompt fulfillment. Mr. Haley is a native of Boston, prominent in club and social circles, and liberally endowed with those qualities that bespeak success in the commercial world.



**ROCKINGHAM MACHINE COMPANY.** Shoe Machinery, No. 57 Lincoln Street.—The growth of the trade in boot and shoe machinery is one of the most important features of Boston's commercial development, and gives evidence of the zeal, energy and well directed enterprise or the leading members of the trade. In this line the Rockingham Machine Company has for the past five years had an active and successful career, and now occupies a front rank position in the trade. This company are extensive designers and builders of boot and shoe machinery, including heel burnishers, bottom buffers, improved McKay horn, beaders, heel scourers and carbureters. The company was organized in 1886, with works at Exeter, N. H., and operate salesrooms at No. 57 Lincoln Street, with Mr. Wm. Gordon as selling agent. This gentleman has had twenty years' experience in this line of business, and is thoroughly posted in all the details of the industry and the requirements of the trade. Among the specialties of this company are the "Leader" heel burnisher, an automatic machine for hot kit burnishing, having duplex jack, and weighing five hundred pounds; the "Twin Leader," the same as the "Leader" except that it has double the capacity, and weighs seven hundred pounds; the Rockingham wax heel burnisher, No. 1, an automatic machine for finishing the edges of the heels with wax, and designed to meet the requirements of factories in which the production is not more than eight hundred pairs per day; No. 2 is designed for a larger production of eight hundred to fourteen hundred pairs per day with one operator; the Rockingham Bottom Buffer is an entirely new design, having large shaft and bearings, the main column, hood, blow, and bearings being one casting; the Carbureter, a new device for heating shoe tools and machines, easily set up, requiring no pulley to run the pump, the belt running on the main shaft, and in factories where there is no gas easily paying for itself, as the saving is about eight hundred per cent. over alcohol. These productions are in heavy and permanent demand with shoe manufacturers throughout the entire United States, and are preferred to all other makes in such important centers of the shoe trade as Boston, Lynn, Haverhill, Brockton, Salem, Beverly, Marblehead, Naikick, Woburn, Marlbore, Hudson, Rockland, Stoneham, Stonington, Weymouth and Spencer in Massachusetts; Chicago, Cincinnati, Rochester and other places. The officers of this enterprising company are A. B. Fowler, president; Geo. Warren, treasurer; both of whom are well-known residents of Exeter, N. H., and expert and talented manufacturers. Mr. Gordon, the selling agent, was formerly connected with the Flagg Manufacturing Company, in this city, and is a gentleman of wide acquaintance, marked business ability and sterling personal worth.



**F. RICO & COMPANY**, Importers and Packers of Havana Tobacco, No. 270 State Street.—The importation of tobacco in the leaf from Cuba is a business of no small extent in this city, which, from the fact of its superior shipping facilities, is naturally the distributing center for the New England States. Among the leading houses in this line of business is that of Messrs. A. F. Rico & Company, No. 270 State Street. They are extensive importers and packers of Havana and Samatra tobaccos; and wholesale dealers in the same, supplying the trade in all the principal markets of New England. They have a resident buyer in Havana and a spacious warehouse at Sn Miguél Street, No. 113, in that city. This gives them exceptional advantages in the way of securing choice selections. Their warehouses in this city comprise two floors, which are always stocked with a full line of the various grades of tobacco in which they deal. The business was established by Messrs. Rico & Company in 1879, at No. 18 Central Wharf, whence they removed to their present quarters a few months ago. Mr. A. F. Rico is a native of Galicia, Spain, and has resided in Boston for sixteen years. He is an expert judge of tobacco and practically familiar with all the details of the trade.



**L. NASON & CO.**, Auctioneers, Real Estate Brokers and Appraisers, Office, No. 21 School Street.—There is probably not one among the many solid firms engaged in the handling of realty and kindred interests in Boston which is better known or stands higher in public esteem than that of J. L. Nason & Co., whose office is at No. 21 School Street. It was established in 1860, and during the nearly thirty-two years since its intervening has maintained an enduring hold on popular favor, acquiring an extensive and substantial patronage. Mr. Nason, who is the sole member of the firm (the "Co." being nominal), is a gentleman of middle age, active and energetic, and resides at No. 239 West Newton Street, near Huntington Avenue. He is a man of the highest personal integrity, as well as long and thorough experience in the domain of realty and risks, and is also a qualified Notary Public and Justice of the Peace. The quarters occupied as office on the second floor of the address above indicated are commodious and well appointed, and are connected by telephone (394) with several efficient clerks are employed. A general real estate business is transacted, including the purchase, sale and care of city and suburban property of every description, and the collection of rents and management of estates receive prompt and personal attention. Loans and mortgages are negotiated, also, and insurance is effected in first-class fire and accident companies, at lowest rates, the firm being sub-agents for the "Citizens Mutual" of Boston; the "Home" of New York; the "Royal" of London, and the New York Plate Glass Insurance Company. Appraisals of property are made for intending purchasers, likewise, and real and personal estates are sold at auction in all parts of the State, sales at auction being a speciality. Investments are judiciously placed, too, while attests, affidavits and all other legal documents pertaining to the functions of Notary Public and Justice of the Peace are carefully and accurately drawn up; and all business intrusted to this reliable firm is certain to be attended to in the most careful, competent and satisfactory manner. Hon. Jesse L. Nason, the subject of this sketch, was a member of the Boston City Government in the years 1878-79, and represented Ward 17, in the legislature of 1882 and 1883, and was thirteen years a member of the Republican City Committee, and Treasurer of the City Committee for three years.



**STURTEVANT MILL COMPANY**, Manufacturers of the Sturtevant Mill for Crushing and Pulverizing Ores, Phosphates, Etc., E. C. Huxley, President; W. H. Ellis, Treasurer; Office, No. 88 Mason Building.—This company are manufacturers of the Sturtevant Mill for crushing and grinding ores, phosphates, cement and all other hard and refractory materials; developing an entirely new principle, avoiding the usual wear and tear of machinery, and doing in a much more rapid and thorough manner the work of a crusher and stamp mill combined. The company was incorporated in 1883, under the laws of the State of Maine, with a capital of \$300,000, and is officered as follows, viz.: E. C. Huxley, president; W. H. Ellis, treasurer. The factory of the company is located at Wilmington, Del., while a mill-stone shop was established at Hyde Park, Mass., in 1890. The Sturtevant Mill is composed of two cylindrical heads, or cups, arranged upon the opposite sides of a case, into which they slightly project, facing each other, and are made to revolve in opposite directions. The rock being conveyed to the interior of the case through the opening at the top, is retained and prevented from dropping below the revolving heads or cups by a cast iron screen; and entering, as it must, the heads or cups in revolution, is immediately thrown out again from each cup in opposite directions, with such tremendous force that the rock from one cup in the collision with the rock thrown oppositely from the other cup is crushed and pulverized, and the grinding, which otherwise would be upon the mill, is transferred to the material, which is at once reduced to powder. The method of reducing rock by this process differs entirely from any other use in use. The mill is of extremely simple construction, being composed of only four elementary parts—a case, two hollow heads or cups and a screen—and is easily run and kept in repair. The attention of all who are interested in the crushing and grinding of ores and other hard materials is called to the absolute originality of this invention, as it is the only mill ever constructed where rocks are really made to grind themselves. That so small and simple a machine should accomplish so much work as this does seems incredible. The Sturtevant Mills are made in four sizes, with heads from eight to twenty inches in diameter and vary in capacity according to the size. They are arranged to grind to any fineness desired, pulverizing more rapidly and economically than stamps, stone mills or rolls, while as a crusher they will reduce hard material to a small size far more rapidly and economically than any other crushing machine. With the exception of the large breaker of a mine, one Sturtevant mill will do the work of a whole plant of ordinary mining machinery. They are in use and highly indorsed by such well-known concerns as the Standard Fertilizer Company, Boston; Walton & Whann Company, Wilmington, Del.; Bowker Fertilizer Company, Elizabethport, N. J.; Dambmann Brothers & Company, Baltimore, Md.; Etiwan Phosphate Company, Charleston, S. C.; Pacific Guano Company, Woods Holl, Mass.; Lawes Chemical Manure Company, London, Eng.; Langdale's Chemical Manure Company [Limited], Newcastle-on-Tyne, Eng.; W. M. Ross & Co., Seaford, Del.; Savannah Guano Company, Savannah, Ga.; Richmond Chemical Company, Richmond, Va.; Susquehanna Fertilizer Company, Baltimore, Md.; Akron Cement Works, Buffalo, N. Y.; Standard Cement Company, New Haven, Conn.; Southern Pavement Company, Fort Payne, Ala.; Croton Magnetic Iron Ore Company, Brewster, N. Y., for iron ore; Boston Tin Mining Company, Irish Creek, Virginia, tin ore; Colorado Plate Glass Company, Colorado Springs, Colorado, limestone and sandstone; St. Louis Smelting and Refining Company, St. Louis, Mo.; Anaconda Smelting Works, Anaconda, Mont.; Holmes, Booth & Haydens, Waterbury, Conn.; Oxford Copper Company, N. Y.; Nova Scotia Paint Works, Halifax, N. S.; while they are in heavy and influential demand in all parts of the United States, England, Germany, Mexico, Australia, South America and Europe. This company are also sole manufacturers of rock emery mill stones. These are like the usual mill stones in outward appearance and can be adapted to any machinery where burr stones are now used, without any expense in altering the existing mill frames and gearing, and grinding to better advantage all substances ground in ordinary burr mills. The emery mill stones are composed of pieces of emery fresh from the mine, cemented together. The grinding face of the emery mill stones never polishes, and thus as it wears away it is always sharp and incisive, and its cutting power is unequalled. Heat has no injurious effect upon them. As compared with burr stones, the same horse power applied to the emery stones will give more product to the same fineness and of a better quality, as the faces of the emery mills are regular, always sharp, and their cutting power surpasses that of any other surfaces known. The following advantages are therefore claimed for the emery mill stones, to wit: economy of plant, economy of power, economy of labor, increased product, increased fineness and reliability. Prices and further particulars will be cheerfully and promptly given at the office of the company. President Huxley is a well-known Bostonian, an experienced business man of great executive ability, who succeeded to his present position in 1886. Treasurer Ellis became the head of the financial department of the business in 1887, as successor to Mr. T. L. Sturtevant, the inventor of the mill which bears his name and the founder of this enterprise.



B. P. WEEKS.

781 Devonshire

—Few, if any,

the real estate

ton are better

public esteem than W. B. in the John Hancock Building shire Street. He has been estab- 1887, and has acquired a sub- age, numbering in his extensive zens in the community. Mr. of the Real Estate Exchange, is and a native of this city. He is integrity as well as of energy and versant with every feature and sale and transfer of realty and eral real estate and fire insur- exchanging all classes of city ticular attention to the handling ment property. Estates are collected, also, and loans are risks are placed in first-class fire senting the Springfield Fire and ity of Connecticut and other business intrusted to this gentle- in the most careful, capable and



Real Estate and Insurance, No. Street, John Hancock Building, among the number engaged in and insurance business in Bos- known or stand higher in P. Weeks, whose office is (room No. 201) No. 178 Devon- lished in the line indicated since stantial and influential patron- cientele many of the solid citi- Weeks, who is an active member still a comparatively young man a man of the highest personal sagacity, and is thoroughly com- dential pertaining to the purchase, kindred interests. He is a gen- ance broker, buying, selling and business property, and gives par- of manufacturing and invest- taken in charge and rents negotiated on mortgages, while companies. Mr. Weeks repre- Marine, the Meriden, the Secur- stanch associations, and all man is certain to be attended to trustworthy manner.



G. CHEEVER & CO., Manufacturers of Plain and Fancy Paper Boxes, No. 109 Kingston Street.—An industry that has grown to very extensive proportions since its inception is that of the manufacture of paper boxes, and a leading Boston house engaged in this field of production is that of A. G. Cheever & Co., whose office, salesroom and factory are situated at No. 109 Kingston Street. This enterprise was founded in 1871 by Messrs. A. G. Cheever and Adam Horle, on Milk Street, and re- mained under their joint management up to 1886, when the latter retired, his interest being succeeded to by his son, Mr. Francis A. Horle. In 1889 a removal was effected to the present quarters, where the firm occupy premises having an area of

5,000 square feet. The works are equipped with the most improved machinery, operated by steam-power, and employment is found for fifty experienced hands. Messrs. Cheever & Co., are manufacturers of all kinds of plain and fancy boxes, a leading speciality being made of the latter. The output is a very large one, and the trade supplied extends all throughout New England. The facilities of the house are complete in every respect, orders of any magnitude can be promptly filled, while the prices which rule are of a character as to successfully challenge competition. Mr. Cheever, the senior member of the firm, is now eighty-seven years of age, but is still hale, hearty and vigorous, attends daily to the routine of business, and bids fair to round out a century of a life spent in usefulness and activity. He is a native of Wrentham, Mass. Mr. Horle was born in New York City, is a young, energetic business man, and is very popularly known in the community.



ELASTIC TIP COMPANY, Exporters and Importers, Patentees and Manufacturers of Rubber Goods and Specialties, No.

157 Washington Street.—There is no substance now in use that is capable of subserving so many and varied pur- poses of man as India rubber. Not only are waterproof garments, boots and shoes made of this material, but a great number of fabrics and articles especially adapted for mechanical purposes. Each year but enlarges the sphere of its usefulness, and its manufacture is increasing at a rapid ratio. One of the most enterprising and progressive houses in this line in Boston is the Elastic Tip Company, patentees and manufacturers of rubber goods and specialties, at No. 157 Washington Street, with factory at No. 370 Atlantic Avenue. This company have an international reputa- tion as patentees of the Vacuum Tipped Arrow Pistol, elastic chair tips and buffers, crutch tips, bicycle handles, bicycle tires, water bottles, syringes, druggists' sundries, etc.; and operate branch offices at Nos. 152 and 154 Lake Street, Chicago, Ill., at Nos. 13 Edmund Place, E. C. London, Eng.; 31 Elphinstone Circle, Bombay, India; and Admiralat Strasse, 40 Hamburg, Germany. Their vacuum tipped arrow pistol is perfectly harmless, yet it is as accurate as a revolver. As a parlor amusement for young and old it has no equal, and for outdoor sport it is far superior to any toy gun or pistol ever placed on the market. Furniture manufacturers, dealers and cabinet workers will no longer have to place homemade and ill-shaped buffers on their goods, as they will find among the great variety of tips made by this company just the right thing for any place they may desire to put an elastic buffer. Their patent elastic furniture fenders for the backs of sofas, chairs, bedsteads, etc., give protection to the walls and paper, and are made entirely by a new process, being much more elastic and far more durable than any in the market. Special attention is given to the character and quality of the productions in every department, and a constant effort is made to raise the standard of excellence and enhance their utility and value, while at the same time cheapening the cost of their production. A corps of talented salesmen represent the interests of the house upon the road, and the business transacted is very large and influential with jobbers and retailers throughout the United States, Great Britain, Germany, France, India, South America and other quarters of the globe. The terms and prices quoted are invariably satisfactory to the trade, and orders are promptly filled in all cases. The business of this house was originally established in 1873 by Mr. P. W. Pratt, who admitted Mr. D. S. Pratt in 1879 and Mr. B. H. Pratt in 1889, constituting the company as it stands at present. These gentlemen are natives and residents of Abing- ton, Mass., and stand deservedly high in business and trade circles both at home and abroad.



**H**OWARD W. SPURR & CO., Wholesale Grocers, Nos. 19, 21, 23 and 25 Commercial and Nos. 56, 58, 60, 62, 64 and 72 South Market Streets.—Boston can point with justifiable pride to this house as an exponent of the greatest achievements in the grocery trade. This firm is the outgrowth of the business houses of Wadley, Spurr & Co., organized in 1869, and Spurr, Washburn & Holmes, organized in 1875, in 1881 assuming the firm name of Howard W. Spurr & Co. The business is represented by more than twenty different departments, and the firm controls the Howard W. Spurr Coffee Company, The Howard W. Spurr Cigar Company, and The Howard W. Spurr Specialty Company, with factories in both Boston and New York. They are widely prominent both as wholesale grocers, large dealers in flour, butter, cheese, provisions and produce, cigars and tobaccos, and foreign and domestic fruits; and as tea and coffee importers, coffee roasters and packers, holding also the sole New England agency for a number of the largest manufacturers of cigars, tobaccos, flour and general food products in the United States. The large practical experience of the proprietors gives them advantages in obtaining supplies rarely equaled by any other firm in the trade, rendering it desirable for large buyers in search of the best qualities to inspect this stock before concluding purchases elsewhere. Such staples as tea, coffee and spices, flour, butter and cheese, sugars, syrups and molasses are prominent specialties with this firm, and their trade in these lines alone has attained enormous proportions. In the canned goods department the firm handle only those brands of meats, fruits and vegetables that experience and test have shown to be perfect both as regards quality and method of preservation. The two great specialties of the firm, however, are Spurr's Reverse Java coffee and the H. W. S. & Co's No. 7 Cigars, both having a national reputation and a large sale all over the country. The firm also handle full lines of the products of such eminent foreign houses as Crosse & Blackwell, and deal largely in French canned and preserved food products, such as peas, mushrooms, capers, sardines, etc.; also foreign and domestic dried fruits and fancy soaps. Their annual sales reach into the millions, and their goods are standard in all parts of the country. The largest orders are easily filled, and terms and prices are made invariably satisfactory to the trade. The members of this representative firm are Messrs. Howard W. Spurr, Elwyn L. R. Perry, Albert D. Holmes, Andrew J. Woodward, Henry B. Pierce and William H. Wilson. Mr. Spurr, the honored senior partner, was born in Sandwich, Mass., in 1843, and came to Boston in 1861. His success is "known and read of all men." He is possessed of splendid executive abilities and an intimate knowledge of the grocery business, while he is an indefatigable worker, and is universally popular in trade circles. Mr. Perry is a native Bostonian, and was connected for some years with Wadley, Spurr & Co. Mr. Woodward was formerly connected with the house of Pierce, Dana & Co., and is an expert buyer and salesman of some twenty-five years' experience. Mr. Pierce is a native of Lebanon, Me., and has resided in Boston since the age of twenty, and achieved a high reputation as a merchant of ability. Mr. Holmes has charge of the financial department, while Mr. Wilson has the management of the bureau of credits, each combining his vigor and energy with the other partners to form a firm of commanding influence, wide popularity and solid worth.



**L**EE & SHEPARD, Publishers, No. 10 Milk Street.—The imprint of Lee & Shepard has become as familiar to the reading public of this country as that of any publishing house extant. Since 1862, this firm have been an important and growing factor in the literary world, and its bulletin of new books is eagerly welcomed and carefully scanned as furnishing wholesome, entertaining reading for both old and young. Their establishment is always a pleasant place to stop, and under the auspices of this firm some of the most popular writers of the present day have received their first start in authorship. Here men conspicuous in literature, and of wide fame in the world of American letters, are wont to gather for the interchange of good fellowship and art. From its literary attractiveness, the store at No. 10 Milk Street, next to the Old South Church, is a place of special interest to strangers, as well as all lovers of good reading in Boston and vicinity. To drop into Lee & Shepard's for a glimpse of the last new book or magazine is with the Bostonian a daily duty. The publications of this firm are always in great demand, and its name is in itself a guarantee of good faith, a high standard of literature, and fair and honorable dealing; while, outside of their own publications, Messrs. Lee & Shepard now confine themselves to handling the published works of Harper & Brothers and S. C. Griggs & Co., for which firms they are sole agents in New England. Dealers are supplied with the latest novels, and all standard works of the most salable character at the lowest prices. Messrs. Lee & Shepard are the sole publishers of some two thousand volumes, and are specially prominent as publishers of juvenile works, school and text books, and novels by the best authors. Their latest announcements include speeches and lectures of Wendell Phillips, life and works of Horace Mann, the works of Charles Sumner and the latest productions from the pens of Oliver Optic, J. T. Trowbridge, Sophie May, and others. Their trade list embraces the works of Petroleum V. Nasby, Amanda M. Douglas, Elijah Kellogg, Rev. Robert Collyer, Rev. Dr. Townsend, G. M. Baker, Cora Linn Daniels, Max Adler, Hans Christian Andersen, Mary A. Denison, P. C. Headley, T. W. Higginson, Prof. King, Baron Niles Posse, Dr. Blaisdall, Harriett Prescott Spofford, George M. Fowle, Miss V. F. Townsend, as well as all the standard works of prose and poetry. The firm are also making a notable specialty of fine art publications, which are having a wide sale. Mr. Charles A. B. Shepard, the junior member of the firm, died in January, 1889, after a long and honorably successful career, and his interest is still continued in the business by his estate. Mr. William Lee, the honored head of the house, has been connected with the book business for a period of fifty-four years, starting as a clerk for S. G. Drake, the antique book-seller. In 1846 he was admitted as a member of the firm of Phillips, Sampson & Co., from which he retired in 1857, although remaining financially interested in the house. While taking a trip abroad the firm failed, involving a loss of one-fourth of his capital. In the great fire of 1872, the firm lost \$150,000 worth of plates, besides much other valuable property. Mr. Lee is still active in promoting the business and literary interests of his house, surrounded by a corps of trusted assistants, and is honored and esteemed in both literary, social and business circles; is a member of the Algonquin and Art Clubs of this city, and of the Aldine of New York.

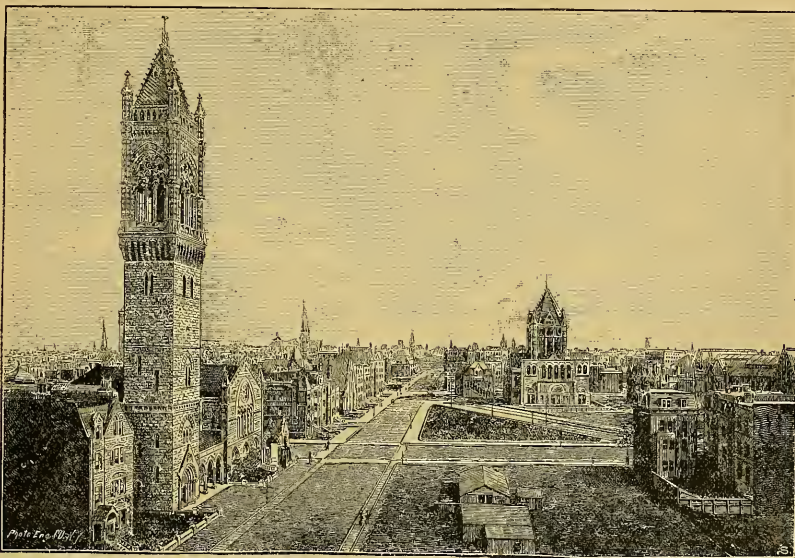


**R**ICHARD T. SULLIVAN, Manufacturer of Wool Extracts in All Grades and Colors, etc., No. 155 Federal Street.—The production of wool, its preparation for the market and the general trade carried on in this commodity makes the wool industry one of the most important branches of commerce in the United States, and a source of much financial value, as well as a heavy producer of revenue. The manufacture of wool extracts is, therefore, elevated to a plane of the utmost significance. A leading house in Boston engaged in this particular branch of the wool industry is that of Mr. Richard T. Sullivan, located at No. 155 Federal Street, with mills at Newton Lower Falls. This business was established by Mr. Sullivan in 1873, and the house has ever since been one of the representative industrial institutions of Massachusetts. Mr. Sullivan manufactures wool extracts in all grades and colors; also extracted rags in assorted grades, in colors, or ready for coloring. His mills are equipped with seven Garnett machines, sixty inches each; fifteen double cards, sixty inches each; five pickers, three water wheels and two steam engines of 125 horse-power, and steady employment is given to over seventy-five skilled hands. Fifty grades of wool extracts are here turned out and woolen and shoddy manufacturers throughout the country are supplied in quantities to suit at the shortest possible notice and at terms and prices which defy successful competition. The mills have been running steadily, except delays for repairs, since their establishment. The policy upon which the business is conducted is characterized by liberality, integrity and the careful fostering of the interests of all patrons. Samples are sent by mail and all transactions are placed upon a substantial and satisfactory basis. Mr. Sullivan is a native Bostonian, in the prime of life, thoroughly conversant with the requirements of manufacturers of woolen goods, and eminently successful and popular in meeting every demand of the trade. He has been ably assisted by his efficient partner, Mr. Charles L. Hosmer, and by Mr. Arthur G. Hosmer, as agent. Mr. Wm. C. Fitzgerald is traveling salesman.



**B**F. SMITH & BRO., Driven Wells, No. 38 Oliver Street.—From a hygienic point of view nothing can be of more importance than an ample supply of pure water; and experience shows that there is no better way to secure this desideratum than by means of Artesian or driven wells. The first so-called driven wells were driven in 1861, and since then many hundreds of thousands have been put down all over the world; very few are now made as they were in the earlier period; the process of sinking them has been much improved upon. Artesian wells were put down long before wrought iron pipe was invented. A very prominent concern engaged in the sinking of wells of this description is that of Messrs. B. F. Smith & Bro., No. 38 Oliver Street.

They have ample facilities for the execution of contracts in this line by hand or steam power and are prepared to give particular attention to large operations, such as the water supply of cities, towns and villages; a number of which are adopting this system of obtaining water with very satisfactory results, both as to quality and quantity. The water thus obtained is entirely free from surface drainage or vegetable matter which is so often found in surface supplies and is so injurious to health. Mr. B. F. Smith is the inventor of the "sand and vacuum chamber," for use on driven wells—a most valuable device covered by several patents. These chambers are made both upright and horizontal and are warranted to stop the influx of sand. Thousands of the wells constructed by this firm are in use for domestic and farm purposes; by manufacturers who use large quantities of water and find these the most economical mode of supply; also in breweries, tanneries, gas works, creameries, dairies, for ice machines, and wherever large quantities of cold water are required. We understand that the saving in water and ice bills of several large concerns in and around Boston, for whom B. F. Smith & Bro. have driven or drilled wells, will run from three to thirty dollars a day. The firm also make soundings for building and bridge foundations, and other operations in which it is necessary to ascertain the nature of the soil. This business was established by the Messrs. Smith some fifteen years ago. Both gentlemen have been residents of Boston many years. Their business is extensive, especially in New England.



BOYLSTON STREET AND COPLEY SQUARE 1889



**S**LATTERY & D'ARCY, Wholesale Lumber Dealers, Nos. 15 and 16 Charlestown Street and Nos. 64 and 66 Endicott Street.—

Messrs. Slattery & D'Arcy, wholesale dealers in doors, sashes, blinds and lumber, located at Nos. 15 and 16 Charlestown Street and Nos. 64 and 66 Endicott Street, are one of the few firms in the trade which are conducted under a management whose policy is a successful combination of all the sterling principles of old-time trading with a strong progressive tendency and enterprise, so essential to success nowadays. As lumber dealers, the firm are at any moment prepared to furnish car lots of doors, sashes, blinds and glass, glazed windows, door and window frames, moldings and brackets, inside finish, spruce frames, henlock and spruce boards, shingles, laths or clapboards; a leading specialty being made of inside finish box window frames and spruce framing. The undertaking was initiated over forty years ago by Augustus Hardy, succeeded by Messrs. Hardy, Dyer & Co, and they in 1882 by Messrs. Slattery, Hardy & Co., in which the present senior partner, Mr. J. F. Slattery, was a member, and in January, 1889, Mr. D'Arcy purchased Hardy & Co.'s interest, when the present co-partnership was formed under the now existing firm name. The immense business now at the command of the house reaches to all the chief commercial centers throughout the Union, among the most representative consumers, who are all unanimous in accord to the firm their unlimited confidence and enduring support and regard it as the best and safest medium for the procuring of their heavy consignments. The premises at the location indicated, consist of a spacious building 220 feet long, containing six floors and running back to Nos. 64 and 66 Endicott Street, and divided into departments, as salesroom, store, warehouse and office, the exigencies of the business necessitating the regular employment of twenty duly qualified assistants. Needless to say, a very large and comprehensive stock is always carried, of the best quality as to make and material that the market affords; and at such prices as command quick and ready sales. Both Mr. Slattery and Mr. D'Arcy are of American birth and are now of the ages of forty-five and thirty-six years respectively.



**WRIGHT, BROWN & CROSSLY,** (Successors to Wright & Brown.) Solicitors of American and Foreign Patents, Exchange Building, No. 53 State Street.—The American brain is exceptionally an inventive one, and, as the years roll by, the army of inventors, as duly recognized by the issue of patents to secure to them the fruits of their genius and labor, is rapidly enlarging. To the unaided applicant, ignorant alike of the patent laws and their requirements, the difficulties and delays inherent to securing a patent are almost insurmountable without the assistance of experienced solicitors. The firm of Messrs. Wright, Brown & Crossly, of this city, offer the best possible facilities to all desiring to procure strong and valid letters patent, or requiring any investigations in connection therewith. It is a noteworthy fact that by prompt and constant attention to pending cases, a larger proportion of applications have been brought to a speedy and successful issue through the agency of this firm than by any other doing business in Boston. Their offices are eligibly located in the new Exchange Building, No. 53 State Street, with a branch office in Atlantic Building, F Street, Washington, D. C. The business was originally established in 1856 by Hon. Carroll D. Wright, and the following year Mr. Charles F. Brown, a native of Maine and a well-known mechanical expert and highly skilled draftsman, was admitted to partnership. Mr. Wright, who is now United States Commissioner of Labor, retired from active practice in 1878, and Mr. Brown continued the business without change in the firm name until November, 1885; when the present firm was organized by the admission to partnership of Mr. Arthur W. Crossly, late examiner in the United States Patent Office. This firm have at their command the best of connections and facilities for the securing of patents, both American and foreign, having an intimate acquaintance with and access to all the official records, assignments, extensions, models and drawings pertaining to patents in every country, and are thus prepared to conduct any important and difficult case. Inventors can always obtain free advice from this firm in regard to the patent ability of any device, and, by placing the main points of their invention clearly before them by letter, can expect a prompt answer, often by return mail. They promptly transact every description of patent office work, including the filing of applications for letters-patent, trade marks, design patents, reissues and copyrights; the prosecution of appeals, renewal of forfeited applications, investigation of infringements, the contesting of interferences, and acting as experts before the courts. They have correspondents in all patent-granting countries, and their patronage is especially large and influential among the manufacturers of New England, New York and Pennsylvania. Their clients include such well-known houses as the American Waltham Watch Company, the National Tube Works Company, the E. Howard Watch and Clock Company, the Jones & Lamson Machine Company, the Laconia Car Company, the American Twist Drill Company, the Sanford Mills, the Smith & Anthony Stove Company, Messrs. Robbins & Appleton, The Electric Boot and Shoe Finishing Company, Lamolle Manufacturing Company and many others. All clients can depend upon receiving prompt and satisfactory service from Messrs. Wright, Brown & Crossly, and at rates remarkably low in comparison with the accommodations and complete facilities they offer. Their office in Washington is equipped with a highly skilled corps of assistants, and both members of the firm frequently go to the national capital to give personal attention to their business before the United States Patent Office. Mr. Brown has an academic education, besides being a graduate of schools of special training in which he fully fitted himself for his present profession. Mr. Crossly is also possessed of an academic education, and is a graduate of the National University Law School, of Washington, D. C., having received his diploma from the hands of Ex-President Hayes, who was ex-officio Chancery of the University when Mr. Crossly graduated. During his long term of service in the United States Patent Office, he organized the present Issue Division of that bureau, and was for a number of years its head, when he entered the examining corps and remained there until he resigned to join his present firm.



**EDWIN S. HEILBRUN,** Doussan French Perfumery Company, New Orleans, La., Commission Merchant, New York and New England Agent Nos. 116 and 126 Bedford and 24 Kingston Streets, Room No. 311.—Many obtain a superficial view of the town or place they happen to be visiting. Some who have heard of Grasse, in the department of Var, France, imagine from the size and the number of inhabitants that this town is of little importance but, whoever the tourist might be who is so impressed, he lives in a "Fool's Paradise,"—the opposite contrast of just what the natives of this town are enjoying, for it is not an exaggeration of speech to say it is a veritable Elysium. The natives are glad, not for lack of courtesy, if strangers do not visit them for fear that they might steal their thunder in the form of their livelihood by obtaining secrets regarding the manufacture of perfumes. Royalty, on account of the class prejudice that rears itself like the wall of Chioa against all commercial pursuits, are always gladly received. Queen Victoria finds unspeakable pleasure in visiting Grasse, from its unique business industry as well as the beauties of beautiful nature, who has clothed this town with many rare charms of natural scenery that few places can boast of. It is situated on the southeastern slope of a hill and, although the country is rugged and the streets very steep, yet its beautiful villas and exquisite grounds would be a worthy subject of the greatest landscape painter to adorn his canvases, and for this reason we will not go into further rhapsody as we realize such an able subject is receiving such poor treatment. A single fact is worth a ship-load of arguments, especially so when it is likely to become historical. For this reason we would mention to our readers that about sixty-five years ago a gentleman by the name of Auguste Doussan was born. In this cradle that held him, there seems as if two lives were born,—one art and the other a practical business man,—the art representing the profound knowledge that Mr. Doussan has of the perfumery business and the other the Napoleonic insight in realizing that among its other vast industries the United States was lacking in the perfumery enterprise. When Mr. Auguste Doussan had obtained his full bearings he saw no reason why one would not be able to manufacture perfumes in this country as well as elsewhere, and, like the Arab, who silently closed his tent and stole away, he at last pitched his tent in one of the largest perfumery establishments of the world, in New Orleans, La., where the amicable climate permitted of the same liberties in manipulating perfumes as in France. Mr. C. K. Hall, the liberal and efficient president of this company, with ample means at his command and the astute and judicious manner of the distribution of the same, will speak volumes in the way of the daintiness of their package and everything to make the perfumery business conducted by this firm acceptable and attractive. The reason perfumes have become an important auxiliary in our present advanced and refined taste, even to those who are far from being æsthetic, is that nature is better portrayed in the art of making perfumes than anything else that can be done in this world. We can gaze on a picture of flowers and admire its beautiful colors and many other attributes that go with the same, but the interior is cold,—the odor is lacking. There is nothing so sensitive as the olfactory organs and for this reason they should never be offended by anything loud, and in consideration of this we would recommend a line of odors that commend themselves for pleasant associations,—of all that is pretty and dainty and never too loud to be vulgar,—the Doussan French perfumes. These odors are like tearing a page out of history, is so true to the flower, and one trial will prove their worth. If you want something lasting they can give you odors that hang like grim death, but the association far pleasanter. Mr. Heilbrun, the manager of their eastern business, under whose direct supervision the Boston office is conducted, is a Southerner himself, with all the many attributes that go with the same, believing that patience is a virtue, and one could not make a mistake by applying to him for any information that is desired, and we would commend a visit to this gentleman to meet some of the hospitality that is generally conceded by those who ever come in contact with our Southern brothers. If all the adjectives in the English language were marshaled before one they would not qualify the excellences of the Doussan French perfumes and the many charms and merits of their office at No. 116 Bedford Street, Room No. 311. Undoubtedly there is no office within the limits of the United States that surpasses this one with which they have favored Boston. We would commend to ladies buying perfumes to remember that the word Doussan is synonymous with all that is good in the perfumery line. If you want something dainty ask for a dainty odor, or a lasting one can be secured as well, if only stated to the retail druggists, who are the only parties handling these goods in this country.



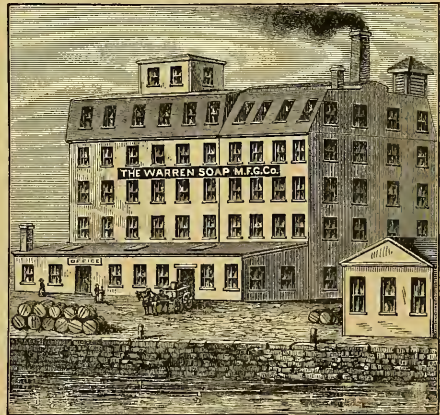
**NEW ENGLAND HOUSE, C. W. Parker & Co., Proprs.** Corner Blackstone and Clinton Streets.—This house was opened about the year 1836 and since that time has been managed by some of the best hotel men in the country, notably the late Parson Stevens, who left it to take possession of the Revere House; Lambert Maynard, who was its proprietor for twenty-eight years; Joel Gay, Bell & Bailey, J. T. Wilson, the latter coming into control in 1873, and was succeeded in 1890 by Messrs. C. W. Parker & Co., the present popular proprietors. The New England is emphatically the best two dollar per day house in Boston. It is, unquestionably, the popular favorite with commercial men and is one of the few where business flourishes the year around. The building is four stories in height and contains one hundred rooms for guests, all comfortably furnished, well-lighted and airy, while every modern improvement has been introduced, including electric lights, steam heat, annunciators, a fine lunch-room on the ground floor, and a well stocked bar under expert management. The situation is in the center of the grocery and provision district, near to Quincy and Faneuil Hall markets, within easy reach of depots and steamboat landings, and convenient, alike to the permanent patron, the commercial tourist and the transient guest. The cuisine of the house is worthy of special commendation, being under the most experienced management and kept up to the highest standard of excellence. The dining-room seats one hundred and fifty persons, and is a favorite resort for many of our merchants and business men, who heartily appreciate its excellent bill of fare. Terms are from two to two dollars and a half per day, on the American plan, and a stay at this hotel is always remembered as a pleasant experience. The proprietors, Messrs. C. W. Parker and F. B. Smith, have been connected with the house some ten or twelve years and are gentlemen in the early prime of life, active, enterprising and painstaking, with a thorough knowledge of the wants of the average guest. Mr. Parker is a native of Massachusetts and was chief clerk here during the régime of Mr. Wilson. Mr. Smith is a New Hampshire man by birth, and an accomplished caterer.



**HOPKINSON & MARDEN, Wholesale Dealers** in Wooden, Willow and Tinware, Brooms, Brushes, Mats, Cordage, French, German and American Baskets, Sleds, Wagons, Velocipedes, Clothes Dryers, Wringers, Etc., Nos. 15 and 16 Faneuil Hall Square.—Boston is a most important center for the wholesale wooden-ware trade, and the oldest and best-known house engaged therein is that of Messrs. Hopkinson & Marden, located at Nos. 15 and 16 Faneuil Hall Square. This house was established in 1843, by Messrs. Dickinson, Lincoln & Co., who were succeeded in 1846 by the firm of Lincoln & Hopkinson, and in 1878 the present firm was organized by Messrs. W. L. Hopkinson and Alvah N. Marden, the senior partner having been in the house since 1867, while Messrs. Prescott, Dickinson and Alex. Lincoln had died in the harness. For many years the business has grown rapidly in strength and importance, and a trade has been built up of the highest value, both domestic and export. The premises occupied for trade purposes comprise five floors, 60 x 100 feet each, where is carried one of the largest and finest assortments of wooden, willow and tinware to be found in New England. The firm's stock embraces all standard sizes of tubs, pails and buckets; French, German and American baskets; brooms and brushes, clothes dryers and wringers, sleds, wagons and velocipedes, mats, cordage and other specialties in both wooden-ware, willow and tinware. Contracting direct with many factories for special lines in the largest quantities, and selling extensively to jobbers in New England and to missionaries and other parties in foreign lands, this house positively quotes prices that are not to be duplicated elsewhere. Both as to styles, quality and finish, these goods are unexcelled in this or any other market, and are supplied to the trade in quantities to suit at the shortest possible notice. Mr. Hopkinson is a Massachusetts man by birth, while Mr. Marden is a native of Maine. These gentlemen have ever pursued a policy of equity and honor, and have always accorded a hearty support to all movements calculated to advance the permanent welfare and prosperity of Boston.

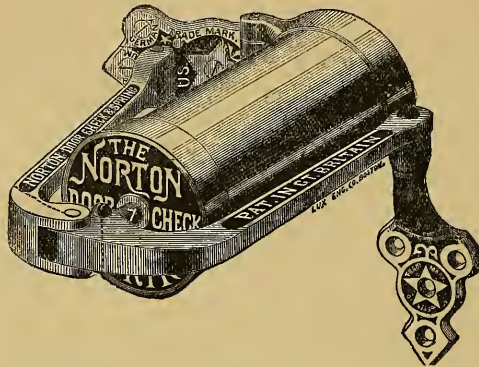


**THE WARREN SOAP MANUFACTURING CO., No. 143 Federal Street.**—There are few manufacturing houses engaged in business in the State of Massachusetts or indeed throughout the whole country that can advance so many claims to public confidence as The Warren Soap Manufacturing Company, No. 143 Federal Street. The company, which was incorporated in 1890, under the laws of Massachusetts with a capital of \$50,000, is the evolution of an older business carried on under the name of Henry L. Warren. The character of the business, prior to the house becoming an incorporated company, was the manufacture of bar soap; it was, however subsequently changed, the business to-day consisting of the preparation of textile soaps, scouring and fulling soaps, chemicals, scourers for woolen, silk and cotton mills, bleachery and dye works, etc. The concern has extensive mills at Watertown, Mass., the conduct and management of which require the services of thirty employees. The capacity of the factories averages between one and two million pounds of soap per diem and the trade of the house is of so extensive a character as to be limited only by the confines of the Union, comprising transactions with both wholesale and retail houses. The president of the company is Mr. Geo. L. Stevens whose administrative ability is such as to render the control of the immense volume of business falling to his lot by virtue of his office, mere child's-play. Mr. Stevens is a native of Maine but has resided in Boston for a lengthy period. He is a partner in the Woodstock Woolen Co., and a member of the American Magnesium Co., industrial corporations of unquestionable standing. Mr. Albert Warren, a business man of singular acumen and foresight, ably discharges the onerous duties incidental to the treasurer'ship of the company. This gentleman, though a native of St. Louis, Mo., has been identified with the State of Massachusetts for a long time and he is also actively associated with the American Magnesium Company. The vast amount of clerical work pertaining to the conduct of the business is conducted by Mr. A. H. Groeschner, who is connected with both the Woodstock Woolen Co. and the American Magnesium Co. This gentleman is a native of Breslau, Germany, but his interests have long been those of the country of his adoption, among the commercial community of which he is well-known and highly respected. The Warren Soap Co., being, as it is the outcome of an old, substantial manufacturing house and having for the substructure, upon which are based all its dealings, the vital principle of integrity unqualified, calls naturally for a position of the strongest relief upon the record of our city's progress.





THE NORTON DOOR-CHECK AND SPRING COMPANY, James P. Flynn, President; Charles S. Penhallow, Treasurer, Office, No. 505 Sears Building.—Prominent among the manufacturers of specialties peculiar to their respective establishments in Boston should be named the Norton Door-Check and Spring Company, whose offices are located in Sears Building, with a factory at Everett, Mass. This company was incorporated in 1881, under the laws of the State of Massachusetts, with a capital of \$300,000, for the purpose of introducing and manufacturing the "Norton Door-Check and Spring," the invention of Mr. Louis C. Norton, whose services have been retained by the company as superintendent of their works. This device consists of a cylinder, piston, spring and self-adjusting valve. It is provided with suitable brackets, and is adapted to be attached to the top part of a door and the frame over the door. In it are two great powers, viz: the spring, which is sure to close the door, drawing the hardest when it is nearest closed, and the check, or the cushioning of the piston on air, which brings the door to a stop for an instant near the jamb, then quietly but surely closing the door and latching it by the operation of the spring, being regulated by the automatic valve, which permits the air to enter the cylinder freely while opening the door, and while closing exhausts the air more or less, as the force exerted on the door to close it is greater or less. The parts of the device are so arranged together that the greater the force exerted to close the door the greater resistance will be offered; consequently no slam or jar can occur. Many attempts have been made to effect this purpose by other inventors, but the Norton now stands alone, as a proof of the old maxim, "the survival of the fittest." It has supplanted all other devices the world over, and is the ne plus ultra for



the noiseless and effectual closing of the doors of churches, stores, banks, counting-rooms, school-houses, theaters, hospitals, public halls, railroads, steamboats, hotels and private residences. Over one hundred thousand are now in use, and the demand is practically universal over both continents. The company are now making some 15,000 per year, and are shipping immense quantities to England, France, Germany, Italy, Russia, Spain, Norway, Sweden, Denmark, Egypt, Australia, South America, Mexico and other portions of the globe. Three hundred agencies are operated in Europe, and branch offices are established in New York, Philadelphia, Chicago, Cincinnati, Baltimore, San Francisco, Washington, Omaha and Charleston, S. C. The officers and directors of the company are as follows: President, James P. Flynn; Treasurer, Charles S. Penhallow; Directors: J. P. Flynn, Col. C. R. Codman, Frank Wood, Russell Gray, Chas. S. Penhallow. These gentlemen are well-known Bostonians, who take a personal interest in the affairs of the company, and are promoting its success with energy, discrimination and sound judgment.



HOLMES & BLANCHARD, Mill Furnishers, Etc., No. 37 and 39 Charlestown Street.—The enterprise of Messrs. Holmes & Blanchard, as millwrights, machinists, mill furnishers, and manufacturers of machinery, at Nos. 37 and 39 Charlestown Street, has been conducted with such progressive ideas, industry and perseverance as to have led to the acquirement of a high reputation for superiority of product and the establishment of a widespread and influential trade. The foundation of the business was laid in 1830, by Chas. W. Brown, who was succeeded by the present firm in 1864. The business premises comprise an entire six-story building, thoroughly equipped with the best machinery, operated by a steam engine of 80 horse power, and steady employment is given to from sixty to one hundred hands. This house has long been headquarters for a great variety of mill supplies, and has steadily maintained the foremost position in the Eastern trade in its specialty of millstones and portable grinding mills, as well as machinery of all kinds for fertilizer makers and for manufacture of chocolate and paints and colors. Their products in this line are widely preferred over all other makes. They manufacture French Burr millstones of all sizes, and everything for flour and grist mill, and keep in stock the best Dutch Anker Bolting cloths, portable mill, and all machinery and furnishing of a first-class merchant mill. Among other specialties handled by this firm are the Eureka Smutter, the Eureka Flour Packer, elevator buckets, the Eureka Automatic magnetic separator, Holmes & Blanchard's Improved Warehouse elevator, Holmes' Patent Automatic Hatch Covers, Iron and Burr stone paint mill, special machinery for fertilizer mills, chocolate mills and machinery, drug mills, Fairbanks scales, horse powers and machinery, shafting, hangers and pulleys, mill gearing, wire rope, chain elevators, French burr stone coffee mills, coffee roasters, best oak-tanned leather belting, rubber belting, solid cotton belting, best quality cut lacing, bag holders, etc., etc. The members of this responsible firm, Messrs E. O. Holmes and J. W. Blanchard, are Massachusetts men by birth and training, still in the active prime of life, and expert manufacturers and honorable business men, who have by their energy, skill and enterprise attained a prominence in the business world accorded only to those whose transactions are based on the enduring principles of just and equitable dealing.





**A. WAYNE & CO.,** Manufacturers' Agents, Nos. 16 and 17 India Street.—The leading manufacturers' agents for the sale of canned goods and grocers' sundries in this city are Messrs. A. A. Wayne & Co., whose warehouses are located at Nos. 16 and 17 India Street. This firm established their business here in 1886, and none engaged in this important line of mercantile activity in New England maintain a higher standing in the trade or enjoy a larger measure of recognition. They occupy an entire four-story building, 35 x 100 feet in dimensions, and possess every facility for conducting all operations under the most favorable auspices and upon the largest scale. They are deservedly prominent in trade circles as New England agents for the following well-known houses, to wit: Williams & Carleton, Hartford, Conn., root beer extract; D. S. Brown & Co., New York, laundry soap; Globe Pickle Co., St. Louis, pickles; Atlantic Fruit Preserving Co., Boston; Van Camp Packing Co., Indianapolis, Ind., catchup; Celluloid Starch Co., New Haven, Conn.; Glen Cove Mfg. Co., toilet soap; H. & G. A. Rover, Cincinnati, O., laundry soap; Plymouth Rock Mfg. Co., mince meat; West Moreland Specialty Co., baking powder, glassware and pudding preparation; Franklin Packing Co., canned vegetables and fruits; Atlantic Chemical Co., ammonia, etc.; Lafayette Mineral Spring Co., carbonated waters. The house is conducted on strict business principles and its management is characterized by energy, sagacity and integrity. A corps of talented salesmen represent the interests of the house upon the road, and the trade is broadly distributed throughout New England, Canada and the Provinces. The goods invariably prove of the best quality, and are in heavy and influential demand among dealers on account of their great salability and superior merits. Mr. A. A. Wayne, the active member of the firm, is a native of Wisconsin, a resident of Boston for the past twenty-three years, a member of the Wholesale Grocers' Association, and a young man of large business experience, wide acquaintance and sterling personal worth.



**SHIPMAN ENGINE COMPANY,** Patentees and Dealers in Automatic Oil Burning Steam Engines, No. 200 Summer Street.—The steam engine is, in this era, the most perfect piece of mechanism on the face of the earth. Some of the concerns engaged in this line whose advertisements are soon broadcast have been unable to maintain the market their ambitions would fill. The reason is apparent; when their engines break down, speedily need repairs or prove inadequate to the work demanded of them. There are a few houses here in Boston that have achieved a solid reputation for the superiority of their engines, and fully live up to it. Such a concern is the Shipman Engine Company, patentees and dealers in automatic oil-burning steam engines, at No. 200 Summer Street, whose engines are hourly running to extent of many hundred horse-power in every laud on the face of the globe. Founded in 1884, on the substantial basis of skill, energy and integrity, the business has had a remarkable growth and is one of the best illustrations of industrial progress in the country. The motor is an automatic petroleum-burning steam engine, designed by Mr. A. H. Shipman, the founder of the business, for use either on launches or in houses where a moderate amount of power is required. One of its essential points is that it is automatic, so that when once steam has been generated in the boiler, practically, no further attention is required beyond that of opening and shutting the steam valve whenever the engine is started or stopped, the fire, speed and water feed being arranged as to attend to themselves. The engine is simple or compound, as may be best suited for the work it has to perform; the speed is kept regular by means of a governor, which works directly on the steam valve, and the lubricating of oil journals, cylinders and slides is performed by the ordinary sight-feed lubricators and cups; while the engine is compact, not heavy, and is furnished from one to twenty-two horse power. The automatic action of fuel and water supply and unvarying speed of the Shipman make it the most desirable power for small isolated electric plants on the market, possessing uniformity of speed, a steady steam pressure, and a regular supply and even level of water in boiler, the three most essential points to be considered in an engine and boiler furnishing power for electric lighting. The company furnish either the engine only or entire plant complete, and they now send their products to all parts of the world. Agencies are operated in London, Eng.; Honolulu, Sandwich Islands; No. 114 Liberty Street, New York City; No. 261 Wabash Avenue, Chicago; No. 519 Cherry Street, Philadelphia; No. 405 Market Street, San Francisco, Cal.; No. 811 N. Fourth Street, St. Louis, Mo.; China and Japan Trading Company of New York, for China and Japan; Edwin W. Adams, of New York, for India; W. R. Grace & Co., of New York, for west coast South America; H. W. Peabody, of New York, for Australia; and by experienced parties in Milwaukee, Wis.; Portland, Ore.; St. Albans, Vt.; Cincinnati, O.; Cleveland, O.; Detroit, Mich.; Atlanta, Ga.; Jacksonville, Fla.; Springfield, Mass.; Holyoke, Mass.; Omaha, Neb. and Portland, Ore. The factory of the company is located at Rochester, N. Y., where employment is given to some ninety skilled hands. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. Every engine is severely tested before shipment and is guaranteed to give satisfaction, while prices are at bed rock. The company was incorporated in 1884, with a capital of \$300,000, and with A. H. Shipman, the inventor of the engine, as president. He died in 1888 and was succeeded by Dana Estes, the head of the well-known publishing house of Estes & Lauriat, of this city. He is assisted in the direction of affairs by Samuel J. Elder, Esq., a prominent attorney of this city, as treasurer, and Frank F. Proctor as manager, who has been with the company since 1885, and is an expert and practical man in this branching industry.



**THE AMERICAN TOOL AND MACHINE COMPANY,** Manufacturers of Turret, Screw Chasing Hand Lathes, Chucks and Slide Rests, No. 84 Kingston Street.—The fame of the American Tool and Machine Company of this city is world wide in extent, and deservedly so, as it has long taken the lead in designing and perfecting machinery for various purposes and of the most important and valuable character. This company are manufacturers of turret, screw chasing hand lathes, chucks and slide rests, sugar refinery and plantation machinery, brass workers' tools, extractors for woolen mills, valve milling machines, shafting, hangers, pulleys and special machinery of various kinds, with its headquarters at No. 84 Kingston Street. The company was incorporated in 1864, under the laws of the State of Massachusetts, and is officered as follows, viz: President and General Manager, Benjamin F. Radford; Treasurer, William O. Lincoln; directors: B. F. Radford, William O. Lincoln, George H. Fox, Jacob Thaxter, W. M. Bacon. The president, Mr. Radford, was made superintendent of the works upon the organization of the company, and to his management is largely due the great success achieved by this house in the industrial world. He became president of the company, and in 1889, succeeding the late David H. Weston, who was the inventor of the present centrifugal machinery for refining sugar; also of Weston's "hydro-extractor," for drying cotton, wool and all kinds of fabrics, for laundry, hotel or factory use. The principal works of the company are located at Hyde Park, Mass.; where the facilities for rapid and extensive production are unsurpassed, and employment is given at both places to three hundred and fifty hands, mostly skilled workmen. The foundry facilities are perfect and have a large melting capacity, ample steam power and the best machinery are supplied, and quality and accuracy are the first considerations of the management. Mr. Radford exercises personal supervision over the several departments and the greatest skill and soundest judgment are brought to bear to raise the standard, improve the quality and enhance the value of the output, at the same time lessening the cost of production. One of the most celebrated products of this company is a "belt-knife" leather-splitting machine, which is in use in most of the largest leather-carrying establishments of the United States, England and other nations of the world. The centrifugal sugar refining machinery, for the manufacture of which this company is so widely noted, practically supplants all similar inventions of the kind wherever introduced and a heavy export trade is enjoyed therein. The company's products are sought for and in use in all parts of the United States and Canada, also in South America, England, France and Cuba, the business of the year 1891 reaching about \$625,000 in volume; and the development of its increasing and flourishing trade is the best possible indication of the superiority of its products. President Radford is a prominent citizen of Hyde Park, and highly esteemed for his inventive genius, mechanical skill and executive abilities. The treasurer, Mr. Lincoln, is a well-known Bostonian, and an efficient and accomplished official, while the entire board of directors are gentlemen of business sagacity and high repute.



**GRANULAR METAL COMPANY,** Joel H. Hills, General Agent, 237 Franklin Street.—Of the many highly useful inventions recently introduced, there is none that can be said to have supplied such a long-felt want, or more rapidly come to the front as the Patent Journal Bearings, manufactured solely by the Granular Metal Company, whose office and foundry are located at No. 166 Ruggles Street, and general agent's office at 237 Franklin Street. This company was incorporated in 1879, under the laws of the State of Massachusetts, with a capital of \$150,000, and is officered and managed by J. H. Moulton, president; and Joel H. Hills, general agent. The company are sole proprietors and manufacturers of the Granular Babbit Metal for rail-

road cars, locomotives, steamships, special attention of railroad officials bearings, of which they are the numerous testimonials received is shown that they outwear all and more especially in the end and motion. These bearings will not wear out; they will not cool and smooth, and require less oil on the market. The Granular absorbs and holds oil; this is the reason it requires about 300 degrees Babbit metal. These bearings in other lined bearings have out-worn have greatly out-worn solid brass bearings in the same proportion. On respects, it is an economical bearing; but the prices of this commonly paid for other first-class bearings can save at least fifty per cent by adopting and using these upon getting a uniform and satisfactory prevent delays and loss the leading railroads using them Maine, Boston and Providence, and Montreal, Boston and New York, Maine Central, New York and Northern, Providence and Worcester, Ogdensburg, among many others, aware of the properties of the Granular made of the materials used in its that it is "self-fitting." All journals made by this company are uniformity, and are so nearly perfect smooth at the start and give no Granular Babbit metal has grown among users of bearing metals, recognized as superior to all other Railroads, machine shops, cotton, woolen, and its manufacture industries of New England.



LIEF ERICSSON—COMMONWEALTH AVENUE.

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**STATE MUTUAL LIFE ASSURANCE COMPANY,** of Worcester, Mass., E. S. Barker, General Agent, No. 42 Congress Street.—A important duty that every man owes to his family and his own credit is to insure his life in a first-class, responsible company. The investment is an excellent, most commendable one, and the protection it will give to the survivors of the insured is ample recompense and comfort for him when living; also the enjoyment of that satisfaction which always comes with the knowledge of duty done. No life insurance company extant can show a better history or cleaner record than the State Mutual Life Assurance Company, of Worcester, Mass., which is one of the most reliable and popular insurance companies in the country. This institution was organized forty-five years ago, and duly incorporated under the state laws of Massachusetts, and it has ever sustained a splendid reputation and commanded a steadily growing business. The company's affairs are in a highly flourishing condition. According to the annual report, presented January 1, 1891, the following excellent showing was made: The net ledger assets of the company on the thirty-first of December, 1890, amounted to \$6,138,933.68. To this must be added accrued interest and the market value of the stocks and bonds over cost, \$27,638.48 making the total gross assets, \$6,396,572.16. The total liabilities, including the legal reserve at four per cent, the Massachusetts standard, are \$5,490,314.42, leaving a surplus of \$906,257.74. The officers of the company are among the leading, most influential, representative and public-spirited citizens in the state; the list is as follows: A. G. Bullock, president and treasurer; Thomas H. Gage, vice-president; Directors: A. G. Bullock, P. L. Moen, Thomas H. Gage, E. B. Stoddard, T. W. Hammond, S. Salisbury, William E. Starr, Moses Williams, Aug. N. Currier, W. H. Jourdan, George F. Hoar, Albert Wood, Henry M. Witter, Thomas L. Nelson, Josiah H. Clarke, Frank A. Gaskill, of Worcester; Charles A. Denny, of Leicester. Medical Directors: Thomas H. Gage, M. D., Albert Wood, M. D.; Henry M. Witter, secretary; William E. Starr, actuary; J. D. E. Jones, superintendent of agencies. The business of the company extends throughout New England, the Middle and the Western states, and it provides safe insurance at the lowest cost consistent with the greatest security, and upon a purely mutual plan, while all claims that may be presented are promptly and satisfactorily adjusted. The general agent for Boston and vicinity is Mr. E. S. Barker, whose office is situated at No. 42 Congress Street. Mr. Barker has been with this company for six years, has filled his present responsible position for the past three years, and is a thoroughly capable, efficient and first-class business man, fully conversant with all the phases of life insurance, and he enjoys the esteem, regard and good-will of the entire community.



**SWIFT & CO.**, Wholesale Commission Merchants, Agents for Friedman & Swift's Fine Butterine, No. 25 N. Market Street and No. 25 Clinton Street.—This is a Chicago firm, the members of which are Messrs. E. C. and G. F. Swift. The branch house in this city was established in 1839, at No. 25 N. Market Street and No. 25 Clinton Street, under the management of Mr. Benj. A. Plumley. The firm are wholesale commission merchants, and agents for Friedman & Swift's "fine butterine," the works for the production of which are located in Chicago. The excellence of this article and its immense popularity are shown by the fact that the sales of the Boston house for the year 1890 were over one and one half million pounds to the trade throughout New England. In connection with this speciality the firm also handle poultry, game, eggs and butter. Their store is 25 x 55 feet in dimensions, and well fitted up with refrigerators and other conveniences. The number of employes is from four to six. A large stock of merchandise is carried at all times, and the annual sales reach a very heavy amount. Mr. Plumley is a gentleman of middle age, and a business man of ability and long experience.



**LEACH, SHEWELL, & SANBORN**, Publishers of School and College Text-Books, No. 202 Devonshire Street, Boston, and No. 16 Astor Place, New York.—There is no house in the American publishing trade that has achieved a more honorable success than that of Messrs. Leach, Shewell & Sanborn, the well-known publishers of school and college text-books, at No. 202 Devonshire Street. This old and honored house was founded in 1832, by Robert S. Davis, the present firm succeeding to the control in June, 1883. The firm occupy spacious and commodious premises, and carry one of the finest stocks of educational works in the city. Their series of text-books cover reading, spelling, history, mathematics, physiology, English grammar, Latin and Greek, political science, mental science, scripture studies, etc. The firm exercises the soundest judgment as to the authors of their educational series, and the most learned and able professors and teachers are called upon to write text books on the branches of learning in which they are recognized authorities. Thousands of children have already received their school education through the medium of these series of text books which are justly celebrated and in demand all over the United States. Among the standard works now on the firm's lists we may mention Greenleaf's Arithmetical series, Wells' Geometry, Wells' Algebra, Wells' Trigonometry, Parker & Marvel's Readers, Gilbert's Spellers, Elements of Composition and Grammar, Parker's Progressive Exercises in English Composition, Scholars' Gem Book, Daniel's Latin Prose Composition, Lord's Livy, Wiggan's Ovid, Hopkins' Tacitus, Miller's Latin Composition for Colleges, Folsom's Cicero's Orations, Herberman's Sallust, Fisk's Greek Exercises, A Brief Compend of United States History, Our Republic, Rudimentary Psychology, Outlines of Bible Study, etc.; while the new books in preparation includes The Students' Series of Latin Classics, The Students' Series of English Classics, etc. The character and magnitude of this firm's business, extending as it does to all parts of the country with branch establishments in New York and Chicago, is at once a benefit to this city, and a lasting source of credit to the management. The members of the firm, Messrs. Orlando Leach, Thomas R. Shewell, and Benj. H. Sanborn, are men connected with this house for many years, and of the highest repute and standing in the educational and business world.



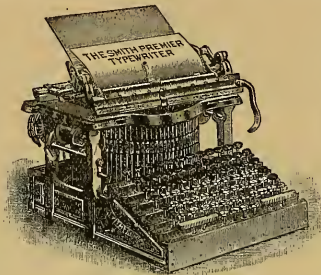
**RHODES, RIPLEY & CO.** Wholesale Clothiers, No. 99 Summer Street.—The firm of Rhodes, Ripley & Co., at No. 99 Summer Street, carry on a great business as manufacturers and jobbers of clothing, and theirs is the second oldest house in the trade in Boston. It was founded in 1843, by Messrs. Fearing & Whitney, and subsequent changes in the firm name occurred as follows, viz. 1856, Fearing, Whitney & Co., and Fearing, Rhodes & Ripley; 1858, Rhodes & Ripley; 1870, Rhodes, Ripley & Co. The firm were burned out in the great fire of 1872, when they opened on Washington Street, where they again suffered a heavy loss by the Globe Theater fire in May, 1873. Their present premises were materially enlarged in 1880, to meet the demands of their growing business, and now comprise four floors, containing 6,000 square feet each. In respect of operations in strictly fine goods, this firm is not surpassed by any other in America. The great Scotch mills on the Tweed and Yarrow, the Dee and the Don, and the equally celebrated looms in the west of England and in France and Germany contribute their standard coatings and suitings; while the best home mills are called upon for their leading specialties. More people wear ready-made goods than formerly in proportion of ten to one, and they dress better, too, in proportion simply as they take pains in finding the best shops. It is only a matter of a little discernment and discrimination. A house like Rhodes, Ripley & Co. keeps the standard advanced so high that all trade novelties and betterments gravitate naturally to its quarters in search of recognition and illustration. Its reputation gives immediate character and circulation to meritorious devices in loom-work. Its goods are widely preferred by dealers on account of their great salability and solid merits, and are in heavy and increasing demand by leading retailers in Boston, Worcester, Lowell, Springfield, Cambridge, Fall River, Lawrence, Lynn, New Bedford, Somerville, Holyoke, Chelsea, Taunton, Gloucester, Haverhill, Newton, Fitchburg, Northampton, Waltham, Malden and other Massachusetts towns; also, in Providence and Newport, Rhode Island; Hartford and New Haven, Conn.; Portland and Lewiston, Me.; Manchester and Concord, N. H.; Burlington and Rutland, Vt.; Buffalo and Rochester, N. Y.; Newark and Trenton, N. J.; Pittsburg and Reading, Pa.; Wilmington and Dover, Del.; Baltimore and Annapolis, Md.; Wheeling and Charleston, W. Va.; Cincinnati and Cleveland, Ohio; Indianapolis and Fort Wayne, Ind.; Detroit and Grand Rapids, Mich.; Springfield and Peoria, Ill.; Milwaukee and Madison, Wis.; and other leading centers east of the Mississippi. A corps of nine talented salesmen represent the interests of the house upon the road, and all orders receive immediate and careful attention. The goods comprise both high and medium grades, and the wants of all classes of buyers are met as regards both quality and price. The members of this representative firm are Messrs. A. H. Rhodes, E. L. Ripley, D. Tucker, J. J. Allen and R. K. Clarke. Messrs. Rhodes and Ripley have been partners in the house since January, 1856; Mr. Allen came in in 1881, Mr. Clarke in 1883, and Mr. Tucker in 1887. All are well-known Bostonians, members of the Boston Merchants Association, and recognized as conservators of correct business principles, with a widespread reputation for producing the best clothing at prices proportioned to intrinsic values, and therefore upon a scale fairly adjusted between buyer and seller. Their prospects for a great business, bounded by no local lines, were never fairer than they are to-day.



**W. N. PROCTOR & CO.**, Custom House Brokers, Lower Rotunda Custom House, and Nos. 2 and 3 India Street.—Among the comparatively young, but enterprising and successful business houses of Boston is that of Messrs. W. N. Proctor & Co., custom house brokers, forwarding and railroad agents and notaries public. Their location is at Nos. 2 and 3 India Street, Lower Rotunda, Custom House, and immediately opposite the main entrance to the custom house. They transact all matters pertaining to custom house work; enter and clear merchandise and vessels, and have correspondents and make entries in New York, Philadelphia, Baltimore, Chicago, and Portland. They attend to all business of this character for a number of prominent and influential concerns, and enjoy an excellent reputation for ability, integrity, promptness, and the care with which all orders are executed. The firm have the bonded foreign freight agency for the New York and New England Railroad Co. and connections, and are agents for Messrs. Wm. W. Thomas & Co., brokers of New York. The sole and only member of the firm, which was organized December 1, 1889, is Mr. Wallace N. Proctor, a young man and native of Boston. Mr. Proctor was formerly with Messrs. Stone & Downer, brokers on State Street, and for several years received his experience while with them.



THE SMITH PREMIER TYPEWRITER COMPANY, E. F. Jones, New England Manager, No. 25 School Street.—In the whole history of modern inventions there has been introduced no more useful or ingenious device than the writing machine. Like all other great labor saving devices, notable improvement has also been effected in the typewriter since its first appearance in the domain of utility until a high degree of perfection has been attained therein. But while it is worthy of note that nearly all the apparatus of the character indicated now on the market possess unequalled features of merit to recommend them to public favor, it is equally a fact that for general excellence none yet introduced to public notice can compare with the deservedly popular Smith Premier Typewriter, manufactured by the Smith Premier Typewriter Co., at Syracuse, N. Y., and for which Mr. E. F. Jones is manager for New England, with headquarters at No. 25 School Street. This company was organized in 1887, for the purpose of introducing their machine to the public, and have met with an instant and unprecedented success. Over 13,000 of and the demand for them is rapidly increasing. Boston office was opened May 8, 1891, and supplies, and is doing a brisk trade. Premier is unequalled in all essentials of a operation, permanent alignment, and durability which it is noted, making it the ne plus all the best features of the various styles meritorious features which none others Typewriter is built upon an idea. That working long experience develops opportunity long since passed its experimental necessity. For more than a decade the strated their strong and weak points, that very many weak points have been apparent to any careful observer that there writer which should be, first of all, simple; expert repairs; that is thoroughly durable, folds well, and has a much softer, quicker of the Smith Premier Typewriter, more than any other one man, is the pioneer in the introduction of these improvements. Having become thoroughly conversant with the needs of the public, he has invented a typewriter which, in respect to all these points of substantial utility, is a long and comprehensive stride ahead of all its predecessors. This is the machine which Mr. Jones is introducing to the public of New England to-day. It is constructed on new and scientific principles, from the best available material, by expert workmen, and every one sold is warranted to give perfect satisfaction. Prospective purchasers will save money and obtain better service through this enterprising company than by patronizing any other in the United States.



These writing machines are now in use, creasing in all parts of the world. The with a full line of machines, furniture throughout New England. The Smith perfect writing machine. Speed, ease of ability are the special characteristics for ultra of writing machines. It combines of typewriters, and has several distinctly can lay claim to. The Smith Premier idea is that in any line of mechanical tunities for improvement. The type-stage, and is now a widely recognized various styles of machines have demonstrated. The strong points have been so strong overlooked. Yet they exist, and it is has long been a genuine want for a type that will hold its alignment and need no yet light and reasonably portable; manly and more noiseless action. The inventor



L. MUDGETT, Bananas, No. 110 Clinton Street.—To say that the trade in bananas constitutes a substantial factor in the sum of commercial activity in our great cities hardly conveys an idea of the extent of this particular interest. The quantities disposed of annually here in Boston reach enormous proportions, and the volume of business grows steadily apace. Notable among the leading handlers of the product indicated in this city is H. L. Mudgett, of No. 110 Clinton Street, whose yearly sales average over one hundred and fifty thousand bunches. He makes a specialty of ripe bananas, receiving supplies from the Boston Fruit Co., also Seaverns & Co., Banes fruits of Cuba, and ships all over the Eastern states and British Provinces. Mr. Mudgett, who is a jobbing merchant and wholesale dealer, has been established since 1877, and his business career during the entire period since intervening has been an unbroken record of progress. The quarters occupied as office and stall are commodious, ample and well appointed, and fifteen in help are employed. A large and choice stock is constantly kept on hand in season, and all orders are carefully and promptly filled, while the very lowest possible prices are quoted, and relations once formed with this responsible house are certain of leading to an enduring business connection. Mr. Mudgett, who is a gentleman of middle age, was born in Maine, and has been in this city some twenty years or more. He is a man of energy and enterprise, and thoroughly conversant with the trade, and is a well known member of the Fruit and Produce Exchange and Chamber of Commerce.



JOHN CARTER & CO., Wholesale Paper Dealers, Nos. 168 and 170 Congress Street.—This firm are extensive wholesale paper dealers and are especially prominent in the trade as agents for Byron Weston's ledger papers, the Gladstone linen ledger papers, Crane's papers, "Old Suffolk" flat papers; also, bankers' linen, book and newspapers, cardboard, etc. The business was established in 1878, by Mr. John Carter, who had been a member of the firms of Carter Bros., Carter Bros. & Co., Carter, Pulsifer & Co., and Carter, Pulsifer & Jordan, and who possesses a foundation understanding of all the details of the paper business and the requirements of the trade. Under his expert and popular management the house has gained a position of prominence in the business and enjoys a large, first-class and influential trade throughout New England and New York. The building occupied for trade purposes contains five floors and a basement, 20 x 120 feet each, the internal arrangement of which is admirable for the reception of the immense stock carried, which embraces all those specialties usually handled by a house of this kind, in addition to the special goods named above. The assortments comprehend everything that can be called for. This, in conjunction with the low prices which invariably prevail, makes the house a most desirable one with which to form enduring business relations. The extensive demand coming from all parts of New England and New York, is promptly and satisfactorily met, and the exigencies of the business require the constant services of forty skilled hands. Mr. Carter is a native Bostonian and has been engaged in the paper trade here for upwards of thirty years. His career has been in every way creditable to his ability and business probity and his success and prosperity have been honestly won.



HENRY T. SPEAR & SON, Wholesale Dealers in American Watches, Silver Plated Ware and Jewelry, No. 370 Washington Street.—The well known house of Messrs. Henry T. Spear & Son, wholesale dealers in American watches, silver plated ware and jewelry, has been established since the year 1856, by Henry T. Spear, who allied himself with his son, Daniel B. Spear, (the existing firm name being the result) in 1861. In 1886 Mr. H. T. Spear died, leaving his partner in control jointly with Mr. Austin T. Sylvester, who has been in the house over twenty years. The connection of the house is located throughout the New England section, and is visited periodically by the two able drummers employed by the house. The business is purely wholesale in character and comprises transactions in a most comprehensive miscellany of articles. The premises occupied are well located and consist of three well equipped floors, each covering an area of 2,500 feet. Mr. Spear is a native of Boston, while his esteemed partner is claimed by Scituate, Mass. Both are sound, courteous and upright business men.



**GEORGE H. MASON & CO.**, Lanterns, Tinware, Etc., Nos. 150, 152, 154 Blackstone Street.—Well in the front ranks as manufacturers of railroad, ship and street lanterns, Messrs. George H. Mason & Co. also occupy a standing of great eminence as large producers of japanned, plainished, stamped and plain tinwares, as dealers in house-furnishing hardware, ice cream freezers, etc., the house acknowledges few rivals, and concedes superiority to none. To this commanding position the firm has won its way step by step during a lengthy career of progressive trading, it having been founded by Mr. George H. Mason on Washington Street in 1855, and removed by him to his present location one year later, continuing under his able direction until shortly before his death, and passing into the hands of his widow on the occurrence of that event, in 1886. Mr. C. F. Crane, who had been twenty two years with the house, being retained as its manager. The premises, which are Nos. 150, 152 and 154 Blackstone Street, consist of a four-story building with a frontage of 150 feet and a depth of 50 feet, the ground floor being utilized as a store and the upper floors for a factory. In the former a very fine stock is carried, which embraces, in addition to a complete display of the tinware, etc., of the firm's own manufacture, a full line of general hardware, a large and miscellaneous stock of house furnishing hardware and a choice selection of Rodger's silver plate cutlery and steel cutlery of every description, the wholesale and retail trade which the establishment commands, being by no means confined, in the former branch, to the New England States, but including also the Middle States, the West and Canada; the services of commercial travelers being regularly devoted to the West. In the perfectly equipped factory forty skilled hands find employment in the manufacture of all kinds of tinware and of lanterns, the supplying of ships, especially in the way of lamps, being a great specialty of the firm. Mr. C. F. Crane, who is a native of Massachusetts, is a young man of great administrative capacity and is worthily sustaining the high reputation of the house.



**THE WAINWRIGHT M'FG. COMPANY** of Mass., Heaters, Condensers' Expansion Joints, Corrugated Tubing, No. 8 Oliver Street.—This company enjoy a world-wide reputation as makers of the improved corrugated copper tube, feed-water heaters and surface condensers; also, corrugated tubing, expansion joints, Harvard pump regulators and steam specialties. The business was originally established in 1886, by the Wainwright Manufacturing Company, and in May, 1889, the present company succeeded to the control and was incorporated under the laws of the State of Massachusetts, with a capital of \$100,000, and is officered as follows, viz.: Jere. Abbott, president; John A. Loring, vice-president; Geo. D. Hall, Jr., manager; Powell Macy, treasurer and Bicknell Hall, consulting engineer. The works of the company are situated at Taunton, Mass., and are among the most complete of their kind in the world, being equipped with the best modern machinery and appliances for facilitating rapid and perfect production, and give steady employment to a large force of skilled and expert workmen. The output is one of great magnitude and importance, and is in extensive and permanent demand in all parts of the civilized world. Corrugated tubing, as applied to feed-water heaters, condensers, etc., has many special advantages over the plain tubing. The difficulty of making a tight joint with rigidly connected plain tubes, owing to the expansion and contraction caused by alternate heat or cold, is entirely obviated by the use of the corrugated tubes, which, by virtue of their corrugation, have a longitudinal flexibility which allows solid joints to be made at the ends with no danger of their starting. The corrugated tube, on account of the form given it by the spiral corrugation, is vastly stronger both to resist internal and external pressures than the plain tube, and therefore a thinner tube may be used, allowing the heat to be transmitted with greater rapidity than through the heavier tube. The heating surface of the tube is also increased by the corrugations. Water and steam cannot pass through a corrugated tube in a solid body, as would be the case with a plain tube, but, on account of the corrugations, is forced to take a partly spiral course through the tubes, thus allowing all portions of the water or steam to come in contact with the walls of the tube, and thereby enabling a more complete transfer of heat to take place. The most difficult problem in the fitting of steam and water pipes is overcome by the use of the corrugated tubes manufactured by this company. They use these tubes in all their heaters, and all their heaters and condensers are sold with a ten years' guarantee. Among well-known users of their heaters may be named the Marr Construction Co., N. E. Shoe and Leather Building, and the Geo. Upton Glue Co., Boston; Waltham Gas Co., Boston M'fg. Co., Waltham Mass.; Knowles Loom Co., Worcester, Mass.; Kress Brewery Co., N. Y. Safety Steam Power Co., Otis Brothers, Zaragoza Mining Co., Rosendale Belting Co., New York City; Waterbury Clock Co., Waterbury, Conn.; Rumford Chemical Works, Providence, R. I.; Kimball Organ Co., Western Wheel Co., North American Packing Co., Chicago, Ill.; among many others. Their Improved Corrugated Tube Condenser, water tube heaters, "Standard" expansion joints, special expansion joints, Harvard pump regulator, and corrugated copper gaskets for lip unions, flange unions, plain and ball joints; connecting steam, air, gas or water pipes, for cylinder heads, steam chests, etc.; and all other specialties made by this company are recognized as the acme of perfection in practical utility, thorough workmanship and reliability, and are constructed with due regard to the particular uses to which they are applied. Orders by telephone No. 1253, by telegraph or mail to the Boston office, receive immediate and careful attention; while branch offices are operated at Nos. 121 Liberty Street, New York; 26 W. Randolph Street, Chicago, Ill.; 24 S. Seventh Street, Philadelphia, Pa.; and at St. Paul, Minn., Omaha, Neb., St. Louis, Mo., and Denver, Col. A fine growing export trade is supplied from the New York house, and the wants of both consumers and consumers are met promptly in all parts of the world.

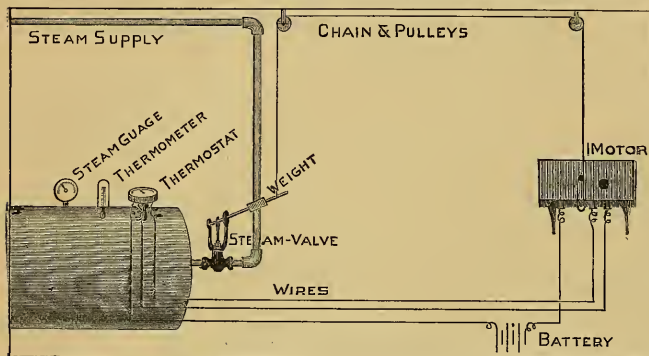


**STANDARD WIRE MATTRESS COMPANY**, Manufacturers of Woven Wire Mattresses of Every Grade and Description, Spring Beds, Wire Cots, Etc., E. L. Fuller, Manager, No. 63 Charlestown Street.—The attention that has been directed of late years to the production of mattresses and bedding in this country has developed the fact that American skill and enterprise are quite as successful in this branch of industry as they have proved in many others. Of the marked improvement made in this department of industrial activity, no more convincing proof is to be found in the city of Boston than that furnished by the Standard Wire Mattress Company, whose establishment is located at No. 63 Charlestown Street. This company are manufacturers of woven wire mattresses, spring beds, cots, etc., and dealers in bedding, mantle and cabinet folding beds, etc. The business was established in 1887, by Messrs. G. W. Brown & Co., who were succeeded by the present company in 1891. The premises occupied for manufacturing and trade purposes are thoroughly spacious and finely equipped, and every modern facility is at hand for insuring rapid and perfect production and the prompt and satisfactory fulfillment of all orders. The methods of manufacture in vogue are of the most enterprising and progressive character, resulting in the production of a class of specialties that are rarely equaled and not excelled for practical utility, comfort and durability. The Imperial Spring, made by this company, has an extra corded fancy split weave fabric, and is a very popular bed; the Bristol is a fine coil split weave spring, and an extra well-made bed; while the Standard No. 1 has no equal for durability. Their folding spring is the cheapest bed in the market, material and merit considered. Their Saratoga Three Row is the best slat spring bed extant. This company manufacture the largest and most complete line of woven wire, canvas, upholstered and slat cots to be found in the market. The house bears the marks of enterprising and judicious management, and exercises an influence that extends far beyond the limits of this city, its trade being broadly distributed throughout New England and steadily increasing in volume and importance. Orders by telephone, No. 2254, by telegraph or mail receive immediate and careful attention, and the wants of the trade are ministered to with eminent success and satisfaction in all cases. Mr. E. L. Fuller, the manager, is a Massachusetts man by birth and training, in the active prime of life, expert and practical as a manufacturer, and deservedly popular with the trade.



**B**OHAN W. BAKER, Stock Broker, No. 53 State Street.—Although only established in business on his own account for a few months, Mr. John W. Baker, Stock Broker, of No. 53 State Street, Room No. 532, has succeeded in securing a very liberal measure of support from a large section of the better class of investors and operators in and around Boston owing to his ability to invariably give unqualified satisfaction in all commissions intrusted to his care. Mr. Baker brings to bear upon the practical working of his affairs an experience in the banking and investment securities business of four years, during which period he was prominently identified with Mr. George C. Brooks, the banker and broker. Mr. Baker is a member of the Boston Stock Exchange and undertakes the purchase, sale or transfer of bonds, shares, stocks, etc., on commission; as also the collection of coupons, dividends and interest warrants, and the official duties incidental to the transfer of registered stock, certificates etc.; his skill and experience in the execution of these several matters having gained for him the entire confidence of a large number of capitalists and investors, whom he is now able to claim as his regular patrons. Mr. Baker is a native of this city, still a young man and is held in warm regard in both commercial and social circles.

**N**EW ENGLAND FIRE AND HEAT REGULATOR COMPANY, No. 70 Pearl Street.—The most valuable temperature-controlling devices yet invented are those now being introduced by the New England Fire and Heat Regulator Company, who are widely and deservedly prominent as manufacturers of the Automatic Electric Fire and Heat Regulator; also as contractors for all kinds of electric work, and as agents for the Standard Thermometer Co., for self-recording thermometers, steam gauges and volt meters. The company was incorporated in 1888, under the laws of the State of Maine, with a capital of \$100,000, and is officered as follows, viz.: J. A. Wallis, of Beverly, Mass., treasurer; Wm. Stopford, president; G. Bradley Keene, superintendent; C. W. Card, electrical engineer. The Automatic Electric is the only Regulator which controls the fire by the heat of the house, and thus maintains in all weathers uniform heat at any desired degree, preventing excess of fire and waste of



which cause a half revolution at the motor, closing the drafts and dampers, thus checking the fire. When the temperature falls a degree, the bar contracts, touching on the other side, and the electric current causes the motor to open the drafts and dampers. It is infallible in its operation and every person who has tried it indorses it. It is used by such prominent Bostonians as ex-Governor Oliver Ames, Geo. O. Carpenter, C. L. T. Stedman, Geo. W. Morse, J. Heber Smith, M. D., A. N. Burbank, D. H. McKay, E. T. Fearing, Geo. Linder, F. W. Manson, Aug. Nickerson, A. G. Barber, N. E. Weeks, Dr. T. D. Cushman, A. W. Pope, Thayer Heater Co., and Walworth Mfg. Co. among many others. This company also supply the telthermometer, for electrically indicating and recording at a distance; the telehydrobarometer, for electrically indicating and recording the height of water, oil or of a gas-holder at a distance. They are fully equipped for the construction of all kinds of electric work, bells, gas-lighting, burglar alarms, all systems of incandescent light wiring, and isolated plants. The company make a speciality of mechanical regulators for controlling the temperature in rubber vulcanizers and dye-house vats, thermostats are made to order for all uses; prices are given for small gears and small electrical apparatus from specifications, and orders and communications by telephone No. 638, by telegraph or mail, receive the immediate and careful attention of the management.



**D**ANA W. BENNETT & CO., Insurance, No. 72 Water Street.—The city of Boston is one of the principal centers in the United States for fire insurance. This, all agree, can be secured only through the medium of well-regulated, honestly conducted and sound fire insurance companies; those that not only issue policies, but adjust and pay losses as soon as they are clearly shown. Many of the leading insurance corporations place their interests in the control of gentlemen who have secured honorable reputations in this branch of business, and among such in this city should be named Messrs. Dana W. Bennett & Co., of No. 72 Water Street. As practical and experienced underwriters, Messrs. Bennett & Co. are prepared to offer substantial inducements and advantages to patrons, including low rates and liberally-drawn policies, while all losses sustained are equitably adjusted and promptly paid through this agency. Their standing in insurance circles is best shown by the following list of insurance companies whose interests they represent in this important territory, viz.: The Sun, and the Queen, of England; The Agricultural, of Watertown, N. Y.; The Phoenix, of Brooklyn; The New Hampshire and the People's of New Hampshire; The German-American, of New York; The Teutonia, The California, The Middlesex Mutual, The Holyoke Mutual, and The Traders and Mechanics' Mutual. They are also local agents for the Standard Accident Insurance Company of Detroit, and also do a general brokerage business in fire insurance. They undertake the entire charge of the insurance of estates, stores, office blocks, dwellings, merchandise and grain, placing and distributing risks among solid and reliable companies only, renewing policies when expired, and generally relieving property owners and merchants of all care and trouble in this important respect. The partners, Messrs. Dana W. and Dexter F. Bennett, organized the present firm in 1886. The junior partner has had an experience of fifteen years in the business, being formerly a member of the insurance firm of Clark Bennett & Son, at Somerville, Mass. Both are native Bostonians, members of the Board of Underwriters and the New England Insurance Exchange, and stand deservedly high in both social, commercial and financial circles.



**BARCLAY-CLEMENTS CO.**, Commission Merchants, Importers and Wholesale Dealers in Fish, Potatoes, Lumber, Etc.,—One of the most active and enterprising commission houses in Boston is that of the Barclay-Clements Co., located at No. 176 Atlantic Avenue. This company are widely known as commission merchants and as importers and wholesale dealers in fish, potatoes, lumber, etc.; while they also freight and charter vessels along the Atlantic coast. The company consists of C. R. Barclay and J. L. Nelson, formerly Barclay & Co., who had been established in business twelve years, and F. L. Clements, who in 1882 succeeded T. J. Jones & Co., who had been in the business for thirty years. They are in daily receipt of consignments in cargo lots from the Canadian Provinces and elsewhere, which are disposed of to buyers on the wharf at good prices, and quick sales and prompt returns are the ruling characteristics of the house in handling all consignments. Shipments are made to all parts of the West and South, in addition to a large local trade, while the connections of the company with producers and shippers are such as enables them to offer special advantages to customers and to fill all orders of whatever magnitude in the promptest and most satisfactory manner. Few firms are so highly respected or so universally popular, which result has been attained by years of inflexible integrity and a strict adherence to honorable and legitimate business methods. They carefully consult the best interests of their numerous patrons, and are always prepared to offer desirable grades of goods at fair and equitable prices. The proprietors, Messrs. Charles R. Barclay, John L. Nelson and Fred. L. Clements, combine their large experience, eminent ability and practical knowledge to form a house of commanding influence, wide popularity and solid worth.



FANEUIL HALL SQUARE, SHOWING FANEUIL HALL AND QUINCY MARKET.



**E. C. HEATH**, Real Estate Agent and Broker, Loans, Mortgages, Etc., No. 239 Washington Street.—The leading field of financial investment in Boston, without any doubt is city and suburban real estate, and in no way can large or small investments be better applied to secure speedy and productive returns. Much depends, however, on the choice of eligibly situated property, and to secure this there is no better safeguard for the investor than to secure the sound judgment and practical experience of one of our reliable real estate agents. A prominent, enterprising and responsible house of many years' standing in this business in Boston is that of Mr. E. C. Heath, desirably located at No. 239 Washington Street. This popular gentleman is a Massachusetts man by birth and education, and previous to embarking in this line of business was a merchant in Lowell, and relinquishing that line he moved to this city and founded this concern in 1874, and from the outset developed a very liberal and influential patronage, numbering among his permanent customers many of our most prominent capitalists, dealers and house owners. His varied experience, keen appreciation of values and thorough knowledge of the city and its surroundings, combine to render his services peculiarly valuable to parties dealing in realties, whether for residential, business or for speculative purposes. He conducts a general real estate business, buying, selling, letting and exchanging all kinds of realty, collecting rents, interest and incomes, effecting insurance and taking the entire management of estates. He has upon his books at all times full descriptions of improved and unimproved city and suburban properties for sale, lease or exchange, and all representations made by him can be considered reliable. He makes a specialty of negotiating loans on bond and mortgages. Mr. Heath is of about middle age, courteous, enterprising, and has a high standing in the real estate circles of the city and commands the confidence of all with whom he has any business transactions.



**M. HODGDON & CO.,** Manufacturers and Jobbers of Men's and Boys' Clothing, No. 33 Otis and No. 114 Arch Streets.—Boston's supremacy in the wholesale clothing trade is assured by the possession of such eminent and enterprising houses as that of D. M. Hodgdon & Co., located at Nos. 33 Otis and 114 Arch Streets. This house has been in successful operation for a period of thirty years, and the sound judgment, marked executive ability and perfected facilities brought to bear in the management have secured for the fine clothing manufactured here the national reputation of being fully the equal of custom made. The business premises comprise four floors, 50 x 125 feet each, conveniently arranged for the storage and display of the immense stock of goods here carried, while the manufacturing is done outside. This firm make the finest clothing for men and boys that is put on the market, as well as a medium grade of goods, so that all classes of dealers are readily suited. From the outset, this firm were animated with the laudable ambition to excel, in lifting the wholesale manufacture of fine clothing out of the rut into which it had fallen, and their efforts in that direction have been crowned with a legitimate and lasting success, their enlightened policy practically revolutionizing the trade and securing for their goods the eager demand of leading clothiers of Boston, Providence, Lowell, Worcester, Hartford, New Haven, Springfield, Lynn, Lawrence, Manchester, Concord, Portland, Augusta, Burlington, Rutland, Bridgeport, Newport and other New England towns; also of New York City, Buffalo, Albany, Troy, Syracuse, Rochester, Utica, Rome, Watertown, Elmira, Schenectady, Poughkeepsie, Binghamton, Oswego, Newburgh, Hudson, Ogdensburg, Auburn, Malone, Potsdam, Plattsburgh and other towns in New York State. A corps of talented salesmen represent the interests of the house upon the road, and orders are promptly and carefully filled at terms and prices which preclude successful competition. Mr. D. M. Hodgdon, the active member of the firm, is a native of Maine, and has been engaged in the clothing business in Boston for full forty years. He is an expert and practical manufacturer, exercising sound judgment and the greatest enterprise in the selection of his woolsens and suitings, and always being the first to secure the newest shades, patterns, and textures in American and foreign fabrics, so that his styles are ever the leaders, correct, fashionable and elegant. He is a member of the Boston Merchants' Association, and of the highest repute in commercial, financial and trade circles.



**ATKINS & CO.,** Importers and Dealers in Raw Sugar, No. 35 Broad Street.—Among the various extensive and growing commercial industries in this city, which exercise an important influence on our general trade and bear the marks of continued increase and prosperity, none perhaps, occupies a more useful or significant station than the importation and wholesale trade in raw sugar. A foremost house engaged in this branch of commerce is that of E. Atkins & Co., situated at No. 35 Broad Street, which has been in active operation for upwards of a half century. The enterprise was founded in 1838 by Elisha Atkins, and was conducted by him under the firm name of E. Atkins & Co.; they were proprietors of the well-known Bay State Sugar Refinery, which they disposed of in 1867, to the Sugar Trust. In December, 1888, Mr. Atkins' death occurred, after a long and honorable business life. In 1869 the firm was reorganized, the parties coming into control being E. P. Atkins, son of the founder of the house, and John W. Cummings. In 1884 the house purchased a large sugar plantation in Cuba. It is equipped with the latest improved sugar machinery, the plant being complete in every particular, and employment is afforded a large force of hands. The firm receive the raw sugar in cargo lots, the vessels chartered by them discharging their cargoes in the ports of Boston, New York, Philadelphia and Baltimore, and sales are made to sugar refiners in all parts of the United States.



**DERBY & CO.,** Manufacturers of Chairs, Nos. 93 to 103 Cross Street.—There are some few houses in Boston that have not only been long established, but have developed such enterprise, and become so pre-eminent in their several vocations, as to have made themselves celebrated over a large part of the civilized world, and at the same time advertised this city as a manufacturing center, in a manner that would have otherwise been impossible. A leading establishment engaged in the manufacture of chairs is that of Messrs. P. Derby & Co., whose warehouse is at Nos. 93 to 103 Cross Street, while their factory is at Gardner, Mass. The firm also have branch salesrooms in New York. This business was founded many years ago by the senior member of the firm, Mr. P. Derby, at Gardner, the salesrooms in this city being opened in 1866. Twelve years since Mr. Derby admitted to partnership his son, Mr. A. P. Derby, and two sons-in-law, Messrs. George Hodgman and George W. Cann. Mr. Cann has charge of the New York salesrooms, while the other co-partners reside at Gardner. The managers of the Boston warehouses are Messrs. T. D. Hodgman and A. G. Burnham, the former a son, the latter a son-in-law of Mr. George Hodgman. The premises occupied as salesrooms comprise three buildings, each having four floors, 25 x 100 feet in dimensions. An immense stock is carried here and a staff of twenty-five hands find employment. The salesrooms in New York are also very extensive, and the firm have a large interest in a chair factory in Chicago. Their works in Gardner are comprised in five large buildings, equipped with the most improved machinery, and the driving power is supplied by two engines, one of 250 h. p., the other of 150 h. p. Employment is found for a force of two hundred expert workmen, and the firm manufacture cane and wood seat chairs of every variety. They are made in many pleasing [and attractive styles, and are constructed with due regard to durability and strength as well as appearance. The firm are also dealers in all kinds of plush chairs. The heavy trade supplied extends not only all throughout the United States, but large exportations are made to foreign countries also.



**JEAN WHITE,** Music Publisher, No. 236 Washington Street.—The name of Jean White has acquired an international celebrity as one who practically revolutionized the music-publishing trade and filled a long-felt want, by providing a full and complete library of amateur and professional orchestra and band music and instruction books at such prices as enable "all sorts and conditions of men," to possess themselves of it, and yet so finely executed in all its details both of art and mechanics, and so expensively finished that the wealthiest are proud to give it a place in their portfolio. Mr. White established himself here as a music publisher in 1867, and soon became noted for the wide variety and attractive character of his musical publications, developing a rare taste and marked tact in his selections and winning the confidence of a wide circle of patrons. He died in 1884, after a long and honorably successful career, and the business has since been continued by his widow with signal ability and steadily increasing success. The main office and salesrooms are located at No. 236 Washington Street, comprising three floors, 25 x 75 feet each, while a printing-office is operated on Medford Street, and some twenty-five skilled hands are employed in the various departments of the business. This house has forever put an end to the injustice of extortionate prices, and with careful attention and good judgment now publishes the finest and most desirable collections of music for amateur and professional orchestras and bands, besides complete and elementary instruction books for every instrument in the ordinary band and orchestra. The collection includes professional orchestral music by the best composers and arrangers, adapted to all requirements of dance and concert engagements; standard and popular compositions for the special use of theater and concert orchestras; arrangements of parlor and dance music designed for amateur orchestras; also standard opera selections, marches, dirges, serenades, overtures, comic medleys and church music. The publications of the house are sold throughout all the United States and Canada, and their catalogue should be in the hands of every orchestra leader and instrumentalist. They also publish "The Leader," devoted solely to music and musicians, at one dollar a year; sample copy sent free. A special catalogue of instrumental music is sent to any address, and the wants of orchestras, bands and music dealers are supplied by this house with unexampled promptness and with conscientious care.





**PAGE BELTING COMPANY.** Leather and Rubber Belting, Etc., J. P. Jewell, Manager, No. 17 Federal Street.—There is nothing connected with modern manufacturing that plays a more important part than belting. By its means power is transmitted from the engine to the machinery with the least possible loss by friction. At various times inventive minds have turned their attention to the production of belting from various substances, but, where the first cost has been lessened, the use of any other than leather belting has always proved to be more expensive in the long run.

"The tanner, much wiser than all put together,  
Cried, 'Say what you will, there's nothing like leather.'"

The leading house engaged in the manufacture of leather belting in New England is that of the Page Belting Co., of Concord, N. H., who operate a branch establishment in this city, at No. 17 Federal Street. The business was founded at Concord, many years ago, by Page Brothers, and in 1872 the present company was incorporated, with a capital of \$350,000, and with George F. Page, president; Charles T. Page, treasurer. The Boston house was opened in 1888, and is under the management of Mr. J. P. Jewell, who has been with the company for the past twenty years, and is thoroughly posted in all the details of the business and the requirements of the trade. The premises occupied for sales purposes are spacious in size, and a splendid stock of leather and rubber belting, hose, packing, lacing and mill supplies is constantly carried. The Page Belting Company are still consulting their own interests in pursuing the policy by which they have achieved their success in business, namely, giving their customers goods of real merit, improving the quality of their goods from year to year by all possible means, and treating their patrons in such a manner as to make them their friends. Their prices will always be found as low as such qualities can possibly be afforded, and from the variety of grades of belting and lacing they manufacture, and an equally large range of prices, every buyer can be satisfied in every respect. In the manufacture of their belting they use none but the very best tannages of leather. No chemicals are employed. The workmanship in every department is of the highest possible order. The claims of the company are leather of superior quality, thorough stretching, the very best of workmanship, attractive finish, liberal dealings with customers, and uniform quality in successive shipments. They warrant their goods to be as represented and to give satisfaction with proper usage; to run uniform in successive shipments of the same grades; satisfactory dealings to customers, and prices as low as such quality of goods can be offered. Among their specialties are Eureka Dynamo Belting, specially for transmission of power to electric dynamos and from electric motors; the Hercules Lacing, "Patna Brand" Lacing, Standard Kit Cut Laces, etc. Mr. Jewell is also New England agent for the Cleveland Rubber Co., Cleveland, O.



**HAMMOND TYPEWRITER COMPANY,** Fred. S. Barstow, Manager, No. 300 Washington Street.—The famous Hammond typewriter has been before the public for the past ten years, and has successfully met the demands of the public for a perfect typewriting machine, as is abundantly demonstrated by the fact of its enormous sale and use in all the first offices of the land. It is manufactured by the Hammond Typewriter Company, of New York, and is represented in Boston by Mr. Fred. S. Barstow, as manager for New England, with headquarters at No. 300 Washington Street. The Hammond is unrivaled for speed, perfect alignment, beauty, strength, changeable type, uniform impression and durability, and has no superior. It has received the following awards: London, England, October, 1887, the best is required. Mechanics' Fair, Boston, medal, American Institute, New York; Orleans Exposition, 1884-85; the only writes in perfect alignment, and use always uniform, being independent of the as in print, therefore printing more letters as to facilitate speed of fingering. The Its paper carriage moves more rapidly keys. Any width of paper can be used, be inserted as easily as large sheets. It is catalogue cards, as well as for tabular is required in railroad, insurance and cleaned in a few seconds. Circulars, price-lists, etc., and sample books of finest grades of lined papers are sent free on application at the office in this city. The expert operator on the Hammond has a certainty of steady employment, and there is no better opening for a young lady or youth. Mr. Barstow is an experienced and popular representative of the Hammond, and has developed a large and important trade throughout the New England States, placing all transactions on a thoroughly substantial and satisfactory basis.



**SWAN & ATWOOD,** Auctioneers, Real Estate Mortgage and Insurance Agents, Money to Loan on Real and Personal Property, No. 27 School Street.—A leading and thoroughly responsible firm engaged as real estate, mortgage and insurance agents in this city is that of Messrs. Swan & Atwood, who occupy eligible office quarters at No. 27 School Street. This business was originally established in 1881 by Mr. C. H. Swan, and in 1888 the present firm was organized by the admission of Mr. N. D. Atwood to partnership. Both gentlemen enjoy a high repute in this city and vicinity, and possess a large experience, wide acquaintance and influential connection as real estate and insurance agents, auctioneers, negotiators of mortgages and prominent business men. They make a specialty of handling real estate in Boston, Melrose, Medford, Somerville, Cambridge, Chelsea, Brookline, Dorchester, Newton, Stoughton, etc., of all kinds and prices, cash and installments, and operate branch offices in a number of these places. The history of the rise and progress of these towns shows that wise and prudent investments in realty may ultimately yield a more certain and reasonable profit than any other form of investment. Messrs. Swan & Atwood have earned a high reputation for accurate judgment and superior business tact in conducting transactions in this interest, and have developed an important connection therein, including among their permanent patrons many leading capitalists, investors and property owners, and carrying through to a successful issue many heavy and valuable transactions. They have upon their books at all times descriptions of high grade property in the towns and cities mentioned, as well as farms all through Massachusetts, and houses, lots, business blocks and country seats in and near Boston for sale or to rent on the most reasonable terms. Particular attention is also given to the negotiation of real and personal property mortgages. Messrs. Swan & Atwood are also regarded as among the most reliable underwriters in the city, and as authority in all matters pertaining to fire insurance. They are agents for the Royal, and London and Lancashire of England; the People's and the New Hampshire of Manchester, N. H.; the Jersey City of Jersey City, N. J., and the Pennsylvania of Philadelphia; also agents for the Dorchester Mutual of Neponset; Quincy Mutual of Quincy, and the Wachusett Mutual of Fitchburg. They control the insuring of many of the choicest lines of business, and residential properties, placing the largest risks in the most responsible companies at lowest rates of premium and making a speedy and liberal adjustment of all losses while they are universally popular with all classes of real estate owners, merchants and manufacturers by reason of their promptitude, courtesy and reliable business methods. The copartners are Massachusetts men by birth and education, and command confidence and esteem in leading business circles.



**B. GOOGINS & CO.**, Commission Dealers in Butter, Cheese, Eggs, Poultry and Country Produce, Nos. 53-54 Commercial Street.—Among the popular and successful commission merchants of Boston may be mentioned Messrs. T. B. Googins & Co., whose establishment is located at Nos. 53-54 Commercial Street. This enterprising gentleman commenced business at this location in 1853, and commands all the advantages that are naturally accumulated through long years of identification with a special line of trade, and is enabled to render most valuable service to those who commit their interests to his care. He is a gentleman of wide and mature experience, thoroughly posted in all the wants and acquirements of the commission trade, and is one of the most active and efficient of its representatives in the city. He makes a specialty of fancy creamery and fine dairy butter, and is in daily receipt of supplies direct from first-class creameries; also fresh country eggs, cheese and poultry. Consignments are disposed of without delay, and remittances are promptly made. A large and complete stock is always kept on hand, from which orders are filled with dispatch and satisfaction. Goods are received from New England and the West, and the trade of the house which is wholesale exclusively is large and constantly increasing. Mr. Googins is a native of Maine, but has resided in Boston since 1869. He is thoroughly experienced in this business, and is considered an authority in regard to quality and price of butter, and is possessed of more than ordinary business ability.



**COMPAGNIE GENERALE TRANSATLANTIQUE**, French and United States Postal Service, Company's Head Office, No. 6 Rue Anber, Paris, Duncan Bailly-Blanchard, Agent, No. 102 State Street.—This company furnishes the only direct line to France, and the shortest route to all principal points on the continent, while it worthily maintains the lead in everything that appertains to the safety, comfort and celerity of the transatlantic passage. Their new express steamers include La Touraine, 8,000 tons; La Champagne, 7,000 tons; La Bourgogne, 7,000 tons; La Bretagne, 7,000 tons; La Gascogne, 7,000 tons; La Normandie, 6,300 tons. These steamers make regular trips from New York to Havre and Paris, connecting at Paris with the Western of France Railway, the Paris, Lyons, Mediterranean Railway, the International Sleeping Cars, etc.; so that American travelers going to or returning from the continent of Europe by taking this line avoid both transit by English railway and the discomforts of crossing the channel, besides saving time, trouble, and expense. Through tickets in connection with first and second-class passage issued to London (via Havre, Southampton or Dieppe, New Haven) at same rate as through tickets to Paris. Tickets are also issued at New York and Paris, respectively, with right to go or return on all the company's steamers of the West Indian, Mexican and Colon lines, and also for all points in the United States, Canada, China and Japan, Australia and New Zealand. On arrival of steamer at Havre, passengers holding tickets for Paris are transferred to a special transatlantic train which makes only one stop between Havre and Paris. Baggage is checked in New York through to Paris, thus avoiding Custom House examination and delay at Havre. Through tickets are also issued from New York to Buenos Ayres, Montevideo, Bahia, Pernambuco, Rio de Janeiro, Maccio and Santos, via Havre; also, to Italy, Spain, Algeria, Tunis, Morocco, Malta, Corsica and other points, making what is called circular tours, on tickets which are available during a year from New York to Paris and back. Among the features for which the Compagnie Generale Transatlantique has become justly celebrated, are the extreme care manifested in the navigation of their ships, the skill and high standing of the commanders, and the company's uniform good fortune in successfully conducting an extensive traffic for over thirty years. The prime consideration is safety, and the captains of these steamers are vigilant and untiring in devotion to the discharge of the onerous duties devolving upon them. This line is also deservedly popular for the excellence of its table, the efficiency of its service, and the richness and comfort of its furnishings and accommodations for passengers. Mr. Duncan Bailly-Blanchard, the manager of the Boston Branch, has his headquarters at No. 102 State Street, where all information and tickets can be obtained. Mr. Blanchard is a native of New Orleans, was manager of passenger department in the company's New York office for ten years, and is a young man of experience, ability and sterling worth.



**THE CORNELIUS CALLAHAN CO.**, Manufacturers of Fire Department Supplies, Etc., No. 164 High Street.—The exacting demands of the fire departments of the United States for a practically indestructible fire hose, and one that, while light, flexible and handy, should be economical, durable and mildew proof, have been fully met by the Cornelius Callahan Company, manufacturers of the Callahan cotton rubber lined hose, relief valves, hydrant gates, shut-off nozzles, gongs and flexible pipes, at No. 164 High Street. For many years the experience of firemen with the old-fashioned rubber and leather hose has been utterly discouraging; they burst under even a light pressure, and often gave out at the most critical moments when a great fire was bursting forth and every drop of water needed. Both rubber and leather hose are rotting constantly while not in use; they can never be thoroughly dried except at the risk of cracking, and in the case of leather becoming hard, stiff and unmanageable. In freezing weather miles of rubber and leather hose are ruined in our large cities. These and other weighty reasons show the necessity of using the only fire hose adapted to the needs and requirements of this climate—Callahan's cotton rubber-lined hose. The business was originally established in 1886, by Messrs. Cornelius Callahan and George S. Willis, and in 1888 the present company was incorporated, under the laws of the State of Massachusetts, with a capital of \$40,000, and with Walter Cutting, president; Cornelius Callahan treasurer; George S. Willis, secretary. This company manufacture all sizes of the different brands of hose, including Adriatic jacket, jacket, and volunteer fire hose for fire department service, "Mayflower" fire hose for small fire departments, and Mill hose for hand engines and factory use, from one and one half to three and one half inches, and claim that it is stronger than rubber or leather, has a clear 2½ inch water way, with the least possible friction, weighs less than rubber or leather, stretches less than any other hose in the market, will not pull back under pressure, will resist longer from fire or wearing, owing to the separate and distinct bodies of which it is composed, can be repaired without the use of a metal sleeve, and in a critical moment it will not fail, but can be relied upon every time. It is now in use in the cities of Boston, Lowell, Lynn, Haverhill, Lawrence, Fall River, Athol, Attleboro, Beverly, Belmont, Brockton, Blackstone, Chicopee, Cottage City, Canton, Chicopee Falls, Dedham, Erving, Everett, Easthampton, Fair Haven, Georgetown, Gloucester, Holyoke, Hyde Park, Hingham, Hudson, Hinsdale, Holbrook, Hopkinton, Ipswich, Leominster, Lancaster, Milton, Marblehead, Malden, Middleboro, Milford, Melrose, Methuen, Medford, Northampton, New Bedford, Newburyport, North Andover, North Attleboro, Nantucket, Natick, Orange, Pittsfield, Provincetown, Quincy, Rockland, Rockport, Shirley, Somerville, South Framingham, Tisbury, Taunton, Westfield, West Brookfield, Ware and Wakefield, in Massachusetts; and in such leading cities of the Union as New York City, Chicago, Ill., Cincinnati, O., Milwaukee, Wis., Kansas City, Mo., Detroit, Mich., Omaha, Neb., Denver, Col., St. Joseph, Mo., Charleston, S. C., Baltimore, Md., Richmond, Va., and by the United States Government. The other specialties of the company include "Steel Clad" Suction Hose, the most desirable suction hose in the market; Callahan's improved coupling, Siamese connections, Bresnan's patent distributing and controlling nozzle, the Callahan shut-off nozzle, electric light wire cutters, Empire life-saving net, Grady life belts, hose reels, patent harness, and fire department supplies of all kinds and best quality. The president of the company, Mr. Cutting, is a well-known banker of New York City. Mr. Callahan, the treasurer, is the inventor of the hose and other specialties which bear his name, and has had a practical experience of twenty years in this branch of manufacture; is thoroughly experienced in its every detail and widely honored and esteemed for his genius, skill and reliable business methods. Mr. Willis, the secretary, is a manufacturer of large experience, ex-chief of the Fire Department of Pittsfield, and an enterprising and responsible business man.



**H. B. SWAZEY & CO.**, Lumber Commission Merchants, No. 21 Doane Street.—No firm has contributed more successfully or materially to the importance of Boston as a center of the wholesale lumber trade than that of Messrs. H. B. Swazey & Co., located at No. 21 Doane Street. This flourishing business was established by Mr. H. B. Swazey, in 1851, and was very successfully conducted by him until 1878, when his son, Mr. G. H. Swazey was admitted as a partner and the present firm name was adopted. The house early became noted for the superior products handled in pine, spruce and hemlock, and the specialties, shingles and clap-boards. They continue to develop a flourishing trade and maintain a leading position. Their facilities are unrivaled, and nowhere can the trade and large consumers obtain such substantial inducements both as to price and quality. Their lumber is received in cars and cargo lots from the north and east and is shipped direct from the mills. A large and influential trade has been established throughout the New England States, which is annually increasing. Mr. H. B. Swazey died in April of the current year, but the old firm name is still continued. Mr. G. H. Swazey is a native and resident of Chelsea, and is a respected and energetic business man. He is a member of the F. & A. M., and the K. T.'s, and of several social clubs; and this house is unquestionably one of the leading representatives of the wholesale lumber trade of this city.



**H. L. LEACH**, New England Agent for the Boston Forge Company, The Otis Steel Company, The Solid Steel Company, Steel Castings, Bridgeport Brass Company, Brass and Copper Tubing, No. 237 Franklin Street.—The business of the manufacturers' agent is one of great benefit to the merchants, manufacturers and dealers in every large community, and prominent among the number in Boston is Mr. H. L. Leach, who has been established in the business here since 1890, and has his headquarters at No. 237 Franklin Street. This gentleman is a Massachusetts man by birth and education, and while yet a boy he entered the employ of the Hinkley Locomotive Works, rising step by step until he finally became superintendent, remaining with the house for a period of thirty-six years. He is still in the active prime of life, and his prominence in the industrial world is best shown by the list of important companies whose interests he represents as New England Agent, to wit: the Boston Forge Company, the Otis Steel Company, the Solid Steel Company, the Bridgeport Brass Company, the Standard Steel Works, the Pickering Spring Company, and the Nathan Manufacturing Company. He is now making a specialty of the patent sand-feeding apparatus for locomotives, for which he is general agent. This apparatus is designed to feed a small quantity of sand in a regular and reliable manner upon the rails in front of the driving wheels of locomotives when necessary to prevent them from slipping, and to avoid the expense of hauling the trains over large quantities of sand left on the rails when it is fed in the usual way directly from the sand box. As only a small quantity of sand is required to prevent this slipping, if fed properly, the saving in sand thus effected is considerable, and on some roads, where good sand is hard to get, highly desirable. It is also asserted by competent authorities that the more sand that is used, the faster the rails, ties and wheels of the train are worn out. This apparatus was patented by H. L. Leach, Jr., August 5, 1890. Trial sets of apparatus will be furnished upon application and may be returned if not found entirely satisfactory, in which case no charge will be made. Orders for steel castings, steel springs, brass and copper tubing, injectors, oil cups, and other supplies are filled by Mr. Leach with the utmost promptness and care, and all transactions are placed upon a thoroughly substantial and satisfactory basis.



**JOS. GAHM**, Bottler and Dealer in Ales and Beer, Corner Purchase and Hartford Streets.—As a representative house engaged in the business of bottling beer and ales, and dealer of wines, we wish to call the attention of our readers to the well known house of Mr. Joseph Gahm who is one of the most enterprising and leading wholesale dealers and bottlers of Jos. Schlitz Milwaukee lager beer and Arnold & Co.'s, Ogdensburg, N. Y., Indian pale and Golden Table ales and porter; also bottler of the celebrated Bass & Co.'s English ale, Guinness' stout, imported Kaiser, Culmbach and Pilsner beers, direct imported Rhine and Moselle wines from Deinhard & Co., Germany, Davidson & Engellrecht, Mayence, Rhine wines, also clarets and Krontal mineral water. Mr. Gahm first established his business in Charlestown in 1854, on a comparatively limited scale. He removed to No. 83 State Street, Boston, in 1878, and by honorable dealings and with a thorough knowledge of the business, his trade increased very rapidly, so much so that in the year of 1888 he took the agency of the well known house of the Jos. Schlitz Brewing Co.'s lager beer. He started by having only two car loads shipped to him a month, but now has thirty car loads; a car contains seventy barrels. The increase of case goods of this favorite beer is 40,000 cases or 80,000 dozen per annum. Mr. Gahm makes a specialty of this beer, and has a large export trade. He puts it up in champagne pints and quarts, bearing his own brand, thus assuring his patrons of receiving the genuine article. He removed to No. 24 India Square about one year ago, until his new building was completed. In the month of March, 1887, he contemplated building his own establishment at the corner of Purchase and Hartford Streets, which was finished in December, 1888. This is a magnificent five-story brick building, with an elegant basement and a sub-cellar, built upon the latest and most improved style of architecture, as the cut will show. He occupies the cellars and store on the first floor. The cellars are devoted to the general storage of the goods and the bottling departments, which are fully equipped with all of the latest appliances necessary for the bottling of beers and ales in the most systematic manner. Here may be found two of Messrs. Hoyt Bros., of Lynn, Mass., bottle washing machines, steam corking machines, also wiring machines for wiring the corks upon the bottles; these take the place of hand work. The office, salesroom and shipping departments are located on the first floor. This floor is handsomely finished in cherry, and contains all modern conveniences. On the right hand side as you enter from the Purchase Street entrance, is Mr. Gahm's private office; next to this is the book-keepers' shop and cashier's office. Next to this is the storeroom for wines that are imported direct from Germany in cases. Off of this is the shipping department. We wish to say here that no better establishment of the kind can be found in the city.



**U** NION CARPET LINING CO., No. 179 Devonshire Street; New York Office, No. 80 White Street; Chicago Office, No. 243 Monroe Street.—The largest carpet lining mill in the world is situated near Boston. The Union Carpet Lining Co.'s works cover several acres. The president is Mr. S. A. Carlton, who is also president of the Natl. Security Bank, and a well known railroad director. Mr. Joseph N. Damon is treasurer and Mr. J. M. Whittemore, manager. Their goods are too well known all over the United States to need any introduction. The Union Carpet Lining Co. own the patents covering the celebrated Moth Proof Novelty Cedar Brands. Boston is particularly well situated for the manufacture of linings. It draws on the great cotton manufacturing cities of Lowell, Lawrence, Fall River and other cities for cotton waste; paper mills abound all through Massachusetts. The cheap water rates afford means of transporting the lining from the side track of the company to Chicago and the west at very low prices. The head office of this company is No. 179 Devonshire Street, Boston, with other offices and warehouses at No. 60 White Street, New York, and No. 243 Monroe Street, Chicago.

**W** ILLIAM HERRICK, Wholesale Commission Fish Dealer, No. 176 Atlantic Avenue, Room No. 4.—From its commanding positions as a seaport Boston naturally enjoys great advantages as a point of distribution for the salt water products of the New England coast, and the wholesale fish business is a commercial interest of great magnitude. Among those engaged in the business of a wholesale commission fish dealer, few have had the practical training and experience enjoyed by Mr. William Herrick, of this city. For over thirty years he pursued the vocation of a fisherman, and for many years of that time commanded a fishing craft in Atlantic waters, sailing from Boston and Gloucester. The latest vessel of which he was captain was the "Augusta E. Herrick." For two years past he has carried on the business of a commission merchant for the sale of fresh and frozen fish, live lobsters, etc., receiving large consignments from Maine and the Provinces. Having adopted the motto of "quick sales! prompt returns!" he has built up a large and prosperous trade with the local dealers, his thorough practical knowledge of everything connected with the handling of fish giving him more than ordinary facilities for the expeditious and satisfactory disposal of the heaviest consignments. Mr. Herrick is a native of Maine, and although in the meridian of life, is an active, energetic and successful man of business.



COMMONWEALTH AVENUE, SHOWING HOTEL VENDOME.

**W** ILLIAM LUMB & CO., Plumbers, No. 15 Province Street and No. 9 Chapman Place.—The important industry of plumbing has a leading and widely known representative in Boston, in the house of William Lumb & Co., whose office and workshop are at No. 15 Province Street and No. 9 Chapman Place. This business was originally organized in 1848 by William Lumb, and he is probably the oldest practical plumber in the city, having been engaged in this line for the past fifty-one years. A native of England, he learned his trade in Yorkshire, that country, mastering all its details, and, on arriving in this city started the business which he has since conducted with such steadily increasing success. For a number of years he has had as partner Mr. William H. Mitchell, also an expert plumber and able business man. Both gentlemen are active members of the Boston Master Plumbers' Association, and the National Plumbers' Association, and are favorably known in commercial and social circles. The premises occupied comprise a store and basement, 25 x 100 feet in dimensions, equipped with special machinery, operated by steam power, and the firm employ from fifty to sixty hands. They manufacture brass and lead plumbing supplies of all kinds for their own use, and give particular attention to sanitary plumbing, and to entering into contracts for the complete equipment of buildings with baths, closets, bowls, sinks, etc. Estimates are furnished at shortest notice, while the splendid facilities of the firm enable them to meet all orders in the most satisfactory, thorough and workmanlike manner.



**F**RANK A. CUTTING, Dealer in Canada, New York and Pennsylvania Hemlock Bark, Room No. 501, Shoe and Leather Exchange, No. 116 Bedford Street.—The prosperous house of Mr. Frank A. Cutting, dealer in Canada, New York and Pennsylvania Hemlock bark, at Room No. 501, Shoe and Leather Exchange, No. 116 Bedford Street, is one which is devoted to a given line of trade, thus receives all the advantages to be gained from undivided attention. Mr. Cutting has been engaged in this line of business for the past sixteen years, in Canada and Massachusetts, and settled in Boston in 1880. Handling a superior grade of bark, his house has become an important and popular source of supply to tanners throughout New York, Pennsylvania and all the New England States, and a most substantial success has been achieved during the comparatively short period of its operation in this city. No house in Boston or elsewhere is better prepared to minister to the wants of patrons in this line, while Mr. Cutting is a gentleman of vast practical experience and tried ability, in whose judgment and integrity the fullest confidence can be safely placed. He is thoroughly conversant with all the needs and requirements of tanners, while his widespread and influential connections with the best sources of supply in Canada, New York and Pennsylvania enable him to promptly and satisfactorily meet every demand. Many of the largest tanners in Massachusetts make all their purchases of hemlock bark of Mr. Cutting, being attracted by his honorable methods, the substantial inducements offered in both quality and prices, and the eminently satisfactory manner in which all their orders are fulfilled. The sales of the house average two thousand carloads per year, and orders by telephone No. 902 receive immediate and careful attention. Mr. Cutting is a native of Washington, N. H. and is deservedly prominent as the inventor of Cutting's Patent Car for tan bark, and treasurer of the Cutting Car Company.



**C**OSIAH CUMMINGS & SON, Manufacturers of and Dealers in Trunks, Bags and Umbrellas; Sample Trunks and Cases a Specialty. Nos. 109 and 113 Summer Street.—Like all the other branches of art and industry, notable progress has been made in the manufacture of trunks and kindred articles of late years in this city. The productions of some of our leading firms in the line indicated are a distinct triumph of skill and ingenuity; in which connection special mention is due Josiah Cummings & Son, manufacturers of and dealers in trunks, bags and umbrellas, Nos. 109 and 113 Summer Street, corner Bedford Street, with factory at No. 289 Congress Street. They turn out a class of work of exceptional excellence, making a specialty of sample trunks and cases, and have a very large trade extending throughout every jobbing city in this country and Canada. They are patentees and sole manufacturers of light patented steel sample trunks for shoe, dry goods, notion and clothing salesmen, which are conceded to be in all respects the most perfect, strongest, neatest and altogether most superior productions of the kind on the market, and command an extensive sale. These trunks are made from a fine grade of American steel manufactured expressly for this firm, and are very light, neat in design, perfect in shape, durable and almost absolutely fire-proof; while they have no clamps to break and are not affected by heat or moisture. The manufacturing facilities are ample and excellent, and a large force of expert workmen are employed. The premises occupied as office and salesrooms on Summer Street are spacious and commodious, and an exceedingly fine assortment is constantly kept in stock here, including trunks of every shape, size, style and variety; handsome valises and traveling bags of all kinds, satchels, leather specialties and umbrellas; while trunks and bags are made to order, likewise, at short notice. Every article leaving this establishment is warranted as to workmanship and material, and the very lowest prices consistent therewith are quoted, substantial inducements being offered to the trade. Catalogue and price list will be cheerfully furnished upon application, and all communications of a business nature receive prompt response, correspondence being invited. This business was originally established on Union Street some forty-two years ago, by Cummings & Tyler, who were succeeded by Cummings, Rich & Co., who were in turn succeeded by Wilkinson & Cummings, who were engaged in making government goods at Springfield, Mass., subsequently Mr. Cummings, the elder, was in business alone for nearly quarter of a century, moving back to Boston about twenty years ago, and in 1886 took into partnership his son Edward J. Cummings. The Messrs. Cummings are both men of practical skill and thorough experience, and are masters of their art in all its branches.

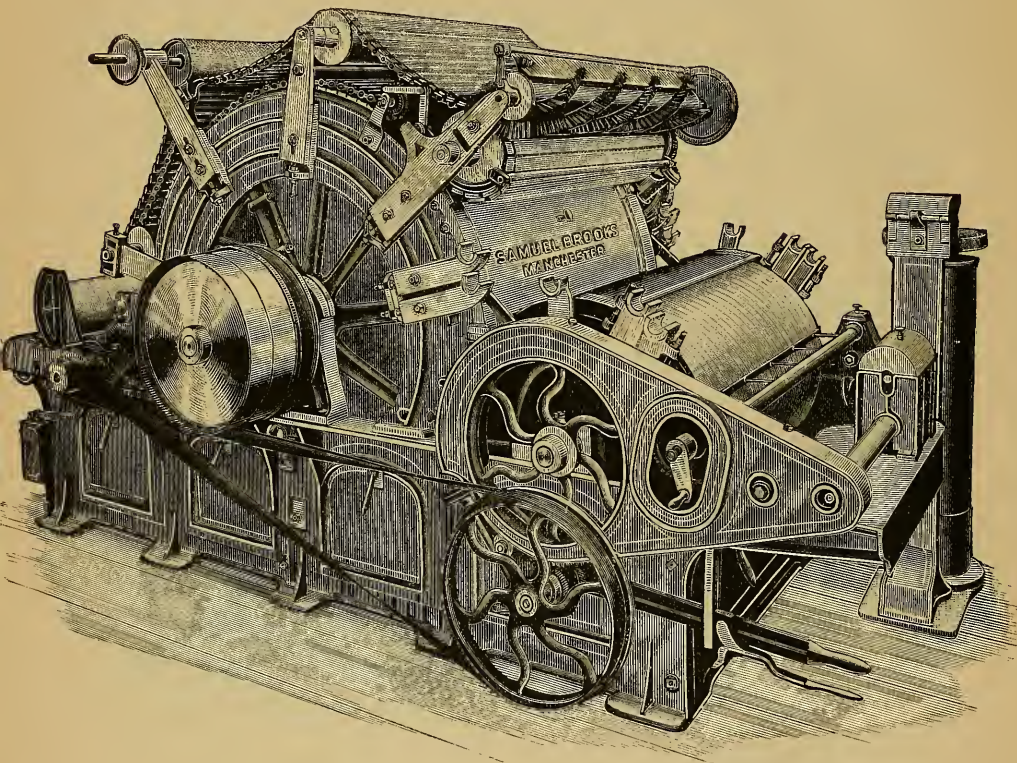


**L**APPEN BROS., Dealers in Wooden Ware, Brooms, Brushes, Baskets, Mats, Willow Ware, Children's Carriages, No. 28 Dock Square.—The leading source of supply for wooden ware, willow ware, children's carriages and kindred articles in Boston is the house of Messrs. Lappen Bros., located at No. 28 Dock Square. This is the oldest in its line in Boston, having been established about eighty-five years ago, and is also one of the largest and best known in New England. The firm of O. Lappen & Co., was organized in 1836, as successors to Steele & Dickinson, and in 1885, on the retirement of Mr. O. Lappen, the present style was adopted. The building occupied for trade purposes contains four floors and a basement, 50 x 100 feet each, all of which splendid floor space is used for the disposal of the immense and varied stock that is constantly carried. This stock bears such a character for utility and usefulness as to command universal attention and general patronage. It embraces clotheswringers, clothes-horses and clothes dryers; churns, brooms and brushes; fancy, willow and oak baskets; tubs, pails and buckets; wood bowls, chop trays and pastry boards; sieves, nest boxes and barrel covers; measures, spice boxes and rolling pins; wash boards, clotheslines and clothespins; stove polish and shoe blacking, sleds, boys' wagons and velocipedes; door mats and wagon mats, feather dusters, sponges, faucets, wood saws, ladders, wheelbarrows, chop knives, ax handles, bed cords, etc., etc. The house has created the highest of reputations in the business world by its uniform fair dealing, reasonable prices and the invariable high quality of its goods. A trade of great magnitude is conducted in such prominent trade centers as Boston, Providence, Lowell, Worcester, Springfield, New Haven, Hartford, Manchester, Concord, Portland, Augusta, Nashua, Lawrence, Lynn, Fall River, New Bedford, Salem, Newport, Pawtucket, Bridgeport, Burlington, Rutland, St. Albans, Brattleboro, Bangor and other New England towns. The Messrs. Lappen are native Bostonians, trained in the business from their youth up, and young men of large experience, wide acquaintance and sterling personal worth, with whom it is always pleasant and profitable to deal.



**C**UTTING CAR COMPANY, Fred Joy, President, Frank A. Cutting, Treasurer and Manager, Room No. 501, Shoe and Leather Exchange, No. 116 Bedford Street.—The radical improvements made in the general methods of conducting all branches of business is perhaps illustrated in no better way than by the modern means employed for transporting freight from one section of the country to another. An instance in point is afforded by the Cutting Car Company, of this city, who own and operate the Cutting Patent Tan Bark Car on all the different lines of railway in New York, New England and Canada. This company was incorporated in 1887, under the laws of the State of Maine, with a capital of \$50,000, and has its headquarters at Room No. 501, Shoe and Leather Exchange, No. 116 Bedford Street. The officers of the company are Fred Joy, Esq., president; Frank A. Cutting, treasurer and manager. The company own all the patents issued to Frank A. Cutting for improvements in cars for freighting and transporting tan bark, and are introducing them to the various freight lines throughout the country. These cars have received the highest encomiums from experts everywhere, and they are rapidly becoming the standard mode of transportation in handling and shipping tan bark in all parts of the Union. Mr. Cutting, the inventor of the car, is a prominent dealer in Canada, New York and Pennsylvania hemlock bark in this city, and has made a special study of the best means of transporting this article. The president of the company, Mr. Joy, is a well-known attorney of this city.

**E**DWARD A. BRIGHAM, Importer of Textile Machinery, Agent for Samuel Brooks and Crighton & Sons, Manchester, England, No. 40 Oliver Street.—Mr. Edward A. Brigham of No. 40 Oliver Street, importer of textile machinery, has been engaged in business in his present calling and that of a manufacturers' agent for a period of twenty-seven years, during which time he has by dint of unremitting perseverance, and by virtue of the constant maintenance of a most exalted code of honor, earned for himself a most enviable reputation and established a connection of extensive magnitude and valuable character. The business embraces contracting for the erection of cotton manufacturing plants and, generally, for the building and equipment of factories devoted to the textile industries. Mr. Brigham has erected throughout the United States a vast number of mills and factories; and wherever he has conducted operations he has evoked the enthusiastic admiration of his patrons. In addition to controlling a substantial volume of business upon his own resources the gentleman holds valuable agencies for Samuel Brooks, and Crighton,



& Sons, of Manchester, England, the chief seat of the world's textile manufacture; who manufacture all the latest specialties in cotton machinery, among which are improved drawing frames with patent stop motions, which are all positive and instantaneous in action; special frames for dyed cotton and merino, and shubbing, intermediate and roving frames, made from entirely new models with the latest improvements; ring spinning frames, ring and flyer doubling frames on the Scotch or English doubling system, and the revolving flat carding engine, with revolving disc, for carrying ends of flats, to prevent wear of flat ends or hends, which can be seen running at this establishment at any time and which is represented in the above engraving. The gentleman is a practical master of all the infinite details of his business and his personality evinces the characteristics of unusual shrewdness and discernment tempered by a commendable spirit of liberality. He is a gentleman enjoying that desirable season known as "The prime of Life"; he is a native of the Bay State, and enjoys throughout the entire community the warmest esteem.



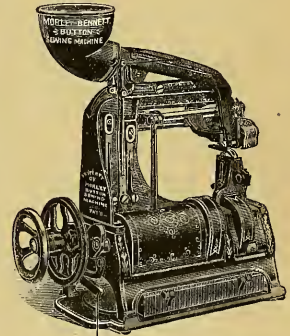
**BELLEDEU & MORGAN, Successors to J. Noyes & Co.,** Carpenters and Builders, No. 5 Province Court.—The general carpentering and building industry of Boston has been developed to very extensive proportions, and employment is found in this line for an immense number of workmen. One of the foremost firms engaged in the trade is that of Messrs. Belledeu & Morgan, whose office and workshop are centrally located at No. 5 Province Court. This house was founded some twenty years ago by J. Noyes & Co., and in 1859 the present proprietors came into the control, the co-partners being Messrs. C. H. Belledeu and C. R. Morgan. Mr. Belledeu is a native of Boston, a practical carpenter of long experience, and for ten years he was superintendent of J. Noyes & Co.'s establishment. Mr. Morgan was born in New Hampshire, has been a practical carpenter and builder for over twenty years, and is thoroughly familiar with all the requirements of his vocation. The premises occupied have dimensions of 25 x 75 feet, and are equipped with first-class machinery, operated by steam power, and employment is found for from forty to fifty experienced workmen. Messrs. Belledeu & Morgan execute carpentering and building in all their branches, also repairing and general jobbing. Among other contracts fulfilled by them was work on the Parker House, New Exchange Building on State Street, Hotel Bellevue, Beacon Hill Stable for Mr. Tufts, G. A. Plummer's store Washington Street; Estes & Lauriat's store, Washington Street; B. E. Bailey & Co.'s store, Winter Street; Jamieson & Knowles' store, Winter Street; Mellin's Food Exhibit at the Health Food Exposition, etc., etc. Estimates, plans and specifications are furnished, and all contracts awarded the firm, are carried through to satisfactory completion without delay.



**JOHN MACK, Jr.,** Mason and Builder, No. 22 Chapman Place.—An important position in the industrial world is occupied by the mason and builder, especially in a rapidly growing community such as Boston and its suburbs, which offer an unlimited field for operations in this line. One of the best known and most successful masons and builders in the city is Mr. John Mack, Jr., whose office is at No. 22 Chapman Place. Mr. Mack established his enterprise in 1855, having prior to that time had thorough experience in his line, for many years being an assistant to his father, Mr. John Mack, plasterer and stucco worker, who has been engaged in this line since 1835, and is the oldest representative of the industry in Boston. Mr. Mack, Jr., is prepared to furnish estimates and enter into contracts for the building of foundations, masonry, brickwork, and the erection of buildings complete, employing a large force of workmen and possessing the most complete facilities for promptly and satisfactorily meeting all demands made upon his resources. Among important contracts fulfilled was the building of John S. Fogg's bank building at South Weymouth; the Unitarian Church at Norwood; Congregationalist Church, Union Square, Somerville; George W. Wood's organ works, Middleboro, Mass.; Jones & Co.'s piano works, Fall River, Mass.; eighteen residences in the Back Bay district and many others. In every instance the best of satisfaction has been expressed at the character of the work done, proving that the excellent reputation sustained by Mr. Mack has been fully earned.



**MORLEY BUTTON SEWING MACHINE CO.,** Manufacturers of Button Sewing Machines, Dealers in Buttons, Thread, Machine Supplies, Etc., Office, No. 205 Congress Street.—One of the important labor saving inventions of the age is the button sewing machine manufactured by the Morley Button Sewing Machine Company. This company was incorporated in 1881, under the laws of the State of Maine, with a capital of \$500,000, and is officed as follows, viz: J. P. Cook, president; J. F. Springfield, treasurer and general manager; W. E. Bennett, superintendent of construction. The company own all the Morley patents, and have recently commenced the manufacture of the Morley-Bennett button sewing machine, which is more durable and faster than any other, and has only a single line, instead of a double line stitch. There are numerous substantial reasons why manufacturers should fully test the utility and superiority of this machine. It is fully warranted against any defect in material, workmanship or performance; it is as easy to run as the ordinary sewing machine, does the work of half a dozen hand sewers, and sews the buttons much more strongly than can be done by hand. Nearly three hundred of the Morley machines are on the market, and wherever they are introduced a permanent and increasing demand for them is at once created. The company also deal in buttons, thread, machine supplies, etc., and is in a position to guarantee the prompt and perfect fulfillment of all orders. The president, Mr. Cook, is a member of the well-known brewing firm of Jones & Cook, of South Boston, and is also president of the Upper Coos Railroad. Mr. Springfield, the manager, is a native of New Hampshire, and a young man of large business experience and marked executive ability. The Board of Directors includes Jas. P. Cook, Hon. Frank Jones, Ex-Congressman from New Hampshire and president of the Boston & Maine Railroad; Col. Charles A. Sinclair, brewer and railroad director, Portsmouth, N. H.; Frank B. Dale, dealer in malt, hops, etc.; E. H. Hutchinson, president of the E. A. Mudge Shoe Co.; W. W. Whitcomb, treasurer of American Car Wheel Company; Charles P. Berry, superintendent of Portsmouth Shoe Company; Hon. Marcellus Eldredge, Ex-Mayor of Portsmouth, N. H. and James H. Morley, inventor and paper manufacturer.



**W. BAILEY & SONS CO.,** Wood Mantels, Mouldings and Building Trimmings (of all kinds, on hand and made to order.) No. 14 Charlestown Street.—The remarkable progress made of recent years in the line of wood mantels, mouldings, and building trimmings of all kinds, is best illustrated by the J. W. Bailey & Sons Co. This representative house was founded in 1873, by Messrs. E. W. Bailey & Co., and in 1875 Messrs. J. W. and E. S. Bailey succeeded to the control, under the name and style of J. W. Bailey & Son, which was changed to J. W. Bailey & Sons in 1886, on the admission of Mr. W. L. Bailey to the firm. In 1888 Mr. J. W. Bailey died, after an honorable and successful business career, and the present company was then incorporated, under the laws of the State of Massachusetts, with a capital stock of \$20,000, and with Edward S. Bailey, president; Willard L. Bailey, treasurer; Joseph S. Parker, secretary. The premises occupied for trade purposes comprise a substantial six-story building, 25 x 150 feet in dimensions, with another in rear, and unsurpassed facilities are at hand for conducting all operations upon the largest scale. Without attempting any detailed description of the varied and valuable stock, it may be said that leading architects and builders prefer their woodwork for interiors to any other. It is not only more choice, better selected and seasoned, but it is also more artistic in workmanship, striking in design, and elaborate in finish. The trade and public have been again and again agreeably surprised by the fertility of design and great beauty of the new styles in mantels and mouldings here offered. Variety is the order of the day in architectural effort; of a row of fine houses, no two are alike, and with mantels and other interior fittings the most original designs are sought for and will certainly be found here. This is headquarters for the supply of the building trade throughout New England with all kinds of building trimmings, mouldings, door and window cases and brackets. The rarest inducements are offered both as to price and quality, and satisfaction is insured in every detail. The officers of the company are young men, but old in experience, having for years brought their abilities to bear to raise the standard in their line, and have achieved a substantial success based strictly on merit.



**R. H. WHITNEY & CO.,** Commission Brokers, No. 75 State Street.—One of the broadest fields presented in this city for the exercise of business talent and enterprise, is that of banking and brokering, and many of Boston's ablest business men are engaged in this pursuit. The quotations from this market are eagerly watched in all money centers by capitalists, speculators and others, and its operators are an influential factor in the financial world. One of the foremost and busiest commission brokers in the city, is Mr. R. H. Whitney, operating under the firm name of R. H. Whitney & Co., whose office is at No. 75 State Street. This gentleman began business in 1874, meeting with signal success from the outset, owing to the energy and ability brought to bear in his operations, and he commands an extensive, active, and first-class patronage. Mr. Whitney is vice-president of the Boston Mining Stock Exchange, is in command of the most complete facilities for the securing of the latest information of the stock market, and carries on general transactions in buying and selling, on commission, government, municipal, railroad, water, electric light, gas, and mining bonds, also as an auctioneer of real estate and personal property, making a leading specialty of stocks, investment securities and commercial paper. He is special agent for the sale of stock of the Union Manufacturing Company, the Cumberland and Oseola Gold Mining Company, Framingham Gas Company and others, which offer an excellent opportunity for dividend paying investments. All commissions are promptly carried out, and patrons' interests advanced in every possible way. Mr. Whitney, who is a native of Boston, is a live, public-spirited citizen, and thoroughly identified with the material progress of the community.



**L. J. WING COMPANY,** Manufacturers and Contractors, Ventilating, Heating, Cooling, Electric Lighting and Drying Apparatus, O. E. Michell, Engineer, General Eastern Agent, No. 94 Pearl Street.—In addition to the great manufacturing enterprises carried on within her own limits, there are numerous important interests represented in Boston which help to swell its commerce and traffic. Prominent among the interests referred to may be named those of the L. J. Wing Company, manufacturers and contractors for ventilating, heating and cooling; electric lighting and drying apparatus, Wing's disc fans and engines, electric motors and dynamos, water motors and gas engines, etc., whose main office is located at No. 126 Liberty Street, New York; with headquarters for New England at No. 94 Pearl Street, in this city. This agency was established in 1889, under the management of Mr. O. E. Michell, who was with the New York house for several years previously, and is an expert ventilating and heating engineer of large experience and established reputation. The L. J. Wing Co. is especially noted for the manufacture of Wing's Disc Fans, High Speed Engines, Regan Gas Engines, Dynamos and Electric Motors, Dake Steam Engines and Dynamo Combination. They are prepared to make plans and specifications for ventilating, heating, refrigerating or tempering of any kind, and for removing dust, smoke, gases, heat, steam, odors from trying kettles, acids from dripping tanks, etc.; also for drying purposes, such as brick, lumber, wool, cotton, yarn, hats, cloths, grain, soap, glue, hides, leather, tobacco, whitening or other classes of goods. They also arrange buffers, lathes and polishing wheels for removing, or gathering and depositing valuable dust or metals, also removing dust and shavings from wood working shops. They have met with great success in cooling boiler, engine, dynamo, or other rooms, restaurants and kitchens, removing flies, steam, odors, etc., and they are now prepared to make plans and estimates for isolated electric lighting of private residences, stores, hotels, churches, schools, etc. There are very few mills or factories where Wing's Disc Fans cannot be used to advantage and profit for mechanical heating, ventilating, drying, cooling, removing steam, dust, heat, gases, etc.; and among the thousands in use in the United States, Canada, England, Ireland, Scotland, Germany, France, Belgium, British India, etc., mention may be made of such prominent buildings and places as the U. S. Senate, Government Printing Office, Bureau of Engraving and Printing, Washington D. C.; City Post Office, New York Stock Exchange, Union Club, Academy of Design, Standard Theater, Lyceum Theater, Union League Club, Steinway Hall, Seventh Regiment Armory, St. Thomas Church, Delmonico's, Doris' Museum, Lion Brewery, Grand Union Hotel, Albemarle Hotel, Hotel Vendome, Continental Hotel, Union Square Hotel, Cosmopolitan Hotel, Hotel Metropole, the residences of Jay Gould, Cornelius Vanderbilt, and many others, New York City; N. E. Conservatory of Music, Comer's Commercial College, Endicott & Macomber's Insurance Office, Boston Thread and Twine Co., Boston Dyewood Co., Boston Lead Co., Fobes, Hayward & Co., Boston Rubber Car Spring Co., and many others, Boston, Mass.; and Woodland Park Hotel, Auburndale, Mass. also Pacific Mills, Lawrence, Mass. have fifty-four Wing Fans in operation, Palmer House, Grand Pacific Hotel, Columbia Theater, Union League Club, University Club, Marshall Field & Co., Chicago, Ill.; Bellevue Hotel, Bingham House, Windsor Hotel, Hotel Lafayette, Colonnade Hotel, Jno. Wanamaker, Strawbridge & Clothier, Manufacturers' Club House, Philadelphia, Pa.; Cooley's Hotel, Springfield, Mass., Brookline Canning Co., Brookline, Mass.; and the leading cotton mills, paper mills, and other industries of New England. Orders by tele phone, Boston 3079, by telegraph or mail, are given immediate attention by Mr. Michell, and branch houses are also operated at Nos. 96 Lake Street, Chicago, No. 45 N. Seventh Street, Philadelphia, Pa. In every branch of its extensive business, the L. J. Wing Company is in a position to challenge comparison as to quality of service, reliability of goods and liberality of terms, and is justly regarded as the leader in its special field of usefulness.



**MINARD'S LINIMENT M'FG COMPANY,** No. 273 Commercial Street.—Among the many curative agents which are now before the public, there is none which possesses greater merit than "Minard's Liniment," the "King of Pain" which is used in all parts of Canada, the United States, Newfoundland, Bermuda, South America, and the West Indies. This Liniment was first made over thirty years ago by Dr. Minard, of Nova Scotia, a skilled and popular physician, and it has since come into general use. The preparation is now manufactured by the Minard Liniment Manufacturing Company, of No. 273 Commercial Street. The business was established in 1833 by Nelson & Co., and, in 1891, was incorporated under the state laws of Maine, the officers being: President, Wm. J. Nelson; secretary and treasurer, O. W. Nelson, nephew of the former. Both gentlemen are natives of Nova Scotia, and are business men of energy, ability, and progressive principles. The premises occupied for office and factory comprise a four-story building, 25 x 75 feet in dimensions, excellently equipped, while employment is found for fifteen experienced hands. Four salesmen represent the house on the road. Minard's Liniment is a specific for the allaying of inflammation, and cure of aches and pains of all kinds. A trial is sufficient to prove its efficacy. The liniment will be found on sale at all druggists, and should be in every household.



**G. W. AMORY,** Cotton Buyer, No. 40 Water Street.—An old-established and thoroughly reliable house engaged in cotton buying for New England mills is that of Mr. G. W. Amory, located at No. 40 Water Street. His office, which is room No. 48 in the Simmons Building, is connected by wire with the principal cotton centers and he has the best facilities and connections with the southern cotton market, thus enabling him to fill the largest orders promptly and at short notice. He is from long experience in the business, a recognized authority on all grades of cotton and a test by him is sufficient to fix the standard and value of any particular lot. Mr. Amory has been successfully engaged in this business since 1866, and personally supervises every detail. He is thoroughly reliable and responsible and is largely patronized by the mill-owners of New England, by whom he is held in high esteem. He is a native of Massachusetts and a resident of Boston, and well-known and highly esteemed in business circles. Large buyers will consult their own interests by placing their orders with this reliable house.





**WHEELER & CUMMINGS**, Manufacturers and Designers of Boot and Shoe Patterns, No. 105 and 111 Summer Street.—A reliable firm of manufacturers and designers of boot and shoe patterns in this city, is that of Messrs. Wheeler & Cummings, located at Nos. 105 and 111 Summer Street, whose trade is large and fast increasing, and reaches in a great measure throughout the New England States, as well as in a somewhat smaller volume to remote parts of the Union. The enterprise was initiated in 1836, by Messrs. Damon and Cummings, who were succeeded three years ago by the present firm, composed of Mr. E. P. Wheeler and Mr. F. A. Cummings; both of whom are not only thoroughly practical men in this line but also possessed of unusual ability as designers in this line, and are also possessed of unusual ability as designers, which they have employed with marked effect in the development of the business. The workrooms are on the fifth floor at the address noted, and are well-equipped with every facility for boot and shoe pattern making, and a force of competent workmen are kept steadily engaged, assisting the proprietors in the many duties which devolve upon the house. Mr. Wheeler is a native of Massachusetts and a resident of Rockland, while Mr. Cummings was born in Maine and lives at Hyde Park.



**DANIEL PRATT'S SON**, Importer and Dealer in Foreign and American Clocks and Clock Materials, No. 34 Hawley Street.—The house now so successfully conducted under the name of Daniel Pratt's Son, at No. 34 Hawley Street, enjoys a high reputation as extensive importers and wholesale dealers in foreign and American clocks and clock materials. The business was founded in 1832, by Mr. Daniel Pratt, at Reading, Mass., and in 1846 he came to Boston, locating originally on Union Street, and early won a wide reputation. Mr. Pratt Sr. died in March, 1871, after an honorably successful career, and his son, Mr. D. F. Pratt, continued the business under the present name and style until 1889, when he admitted his son, Mr. F. W. B. Pratt, to partnership. As thus constituted, the house brings to bear the widest range of practical experience, important and influential connections both at home and abroad, and vigorous ability and enterprise in every feature of its management. They are recognized as large importers of clocks, making a leading specialty of English hall clocks, and are also prominent as dealers in Waterbury Clock Company's and E. Ingraham Clock Company's goods. Their house is headquarters for clocks, bronzes, ornaments and clock materials of every description, and is a popular source of supply, not only for leading retailers throughout New England, but also for the best classes of society in Boston and vicinity who are in search of the rare, the unique and the antique. The management is constantly on the alert to add something of value to the vast and varied assortment, and no house in the country is better prepared to minister successfully to the demands of patrons in its special field. Its commercial relations are wide-spread and its facilities for procuring supplies are unequalled. The Messrs. Pratt are Massachusetts men, born and bred; trained in this branch of industry from their youth up, winning success by honestly deserving it.



**LEAVITT & CO.**, Hill's Champion Cooker, the Victor Roaster and Baker, the Victor Broiler and Frying Pan, No. 149 Pearl St.—Messrs. Leavitt & Co. are the sole owners and manufacturers of the Victor Roaster and Baker, for roasting meats, game and poultry, and baking bread, cake, pudding, beans, etc.; also, of the Victor Broiler and Frying Pan, smokeless and odorless, entirely new, and "the pride of the kitchen"; while they are especially prominent as general agents for Hill's Champion Cooker. This cooker, formerly called Leavitt's, is warranted steamless and odorless or money refunded. It is the only perfect steamless and odorless cooker on the market. It has an iron base, with tin extension top, so that there is no melting or rusting out of the bottom, while it has a tube which takes all the surplus steam and odor arising from cooking and carries it into the stove and up the chimney. The cover and extension top are set in grooves into which water is put, thus making a water-joint which makes the cooker absolutely steam tight. It matters not what one is cooking, they get no steam or odor in the house. Its other advantages are that the price is about one-half that of others; it is more durable; you get a greater intensity of heat, food is cooked quicker, tough meats are made more tender, the nutritious elements are saved and there is no loss by evaporation. It is also more easily handled and kept in order, will save one-third the fuel, and will pay for itself in a short time. In fact, it is one of the most practical and useful household inventions ever offered to the public. They have already over one hundred agents employed, who are doing a lucrative business, and the trade extends to all parts of the United States, being particularly large and active throughout New England. Mr. Albert Leavitt, the proprietor, is a native of Maine, in the prime of life, energetic, enterprising and painstaking in his business methods, thoroughly reliable and responsible in all his dealings, and worthy of every trust and confidence.



**WHITMORE & ROBINSON**, Consulting Electrical Engineers, No. 133 Essex Street.—The universal adoption of the electric light, electric motors and electrical appliances in general, has rendered the profession of the electrical engineer one of steadily growing importance. A leading firm in Boston engaged in this line of business is that of Messrs. Whitmore & Robinson, whose office and laboratory are at No. 133 Essex Street. This firm was organized in 1891, by Messrs. George A. Whitmore of Boston, and Lewis T. Robinson of Lynn. Both gentlemen have had thorough, valuable experience in their vocation, and possess an expert knowledge of all its branches. Mr. Whitmore was connected with the German Edison Gesellschaft of Munich, Bavaria, and also with the Thomson-Houston Electric Co.; while Mr. Robinson was with the Thomson-Houston Company in an important capacity, having charge of their laboratory at Lynn, Mass., for several years. The premises occupied as office and laboratory have an area of 1,200 square feet, and are equipped with all requisite apparatus, while four competent assistants are given constant employment. Messrs. Whitmore & Robinson personally superintend affairs and carry on a general business as consulting electrical engineers. Plans and estimates are furnished for complete installations for lighting and power, and all kinds of electrical tests made. The firm publish a neat little book, treating of electric lighting, electric transmission of power, wiring of buildings, estimates, plans and superintendence, testing, purchasing, prices, etc., and copies are furnished gratis. The firm are reasonable in their charges, and they guarantee satisfaction on all work that passes through their hands.



**WYKOFF, SEAMANS & BENEDICT**, Remington Standard Typewriters and Supplies of Every Kind, No. 15 School Street.—The name of Remington will ever be indissolubly linked with the invention and perfection of the typewriter, while the present manufacturers and proprietors, Messrs. Wykoff, Seamans & Benedict, are justly celebrated for the intelligent spirit of enterprise manifested in meeting the wants of the public. The New England agency for the sale of the Remington, is located at No. 15 School Street, under the general management of Mr. H. V. Rowell, who took charge of the agency here in 1883. He keeps in stock a full line of machines, together with the necessary furniture and supplies, and his sales average about fifteen hundred machines per year. The Remington is recognized as the standard by all expert operators, having every perfection, the greatest speed, most unerring legibility, and embraces patented devices which are essential to the perfect writing machine and found in no other make. A typewriter is needed in every office. The Remington works so regular, legible and handsome as to render it an absolute necessity, while it saves both time, money and worry. The expert operator on the Remington typewriter has a certainty of steady employment, and there is no better opening for the young lady or youth. Quite one hundred thousand of these machines are in use to-day and branch offices are in operation by the manufacturers in the cities of Boston, New York, Philadelphia, Chicago, St. Louis, Baltimore, Washington, Cincinnati, St. Paul, Cleveland, Kansas City, Minneapolis, Buffalo, Rochester, Syracuse, Indianapolis, Denver, London, Liverpool, Birmingham, Manchester, Paris and numerous other cities, while the goods they manufacture are sold by local dealers to all parts of the world. Mr. Rowell, the manager in Boston, is a thoroughly practical expert as regards typewriting, and an enterprising, reliable and progressive business man.



**OHN C. PAIGE**, Insurance Agency, No. 20 Kilby Street.—The largest business in insurance in Boston, is transacted by the agency of Mr. John C. Paige. The growth of this house has been something phenomenal. Mr. Paige started in business in 1873, in a very small way, as New England agent for the Franklin Fire Insurance Company of Philadelphia. He had a small office on Exchange Place at that time, and employed one clerk. He continued to lengthen and strengthen his stakes, enlarge his commercial relations and expand his popularity with all classes of the community year by year, until he has gained a pre-eminence in the insurance world of which he has every reason to be proud. He now occupies an entire five-story and basement building, 40 x 80 feet in dimensions, for office purposes and gives employment to about sixty clerks therein. Each floor of the building has its special uses and departments, being finished in first-class style, provided with steam heat, electric lights and passenger elevator, and forms the finest insurance office in the city. Mr. Paige is resident manager for the United States branch of the Imperial Fire Insurance Company, of London; and the City of London Fire Insurance Company, of London; manager for the Eastern States for the Michigan Fire and Marine Insurance Company, of Detroit; and local agent for the Orient, of Hartford; the Fire Association, and the Mechanics of Philadelphia. The officers and managers of these powerful corporations have entire confidence in the judgment and reliability of Mr. Paige, and he is therefore enabled to secure equal and exact justice to all parties in interest when a loss occurs, and he possesses unusually fine facilities for placing large lines of insurance on mills, factories, churches, school-houses, business blocks, stocks of merchandise and private dwellings at remarkably low rates. He is now issuing upwards of 150,000 policies per year, while his success has been honestly won and is well deserved. Mr. Paige is an honored member of the National Board of Fire Underwriters, the Boston Board of Fire Underwriters, the Boston Merchants Association, and various social clubs; still in the early prime of life; an expert underwriter and adjuster, and a wide-awake, reliable, progressive business man.



**EO. C. APPLETON**, Real Estate Broker, No. 27 State Street.—This gentleman has been established in business here for the past twenty-four years, and his long experience renders him eminently competent to cope with all public questions affecting the interests of owners of real property, while he enjoys a high repute as an authority upon values within the corporate limits, and makes a specialty of handling Roxbury realty. The history of the rise and progress of this section of the city shows that wise and prudent investments made in real estate ultimately yield a more certain and reasonable profit than any other form of investment. Mr. Appleton has long enjoyed 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 important transactions. He has upon his books full descriptions of houses, lots and business blocks for sale or rent, including many rare bargains. The influential character of his clientele attests how implicitly he is trusted. He possesses unsurpassed facilities for the prompt negotiation of loans on bond and mortgage, takes the entire management of estates, collects rents and transacts a general brokerage business. Mr. Appleton is a native Bostonian.



**JOSEPH SQUIRE & CO.**, Wholesale Dealers in Pork, Lard, Hams, Etc., Nos. 35, 37, 39 and 41 North Street.—Among the extensive houses engaged in the provision trade of Boston, none are better or more favorably known than that of Joseph Squire & Co., whose business quarters, running from Nos. 35 to 41 North Street, cover a space of 50 x 100 feet. This popular house was founded in 1863 by the present proprietors, Messrs. Joseph Squire and C. W. Stetson, both of whom possess an expert knowledge of the provision trade in all its branches, and the success they have met with is easily seen in the immense trade which they have built up all throughout New England. The firm employ twenty-five experienced hands, and carry on general transactions as wholesale and retail dealers in pork, lard, hams, tripe, sausages, pig's feet, and extra lard oil, dried beef and beef tongues, butter, eggs and cheese, making a leading specialty of pure leaf lard and sugar cured hams. None but the very best goods in these lines are handled, and to know that an article comes from the house of Joseph Squire & Co., is to know that it is the best the market affords. An immense stock is carried in all seasons, from which all orders, however large or small, are promptly and satisfactorily filled at lowest prices. Mr. Squire is a native of Vermont, has resided in Boston for many years, and has now attained an advanced age, but is still a vigorous, active, business man, highly respected by all who know him. Mr. Stetson was born in Massachusetts, is a middle-aged gentleman, a progressive, popular, wide-awake merchant, and he is thoroughly identified with the best business and social interests of the community.



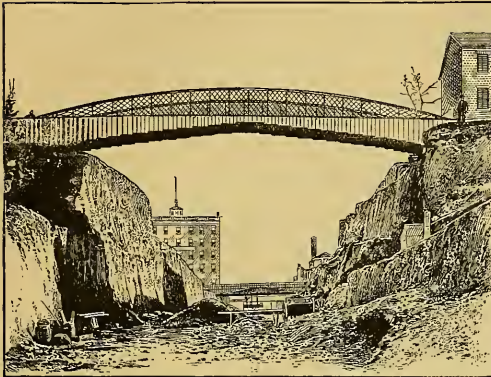
**WIGHT BROTHERS**, Importers, Exporters and Dealers in Furs and Skins, Nos. 70 and 72 Chauncy Street.—This establishment was founded by the Messrs. Wight in 1867, and in 1872 their business quarters were destroyed in the great fire of that year, when they were located on Summer Street. In November, 1889, they again had the misfortune to be burned out, at their present address this time, but they immediately set about rebuilding, and on January 1, 1891, again moved back here. The building occupied is a fine five-story structure, of spacious dimensions, and admirably fitted up throughout. The Messrs. Wight are importers, exporters and wholesale dealers in furs and skins of every variety, receiving them from all parts of the United States and Canada, and they supply a large and active demand. The members of the firm are Messrs. Lewis, J. Franklin and Almon Wight, a fourth brother, Mr. Freeman Wight, having retired in 1886. These gentlemen are natives of Maine, have long resided in Boston, and as merchants they sustain a first-class, highly honorable reputation.

≡ FORT \* HILL ≡

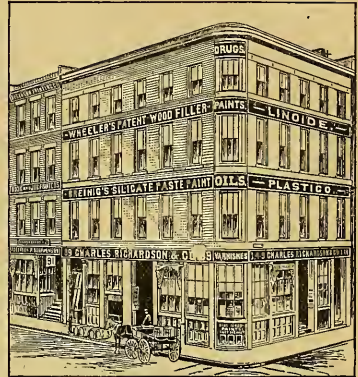
1867.

BOSTON, MASS.

1892.



HIGH STREET BRIDGE, OVER OLIVER.



HIGH STREET, COR. OLIVER.

THEN \* AND \* NOW.



ANY years ago, by the big fireplace in the great kitchen, sat grandmother, patiently spinning the cotton and wool wherewith to be clothed; and out in the shed Stephen, Jonathan and Jedediah, with their hands in their pockets, watched grandsire mix and stir the lead, oil and color, with which to paint the neat and hospitable home. These times and customs are now long since passed, and progress has not alone been partial to grandma by supplying the shuttle and the loom, but has also furnished grandpa with a paint-mill, wherein his paint can be more easily mixed and finely ground than by the old-fashioned method, and through many of these years of change, always striving to keep head to head with the latest improvements,

always willing to test that which is new and make use of that which is best, the firm of **Charles Richardson & Co.**, importers, manufacturers and dealers in paint, oil and varnish, has passed. Previously connected with a standard paint and oil concern in Boston, Mr. Richardson assumed the management in 1857 and adopted the present firm name. He has not only a local reputation, being the founder of the New England Paint and Oil Club, but is also known as the first president of the National Paint, Oil and Varnish Association. Mr. B. Edson Fish, who is well-known among the traveling salesmen of New England, was afterwards admitted to partnership and also Mr. Frank L. Watson, who has long been identified with the firm. "The best for the price" has always been their motto, and among their standard commodities may be cited,—Wheeler's Patent Wood Filler, Breinig's Lithogen Silicate Paste Paint, Silicate Flour Paint, oil and water stains; Crockett's Spar Composition and Wood Preservative; Charles Turner & Son's genuine English Varnish and coach-makers' gold-size; F. W. Devoe & Co.'s coach and car colors, and fine varnishes; Moser's liquid carriage paint and tube colors; the products of the Linolide Manufacturing Company; Plastico, a permanent wall-coating; Windsor Ready-mixed Paints and Whiting's brushes. The present home of the firm is at Nos. 147 and 149 High, and Nos. 85 and 89 Oliver Streets. Here the large granite warehouse has ample accommodation for the complete and well-selected stock of painters' supplies always carried on hand, and is most pleasantly situated, facing Fort Hill Square. On this site, not a great many years since, stood one of Boston's landmarks, Fort Hill, with its fine old residences; when High Street, extending over its summit, was more appropriately named than at present. The accompanying cuts will perhaps give our readers a better idea than any words can do of the changes time has made in this vicinity.



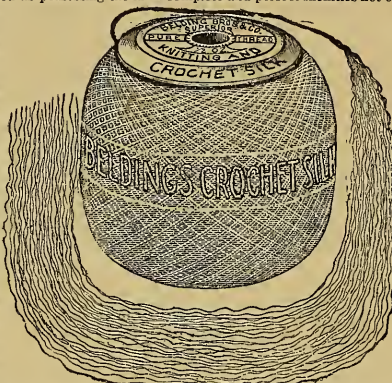
USTIN BIGELOW, Agent for the G. H. Hammond Co., Chicago Dressed Beef, Nos. 13 and 15 Clinton Market.—The trade in Chicago dressed beef has grown into a very important commercial interest in this market, and is steadily increasing in magnitude. Among those who are largely engaged in the trade in this article is Mr. Austin Bigelow, who is agent for the G. H. Hammond Company. This establishment is well equipped for the business, containing an immense refrigerator that holds forty tons of ice; and the facilities for transferring beef from the cars to the refrigerators are very complete. This house sells about one hundred head of cattle per week, and has a large local trade, exclusively wholesale. The business of this house was founded about 1840 by Messrs. N. & S. Jackson, with whom Mr. Bigelow was associated for twenty-two years. Mr. N. Jackson, the last of the firm, retired in 1880, and Mr. Bigelow became the sole proprietor. In 1883 he commenced to handle beef for the G. H. Hammond Company. On July 2nd, 1890, he was burned out, but at once resumed active operations. Mr. Bigelow is a native of this State, a gentleman of middle age, and well-known in social as well as business circles. He is a member of the Masonic orders, being a Past Master of Bethesda Lodge and a Past High Priest of Cambridge Chapter, a member of the Royal Arcanum, and the Knights of Honor, and Past Post Commander of Post 92, G. A. R. His military career embraces three years' service during the late war, as a member of Co. G, 1st Mass. Volunteers. He was taken prisoner at the battle of Blackburnsford, and remained in the enemy's hands for eleven months. Mr. Bigelow was also a member of the City Council from 1880 to 1882 and was for two years a member of the Board of Directors of Public Institutions.



**CURTIS M. ROBBINS**, Paper Ruler, No. 12½ Milk Street.—“Accurate work, prompt delivery and reasonable prices,” is about all that can be desired at the hands of a paper ruling firm, and the deliberate claim of the firm of Mr. C. M. Robbins, of No. 12½ Milk Street, to be excelled in neither of these essential features, is one which it not only can, but really ought to be able to substantiate, since it possesses those primary factors,—a wealth of experience on the part of its controlling head, and a model plant. As to the former of these two factors, Mr. C. M. Robbins gained experience with the Thorp & Adams Manufacturing Co., and, prior to the inception of his present venture, on an independent basis, in April, 1888, was of the firm of Robbins & O'Brian for seven years; while the plant now provided consists of four modern and improved ruling machines actuated by steam power. Under Mr. Robbins' able and painstaking direction are four expert employees, and the liberality of the patronage accorded by the trade is such as to keep the machinery running at full speed, and the operatives briskly employed; while the connection which has grown up in so short a period is one steadily expanding, in appreciation of the unqualifiedly satisfactory manner in which all orders are filled. Of middle age, the past eighteen years of Mr. Robbins' life have been usefully spent in Boston, and have been productive for him of personal popularity as well as business success. He is a native of Littleton, Massachusetts.



**DAMS & CURTIS**, Agents for Belding Bros. & Co., Sewing Silk, Etc., No. 30 Summer Street.—The great house of Belding Bros. & Co. is recognized as possessing the most complete and perfect facilities not only for the prosecution of an extensive business, but likewise goods unequalled by its start at Rockville, Conn., in 1852, the present stock company being organized under the laws of that state in 1882. From a modest beginning has resulted one of the most remarkable successes in the history of the country, the goods of its manufacture now finding a ready sale in all the leading markets represented in Boston, and since 1882 for the New England States. They at their spacious salesrooms, No. 30 Summer Street, and manufacturers to the full of the company are located at Rock-Montreal, Canada; San Francisco, Cal.; and Belding, Michigan. The output embraces sewing silk, machine suturas, braids and fine silk hosiery, of excellence. The materials used taken in the selection of the raw silk before being manufactured into goods typically supplant all similar goods talented salesmen represent the Boston trade is brisk, influential and permanent. The agents are Messrs. C. E. Adams and C. Curtis, are Massachusetts men by birth and training, and highly esteemed in commercial and trade circles for their promptness, reliability and sterling traits of character.



**T. MEADER & CO.**, Dealers in Hides, Calf Skins, Wool Skins and Tallow, No. 281 Congress Street.—There is no house connected with the trade in hides and calf skins in Boston that bears a better reputation, or commands a more desirable patronage than that of J. T. Meader & Co., who are located at No. 281 Congress Street. This reputable concern was founded in 1876 by the brothers, G. H. and J. T. Meader, who continued together until 1884, when the partnership was dissolved, and the enterprise has since been under the sole control of Mr. J. T. Meader, who has adopted the firm name of J. T. Meader & Co. The premises used for the industry comprise a store 42 x 160 feet in dimensions, and every convenience has been provided for the handling and storage of stock. A heavy stock is at times carried of salted hides, calf skins, wool skins and tallow, and all demands of the trade are met in a prompt and satisfactory manner. The ample resources of the establishment enable it to offer better inducements than could be afforded by concerns less favorably situated, and orders are filled at terms it would be difficult to duplicate. Mr. Meader is a native of New Hampshire, has long resided in Boston, and he has won an excellent name in commercial circles for business ability and equitable methods.



**JOHN CAMPBELL**, Commission Merchant, No. 173 State Street.—The business of handling good products upon the basis of a commission is one of the representative industries of the city of Boston; as it is, indeed, of every important center of population in the Union. Conspicuous among the more prominent and reputable of those engaged in the business stands the name of Mr. John Campbell, of No. 173 State Street, which gentleman has been established at his present quarters since 1882; the initial embarkation in business having taken place fifteen years ago in St. Louis, Mo. Mr. Campbell is a commission agent in flour, grain and feed, his specialty being barley. He is agent for James Richardson & Sons, of Kingston, Ont., and F. Kraus & Co., of Milwaukee, prominent barley houses. His connection is of extensive magnitude and embraces within its confines the better class brewers and masters of the section, whose trade he solicits. During the past five years Mr. Campbell's acquaintance with the brewery trade of Boston has been very intimate, and he is in a position to supply their wants intelligently and at lowest market rates. In proof of his ability to do so we add the names of firms which he represents: for Canadian barley, James Richardson & Sons, Kingston, Ont.; Western barley, F. Kraus & Co., Milwaukee, Wis.; white corn meal and grits, Chicago Hominy & Milling Company, Chicago, Ill.; grape sugar and glucose, etc., Chicago Sugar Refining Company; New York State barley, H. V. Burns, Buffalo, N. Y. Mr. Campbell has a very heavy trade in the products of the Chicago Hominy & Milling Company in white corn meal and grits, which are in large and increasing demand throughout all the New England States for their fine quality and nutritious elements. The gentleman handles goods in carlots, and he ships direct, his reputation for promptitude, probity and precision being highly enviable. Mr. Campbell is by nationality a Scotchman, and his individuality discloses a number of those admirable national qualities which find so congenial a field for development in this country. He rejoices in the full possession of those adjuncts to middle-age-energy, perseverance and farsightedness; and he demands, as a right, the respect of all with whom he has relations.



**Y**ARMOUTH STEAMSHIP COMPANY, LIMITED, J. F. Spinney, Agent, Pier No. 1, Lewis Wharf.—The commercial greatness of Boston is largely due to her unexcelled natural and artificially improved facilities as a shipping port, and to the splendid lines of steamships which ply from hence to all parts of the world. The Yarmouth Line, operated by the Yarmouth Steamship Company, Limited, is the shortest, cheapest and most pleasant route between Boston and Nova Scotia and Cape Breton. One of its fast and popular steamers will, until further notice, leave Lewis Wharf, Boston, every Monday, Tuesday, Thursday and Friday at 12 M. during the summer months, and during the winter months every Tuesday and Friday at same hour for Yarmouth, N. S., connecting at Yarmouth with Western Counties Railway for Meteghan, Yewmouth, Digby, Annapolis and all points in Nova Scotia and Cape Breton. The Nova Scotia Central Railway connects at Middleton for Bridgewater and Lunenburg. Returning, will leave Yarmouth every Tuesday, Wednesday, Friday and Saturday evenings, during the summer, and during the winter on Wednesday and Saturday evenings, after the arrival of trains from Digby, arriving in Boston Wednesday, Thursday, Saturday, and Sunday, (summer) and winter, Thursday and Sunday, in time to make connections for New York and all points south and west. This line recommends itself to the merchant as being the shortest route between Nova Scotia and the United States, the passage between Yarmouth and Boston occupying only fifteen to seventeen hours; while to the tourist the route offers many attractions, passing, as it does, through the far-famed Annapolis Valley, the Garden of Nova Scotia, and the Land of Evangeline. The steamers Yarmouth, Boston, City of St. John and Dominion, operated on this line, are spacious and finely furnished, the state-rooms are thoroughly commodious, with every possible convenience that capital, experience and good taste can supply, while the cuisine is on the same liberal plan as all other appointments. Baggage is checked through, and through tickets and state-rooms can be secured in advance upon application to J. F. Spinney, agent, No. 1 Lewis Wharf; J. G. Hall & Co., No. 64 Chatham Street; Thos. Cook & Son, No. 332 Washington Street; and W. H. Eaves, Parker House, in this city. The Yarmouth Steamship Company, Limited, was organized in 1885, under the laws of Nova Scotia, with a capital of \$250,000, and with L. E. Baker, president and manager; W. A. Chase, secretary and treasurer. Both these gentlemen reside at Yarmouth, while the interests of the company in Boston are promoted by Mr. Spinney with energy, enterprise and decided success.



**W**M. COLBY & CO., Builders' and Cabinet Hardware, Nos. 94 & 96 Richmond Street.—The importance of Boston as a great purchasing point is forcibly illustrated by the existence of such houses as that of Messrs. Colby & Company, wholesale dealers in builders' and cabinet hardware, at Nos. 94 and 96 Richmond Street. This house was established in 1831, by Mr. W. M. Colby, and in 1890 the firm was re-organized by the admission of Mr. C. H. Kittredge to partnership. Mr. Kittredge, however, has recently retired and the business is now conducted by Mr. Colby solely. This gentleman brings to bear special qualifications, having had large practical experience in the business and enjoying perfected facilities and influential connections. He has quickly achieved an enviable reputation for the superiority of the goods handled, and has laid broad and deep the foundations of what is bound to become a permanent and prominent mercantile factor in its line. The salesrooms are thoroughly spacious in size, and the stock is arranged conveniently in departments, and covers everything the trade needs or uses. It is a splendid stock and one that reflects the highest credit upon the good judgment of the firm, who have already become noted for a true spirit of enterprise in keeping with modern methods. Without attempting to describe this truly comprehensive stock, it can be stated that merchants can nowhere find a finer stock of builders' hardware to select from. Corbin's Improved Machine Locks are among the important specialties handled, while there are scores of other articles directly salable to the best class of hardware and house-furnishing trade. The business is broadly distributed throughout all the New England States, and is rapidly increasing in volume and importance under the stimulating effects of distinguished enterprise, business capacity of the highest order, and unremitting energy and industry. That these are the characteristics of the management is a fact generally recognized by the trade. Mr. Colby is a Massachusetts man by birth and training, and belongs to that class of energetic, wide-awake young business men in whose hands the continued development of this metropolis rests.



**T**HE STATE STREET SAFE DEPOSIT AND TRUST CO., Exchange Building, No 53 State Street.—The safe deposit and trust companies not only receive money on deposit like banks, but also securities and other articles of value, and likewise rent safes in vaults, which are absolutely fire-proof. Being corporations, they never die. The latest accession, and a most important acquisition to this array of companies in Boston, is the State Street Safe Deposit and Trust Company, who occupy spacious and elegantly-appointed quarters at the above address. This company was duly chartered in 1891, with a capital of \$300,000, and a reserve liability of \$300,000, and is offered as follows, viz: President, Moses Williams; vice-presidents, Frederic J. Stimson, William L. Chase, Francis B. Sears; directors, Edward Atkinson, President Boston Manufacturers' Mutual Fire Insurance Company; William L. Chase, Messrs. H. & L. Chase, Merchants; Eliot C. Clarke, Treasurer Boot Cotton Mills; Gustav E. Kissel, Messrs. Kessler & Co., Bankers, New York; Thomas O. Richardson, Messrs. Richardson & Dennie, Merchants; Royal E. Robbins, Treasurer American Waltham Watch Company; Joseph B. Russell, Treasurer Boston Wharf Company; Charles E. Sampson, Messrs. O. H. Sampson & Co., Commission Merchants; Francis B. Sears, Vice-president Third National Bank; Frederic J. Stimson, Messrs. Lowell, Stimson & Lowell, Lawyers; Arthur Wainwright; Messrs. H. C. Wainwright & Co., Stock Brokers; Moses Williams, President Third National Bank; actuary and treasurer, Charles Lowell. This company undertakes the safe keeping of funds, takes entire charge of securities, collects and remits dividends, and gives special attention to foreign accounts. It is authorized by law to serve as trustee under will and as legal depository of trust funds and of money paid into court, while it acts as registrar or transfer agent of stocks and bonds, and as trustee for railroad and other corporations. Trust funds are invested, and titles thereto kept separate from the assets of the company; investments of money are made, and special facilities furnished for buying and selling stocks and bonds in Boston and New York. Deposits are also received subject to check and interest allowed, and exchange is bought and sold on London, Paris, Berlin, and other leading cities of the continent, cable transfers are made, commercial credits are issued, and drafts are drawn on the following bankers: Messrs. Kessler & Co., New York, and Manchester, England; Glyn, Mills, Currie & Co., London; Brooks & Co., London; Societe Generale de Credit Industriel, Paris; Dellbruck, Leo & Co., Berlin; L. Behrens & Soehne, Hamburg. Safes of all desirable sizes are rented at reasonable rates, and the vaults are extensive, and are absolutely impregnable to burglars and indestructible by fire. For the accommodation of ladies who may become safe renters, special provision is made, and separate apartments are fitted up for their accommodation, while for the accommodation of box holders in the Third National Bank Safety Deposit Vaults, provision is made for the deposit of coupons, dividend orders, etc., with this company, without the necessity for passing into or through the public corridor, a matter which at once serves to note the complete arrangements made for patrons' comfort. Wills are kept without charge, receipted for, registered and delivered in strict accordance with instructions, and the interests of heirs when committed to this company's care are completely protected. The cash department is a thoroughly organized banking institution, affording every facility to depositors and patrons. Special deposits can be made, and certificates issued at rates of interest to be agreed upon. A thorough system of organization pervades every department, and the prompt and efficient manner in which this extensive business is transacted is in the highest degree creditable to the management. The president, Mr. Williams, is one of Boston's best-known citizens, long and honorably identified with the commercial growth and financial prosperity of the city. The actuary and treasurer, Mr. Lowell, has had an experience of seventeen years in the banking business, being formerly engaged therein at Bombay, India, and is a native Bostonian of wide acquaintance and high repute in social and business circles; while the board of directors presents an array of talent and solidity that commands the unbounded respect and confidence of the entire community.



**THE NATIONAL WEBSTER BANK**, Congress, corner Milk Street.—One of the soundest and most thoroughly representative of Boston's financial institutions in every respect is the National Webster Bank. This bank was incorporated in 1853, as the Webster Bank, and was reorganized under the national banking laws in 1865. It has a capital of \$1,500,000, and is offered as follows, viz.: President, John P. Lyman; vice-president, John C. Palfrey; cashier, Charles L. Riddle; directors: John P. Lyman, John C. Palfrey, H. H. Hurnewell, Wm. S. Houghton, of Houghton, Coolidge & Co., S. W. Marston, of Mlnot, Hooper & Co., Jos. S. Kendall, of Faulkner, Page & Co., Jos. A. Laforme, of Laforme & Frothingham, Henry Whitman, of Weston, Whitman & Co., Samuel Johnson, of C. F. Hovey & Co., Thomas Motley Jr., of Catlin & Co. and Francis A. Peters. These gentlemen are prominent and influential in business and finance, and are noted for their banks and other savings institutions. Its lines of deposits are those of corporations and active merchants, while it discounts much of the most desirable commercial paper in Boston and its suburbs, its loans and discounts averaging upwards of \$2,600,000; its investments have always been made with care and judgment, and its ventures of capital are at all times well secured. The report made September 25, 1891, shows the affairs of the National Webster to be in a thoroughly substantial and flourishing condition. Its surplus and profits then amounted to \$337,596.73; individual deposits, \$1,176,626.24; cash assets, \$603,126.38; total resources, \$3,059,217.17. Its principal correspondents are the Importers and Traders National, the American Exchange National and the National Broadway Banks, of New York; and the Girard National Bank, of Philadelphia. Interest, as may be agreed upon, is allowed on deposits, and collections on all available points are made on the lowest terms. President Lyman succeeded Mr. Francis A. Peters in his present position in 1890. Vice-president Palfrey was called to his office post in 1884. Cashier Riddle came into the bank in 1853, rising step by step by the force of merit until he attained his responsible office in 1878.



**AMERICAN DECORATIVE COMPANY**, No. 116 Pearl Street.—The American Decorative Company, whose headquarters are at No. 116 Pearl Street, was incorporated in 1887, under the laws of the State of Maine, with a capital of \$100,000, and is governed by the following board of directors, viz.: Edward S. Sears, president; Eliab Parker, treasurer; H. E. Sears, B. W. Cutler and F. K. Parker. The growth of this company has been in keeping with increased demand throughout the United States for the finest decorative effects, and that discriminating selection of the most perfect types of material and patterns that human skill and taste have been able to devise. The combination is most happily presented in the productions of this eminent house, whose leading specialty, "Lignomur," fully meets the popular want and amply satisfies the most cultivated taste. It is a sanitary wall and ceiling decoration, wholly composed of wood fiber, embossed in hollow relief, and when applied to the wall, forms a clean, durable and artistic covering, as lasting as the wall itself, and as handsome as though carved from solid timber. As "Lignomur" can be painted, stained, grained, varnished, shellacked or oil finished, precisely the same as if it were natural timber, and possesses the additional advantage that it can be treated in distemper, or even with kalsomine, there is no limit to the phases of decoration to which it can be applied. Some of the patterns properly treated in oil colors cannot be distinguished at a few feet distance from the veritable and costly Cordova leathers, while by a different treatment the effects of carved oak, mahogany, old ivory or porcelain, can be perfectly simulated. In natural wood treatments, it is being extensively used for the interior finish of railway cars by the Boston & Albany, and several other companies. "Lignomur" is made in white, for decoration upon the walls, and in several plain tints which require no decoration, but give the effect of moulded plaster; and the past season the company began the manufacture, by a new and original process invented by Mr. Sears, and patented in the United States and Europe, of a line of decorated "Lignomur" for which the distinctive title of "Cameoline Lignomur" has been adopted, and which gives in the fullest degree the elegant and tasteful effects sought by artistic decorators, at a very small cost. Its expense is less than that of any other artistic decoration, and it fully equals the best in beauty, while it surpasses all others in the essentials of strength, lightness, adhesiveness and non-inflammability. It is admirably adapted for the decoration of churches, theaters, public halls, hotels, restaurants and private residences. The company has on hand a large and elegant assortment of friezes, wall fillings, borders, panels, dadoes, etc., in relief, which is light but strong and substantial, and admits of the application of any desired style of ornamentation. For the autumn season of 1891, the company brought out a line of pressed papers, artistic in design and elegant in execution, which though less expensive and heavy than "Lignomur" and "Cameoline" are still very durable and strong, and which are sold at prices which will enable them to compete with the better classes of flat wall-papers. These goods are made in a variety of popular designs, and will meet the wants of a large class, who are able to appreciate artistic decorations, but find it necessary to economize in expenses. The American Decorative Company, through its London branch, the Embossed Wood Fiber Company, Limited, and various export houses, supplies its goods not only all over the United States, but in Europe, Australia, South Africa and the Spanish-American countries.



**BRYANT & STRATTON, COMMERCIAL SCHOOL**, H. E. Hibbard, Principal and Proprietor, No. 608 Washington Street.—The absolute necessity of a thorough commercial education for those who desire to succeed in the business world was never so imperative as it is to-day. The vital question to solve is as to the best school to attend. After a careful survey of the field we unhesitatingly pronounce the Bryant & Stratton Commercial School, of this city, as conducted under the proprietorship of Mr. H. E. Hibbard, to be one of the best in the United States, both as regards accommodations, scope and character of education imparted, and rapid progress made under a corps of practical and thorough instructors. This school was founded in 1860, by Messrs. Bryant and Stratton, and since 1868 has been under the direction of its present principal and proprietor. It has the finest school-rooms of the kind in America, centrally located at No. 608 Washington Street, and possessing all the modern improvements, beautifully lighted, perfectly ventilated, and carefully arranged and planned by the principal and competent architects. The management of the school rests entirely with the principal, who assumes the responsibility for its direction and discipline, and who is assisted by skilled educators in every department of instruction. Its regulations permit the attendance of pupils of both sexes, affords individual instruction to each one, and guarantees the progress of every pupil independent of all others. The course of study is a perfect one, the most comprehensive of any, and includes single and double entry book-keeping, expert commercial calculations, commercial arithmetic, commercial law, commercial correspondence, business handwriting, English grammar and composition, spelling, lectures on the science of business, and practice instruction in the general office work of transportation, auctioneering, commission, agencies, brokerage and banking. Each commercial student passes through the business exchange department—a reflex of the great mercantile world, where he actually buys and sells, opens accounts, makes notes, draws drafts, makes out invoices and statements of account, and keeps a general set of books. Through such training and discipline the student becomes actually conversant with the methods and forms of the business world, and being so well drilled in every branch of study when they pass the final examinations and receive their diploma they are ready to enter upon commercial life. The phonography and typewriting departments are among the necessary adjuncts to this school, and hundreds of young ladies and gentlemen have become proficient here, and are now earning good salaries as stenographers, secretaries and amanuenses. This institution has now a patronage much larger than any other private school in New England. Mr. Hibbard is still in the active prime of life, unflagging in his efforts to promote the interests of the school and the well-being of his scholars; an enthusiast upon the subject of a business education, a member of the Business Educators' Association of America, and of high repute and standing in the educational and social world.



**BARTA & COMPANY, Printers, No. 148 High Street.**—In the list of Boston houses representative of the high perfection to which the art of printing has attained, the establishment of L. Barta & Company bears a very reputable name among its contemporaries and the public, in consequence of the excellence of its productions and the liberal manner in which its business affairs are conducted. The inception of this concern dates back upwards of thirty years ago the projectors being Prentiss & Deland, W. L. Deland afterwards becoming sole proprietor, and, some years later the firm became W. L. Deland & Son. In 1850 the firm of Deland & Barta was organized, the copartnership existing up to 1887, when it was dissolved, Mr. Barta since continuing under the firm style of L. Barta & Co. The headquarters of the "Barta Press" are at No. 148 High Street, the premises used being three floors, each 50 x 90 feet in dimensions, the first being used as office and stockroom, the second as pressroom, the



third as composing and job printing room. The place is equipped with steam power, ten cylinder and five job printing presses, and all the necessary type, appliances and machinery of the very latest and most improved styles required in the execution of first-class work, and employment is furnished to a force of seventy skilled printers, pressmen and assistants. The range of work includes book, newspaper, pamphlet and commercial job printing of every description, and every facility is possessed for the execution of satisfactory work at shortest notice, while the scale of prices is of the most reasonable character. An important contract filled by the house this year was the printing of General B. F. Butler's work, entitled: "Butler's Book." Mr. Barta is a practical printer of sound experience, is a prominent member of the Master Printers' Club of Boston, and he can always be implicitly relied on to satisfactorily execute all work pertaining to his profession.



**C. PAZOLT & SON, Manufacturing Furriers, No. 92 Chauncy Street.**—Probably the oldest established house of manufacturing furriers in Boston is the responsible firm of Messrs. T. C. Pazolt & Son, which was founded in 1840, by the present senior proprietor, Mr. T. C. Pazolt, who, seven years ago, admitted his son, Mr. L. C. Pazolt, into partnership; the firm name being then changed to its present style. This veteran undertaking enjoys a reputation for the uniformly excellent and reliable quality of its furs, and for the style and high finish of the garments of its manufacture, the trade now reaching to all parts of the city, and to all the chief commercial centers throughout the New England States. The manufacture of seal and fur garments of all kinds constitutes the basis of the firm's operations, added to which are the storing and careful preservation of valuable furs, dyeing and cleaning in all their branches. The premises consist of four spacious floors, which are well appointed throughout; a staff of twelve competent assistants being regularly engaged. The worthy senior partner, Mr. T. C. Pazolt, is a native of Vienna, Austria, and is, himself, a practical furrier of a ripe experience; his residence being in Boston; while his son, Mr. L. C. Pazolt, was born in this city.



**A. SWIFT & SON**, Wholesale Manufacturers and Paper Dealers, No. 33 Exchange Street.—The eminently prosperous manufacturing house owned and controlled by Messrs. M. A. Swift & Son, of No. 33 Exchange Street, was founded some twenty years ago, the present location being the original address. Messrs. Swift & Son are large manufacturers of toilet papers, and wholesale dealers in paper; and the reputation of the house for high class quality is the envy and admiration of the trade. The connection extends throughout the New England as well as Middle and Southern States, and as far west as Nebraska and south as Texas. The specialty of the concern is toilet paper, which is manufactured by this house from machines made from their own special designs. The founder of the business was Mr. M. A. Swift, who, for some time subsequent to his original effort, prosecuted his endeavors upon the highway of trading alone, eventually forming an alliance with his son, Mr. Varnum Swift, which resulted in the partnership name under which the business is conducted to-day. During the course of the present year the originator of the house retired from the business, leaving his son, M. Varnum Swift in sole control. The store premises occupied by Messrs. Swift & Son comprise a floor and basement well located, equipped and managed, besides spacious storage lofts at Old Fort Hill Square, and an able staff of employees is maintained. Mr. M. Varnum Swift is a native of Boston and although a young man, handles the business of this house with remarkable shrewdness and push. He is a prominent member of the Boston Paper Trade Association and other social orders.



**F. CLARK & CO.**, Boston Yacht Agency, No. 43 Milk Street.—This firm are deservedly prominent and popular as yacht designers, naval architects, brokers and commission merchants, and have built up a reputation and a trade world-wide in extent and eminently creditable in character. The business was originally established in 1879, by Mr. George F. Clark, and in 1886, the present firm was organized by the admission of Mr. Jefferson Borden to partnership. They have at all times a fine line of steam and sailing yachts for sale and charter, while their facilities for designing, modeling and supervising the building of yachts of all classes, both sail and steam, are unsurpassed. The firm are the designers of the following yachts, viz.: M. F. Swift, Almeraid, Marguerita, Sharon, Composite, Kuma, Eureka, Jester, Siren, Caribou, Mina, Fulmar, Lance, Rene, and others; while in addition to their own large list of yachts, they are also able to place before yachtmen a choice absolutely unexcelled. Boat owners will find no other medium equal to this agency for placing their yachts before customers. Keel schooners, center-board schooners, keel sloops, center-board sloops, cat boats, etc., are to be found here for sale and charter; also, ships' bells, clocks for yachts, marine clocks of all kinds, barometers, engine-room clocks, and clocks of specially appropriate designs for prizes. This firm are also sole New England agents for Wilks' Ventilators; "The Rudder," a monthly journal of aquatic sport; the Alaska Down Life Saving Cushions; and supply the Humane Society with life saving apparatus. Mr. Clark is a native of Brooklyn, N. Y., and an experienced sailor; a licensed pilot and master, a member of the South Boston Yacht Club, and honored and esteemed by his fellowmen in all the various relations of life. Mr. Borden is a scientific and successful marine architect of thirty-two years' experience, and also a practical yachtsman, who has a foundation understanding of all the requirements in a yacht, whether for speed or cruising.



**CARSON TRENCH MACHINE CO.**, No. 16 Dorrance Street, Charlestown District.—Since 1879 there has been in use in American cities a device for excavating and filling trenches for waterworks and sewers which makes possible the carrying on of such works without interrupting or hindering the traffic on public streets. In this respect the invention has been a thorough success; but it has besides this merit so many other good qualities that it has met with the undivided approval of prominent engineers and practical men who are experienced on this class of public work; and it has been permanently used in all cities where this work is carried on to any extent. It is well-known that the blocking of streets so frequently occasioned by drainage enterprises causes great annoyance and many justifiable complaints. These have ceased in a great measure wherever Mr. Carson's invention for lifting and transporting material has been adopted. Before detailing the advantages of this method as compared with any other, a description of its working follows: An essential feature consists in the fact that the handling of the excavated material is accomplished exclusively by the means of tubs. Four or any other desired number of these tubs are filled by men in the trench, raised up simultaneously, moved horizontally as far as required, and finally emptied by tilting them at the proper place over the completed work, the surplus material being dumped into carts for removal. As soon as the tubs are emptied they are moved back to their original starting-place, let down into the trench and at once relined by other tubs which were being filled while the former ones were on their way. Each tub when raised to the proper place is automatically held suspended from a carrier or traveler running on a hanging way or track. The latter is fastened to the upper cross-pieces of a series of trestles. These are constructed so that the space needed for the movement of the tubs is brought high enough to allow the operations connected with building the work to be carried on unhindered below, and to admit of pedestrians, teams, and even horse cars passing through when desirable. Four or six of these carriers are usually united in a group and generally two such groups are in motion simultaneously. The groups are connected with each other fore and aft by a draft rope arranged so that they move in opposite directions. Each group has a forward draft rope from which branch off the ropes for lifting the tubs. These tub ropes run over pulley wheels in the carriers, the latter being arranged at a regular distance, usually eight feet, from each other. Each group has its separate track to run on. Two of these upper tracks or ways are sufficient in most cases, any desired capacity being obtained by increasing the number of tubs and carriers in a group. Only for very broad trenches are more than two of these suspended tracks provided, and on the other hand a single one is considered sufficient for trenches below five feet in clear width. The same power that raises the filled tubs also moves them horizontally without necessitating any rehandling or shifting of the tubs. On the contrary they remain securely attached to the same rope from the moment they leave the trench until they return thither, a circumstance which adds materially to the safety of the laborers working below. As a source of power, a steam engine of the common double drum friction hoisting type is used as a rule, though other suitable means of power to raise them can be substituted and the tubs have been run back by gravity. The construction of the supporting framework is varied to suit the circumstances accompanying the work, and it all, including the part carrying the engine, is supported on wheels which run on ordinary "tee" rails. This makes it easy to move the whole machine quickly by its own power over a new section when the adjoining one has been sufficiently excavated. The advantages which Mr. Carson's device has shown itself to possess in practice may be summed up as follows: 1. The advantage to public traffic resulting from its not obstructing streets for teams and pedestrians. 2. The benefits arising from an easy, safe and economical method of carrying on the work, the processes of excavating and back-filling; and loading teams with the surplus being confined within limits but little broader than the trench itself. The cost of handling the material is less than by any other method, on work of any amount from the surface down to any depth to which such work is carried. This expense increases very little if any with the depth of cutting. The work of each laborer is regulated so that all must do their proper share of the work, method and compactness being given to all operations. Condensed from the report of the Engineer Attaché of the Imperial German Legation to the United States. The patents covering the above invention are owned by the Carson Trench Machine Company, who have recently acquired a piece of land bordering on the Eastern and Western divisions of the Boston and Maine, and Grand Junction branch of the Boston and Albany railroads. A railroad switch enters the yard, and the company has greater facilities than ever before for furnishing suitable machines for any work to which they are adapted. Their machines are rented in any of the United States to responsible parties, including engines when desired. The company is managed by Joseph N. Drew, C. E., and their office is situated at No. 16 Dorrance Street, Charlestown.

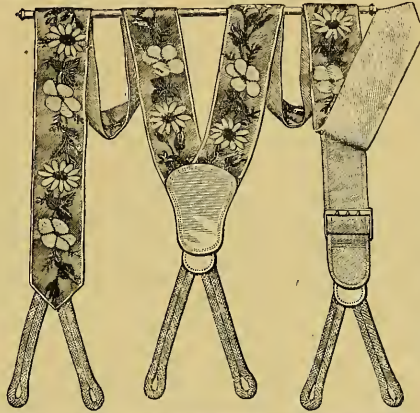




**CHAPMAN & SODEN, Manufacturers of Roofing and Paving Materials, Nos. 112 and 116 Water Street.**—The leading headquarters in Boston for roofing and paving materials is the establishment of Chapman & Soden, located at Nos. 112 and 116 Water Street. This firm enjoys a reputation and a trade national in extent, and eminently creditable in character as manufacturers of roofing and paving materials, water-proof sheathing and carpet-lining felt; and as dealers in every description of naval stores, ship chandlery, oils, japan and varnish. The business was established in 1856, by Messrs. Chapman & Soden. In 1863 Mr. Chapman died, since which date Mr. A. H. Soden has continued the business as sole proprietor under the original firm name. The factory, yards and warehouse are located at Chelsea, where the best possible facilities are possessed for rapid and perfect production, while the salesrooms in this city are spacious in size and give ample accommodations for supplying the most extensive demand. The leading specialties for which this house is noted are "Beaver Brand" roofing felt; "Star" rosin-sized sheathing, otherwise known as the "Contractors Favorite"; asbestos sheathing for lining buildings, refrigerators, between wood floors, covering steam pipes, hot-air flues, etc.; "Tomb Brand" noiseless, deadening felt; also, coal tarred and pine-tarred sheathing paper, roofing pitch and composition, bright and black varnish, tar and pine de-odoring, and two and three-ply roofing felt. One pound of their "Star" sheathing will cover twenty square feet of surface, and it is guaranteed to contain 800 square feet in each roll, as it is yard-marked all through. Orders by telephone No. 3012, by telegraph or mail, receive immediate and careful attention, and the trade, which is exclusively wholesale, extends throughout the United States and Provinces. Mr. Soden is a Massachusetts man by birth and training, a well-known member of the Boston Chamber of Commerce, and an expert and successful manufacturer, who well deserves his great popularity and prosperity.



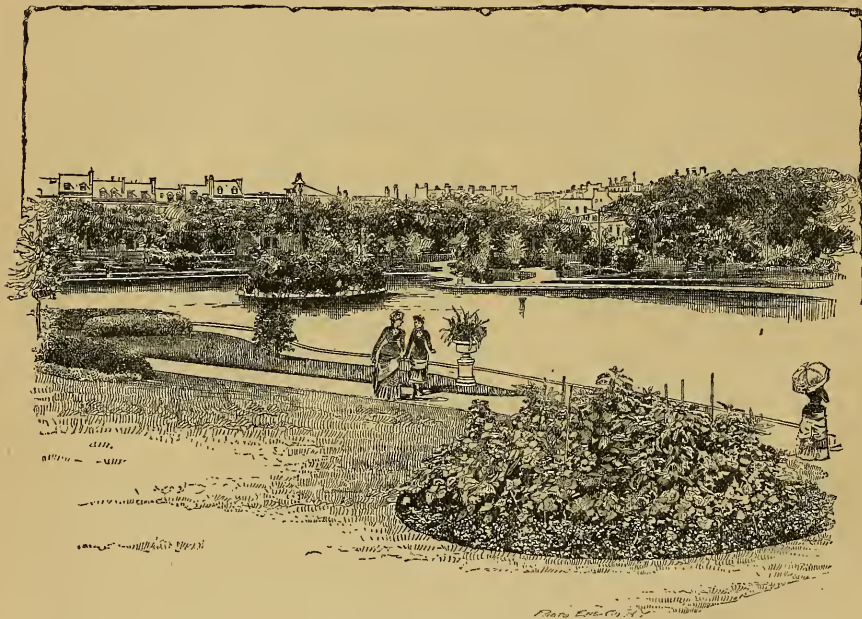
**JOS. WM. SMITH & CO., Manufacturers of Suspenders, Shoulder-Braces, Etc., No. 109 Kingston Street.**—The universal use of those indispensable articles of male attire, suspenders, and the steady demand for them, constitutes their manufacture a most important one of this industry in Smith & Co., 109 Kingston St. 1878 by the present active proprietor 175 Devonshire Street, where he removed to the present address on greater accommodations. The entire sixth floor, which has a feet. The place is equipped with the industry, steam furnishes the found for twenty-five skilled operators, practical, expert knowledge, and as he personally supervises the best results are assured. Besides suspenders with braid ends, and fine white cantileers are: Smith's clinch-back Smith's Harvard Brace, whole strap braces, O. K. shoulder braces, garters, hook-pin drawer support-holders. All these goods are made are unsurpassed for style, durability. Mr. Smith sells them to the States, and his splendid facilities upon the most favorable terms. tion and holiday suspenders of mounting the same to order, while mountings are sold alone to parties who want to line and mount them. Prices are furnished on application.



**TAYLOR & RATHVON, Dividend Paying Mining Investments, Denver, Col., Nos. 58 and 59 Ames Building.**—There are at all times people seeking to invest capital in such a manner as to insure to them the utmost element of safety combined with a reasonable rate of income. The field for daring, hazardous venture always exhibits a restless crowd, making haste to be rich, while the field of legitimate investment is a less crowded one, but beyond any question, one in which more satisfying results are seasonably secured. Among those firms in Boston who make the wants of the conservative investor their constant study is that of Messrs. Taylor & Rathvon, dealers in dividend-paying mining investments, who have been established in the business at Denver, Col., since 1880, and who opened an office in this city in 1890, occupying Rooms No. 58 and 59 Ames Building. This firm are now offering to investors in this city and vicinity a line of securities that are absolutely safe, permanent in value and which pay large dividends. They handle only the stocks of such mines as they themselves control and work, and are, therefore, in a position to offer reliable advice to investors. The wisdom of their judgment has been repeatedly proven. The first time was when they advised their clients to buy the stock of the May-Mazeppa. It was then selling at forty cents per share and paying no dividends. It is selling to-day at one dollar and a quarter per share, and paying dividends of one dollar and a quarter per month on each one hundred shares. Those who followed the advice of this firm have made three hundred per cent. on their investment and have had twelve dividends besides. The second time was when they predicted the advance in Little Rule stock. It then sold for fifty cents. It has since several times sold as high as one dollar and fifteen cents and has paid two cents per share monthly dividends. The third time was when they recommended their friends to put their money into City County stock at forty cents. It paid no dividends then, but now it pays two dollars each month on every hundred shares of its stock, and is in great demand at one dollar and twenty cents. The fourth time was not long ago when they told all correspondents to buy Bates-Hunter stock at forty cents, for dividends were likely to come soon. They did come, and are still coming, and the stock is bringing seventy cents per share. This firm now say investors will make no mistake in buying Gold Rock. It has a much better outlook than any of the above named stocks had at the time they advised clients to purchase. It represents a mine rich in present as well as prospective value. All stocks handled by the firm are listed on the Denver Mining Exchange, and the firm refers by permission to American National Bank, City National Bank and Commercial National Bank, Denver; and the Shawmut National Bank, Boston. They are one of the largest houses dealing in stocks at Denver, and their reputation for reliability and integrity is firmly established in the financial world. The members of the firm are Messrs. C. E. Taylor, W. R. Rathvon and G. H. Batchelder, all well-known citizens of Denver; while their interests are ably represented in Boston by Mr. Charles R. Howard as manager, and a member of the firm is in this city most of the time. If safety and not hazard, prudence and not recklessness, fair income and not greedy gain, legitimate properties and not wild-cat schemes are desired by the investor, let them consult this reliable and successful firm.

**E**

W. WALKER & CO., Serial Book Publishers, Principal Office, Nos. 101-105 Chauncy Street.—A review of Boston's noteworthy publishing houses would hardly be complete without passing mention of that of E. W. Walker & Co., whose principal offices are at the above address. The firm has branches in New York, Philadelphia, Chicago, Washington, Cleveland, Pittsburg, Providence, New Haven and Worcester. They are publishers of works of art, books of travel, voyages and adventure; also biographical sketches of men of note in the literary, scientific and political world, and their publications, which are sold in serial form through agents, command extensive sale throughout the entire country. The enterprise had inception about six years ago, when the business was established here in Boston by Mr. Walker, under the present firm name. The publication offices on Chauncy Street occupy two floors, each having an area of 3,500 square feet, with ample and excellent facilities, and ten or more of a staff are here employed, while upward of twenty-five agents represent the house throughout the New England States (with the exception of Rhode Island, which is the territory of the Providence branch.) Mr. Walker, who is a gentleman in the prime of life, born in this city, is a man of energy and excellent business qualifications, well-known and deservedly esteemed in the trade, in which he has had over sixteen years' experience, and was formerly Boston manager for Selmar Hess, of New York, for six years. The firm are publishers of American Art, at twenty-five cents a part; American Artists, at one dollar a part; works of travel, voyages and other publications, at twenty-five cents a part. Their latest and best, and the one to which they desire to call special attention, is the work entitled "Biographical Sketches of Prominent Americans," with one hundred and twenty fine photogravure portraits, taken from oil paintings. This exceedingly interest-



PUBLIC GARDEN, SHOWING THE LAKE.

ing and instructive book (by Frederick C. Harrison) is a work of exceptional merit, being, in fact, a publication of national importance, and all the indications are that its success will fully justify the lavish outlay expended upon its production. The aim of the publishers has been to meet and satisfy the demand of the American people for a popular biography, of a concise and comprehensive character, of American citizens—American born—who have achieved distinction in the realm of literature, and at the bar of public opinion. This work contains in a rare degree the essential features sought to be attained in such a publication. Everything is remarkable for thoroughness of inquiry and exactness of statement, for intelligence of style and brevity of assertion, polished rhetoric and diction. It is, in short, an inspiration of the mind to the student, and a feast of biographical knowledge unequalled in the world's literature. The illustrations are of the very finest, taken, one and all, from the original oil paintings, and presenting an exact likeness. The biographies begin as far back as 1703, and continue down to the present day. This splendid work, upon which the publishers have spent a great amount of money, and which is now commanding an enormous sale, will be completed in twenty sections, at ONE DOLLAR EACH. Each section will contain twenty-four pages of letter-press and six photogravure portraits. The letter-press is printed on fine laid paper, manufactured expressly for this publication, and the portraits are printed on superbly tinted fine plate paper, which is also manufactured to order for the work. All information relative to this or any of their other publications, addressed to the house, will receive prompt response, correspondence being invited.



**FLEMING & CO.**, Bankers and Brokers, No. 175 Washington Street.—Among the ablest and shrewdest business men in Boston—as in every other large city—are the bankers and brokers; and prominent in their ranks, is the firm of Messrs. Fleming & Co., No. 175 Washington Street. The business of this house was established in May, 1834, and has been uninterruptedly prosperous. They buy and sell, and carry on margin, all the legitimate stocks and bonds that are listed on the Exchange, and also conduct a general banking business. The house has five wire connections with other Boston bankers and brokers, and two wires and two tickers in their own office. They carry on a very lively business, requiring the services of a number of clerks. They have correspondents in New York, and other important financial centers, and are always in receipt of the latest and most authentic information in regard to monetary matters. Mr. C. W. Fleming is at present the sole proprietor of the business. He is a young man, a Bostonian, and was raised in this business, having had eleven years' experience in the banking and brokerage business, in Boston, and is a member of the Citizen's Trade Association, of Cambridge.



**SPRINGER BROTHERS**, Cloak House, No. 500 Washington St., Corner Bedford Street.—The most progressive and popular cloak emporium in Boston is that conducted by Messrs. Springer Brothers, at No. 500 Washington Street, corner of Bedford. This firm are extensive manufacturers, wholesale and retail dealers in this line, and the leaders therein in New England. The business was founded in 1835 by Messrs. E. M. and M. P. Springer, as Springer Brothers, whose enterprising and reliable methods quickly placed them in the foremost ranks of the trade. The great fire of '72 came in the midst of their success, and destroyed the results of their seven years' labor—all save pluck and brains; but they quickly re-established their business

in the first building erected again smiled upon their efforts, of their premises and facilities demands of their large and settled down in their present occupying a group of three buildings, elegant in all their details, and perfect in conveniences, and combining every and sale of cloak and cloaking employment is given to a large hands. As manufacturers this finest line of ladies' and misses' of any house in New England and country-wide. It is not boring cities and towns, but is sent throughout the entire Uni-Brothers' cloaks are once themselves a permanent de of their great salability and a close and constant study of fashioning their garments from using the newest and most nothing is too fine or fashion-importations this season are for style, variety and cheap-est productions of the great fashion leaders of London, the newest goods from abroad soon as they are ready for the here an opportunity of making second to none on Broadway, never fail to prove satisfactory fashion in Boston and vicinity splendid display made in the one of the busiest stores on Here are shown a great variety of, ulsters, peasant coats, wraps, Modjeskas, walking jackets, jerseys, and jersey waists, and cloaking materials of every description. The Messrs. Springer are well-known Bostonians, and merchants and manufacturers, whose repute and standing place them far beyond the requirements of any praise which these pages can bestow.



after the fire, and fortune so that repeated enlargements became necessary to meet the growing trade. They finally magnificent quarters in 1890, four-story stone and brick arrangements and appointment facility for the manufacture materials, and where steady force of skilled and expert firm are known to produce the cloaks, and the largest number. Their trade is local, suburban confined to Boston and neighborhood, influential, and permanent. Wherever Springer introduced, they create for demand among dealers by reason solid merits. This firm make the current taste and demand, the latest Parisian modes, and popular fabrics. As importers, able for them to buy, and their far above the average, both dress. They include the choicest manufacturers, designers and Paris, Vienna and Berlin, and find representation here as trade. Ladies, therefore, have their selections from a stock and quoted at figures which are sure to be delighted at the retail department, and this is this crowded thoroughfare. ety of cloaks, new markets,



**WORTHEN HOSIERY COMPANY**, Importers and Jobbers of Men's, Ladies' and Children's Hosiery, No. 78 Bedford Street.—The Worthen Hosiery Company was organized under the laws of Maine, the first of June, 1891, with a capital stock of \$30,000, and at once took up its headquarters at No. 78 Bedford Street. This responsible company, of which Mr. W. J. Shilliday is the president, is under the able executive management of Mr. Julius E. Worthen, who is also treasurer of the concern. This gentleman having formerly dealt in hosiery, is fully competent to conduct the business under the most favorable auspices. Being jobbers in gentlemen's, ladies' and children's silk, cotton, and woolen hose, they carry in stock, at all times, a full and complete line of these goods in all sizes, styles and designs, which represent the best class of productions the market affords, and those interested in the trade will do well to examine the stock and price list here, before purchasing elsewhere. Four assistants are permanently employed by this company, and prompt shipments are made on all orders, to any part of New England, throughout which section of the country the trade of this house widely extends. They also sell to retailers, and no pains or expense are spared to furnish first-class and reliable goods, at the lowest possible expense, which they can confidently guarantee in every instance. Under the able, conservative guidance of Mr. J. E. Worthen, the efficient manager, this company has done a remunerative business, and gives full assurance of unbounded success and prosperity in the future. He is a native of New Hampshire, and previous to assuming control here, was identified with the dry goods commission business. This firm are also agents for the celebrated Wilbur, Miller & Wilbur Red Seal collars, cuffs and shirts. This brand is acknowledged everywhere as A 1 linen goods, and enjoys a sale extending to all parts of the country.



**SECURITY SAFE DEPOSIT COMPANY.** Equitable Building.—That bank vaults or private safes do not afford that entire 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, is well proven by the fact that fifteen millions of dollars have been stolen from banks and private vaults during the last twenty years. 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. The Security Safe Deposit Company, at the Equitable Building, corner of Milk and Federal Streets, has unequalled facilities for the comfortable and expeditious transaction of business, while the more important consideration of safety has not been overlooked. Indeed, it is believed that there is no institution in the country where there is greater strength of construction or where such a combination of safeguards exists to insure absolute security. The building is one of the most substantial fire-proof structures in the country, while the vaults of this company are among the most interesting sights in Boston, not only on account of their complicated and ingenious contrivances for the protection of wealth, but also because of their many new improvements and novel features. In the two great security vaults of the company there are now six thousand safes; while there are ten storage vaults and some fifty coupon rooms for the examination of securities. A splendid reading room in the heart of the business portion of Boston, fully supplied with periodicals, newspapers and writing materials, is provided for safeholders without extra charge. Other Safe Deposit Companies provide safes and storage only, while the reading room in the "Security" serves as a business exchange, and a beautiful directors' room is provided for meetings of boards of directors, committees, etc. A cabinet of drawers in the reading room, which are rented to safeholders for keeping letters, check books, etc., supplies all the requirements of desk room. They are used largely by business men from the neighboring cities and towns who require some place in Boston where they can make business appointments and attend to their correspondents. Nothing has been omitted to make this one of the most perfect institutions of the kind in the world. The company receives for safe keeping, at very moderate rates, packages of silver-plate, jewelry, books, valuable papers, wills, heirlooms, manuscripts, rare china, bric-a-brac, pictures and other articles of value, depositing them in massive storage vaults constructed expressly for this department of the business. It is the policy of this company to keep pace with the times by adding every improvement which experience may suggest, to increase the security of their vaults and the efficiency of their service. The officers and directors of the company are as follows: President, Edward R. Andrews; vice-president, W. A. Tower; treasurer, Nathan Warren; superintendent of vaults, F. G. Storey; directors, Frederick L. Ames, F. Gordon Dexter, William A. Tower, John Q. Adams, Eustace C. Fitz, Samuel Borrowe, Edward R. Andrews. The business of the Security Safe Deposit Company is justly a source of pride to every public-spirited citizen, while the officers, educated to their calling, are greatly esteemed in this community for their ability and integrity, and are thoroughly qualified to successfully discharge their duties, with a due regard to the interests of every patron.



**SIoux INVESTMENT CO.,** of Sioux City, Iowa; Lowe & Gray, General Eastern Agents, No. 26 Ames Building.—The most important question for those to decide who have funds to invest is safety. Assured of their investment, rate of interest divides their attention with permanency. It has long been admitted that mortgages upon real estate, considered from the standpoint of agriculture alone, were preferable to any other investment of even rate and time to run. A careful investigation discloses the fact that the farm lands of the United States have a uniform value that has varied so little for a long period of time as to justify the conclusion that that value is intrinsic. For upwards of half a century efforts have been made to systematize this branch of finance, and past experience now furnishes all the data necessary to establish a system as perfect in detail and sound in principle as that underlying life insurance. The Sioux Investment Company, of Sioux City, Iowa, with a capital of \$300,000 to protect its obligations, in addition to security three times their value, has verified its conclusions to such an extent as to assure the public that since its founders began business no holder of its mortgages has ever waited a single day for his interest, held one of its securities beyond maturity, or been compelled to purchase a foot of land. This company has made it an inflexible rule to personally examine every security upon which it has ever loaned any of its funds, paying no attention to values acquired through temporary or local causes. It is now engaged in the purchase and sale of mortgages on real estate and city property in Sioux City, Iowa, and in the loaning of money on improved farms in adjoining counties. Their Eastern office was opened in this city in 1888, and is under the experienced management of Messrs. Lowe & Gray, as General Eastern Agents, with headquarters at No. 26 Ames Building. The earnest invitation of the managers of this company to all investors to carefully investigate their securities, principles and methods of doing business, betokens a conscious strength that is certain to secure a continuance of the liberal patronage already given them. The conservative management of the company, coupled with its great financial strength, has led to its recognition as one of the first investment mediums in the city. If absolute safety, convenience, regular income, permanency, and freedom from care and solicitude, count for anything in an investment, these mortgages more nearly meet the general want of the investing public than any other security now to be had. Of this a thorough investigation of them will convince the most sceptical or conservative investor, to whom patient courtesy is always shown by the agents, Messrs. W. W. Lowe and W. R. Gray. Mr. Lowe is one of the best known dealers in real estate and mortgages in the city. He is a native of Cliftondale, a resident of Saugus, and established himself here in the real estate business in 1870. He has been repeatedly honored by his party with the nomination as a representative to the legislature, and is a sound, conservative business man. Mr. Gray is a native Bostonian, residing in the house where he was born, and has had an experience of twenty-five years in handling mortgages and investment securities. He is justly regarded as an expert, and reliable authority thereon.



**WILLIAM C. FRENCH,** Manufacturer of Ash and Maple Bedsteads, Folding Cribs, Bent Cradles, Etc., Nos. 80, 82, 84 and 86 Fulton Street.—The leading manufacturer of bedsteads, folding cribs, rocking and swing cradles in this city is Mr. William C. French, whose fine establishment is located at Nos. 80, 82, 84 and 86 Fulton Street, corner of Richmond. This representative house has been in successful operation since 1863, and is one of the largest in its line of industry in the United States. The building occupied for manufacturing purposes contains five floors and a basement, 50 x 125 feet each, splendidly equipped with the latest improved machinery, operated by steam power, and employment is given to one hundred and fifty skilled workmen. Every article is made under the most careful supervision of a superior quality of lumber, and finished with elegance and good taste. The leading specialties here made are ash and maple bedsteads, folding cribs, platform rocking cribs, rocking and swing cradles, walnut and hick bedsteads, and in every style and pattern made, the variety of which is as wide as the possibilities of the industry will admit, the greatest taste and excellence obtains, the durability and utility of the work standing unrivalled in the market and distancing competition. The methods of manufacture are of the most enterprising and progressive character, and the principles involved in the construction are such as are approved by experience. The stock on hand is always full and complete, and the largest orders are promptly and carefully filled. The trade is large and active not only in the United States, but throughout Canada, Mexico, Central and South America, the West Indies and South Africa. With its great resources and unequalled facilities, this house is enabled to place its goods upon the market at terms and prices which cannot be duplicated by rival concerns. Mr. French is a native of Lowell, Mass., in the active prime of life; a member of the Boston Furniture Exchange, and an expert, practical and progressive manufacturer, who has won success in his chosen field of labor by honestly deserving it.

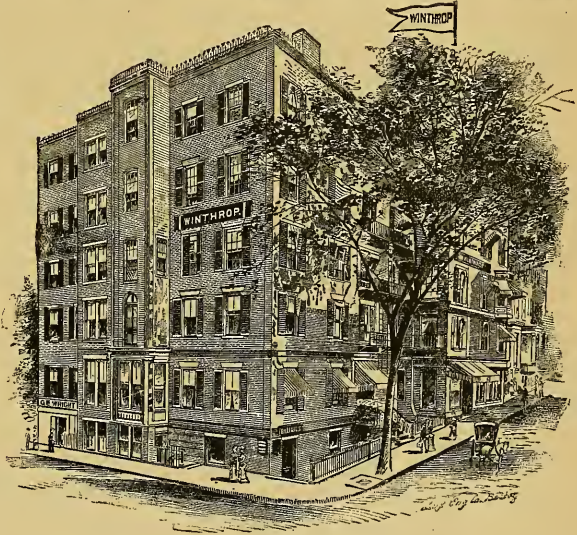


**STEWART & BINNEY**, Successors to Edward Burgess, Naval Architects and Yacht Brokers, No. 199 Washington Street.—The great interest that has been developed in the noble sport of yacht racing in the United States is of the most notable character. This sport is now represented by its own journals, and the designing of racers has become a most important vocation. The leading house in the country engaged in this line is that of Messrs. Stewart & Binney, whose office is at Sears Building, No. 199 Washington Street, this city. These gentlemen are successors to Mr. Edward Burgess, who was the best known and most successful yacht builder this country ever produced, and the members of the firm, Messrs. George A. Stewart and Arthur Binney, had the advantage of a four years' course of instruction under Mr. Burgess' tuition. Mr. Burgess established business in 1881, and continued until 1891, his death occurring July 12, of that year, and he was succeeded by Messrs. Stewart & Binney, who are natives of Boston, popularly known in the community. Mr. Burgess designed and built the famous cup defenders, the Volunteer, the Mayflower and Puritan, also the Titania, Papoose, Gossoon, Sachem, Merlin, Quickstep, etc., and in 1891 were built the Beatrix, Owene, Minocla, Sayonora and Ulderim, all forty-six footer; also the Constellation, the steam yacht Wild Duck, etc., etc. The premises occupied comprise an entire floor of five spacious rooms, well equipped with every convenience for the successful conduct of business. Messrs. Stewart & Binney are general naval architects and yacht brokers, and design vessels of all kinds; also trade in new and second-hand yachts. Their patronage comes from all parts of the United States, Japan, Australia, England and Germany, and all demands made upon their resources are met in the most satisfactory manner.



**HOTEL WINTHROP**, Bowdoin and Allston Streets.—The cosiest hotel in the city of Boston is the Hotel Winthrop, located at the corner of Bowdoin and Allston Streets. Its substantial appearance and pleasant surroundings impress the stranger favorably at the first glance, while its wide-open door reveals a cordial welcome and all the tasteful comforts of a home. It was opened to the public in 1880, by Mr. T. Keleher, the present owner and proprietor, this being the only instance of a like nature in the city. He is ably assisted in its direction by Mr. L. F. Cobb as manager. The house is five stories high, with a basement, and contains one hundred and twenty-five rooms. Its location is excellent. Situated on Beacon Hill, the most elevated

site in Boston, close to the new Court House, new State House and Boston Common, it is convenient alike as a stopping-place for tourists and commercial men, and as a residence for ladies and families. The air of quiet comfort, retirement and elegance that characterize its apartments has few equals elsewhere in the city. In its situation and its architecture the desiderata of light and ventilation have been wonderfully well secured. Its interior appointments are in keeping with the demands and refinements of the times, the sanitary arrangements are perfect, and every modern improvement is utilized for the safety, comfort and convenience of guests. The culinary department is unexcelled, and everything of the best is to be found in the menu. The management secures its table supplies from the most reputable sources, and knows exactly how to please the most varied and fastidious tastes, while prices are placed at a very moderate figure. The patronage is thoroughly high-class, and is rapidly increasing in numbers with each succeeding year, owing to the superior accommodations afforded and the substantial inducements held out to the traveling public. Mr. Keleher is a native of Maine, in the prime of life, a resident of Boston since 1868, and known and honored by a wide circle of friends and patrons as a talented host and a sound, experienced and responsible business man, whose hotel is a credit to the community.



**LINCOLN COLLINS**, Fancy Brass, Bronze, Iron and Wire Work, No. 129 Portland Street.—Though but a comparatively short time established, the gentleman whose name heads this sketch has built up a flourishing business. The secret of his prosperity is not far to seek, however. Turning out a distinctly superior class of fancy brass, bronze, iron and wire work, prompt and reliable in executing orders, and withal most reasonable in his prices, Mr. Collins has been enabled to achieve the success that has attended his well-directed efforts. He manufactures everything in the line above indicated, making a specialty of bank and office railing and also of iron cars for passenger and freight elevators, and his productions command extensive sale throughout the entire United States. The quarters occupied as office and shop at No. 129 Portland Street, comprise a 50 x 100 foot (third) floor, with ample and complete facilities, including steam power, improved machinery, etc., and some twenty five skilled hands are regularly employed here under the immediate supervision of the proprietor. Mr. J. Lincoln Collins is a native of this city, well and favorably known, and is a member of the F. and A. M. and the Independent Order of Red Men and other societies. He is an expert mechanic, a man of exceptional skill in his line, as well as of push and energy. The productions include brass rails, fire escapes, sand screens, elevator enclosures, wire netting and kindred articles, a specialty being made of the manufacture of iron cars for passenger and freight elevators, and a large stock is constantly kept on hand, all orders, wholesale or retail, receiving immediate attention. Mr. Collins is prepared to furnish estimates on anything in his line, and quotes the very lowest consistent figures, while he guarantees perfect satisfaction. Brass, bronze, iron and wire work generally are executed to order in the most expeditious and excellent manner, also electro-plated, nickel and fancy black-smith work, and jobbing receives prompt attention likewise.

**E**LIAS HOWE COMPANY, Violins, No. 88 Court Street.—The Cremona violins have passed into history as the most remarkable instruments of their kind in existence. Here in America, where there has arisen a cultured and wealthy circle of collectors, these famous old Italian violins are eagerly bought up, and the leading representative in this branch of the music trade is the Elias Howe Company, of this city, who are eminent in the musical world as owning the largest collection of fine violins in the world, and are extensive retail dealers in stringed instruments of all kinds, and publishers of sheet music and music books, while making a leading speciality of violins and violin music. This business was founded in 1840 by Mr. Elias Howe, on Cornhill, and in 1866, he removed to his present premises. In 1891 his two sons, Messrs. William H. and Edward F. Howe, succeeded to the business under the present name and style. This company are leading importers of French, German and Italian violins, and our virtuosi here find the violins, bows and fine Roman strings best adapted to insure the highest style of execution. Many dealers in musical instruments are unhappily possessed of but little practical knowledge of the instruments they deal in; their ignorance renders it dangerous for anyone but the skilled professional to select from their stock. The head of this house, on the contrary, was an expert authority upon the workmanship, dates and comparative merits of both old and new violins, and brought to bear upon the business an experience covering a period of over fifty years. He is known far and wide as the most successful collector of old violins, and our leading performers invariably look to him for their instruments. He has trained his sons in the business from their youth up, and the Elias Howe Company can be relied upon in every emergency requiring musical taste, talent and sound judgment. They have over sixteen hundred genuine old violins in stock, at prices ranging from \$15 to \$5,000; also, over five hundred kinds of new violins, of both French, German, Italian and American makes, at prices from \$1 to \$200. They also carry many specialties peculiar to their house, including Howe's No. 19 violin E strings, the strongest in the world; the Elias Howe banjos, extra choice artists' necks and bridges, the Diamond violin case, tools for violin making, Howe's edition of violin methods and studies, Howe's original violin school, Howe's duets for violin and piano, celebrated violin duets, Howe's piano gems, Howe's contra cornet album, Howe's National Band books, Howe's Western Brass Band Journal, Howe's National Fife and Drum Corps, and many other publications. The business of the company is distributed throughout the entire United States, and is annually increasing in volume and importance.

**B**OSTON STEAM GAGE CO., No. 28 Beach Street.—This company are nationally famous as sole manufacturers of the Boston Steam Gage, non-setting, non-freezing and no vibration; the Bourdon Steam Gage, high and low pressure; also, water gages, gage cocks, whistles, revolution counters, Seth Thomas and Howard clocks, pyrometers, hydrometers, salinometers, spring balances, mercurial syphon gages, low-water and alarm gages, and all kinds of steamship instruments. The company was incorporated in 1891, and is officered as follows, viz.: Charles Wentworth, president; H. L. Willard, treasurer; W. L. Whitney, secretary; Mr. M. McNeill, superintendent. Special attention is called to their new and improved pressure gage for steam or water. It is undoubtedly the most reliable gage ever placed on the market for any use for which absolutely correct non-freezing and guaranteed non-setting pressure indicators (high or low) are required. This latter pre-eminent quality, coupled with simplicity of construction, cannot fail of meriting the approbation of critical and discerning buyers. While this gage is especially adapted for high pressure, it is as sensitive as the Bourdon Gage, and there is no vibration of the pointer. With the Boston Patent Gage, you can always tell how many pounds of steam you have; as there is a hardened steel spring made like, and of the same material as the steam engine indicator-spring and attached to the top of the case and also to the brass tube, so that it is impossible for it to get set, and your gage is always correct. There is no excuse for an accident from carrying a larger amount of steam than your steam gage indicates. This company warrant every gage leaving their factory, and in every particular endeavor to maintain their productions up to that high standard of excellence which they have set for their guidance. They are shipping their specialties to all parts of the United States, and are fast coming to be recognized as the best and most reliable in the market. In this historical review, few industries in the city are more entitled to honorable and prominent mention. The officers are all Massachusetts men by birth and training, and experts in their calling. Mr. Willard, the treasurer, was formerly with the Crosby and American Steam Gage Companies, and all are gentlemen of experience and ability, who are to be congratulated on the prompt recognition which their products have received in the industrial world.

**C**ONTINENTAL NATIONAL BANK, No. 51 Summer Street.—Boston has long been the center of vast financial transactions, which have been for years growing apace in volume, and boasts a number of notably solid and substantial monied corporations. Among the institutions thus indicated there are none more worthy of special mention in this review than the stanch and reliable Continental National Bank, No. 51 Summer Street, and which since the inception of the enterprise over thirty-one years ago, has enjoyed a signally successful career. Organized in 1860 under the laws of the State of Massachusetts, with a capital of \$500,000, it was re-organized in 1864 under the national banking law and the capital stock increased to \$1,000,000, and in 1884 its charter was extended. The history of the "Continental" from the start has been an unbroken record of progress, pulling through the various periods of business depression and stringency in the money market with credit and influence unimpaired and integrity unshaken; and all the indications are that its usefulness is certain to increase, as its popularity and prosperity are bound to endure. The bank has always been conducted on sound and conservative business principles, and its management characterized by sagacity, energy and ability, coupled with liberal and equitable methods; and of its stability and flourishing condition, assuredly there could be adduced no more unflinching criterion than the following splendid exhibit as per statement at the close of business, February, 1891, and which places the institution and its officers and directors far beyond the requirement of any need of praise these pages could bestow: Resources loans and discounts, \$2,260,753.21; U. S. Bonds to secure circulation, \$50,000; due from approved reserve agents, \$24,433.45; due from other National Banks, \$64,180.57; real estate, furniture and fixtures, \$221,965.20; current expenses and taxes paid, \$8,616.32; checks and other cash items, \$2,323.50; exchanges for clearing-house, \$49,306.97; bills of other banks, \$17,077; fractional currency, including nickels, \$1,194.02; specie, including gold treasury notes, \$165,900; legal tender notes, \$12,400; United States certificates of deposit for legal tender, \$30,000; redemption fund with United States treasurer, five per cent of circulation, \$2,250; total, \$3,120,806.14; liabilities, capital stock paid in, \$1,000,000; surplus fund, \$200,000; other undivided profits, \$155,225.46; National Bank notes outstanding, \$43,650; dividends unpaid, \$390.50; individual deposits subject to check, \$1,306,079.65; demand certificates of deposit, \$59,303.24; certified checks, \$1,447.45; cashier's checks outstanding, \$523.60; due to other National Banks, \$124,123.02; due to State banks and bankers, \$229,017.22; total, \$4,120,806.14. The present site of the bank was purchased in 1872, the building was erected in 1875, and was remodeled in 1888. The offices occupied are spacious, handsomely fitted up and perfectly equipped, every convenience being provided for customers, and an efficient clerical staff is employed. A general banking business is transacted, including loans, discounts and deposits, and collections are made on all points in the most expeditious manner, at lowest rates, the New York correspondents being the Merchants Exchange, the Third National and the National Bank of Deposit, while the First National of Chicago acts in a like capacity in that city. Approved commercial paper of every description is negotiated. In short, all classes of business comprehended in legitimate operations in this line are engaged in; and merchants, manufacturers, bankers, traders and individuals are afforded the most liberal accommodations consistent with conservative banking. The officers of the Continental National Bank are William T. Hart, president; P. Pierce, vice-president; and Charles F. Smith, cashier; the directory being composed of Messrs. Fred. W. Lincoln, J. H. Lee, D. R. Emerson, William T. Hart, William B. Rice, H. P. Stanwood, P. Pierce and Charles F. Smith.



**MESSRS. GEORGE ANGUS & CO., (Limited) Leather, Liverpool and Newcastle-on-Tyne, Richard Anders, Agent, with Offices at No. 95 Gold Street, New York, and at No. 143 Federal Street, Boston.**—This is an eminent and responsible house, and for upwards of twenty years has had transactions of large aggregate value with the producers of leather in this country. Messrs. Angus & Co., have been established for more than a century, and are well and favorably known in every leather center of the world, and it is largely through their instrumentality that American leathers of every description have been introduced to both English and Continental consumers. Some ten years ago it was deemed desirable to establish an agency in the United States

to facilitate further development of their already rapidly increasing American business, and New York was settled upon. In July, 1890, the Boston office was opened, giving larger scope to the already well-systematized business, while it gave the producers of leather in Boston and vicinity better opportunity to transact their dealings with the house. Already the response to this is of a lively and thoroughly vitalized character, and it may be confidently anticipated that the active and energetic labors of Mr. Anders on behalf of this pioneer English firm, and its numerous patrons will materially increase the exports of leather annually from Boston to England. He has had a wide experience in this line, and is a keen judge of the goods he handles, and at the same time has won distinction for his uniform integrity and consideration of others in all his dealings. Mr. Anders is a German by birth, but has long resided in this country, and is thoroughly in touch with Americans and American ways.



**MAYNARD & CHILD, Commission Merchants and Steamship Agents, No. 104 State Street.**—Among the representative firms contributing to the activity in the maritime commerce of Boston is that of Maynard & Child (successors to Alpheus H. Hardy & Co.) No. 104 State Street. They are commission merchants and steamship agents. The house is one of the very oldest and foremost in the line indicated in this city, and for sixty odd years has been a prominent factor in the foreign fruit trade and in shipping circles. Messrs. Maynard & Child handle Mediterranean products, and receive large consignments of oranges, lemons, grapes and other green fruits from Spain and Sicily. They are also extensive shippers of apples to England, Scotland

and Germany while they likewise receive consignments of potatoes from England and Scotland. The firm are agents for the British and African Steam Navigation Co., and issue through bills of lading (via Liverpool) for freight destined to points on the west coast of Africa. They are also agents for J. C. Houghton & Co. of London and Liverpool. Messrs. Maynard & Child represent besides a number of leading houses at Mediterranean ports. Foreign fruits and produce are bought and sold, on order, also, and all interests placed with this time-tried and reliable house are certain to be handled in the most judicious and trustworthy manner, while all orders are promptly and reliably executed. The house was founded early in the 30's by Hardy & Baker, and later passed into the sole control of Alpheus Hardy, who was succeeded in 1874 by his son Alpheus H. Hardy, and under the firm name of Alpheus H. Hardy & Co. the business was conducted up to about two years since, when they were in turn succeeded by Maynard & Child. Mr. Herbert Maynard was formerly engaged in business alone as a commission merchant for nine years, and Mr. John H. Child, his partner, was with Alpheus H. Hardy & Co. for ten years. They are active members of the Chamber of Commerce and Fruit and Produce Exchange.



**WENTWORTH & CO., Manufacturers of Piano-Fortes, No. 41 Bristol Street.**—Ranking prominently in the vanguard of the representative piano-forte makers of this city is the name of the house of Messrs. V. Wentworth & Co., of No. 41 Bristol Street. The business was founded during the year 1839, by the members of the firm as at present existing at the Bristol Street address. Messrs. Wentworth & Co. are manufacturers of first-class piano-fortes, the speciality being upright instruments. An important department of the business consists of finishing pianos to order, in fancy woods, and the tuning, repairing and renting thereof. The house holds a most enviable reputation for the excellent tone and finish of its pianos and its connection extends throughout the entire section of New England. Messrs. Wentworth & Co. handle pianos both at wholesale and retail, the house engaging its energies with instruments of miscellaneous makes. The premises occupied by Messrs. Wentworth & Co. consist of a shop covering an area of 1,200 square feet, the same being ably and systematically managed and equipped with every necessary appointment, including an adequate volume of steam-power, a staff of six assistants being maintained. The partners in the concern are Mr. V. Wentworth and Mr. L. G. Ripley, both able and courteous business men, meriting the greatest of esteem. Mr. Wentworth is a native of Maine, his residence in Boston covering a period of thirty years. He is a gentleman of middle-age and a skilled adept at his calling. Mr. Ripley is a young man and a native of Brockton, Mass. He is a practical expert at the tuning of pianos and a member of the Weber Male Quartet, and of the F. & A. M.



**TUTTLE & BAILEY MANUFACTURING CO., No. 64 Union Street.**—The name of Tuttle & Bailey Manufacturing Co., of No. 83 Beekman Street, New York City, No. 64 Union Street, Boston, and Brooklyn, L. I., bears honored associations, being one of the representative houses of its kind in the country. The date of the foundation of the business is 1845, in which year Messrs. Tuttle and Bailey allied themselves together. The date of the incorporation of the business as a stock company was in 1865, the same being under the laws of the State of New York, the capital stock of the company being fixed at \$300,000. The company manufacture warm air registers, ventilators, screens, borders, etc., the variety of designs handled by the

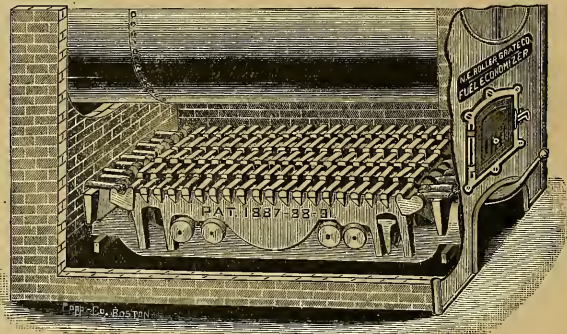
house being akin to the infinite. The company make a speciality of register faces to harmonize with the surroundings. Their patterns ranging from the severe "plain lattice," through the various orders of Indian, Japanese, Moresque, Florentine, and Flamboyant ornamentation to the ornate Renaissance designs. They manufacture register faces to which the well-known vertical wheel movement is attached. This movement, being based upon correct principles, and constantly undergoing process of improvement, and, having employed in its construction the greatest care, particularly in reference to the castings, is one of the most convenient and satisfactory appliances in existence. The company make to order from designs, and to special measurements, a great variety of articles used in connection with their goods, at prices which the company's excellent facilities enable them to quote very low. The New York premises consist of a six-story building, each floor of which covers an area of 3,600 square feet, and where is employed an efficient corps of twenty-five assistants. The Boston branch of the company has been established ten years. It comprises five floors 25 x 60, and exhibits in its able management, a veritable pattern of systematic harmony. The foundry at Brooklyn is of an extensive capacity, giving employment to over three hundred workmen. The volume of work handled thereat is extremely heavy, exceeding ten tons of casting per diem, the house manufacturing all their own goods. The connection of the company extends throughout the entire Union, and an extensive export trade forms an important business of the house. The president of the company is Mr. Jas. T. Bailey, a gentleman of rare administrative capacity and business ability. Mr. P. S. Tuttle, a resident of New York, efficiently discharges the duties incidental to the vice-presidency, an office he has held for five years, he having formerly acted as treasurer of the company. The offices of secretary and treasurer, are respectively filled with an efficiency their own, by Mr. G. W. Tuttle and Mr. W. Ogden, both natives of New York, and highly respected gentlemen. The management of the Boston house is in the hands of Mr. Fred T. Hawley. This gentleman is a native of the State of Illinois, and has been seven years with the company. He has been actively connected with military affairs, having served in the Twentieth Wisconsin Regiment, and as first-lieutenant in the Sixty-Fourth United States Colored Infantry. He is a member of G. A. R., F. & A. M., I. O. O. F., S. of V., and a number of other organizations.



**A. WHIDDEN**, Merchandise Broker, Molasses and Syrups, No. 50 Central Street.—This is an age in which business often turns to specialties exclusively; the hundreds upon hundreds of brokers upon the market are the result, and nearly every article conceivable in the mercantile activities is represented by brokers. We have no doubts as to this being an excellent turn of affairs, for when a man consecrates his entire time, energy and resources upon one kind of goods, he is more likely to become thoroughly expert at it than the man who handles that line and a hundred others. Speaking more especially in these articles of molasses and syrups, we wish to bring forth the name of Mr. A. A. Whidden, the molasses and syrup broker of No. 50 Central Street, this city. This gentleman carries on a representative business of its kind, and gave it inception in 1874. Mr. Whidden sells to jobbers and covers the entire territory of the New England States. He is a native of Maine, but has long been a resident of this city. Previous to engaging in the brokerage business, Mr. Whidden was with Townsend & Co., also brokers in molasses and syrups, twelve years. With such an experience, the public are assured faithful service at the hands of the gentleman in question. We know of no better house in this line to-day and recommend him highly to the wholesale trade. Mr. Whidden is in direct relation with importers and is able to offer unsurpassed inducements. His prices are invariably the lowest which can be quoted on articles of relative value. All grades of molasses and syrups are handled by this house.



**NEW ENGLAND ROLLER-GRATE COMPANY**, No. 65 Federal Street.—Prominent among the manufacturers of important specialties in Boston stands the New England Roller-Grate Company, whose main office is located at No. 65 Federal Street, corner of Franklin. This company are manufacturers of the celebrated Patent Roller-Grate for steam boilers, which is a practical shaking grate, adapted to any furnace and all kinds of fuel. The company was incorporated in 1889, under the laws of the State of New Hampshire, with a capital of \$30,000, and with J. E. Johnson, president; H. S. Williams, treasurer and general manager. The special advantages of this Patent Roller-Grate include the facts that all the grate-bars are moved at once on roller-bearings; the movement is positive and easy, and will not clog; the largest percentage of air space is furnished; the air spaces do not vary in size when in motion; placed under any boiler as quickly as common bars; without bolts, screws, keys or fittings of any kind; all the grate bars are reversible, and interchangeable; no opening of furnace doors to "slice" fires; can use fine or coarse fuel without wasting any; prevents injury to a boiler and increases its safety, together with simplicity, durability and economy. Among the large number in use in this city may be named those at the State House, State Armory, Boston Daily Globe, Boylston Building, F. L. Ames' Building, Wells' Memorial Building, Hotel Huntington, Hotel Chester, Journal of Commerce, Hotel Austin, Hoffman House, Angelo Building, Chickering & Sons, Consolidated Electric Mfg. Co., Whittier Machine Company, Carleton Estate, American Unitarian Building, and Acbmty Building; while hundreds are in use throughout all parts of New England. The trade and consumers are both supplied promptly; any size is made to order, and estimates are furnished on application. Mr. Williams, the general manager of the company, is the inventor of the Patent Roller-Grate, and has a genius for invention which he has demonstrated in numerous devices which he has patented. He is a native of Connecticut, a resident of this city, and is to be congratulated on the success attending the inauguration of the enterprise.



**IOWA LOAN & TRUST COMPANY**, Freeman A. Smith, Agent, No. 31 Milk Street, Boston.—The most important consideration to those who have funds to invest is safety. Assured of this, rate of interest divides their attention with permanency. It has long been admitted that mortgages upon real estate are preferable to any other investment of even rate and time to run. This has been due to the fact that while railroad bonds may be intercepted and depreciated by poor or dishonest management, land values are not subject to such misfortunes, and vary less than any other subject of commerce. A careful investigation discloses the fact that the farm lands of the United States have a uniform value that has varied so little for a long period of time as to justify the conclusion that that value is intrinsic. For many years efforts have been made to systematize this branch of finance, and past experience now furnishes all the data necessary to establish a system as perfect in detail and sound in principle as that underlying life insurance. The Iowa Loan and Trust Company, of Des Moines, Iowa, well-known as the pioneer company west of the Mississippi, and probably the strongest company in the West, with a reputation for promptness and conservative management unexcelled in the United States, has, since its incorporation in 1872, verified its conclusions to such an extent as to assure the public that since its founders began doing business not one of its patrons has ever waited a single day for his interest or principal beyond maturity; or been compelled to purchase a foot of land. This company has made it a rule to personally examine every security upon which it loans any of its funds, while a perfect title is always the primal requirement. The company has now passed the twentieth year of its existence, the first meeting of the board of directors having been held Feb. 16, 1872. During this time over \$16,000,000 have been loaned on real estate security, about \$4,000,000 of which are now outstanding and running ten years, but redeemable after five years at the option of the company. It is hardly necessary to say that these debentures are as nearly a perfect security as the world affords, each series of \$100,000 being the direct obligation of a company, with a full cash capital of \$300,000, and a surplus of \$225,000, and also being secured by \$105,000 of first mortgages on property worth at least two and a half times the sum secured thereon, duly and legally transferred to responsible trustees for the protection of the holders of the bonds. The earnest invitations of the managers of this company to all investors to carefully investigate their securities, principles and methods of business, betokens a conscious strength that deserves the confidence of the investing public, while the conservative management and great financial strength of the corporation has led to its recognition as one of the best investment mediums in New England. The agent in Boston, Mr. Freeman A. Smith, No. 31 Milk Street, is a well-known citizen of Malden, treasurer of the Newton Theological Institution and ex-treasurer of the American Baptist Missionary Union, and a sound, responsible business man. If absolute safety, permanency and convenience, count for anything in an investment, these debentures more nearly meet the general want of the investing public than any other security now in the market, and they are receiving the patronage of many of our most substantial citizens and public institutions.





**W**ILLIAM DEERING & CO., Grass Cutting and Harvesting Machinery, Chicago, Ill., H. G. Dickey, Boston Agent, No. 80 S. Market Street.—A careful review of the industrial agencies in operation in this city develops the existence of a class of houses prepared to compete in the several lines they represent with the rival establishments of any country in the world. Their ample resources, high commercial standing and remarkable enterprise, are matters of which our citizens have every reason to be proud. Prominent among the representative and progressive houses represented here, stands that of William Deering & Co., manufacturers of grass cutting and harvesting machinery, of Chicago, Ill. This house is represented in Boston by Mr. H. G. Dickey, as Boston agent, with headquarters at No. 80 S. Market Street, where all the machines in their sample room are run by power for exhibition to customers. This agency was opened in 1887, previous to which time no sales had been made by William Deering & Co., in New England. During 1887, six hundred and eighty-two machines were sold in this territory, followed in 1888 by over three thousand five hundred sales. There are now over eight thousand Deering machines in use in New England, and the demand is annually increasing. It has always been the ambition of William Deering & Co. to present to its customers only such harvesting and grass-cutting machinery as commands itself, not alone by originality of design, but also by superiority of workmanship, reliability of materials, fine finish and the general utility and efficiency of its operation. It can be truthfully said, without unjust disparagement to others, that the Deering harvesters, binders, mowers and reapers are the most practical, durable and ingenious pieces of mechanism for their purposes on the face of the earth. The day has gone by when farmers will be satisfied with anything short of the very best. The latest improvements, the best workmanship and finest materials are essential to a first-class machine, and these attributes are always found united in those of William Deering & Co. The brand of this firm on harvesting machinery has become a passport for quality and efficiency in all parts of the world. The sale of these specialties is so extensive in both hemispheres that there is not a day in the entire year when these machines are not at work in some harvest field or meadow. The harvesters of William Deering & Co. have proved themselves not only the lightest, but also the strongest specialties of their kind yet invented, and have acquitted themselves triumphantly in every competition and position, even where other machines were compelled to acknowledge defeat and disaster. Mr. Dickey, the Boston agent, is a native of Vermont, and was for nine years with Whiteley, Fassler & Kelly, of Springfield, Ohio, accepting his present position in 1890. He carries a full line of machines and parts in stock, and is prepared to offer the most substantial inducements to agriculturists and dealers as regards both quality and prices, while guaranteeing the prompt and satisfactory fulfillment of all orders.

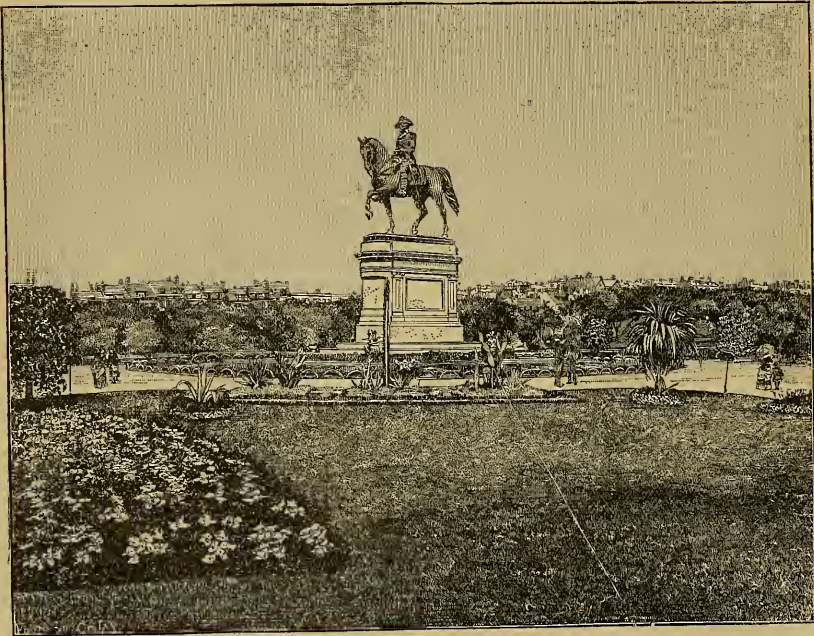


**I**SAAC FENNO & Co., Men's and Boys' Clothing, No. 28 Summer Street.—One of those great representative establishments which give such tone and character to the wholesale clothing trade of Boston is that of Messrs. Isaac Fenno & Co., located at No. 28 Summer Street. Their facilities and connections are unrivaled, while the improved methods of the house have served to completely revolutionize the manufacture of men's and boys' clothing and placed it upon the soundest basis as regards skill, care, materials used and the perfection of all garments made. The foundation of the business was laid in 1853 by Mr. Isaac Fenno, who was born in Canton, Mass., and when a boy began his business life on a salary of two dollars per week. Vast as are the business premises of to-day and enormous as is the volume of its trade, this house had a humble and unpretentious origin, and its growth to an honored and matured magnitude, second to few, if any, competing houses in New England, has been promoted and secured by an assiduous application of business tact and energy of a high order, coupled with a diligent observance of those principles of punctuality and integrity, in the absence of which no enterprise can be placed upon a lasting foundation. Through all the inflations and depressions of trade incident to the days preceding and during the war, Mr. Fenno continued to steadily lengthen and strengthen his stakes, enlarge his commercial relations, extend his premises, increase his facilities and expand his popularity with all classes of the clothing trade. In 1865 Mr. Charles M. Blake, a native of Vermont, was admitted to partnership, followed by the admission of Messrs. Adams K. Tolman and Henry G. Hartsborne in 1868, and Mr. Billings Smith in 1885, forming the firm as at present constituted. The present premises have been occupied since 1874; they comprise four floors, 50 x 150 feet each, splendidly lighted on three sides, and perfectly equipped with every modern facility for insuring rapid and perfect production, including the famous Fenno cloth-cutting machine, the invention of the honored senior partner, which does the work of twenty cutters, cutting from one to three thousand garments per day. The greatest care is exercised in the selection of material, while the latest styles are always embodied, the designing and cutting being done by recognized experts and the utmost care being used to secure perfect workmanship. The business is conducted upon correct principles, with a guarantee of the latest mode of fashion, choice imported fabrics and superior workmanship. In point of artistic cutting and reliable manufacture, the goods offered by Messrs. Fenno & Co. cannot be excelled. They are in heavy and permanent demand by the leading retailers of Boston, Providence, Hartford, New Haven, Worcester, Springfield, Lowell, Buffalo, Albany, Troy, Rochester, Syracuse, Fall River, Lawrence, Lynn, Portland, Manchester, Concord, Bridgeport, Salem, New Bedford, Holyoke, Taunton, Gloucester, Haverhill, Brockton, Newburyport, Nashua, Pittsfield, Fitchburg, Northampton, Malden, Waltham, Burlington, Rutland, Montpelier, Brattleboro, Augusta, Bangor, Biddeford, Portsmouth, Dover, Chicopee, Attleboro, Newport, Pawtucket, Woonsocket, and other centers in New England and New York; while jobbers and retailers throughout the west are prominent customers. A corps of talented salesmen represent the interests of the house upon the road and from seventy-five to one hundred clerks, cutters and salesmen are employed in the building, the manufacturing being all done outside. In clean and healthy workshops, orders are filled with promptness and scrupulous care, and terms and prices are made invariably satisfactory to the trade. The honored founder of the house has long been prominent in the industrial, commercial and financial circles of Boston and throughout New England; is president of the Putnam Woolen Company, of Putnam, Conn., and of the Calumet Woolen Company, of Uxbridge, Mass., a director of the First National Bank, and also interested in other banking institutions, and is an element of strength to every undertaking with which he may be identified. The copartners are all well-known Bostonians, and combine ripe experience and vigorous ability to form a firm of commanding influence, wide popularity and solid worth.



**M**L. COBB, Agent for Miners of Bituminous Coal, No. 85 Water Street.—Mr. M. L. Cobb, of No. 85 Water Street, controls a most valuable wholesale coal business, the same having been established by him ten years ago. Mr. Cobb is the exclusive agent in this market for miners of bituminous coal, representing the following: Bell, Lewis & Yates C. M. Co.'s, Reynoldsville, Pa., all rail; West Virginia C. & P. Co.'s, Elk Garden Big Vein, of Georges Creek Cumberland Coal; Cumberland Coal Co.'s Big Vein, Cumberland, and Douglas Steam from West Virginia, and the best grades of Clearfield. He handles both foundry coke and soft coal, his connection being made up of the better class of consumers and dealers of the vicinity, his operations, however, extending throughout the entire New England section. Mr. Cobb handles coal by the car and cargo, and during the continuity of the year 1891, his sales reached over four hundred thousand tons. The premises occupied by Mr. Cobb are excellently located in one of the most prosperous thoroughfares of the city. They comprise an excellently and elegantly appointed apartment (Room 23), the same being equipped with all modern conveniences, including telephone connection, and a staff of efficient employees is maintained. Mr. Cobb makes cargo shipments from Baltimore, Philadelphia and New York, and "all rail" deliveries by all routes. He is a gentleman of middle age, possessing a comprehensive miscellany of unusual accomplishments. He is a native of Dighton, Mass., his residence at the present time being in Melrose. He enjoys an enviable reputation for promptitude, and he merits without the faintest shadow of question, the emphatic confidence of the community with whom are his relations. It would therefore be a manifest injustice in preparing a work upon Boston's commercial prosperity to exclude from its pages the name of Mr. Cobb, or a mention of the prosperous business he controls.

**R**ANDALL, GOODALE & CO., Manufacturers of Manilla and Sisal Cordage and Cotton Duck, and Dealers in Anchors, Chains, Oakum, Bolt Rope, Etc., Nos. 95 and 97 Commercial Street.—Among the extensive Boston houses engaged in the wholesale trade in cordage, cotton duck, chains, etc., none can point to a more creditable record than that attaching to the establishment of Messrs. Randall, Goodale & Co., located at Nos. 95 and 97 Commercial Street. The business of this widely known concern was originally founded in 1832 by Joseph Nickerson & Co., and was conducted under that title up to 1884, when the present firm was organized and succeeded to the control. The copartners are Messrs. William H. Randall, George L. Goodale, Albert Winslow and Albert Partridge, all native Bostonians, and thoroughly experienced in all the departments of the industry in which they have achieved such substantial success. The warehouse occupied is a substantial stone structure, having five floors, each 25 x 90 feet in area, affording ample accommodation for the storage of an immense stock. Messrs. Randall, Goodale & Co. are manufacturers of manilla and sisal cordage and cotton duck, selling agents for New England for Washburn & Moen's wire rope, general agents for the Atlantic Duck Co., and for the Druid Elastic Paint and Fabric Roofing Co. They carry a complete stock of manilla and sisal cordage, cotton duck, wire rope, anchors, chains, oakum, bolt rope, and similar goods, all of the best manufacture. The trade is strictly wholesale, extending all over the United States; large shipments are also made to all foreign countries and the facilities of the house enable it to meet all orders upon the most favorable terms.



STATUE OF WASHINGTON—PUBLIC GARDEN.

**N**EW ENGLAND SOAP COMPANY, Manufacturers of Chip Soaps For Mills and Laundries, No. 1 Wool Scour, Diamond Compound for Scouring Wool, Emulsions for Softening Cotton and Wool, the Mascot Soap for Family Use, No. 348 Congress Street.—“Cleanliness is next to godliness,” says the inspired writer. Personal purity is the highest evidence of advanced civilization. Neatness is the watchword of progress and soap is its emblem. Adulteration and debasement of quality has of late years reached the point from which a rebound became natural and necessary, and with the inauguration of reform those manufacturers who had steadily refused to join in the “swim” and produce worthless saponaceous preparations began to reap their reward, the result being that fine goods are in unprecedented and rapidly increasing demand, and the conscientious and high-toned manufacturers’ soap is more popular among consumers than at any previous time. One of the most reliable and popular among the concerns engaged in the industry in Boston is that of the New England Soap Company, of No. 348 Congress Street, and of which Mr. Guy T. Carleton is proprietor. Mr. Carleton is successor to the firm of Curtis, Hall & Co., and has developed an extensive trade all throughout New England, because of the superiority of his products, his goods being sold principally to laundries, hotels and wool scourers. The works are equipped with the most improved steam-power machinery. Employment is found for a staff of skilled workmen and the products include chip soaps for mills, hotels and laundries, No. 1 wool scour, diamond scouring soap, carriers’ soaps, and emulsions for softening cotton and wool. The “Mascot” soap for family use is also a specialty. The productive capacity amounts to from six to seven tons a day, and a heavy stock is carried to meet the active demand. The company guarantee that there is no filling of any kind in any of their soaps, nothing being in their productions but such as are needed for washing qualities, all soaps being made under the personal supervision of Mr. Carleton himself.

**G**EOERGE H. LEONARD & CO., Importers of Oils and Grease, Nos. 201, 203, 205 and 207 Purchase Street, No. 41 India Street.—One of the conspicuous staple business interests of Boston is the trade in oils and greases, and a prominent house engaged therein is that of Messrs. George H. Leonard & Co., located at Nos. 201, 203, 205 and 207 Purchase Street. This firm enjoy an international reputation as manufacturers, importers and dealers in Crescent dégras, Sicily smnac, English sod, palm, olive, Newfoundland and Labrador cod oils; neat's-foot, castor, sperm, blackfish, straits, refined sole and rough leather oils, American sod, French dégras, French velvet black, etc., making a specialty of oils, dégras, greases, gambier, extracts and smnac. The foundation of the business was laid in 1837, by J. M. Murdock & Co., who were succeeded by Murdock & Bundy, and in 1861 Mr. George H. Leonard became a partner, under the firm name of Murdock & Leonard. In 1865 the firm name became George H. Leonard & Co., changing in 1868 to Leonard, Bundy & Co., and back to George H. Leonard & Co. in 1873. In 1887 they bought the business, lease and good will of the firm of R. G. Norris & Co., and moved to the present location. The premises are admirably adapted to the necessities of the business, and every facility which experience and perfect knowledge of the business can suggest, is at hand and properly applied, and under its present direction the establishment is an honor to its managers and a credit to the city. The range of business transacted is one of the most extensive of any in this line of trade, being practically world-wide. The demands and requirements of tanners, curriers, woolen and cotton mills are promptly met throughout all parts of the United States and in France, Germany, England, Canada and other foreign ports. This firm makes a specialty of importing the best brands and finest qualities of all goods in their line and orders by cable, "Crescent, Boston," by telephone, No. 1013, by telegraph or mail, are filled with the greatest dispatch and at terms and prices which thoroughly satisfy every customer. The members of this responsible firm are Messrs. George H. Leonard, Frank W. Marden and L. P. Leonard. The senior partner has been continuously engaged in promoting the interests of the oil trade in this city since 1861. Mr. Marden was formerly with the firm of R. G. Norris, and Mr. L. P. Leonard has been in this firm since 1873. Thus all are experienced in the business and have given proof of their ability and fitness to rank as leaders, in the great American oil trade.

**B**RADFORD, THOMAS & CO., Importers and Wholesale Jobbers in Dry Goods, No. 48 Bedford Street and No. 45 Avon Street.—The wholesale trade in dry goods has an honorable and foremost exponent in Boston in the house of Bradford, Thomas & Co., whose spacious store at No. 48 Bedford Street, has a frontage of 75 feet, and runs back 125 feet to Avon Street, being finely lighted from both sides. This widely-known and time-tried concern was founded in 1836 by Messrs. Blanchard, Converse & Co., and, after a number of minor changes, the firm became Taylor, Thomas & Co., continuing under this management up to 1881, when Mr. Taylor died and the firm of Bradford, Thomas & Co. was organized, the copartners being Mr. George H. Bradford, and Mr. Charles M. Thomas, the latter being one of the founders of the house, and a veteran in the business. Both gentlemen possess an expert knowledge of the trade in which they prosecute such a flourishing business, and are recognized by their contemporaries as leading representatives of this branch of commerce. They employ one hundred hands, have seventeen traveling salesmen, and their trade territory includes every section of the United States. Messrs. Bradford, Thomas & Co. are direct importers and wholesale jobbers in staple dry goods of every variety, carry an immense stock at all times and are amply prepared to meet all demands upon the most satisfactory basis.

**T**HE UNION SAFE DEPOSIT VAULTS, for the Deposit of Valuables, and the Renting of Safes, in the Union Building, No. 40 State Street.—Unsurmountable difficulties by no means confront expert knaves who undertake to wreck the strongest safes in the homes, the business offices and the banks they elect to plunder. If the police are not on the alert their exploits are successful, and such, not infrequently, is the case. It is to be said, however, of safe deposit vaults, the approved treasuries of the day, that not the first attempt against their integrity has suggested itself for experiment during the thirty odd years of their existence. Inspection of the Union Safe Deposit Vaults, located in the Union Building, No. 40 State Street, will prove to all how absolutely this citadel of safety holds one's effects beyond the reach of any class of meddlers. The immovable compartment safe, of which you have the only keys, has the environment of colossal steel vault work unparalleled, as well as bars and bolts, combination locks, Holmes' electric protection, secret safeguards, attendants polite and scrupulous, inviolable privacy, thorough discipline, untiring vigilance by day and night, experienced management and police service constant and at command. The ten dollar or fifteen dollar safe will hold a good fortune in stocks and bonds. It will retain your family jewels, relics and souvenirs, valuable papers, surplus earnings and your will, and to it you have the freest resort upon every business day of the year from 9 A. M. to 3 P. M. These vaults were originally opened to the public in 1868, and are as impregnable to both fire and burglars as architectural and mechanical skill and fidelity can combine to make them. The special business of the house is the reception of deposits of any articles of value not too bulky, in any amount whatever, however small or large and for any time, or at the convenience of the depositor without specifying any time, offering a special facility to those keeping no bank account. The certificate of deposit given contains a full description of the items of the deposit, which is delivered wholly or in part whenever called for, precisely as deposited, the depositor having the right of access to it. A full record is made on the books, giving the details of every deposit and of its reception and withdrawal, verified by the signature of the depositor. Deposits of money, large or small, are also received subject to check at sight. In the essentials of safety, comfort and convenience to patrons, nothing is left to be desired in the management and equipment of these vaults, while it is the policy of the house to keep pace with the times, and, by adding every improvement which experience may suggest, to still further increase the security here afforded to the public. Mr. Henry Lee, the founder and manager of this valuable enterprise, and Mr. George C. Lee, the sub-manager, are well-known Bostonians, members of the banking firm of Lee, Higginson & Co., thoroughly educated to their calling and eminent in the financial world as sound, successful bankers and sagacious, responsible business men.

**G**EOERGE WINTHROP COFFIN, Agent Atlantic Mutual Insurance Company of New York, No. 29 State Street.—The Atlantic Mutual Insurance Company, of New York, whose general agent at this point is Mr. George Winthrop Coffin, was organized in 1843, as the successor to the Atlantic Insurance Company of New York, which had been in operation since 1825. The Boston agency was established in 1856, and Mr. Coffin has been steadily at the helm throughout all these years. His house is justly recognized as one of the highest standing and responsibility, and the public cannot insure their risks, whether on hulls, cargoes or freights, currency, bonds or stocks in transitu, to better advantage and with more absolute security than through this agency. All the Boston banks, bankers, brokers, importers and ship owners are included among its customers and it does the largest business in the United States, insuring millions of dollars worth of property annually and collecting from \$4,000,000 to \$5,000,000 per year in premiums. It has assets amounting to \$12,000,000; a surplus for policy-holders of \$9,000,000, and is by far the largest marine insurance company in the world. It needs no commendation at our hands. The president, Mr. John D. Jones, has filled that office since 1842, and is the oldest and best informed marine underwriter in this country. Mr. Coffin, the general agent in Boston, is a native and well-known resident of this city, universally popular and respected. Associated with him is Mr. William R. Colby, a native and resident of Salem, who has been connected with marine insurance since 1864 and with this company since 1867.



**C** J. PAGE, Real Estate Agent and Broker, Room No. 31, No. 83 Devonshire Street.—The real estate market of Boston is one of the most substantial, active and flourishing to be found in the entire country, and the high standard to which it has been raised must be credited to the honorable methods and public spiritedness of our real estate agents and brokers. One of the oldest, best known and most prominent among those extensively engaged in this field of enterprise is Mr. Charles J. Page, whose office is centrally located at No. 83 Devonshire Street. Mr. Page is a native of Boston and has been a resident here the greater part of his life. Over twenty years ago he established business as an insurance agent and real estate broker. In this line he has met with the best of success and commands a large, active and most desirable patronage. He makes a specialty of handling property in Waban, one of the loveliest of all of the villages of the city of Newton, which is conveniently situated on the "Circuit Road" of the Boston and Albany Railroad, about thirty minutes ride from Boston. Some of the most desirable building lots in the city of Newton can be obtained on favorable terms and are sold subject to reasonable restrictions. This part of Newton is growing rapidly and attracts the most desirable class of residents. A new school-house has been built, city water, gas and electric lights have been introduced, which, combined with the natural attractiveness of fine old shade trees, picturesque scenery, healthy location and near proximity to the Charles River, combine to make Waban the most attractive suburban residence near Boston. Its railroad facilities are unsurpassed, and being on the circuit, trains going either way carry passengers to Boston at short intervals. The rapid and heavy development of Waban justifies the intelligent and advanced methods by which its attractions have been brought to the notice of the best people. Mr. Page negotiates loans on bonds or mortgages, buys and sells mortgages and profitably invests capital for investors. He is treasurer of the Real Estate and Building Company which owns nearly all the desirable building lots in the thriving town of Hyde Park. As treasurer of the Suffolk Co-operative Savings Bank, facilities are offered for making loans on real estate through this most sensible and convenient method. Circulars giving full information can be had from him on application in person or by postal card. He is in every way thoroughly identified with the best interests and progress of the community.



**W** E. DAVIDSON, Fire Insurance, Room 57, No. 28 School Street.—A responsible, reliable insurance agent of this city, and one who stands high in public confidence is Mr. W. E. Davidson, whose office is eligibly located at Room 57, No. 28 School Street. This gentleman is prepared to place policies in any company desired and possesses unusually fine facilities for placing large lines of insurance on mills, factories, school-houses, business blocks and general merchandise stocks at reasonable rates. He is thoroughly experienced as an underwriter and adjuster, and his connections in the insurance world enable him to give the very best possible indemnity that can be furnished by responsible and wealthy corporations. The officers and managers of the leading companies have entire confidence in the judgment and integrity of Mr. Davidson, which enables him to secure equal and exact justice to all parties in interest when a loss occurs. He is doing a substantial and constantly increasing business and numbers among his extensive clientele many of the solid citizens and leading business men of this city and its suburbs. Mr. Davidson is a native of Massachusetts and a resident of Malden. He is a gentleman of entire probity of character, as well as of sagacity and ability, who is worthy of every trust and confidence.



**U** NDERHAY OIL COMPANY, Machinery Oils, Etc., No. 275 Franklin Street.—Among the business interests which have been largely conducive to the commercial greatness and prosperity of Boston, a prominent place must be awarded to the oil trade; and among its leading representatives is the Underhay Oil Co., of No. 275 Franklin Street. They are extensive wholesale dealers in cylinder, engine, spindle, machinery, screw-cutting and wool oils of the finest quality; and are sole proprietors of the celebrated "Monarch" oils, the excellence of which is known to consumers in all sections of the country. This concern is now a branch of the Standard Oil Co., and was organized in January, 1891, under the laws of the State of Massachusetts, succeeding the firm of Messrs. Underhay & Co., which was formed in 1879. The officers of the company are as follows: John Underhay, president; George N. Spear, treasurer; and D. J. Goss, general manager, all of whom were members of the original firm, and are Bostonians. The premises occupied by the company comprise the ground floor and basement, 75 x 75 feet in dimensions. They employ twenty persons in this establishment, and have eight traveling salesmen, their business extending throughout New England and the Provinces.



**L**ALLY & COLLINS, Importers, Jobbers and Retailers, Hosiery, Underwear and Fancy Dry Goods, Nos. 502, 504, 506 Washington Street, and Nos. 1 and 3 Bedford Street.—There is probably no firm in their line in Boston more widely or more favorably known than that of Lally & Collins, Nos. 502, 504 and 506 Washington Street, and Nos. 1 and 3 Bedford Street. They are importers, jobbers and retailers in hosiery, underwear and fancy dry goods. They operate an underwear factory also at Wakefield, and their trade, which is exceedingly large, extends all over the United States. The house is, in all respects, a leading and representative one, and maintains a standing in commercial circles second to no concern of the kind in this city. This flourishing business was established about thirteen years ago by Lally, Leach & Collins, and under the firm name indicated was conducted up to 1887, when the present style was adopted. They occupy spacious and commodious premises as office and salesrooms, which are well appointed and excellently arranged for the storage and display of goods, and employ an efficient staff of clerks and salesmen, with ten representatives on the road, besides. A vast and varied assortment is constantly carried in stock here, comprising everything comprehended in hosiery, underwear, knit goods, and light and fancy dry goods; and all orders are filled in the most expeditious and trustworthy manner, the proprietors exercising immediate supervision over every department, while rock-bottom prices are quoted, the house being in a position to offer exceptional inducements to the trade. Messrs. Wm. J. Lally and W. P. Collins, the individual members of the firm, are gentlemen in the prime of life; and Mr. Lally is a native Bostonian, while Mr. Collins is a Vermonter. They are men of energy and enterprise, as well as thorough experience, being raised in the dry goods business; and are active members of the Boston Merchants' Association.



**B**AY STATE BRICK COMPANY, No. 5 Pemberton Square, H. P. Mallory, Treasurer.—One of the representative industries of Boston and the largest of the kind in the United States, which has gained a national reputation for the superiority and general excellence of its products, is the Bay State Brick Company, whose office is located at No. 5 Pemberton Square, with plants at North Cambridge and Medford, Mass. This is the largest concern of the kind in the United States, its works covering an area of 250 acres, with a capacity of 60,000,000 to 75,000,000 of bricks per year, their products reaching to every part of the country, the demand increasing every year. The company manufacture only sand-struck brick, of a very fine grade. This brick is unexcelled for toughness, resistance and the non-absorption of moisture, and by actual test, shows a better quality and twice the strength of any other brick coming into the market. Another recommendation for these superior bricks is that nine hundred go as far as one thousand ordinary bricks, laying ten per cent. more than the ordinary, which is a saving of both time, labor and expense, and they are general favorites with contractors, builders, masons and the trade in general. These bricks were used in the arch under the steeple of Trinity Church, and there was much discussion at the time as to whether the brick could withstand the heavy strain brought to bear upon it, but it has never moved, and is as solid to-day as when it was erected. Another test of the durability of these bricks was shown in the recent fire in the Sears Building; the party wall, composed of this brick, having saved Young's Hotel from taking fire. In fact, these bricks have been highly commended by builders everywhere, and it would be hard to find a building of any note in Boston and vicinity that is not either entirely, or in part, composed of the brick of this company. The company was organized in 1863, and incorporated under the state laws of Massachusetts, the officers being: president, S. A. Carlton; treasurer, H. P. Mallory. Both gentlemen are natives of Boston, and prominently known in financial and business circles and have long been identified with the brick manufacturing industry. The works of the company are finely equipped and employment is given to over six hundred hands. An immense stock is at all times carried and orders are promptly filled and shipped to any part of the United States. Under the present honorable and capable management, the Bay State Brick Company has achieved a success and reputation which places the officers of the company among the leading representatives of Boston's manufacturers and merchants.



**C**HARLES W. ALLEN, Manufacturer and Wholesale Dealer in Cane and Wood Seat Chairs, Nos. 49, 53 and 57 Fulton Street.—One of the most extensive businesses in this city, engaged in the manufacture of, and dealing in cane and wood seat chairs, etc., is that of Mr. Charles W. Allen, successor to Messrs. Clifford & Allen, located at Nos. 49, 53 and 57 Fulton Street. This house was instituted in 1860 by Wm. H. S. Hills, who, in 1879, was succeeded by Messrs. Forbush & Clifford. In 1883, the present sole proprietor, Mr. Charles W. Allen, joined the firm in association with Mr. Clifford, as Clifford & Allen; and in January, 1891, assumed sole control of affairs. The business consists chiefly of manufacturing and jobbing of furniture and chairs in the white, which are finished and prepared for sale, on the premises. The firm's perspicuous judgment in the selection of their goods, and the high code of principles under which business is conducted, have resulted in extending wholesale trade to all the principal commercial centers throughout the New England States—which is of truly large proportions; as is amply testified by the premises that it is found necessary to maintain. These consist of four buildings on Fulton Street, and two on Commercial Street; each consisting of four floors, each having a superficial area of 25 x 60 feet. The arrangement and general equipment of these, with every convenience incidental to the extensive business carried on, are complete; the salesrooms, are replete with every description of furniture and chairs known to the trade, and are fitted for the most advantageous display and expeditious handling of the elegant stock carried. This comprises cane and wood-seat chairs, settees, tables, bureaus, bedsteads and reed chairs, all of the most artistic designs, of the finest quality and workmanship, and as durable as any in the market. The business in its many ramifications gives regular employment to thirty skilled and practical assistants; and every detail of the enterprise is watched and guarded with zealous care and attention by the experienced principal, who is unremitting in his endeavors to fully merit the liberal measure of confidence and enduring support that the firm is accorded throughout the entire New England States. Mr. Allen is a member of the New England Furniture Exchange, is still a young man, and is a native of this state. A specialty is made of furnishing churches, vestries, parlors and halls, with fine settees, chairs and kindred furniture. Estimates are cheerfully furnished and catalogues sent upon application.



**S**AMUEL I. COY, Gentlemen's Café, and Ladies' and Gentlemen's Dining Rooms, Nos. 243, 245, 247 and 249 Atlantic Avenue.—The modern restaurant is a leading feature among the institutions conducing to our comfort and convenience, and many of them are under the personal management of some of our most progressive citizens. Among this number in Boston we note a high degree of popularity enjoyed by Mr. Samuel I. Coy, whose well-known restaurant is at Nos. 243, 245, 247 and 249 Atlantic Avenue. Mr. Coy is an experienced caterer, brought up to the business of ministering to the "inner man," and in his present venture has spared neither labor nor expense in the effort to please the public and render his house popular with, and the regular resort of, the business men of Boston, and of such transient sojourners as appreciate the good things of life, prepared in the highest style of the art, and served in an unexceptional manner. That he has succeeded is evident from the large and constantly increasing patronage extended, and the general air of prosperity and pleasant bustle that pervades the entire place. Mr. Coy is a native of East Cambridge, resides in Boston, and is one of its best known citizens. He has been identified with the restaurant business since 1856, and from 1868 to 1874 conducted a dining-room at Nos. 65-73 North Market Street. In 1873, with a partner, the firm being Brooks & Coy, he opened the present restaurant, and for the past ten years has been sole proprietor. Guests of Mr. Coy's restaurant are provided with first class meals, from 4 A. M. to 7.30 P. M., served promptly by polite and attentive waiters, and at the most reasonable prices.



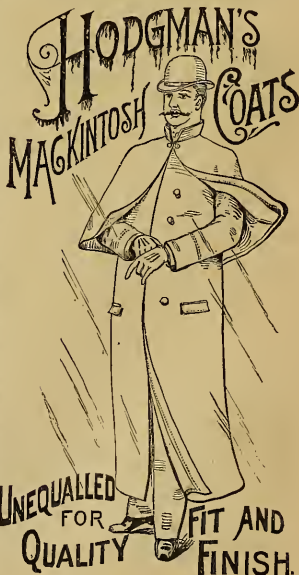
**O**HN H. AILMAN, Optician, No. 6 Bromfield Street.—The profession of the optician and oculist is one of the utmost importance in this country, owing to the steady increasing prevalence of the many difficulties arising from imperfectly constructed eyes. The leading and most accomplished optician in Boston is Mr. John H. Ailman, whose office and store are at No. 6 Bromfield Street. Mr. Ailman was born at Newport, R. I., but has resided in this city the greater part of his life, and his home is now at Jamaica Plains. He established business here twenty-nine years ago, has always kept on Bromfield Street, and has been at his present store the past fifteen years. He has built up a splendid patronage, his fame has gone abroad, and he receives special cases from all parts of the world. He is an expert in fitting and making glasses for the various complications of defective vision, etc., inserts artificial eyes which exactly resemble the natural ones, executes order work and repairing, and attends to all branches of the business, in which he is aided by four skilled assistants. The premises occupied comprise a compact store and workshop, excellently equipped, and a large stock is carried of eye-glasses, spectacles, and optical goods of all kinds, all of first-class manufacture. It is the only place in the city exclusively devoted to the legitimate optical business in all its branches. Orders receive Mr. Ailman's personal attention, and are satisfactory in every instance.



**G**EORGE L. WADSWORTH, Real Estate, Insurance and Mortgages, Rogers Building, No. 209 Washington Street, Room 21.—The rapid development of the real estate market of Boston and the steadily enhancing values of choice property within easy reach of the city, render the financial interests involved of paramount importance. No form of investment has latterly become so popular with conservative investors as eligibly located seashore property, and among those gentlemen in Boston who make the wants of that class of purchasers their special study should be named Mr. George L. Wadsworth, whose city office is in Rogers Building, No. 209 Washington Street, with a branch office at Winthrop, Mass. This gentleman has been established in the real estate and insurance business here since 1886, and makes a specialty of handling North Shore property, both as a dealer, agent and broker. He offers for sale or let delightful sites, and also permanent and summer houses at Ocean Spray, Crescent Beach, Thornton Park, Belmont, Cottage Hill, Winthrop Highlands, Cottage Park, Point Shirley, Winthrop Center, Woodside Park, Bartlett Park and Sunny Side. Terms are cash or on installments as may be desired by the investor. All the improvements necessary for the health and comfort of sojourners have been made at these beaches; sewers have been laid the entire length of the beach, and there is now perfect drainage, pure running water, excellent surf bathing, fine drives along the ocean front, electric lights, pure air, no saloons, and all the advantages of the seashore within twenty-five minutes of Boston. For those who delight in marine and landscape scenery, Winthrop Highlands cannot be excelled. It is one of the most attractive seashore resorts on the Massachusetts coast, while it is rapidly increasing in value and population. Its fine residences, broad avenues and frequent trains to Boston, make it particularly desirable for business men, who wish to spend the summer at the beach and attend to business daily. Mr. Wadsworth has some two hundred cottages at Winthrop to rent for next season, while lots can be purchased of him at most reasonable prices and on extremely easy terms. He is also prepared to promptly place the largest fire insurance risks, in reliable companies only, quoting the lowest rates of premium, and guaranteeing a speedy and liberal adjustment of all losses. Mr. Wadsworth is a native Bostonian, and a young man of large business experience, influential connections and sterling enterprise, with whom it will be found both pleasant and profitable to deal.



**H**ODGMAN RUBBER COMPANY, Rubber Goods Manufacturers, No. 33 School Street.—The many uses to which India rubber can be put, both for practical utility and for ornament, have led many capitalists and public-spirited citizens to embark in its manufacture into all the different articles of which it is susceptible of being transformed, either singly or in combination with other articles, and many enormous companies and firms have been connected with the view of making this one of the leading enterprises of our country. One of the oldest established, as well as most enterprising houses engaged therein is that conducted by the Hodgman Rubber Company, whose Boston office and warehouses are located at No. 33 School Street. The foundation of this business was laid in 1838, by Mr. Daniel Hodgman, in New York City. At his death the business was continued by his sons under the firm name of Hodgman & Company, until 1886, when the present company was incorporated under the laws of the State of New York, with a capital of \$300,000 and with George F. Hodgman, president and treasurer; Charles A. Hodgman, vice-president; George B. Hodgman, secretary. The Boston store was opened in 1887, and has been continually under the management of Mr. H. C. Noyes, who has a foundation understanding of all the details of the business and the requirements of the trade, and is eminently popular and successful in meeting all its demands. The factories of the company are situated at Tuckahoe and Mount Vernon, N. Y., where several hundred hands are constantly employed and where every modern facility is at hand for insuring rapid and perfect production. The company make a leading specialty of the manufacture of mackintoshes and rubber clothing of all kinds, while their output also embraces immense quantities of general rubber goods. The spacious salesrooms in this city are stocked to repletion with new, novel and elegant goods, and the business is brisk and lively at both wholesale and retail. Here can be found everything required in this line, from a rubber ball or doll to the handsomest and most durable rubber suits for either sex, while each article is made in many styles and in all sizes and manufactured and finished in the most artistic and workmanlike manner. The New York stores of the company are located at the corner of Broadway and Grand Street and at No. 21 W. Twenty-third Street, from whence goods are shipped to all parts of the United States. The trade of the Boston house is confined to New England and is large and active in such prominent trade centers as Boston, Providence, Lowell, Worcester, New Haven, Hartford, Springfield, Manchester, Concord, Fall River, Lynn, Lawrence, Portland, Bangor, Pawtucket, Woonsocket, New Bedford, Newport, New London, Bridgeport, Burlington, Rutland, Brattleboro, Nashua, Fitchburg, Holyoke, Portsmouth, St. Albans, Montpelier, Augusta and Leviston. The Messrs. Hodgman are expert and practical manufacturers, of high repute in the trade, and are fortunate in their manager for New England, Mr. Noyes is a native of Connecticut, a resident of Boston since 1871 and was connected with Clapp, Evans & Co., C. M. Clapp & Co., and the American Rubber Company, previous to accepting his present post. Orders by telephone, No. 717, by telegraph or mail, receive his immediate personal attention, and all interests entrusted to his care are zealously watched and intelligently promoted.





**H** C. WHITCOMB & CO., Electrotypers and Stereotypers, Nos. 42 Arch and 181 Devonshire Streets.—The year of 1864 is the date of the foundation of the firm of H. C. Whitcomb & Co., Electrotypers and Stereotypers, and the connection enjoyed by the house is of extensive magnitude, embracing within its sphere the entire section of New England. A specialty is made of superior work and to the house belongs the honorable distinction of being one of the largest of its kind in the country and the leader in introducing improved machinery and facilities for producing the best work in the quickest possible time. The business premises comprise two floors, the same displaying the perfection of appropriate equipment and able management and cover an area of five thousand feet. The house has in constant operation three large furnaces, and a force of forty skilled assistants is constantly employed. The original location of the premises was a small room about 15 x 20 feet in Harvard Place, afterward removing to No. 15 Water Street and then to No. 23 Milk Street, each time to get greater facilities; but seven years ago, the exigencies of the great and growing business demanded the occupation of still more commodious quarters, and the present location was accordingly taken up. The partnership comprises the joint endeavors of two of the ablest and soundest business men in the country—Mr. H. C. Whitcomb, one of the original founders, and Mr. Joseph H. Ware, both natives of Boston and practical experts at their calling. The historian who has set himself the task of recording the conditions of and statistics relative to the industrial prosperity of the capital city of the Bay State, has no more delightful and instructive experience than that afforded by an examination of the fortunes of a reputable house like this.



**B** SWIFT, Manufacturers' Agent, and Commission Merchant, No. 56 Bedford Street.—With ten years' experience in the dry goods trade at his command, Mr. J. E. Swift, of No. 56 Bedford Street, is enabled to act with consummate ability as a commission merchant and manufacturers' agent; a fact which is amply attested by the very extensive trade he has been enabled to accrue, reaching as it does, among wholesale and retail dealers located in the principal cities throughout the New England States. For the past four years, Mr. Swift has been established as a commission merchant, while he also acts as the duly accredited New England Agent for Messrs. Crownell Brothers, manufacturers of cotton linings, etc., of New York, and the Brooklyn Shield Company, manufacturers of Dress Shields. Mr. Swift is a native of Massachusetts, still a young man and was formerly engaged with a wholesale dry goods house in this city.



**T** HE GREAT ATLANTIC & PACIFIC TEA COMPANY, Importing Retailers in Teas, Coffees, Baking Powder and Condensed Milk, Edward Weadick, Manager, No. 92 Court Street.—The Great Atlantic and Pacific Tea Company is the pioneer in importing and supplying direct to the consumers in the United States, teas and coffees, and they now have upwards of two hundred stores established in all the principal cities and towns of the Union. The company's headquarters are at Nos. 35-37 Vesey Street, New York, where they carry millions of pounds of the choicest teas and coffees which they have imported by the shipload. The headquarters in Boston are at No. 92 Court Street. The store is handsomely appointed, and equipped with all conveniences, including a cash railway system, and two large coffee grinders, driven by a gas engine. The place was established in 1875, and has from the start been conducted under the management of Mr. Edward Weadick. A heavy stock is carried of the finest teas, coffees, baking powder, sugar and condensed milk, all fresh and reliable, and offered at the lowest prices. Branch stores are located at No. 20 Eliot Street, near Washington; No. 1078 Tremont Street, corner Sterling Street; No. 100 Meridian Street, East Boston; No. 305 West Broadway, second door from D. Street, South Boston; No. 836 Broadway, between Third and Fourth Streets, Chelsea. Mr. Weadick is an able manager, popularly known in the community, and in him the Great Atlantic and Pacific Company has a most worthy representative.



**E** DMUND W. MILLER, Manufacturer of Miller's Reform Boot, No. 54 Hamilton Place.—In the manufacture of ladies' boots the dictates of fashion are most generally followed, to the exclusion of common-sense and the sacrifice of comfort. There are exceptions to all rules, however, and the "Miller Reform Boot" is at once elegant, sensible, comfortable and durable, being made on strictly anatomical principles. It is perfectly easy when first put on, and the painful process of "breaking in" is entirely done away with. The only manufacturer of these ideal boots is Mr. Edmund W. Miller, No. 54 Hamilton Place. He makes the finest grade only, and deals exclusively in goods of his own manufacture. His trade is with the very best and most desirable class of patrons, and the making of boots to order is a specialty that receives particular attention. His factory, in which a number of skilled workmen are employed, is located on La Grange Street. Mr. Miller made all the sandals—3,000 pairs—that were used in the Greek play presented at the Boston Theatre a few years ago. The business of this house was established in 1872 by Robert A. Miller, whose death took place in 1884. His son, Mr. Edmund W. Miller, has since been the sole proprietor. He is a native of this city and was brought up to his present business.



**F** S. CHURCHILL, Ladies' Fine Boots, No. 129 Tremont Street.—Devoting his whole energies and resources to the making of ladies' fine shoes, Mr. F. S. Churchill is enabled to cater to the finest class of trade in the city. The business was established by the present proprietor fifteen years ago, at No. 23 Winter Street, whence it was removed to the present location two years ago. The whole of the work undertaken consists of ladies' fine shoes to order, which are in all respects the best made; the materials used being of the most superior kind, the fit guaranteed perfect, the style of the latest, and the workmanship of that finished description that is only executed by the most expert hands. The prices charged range from \$10.00 per pair of shoes and upwards and a large number of private lasts are kept on hand to suit the precise requirements of the respective customers. The able proprietor, Mr. F. S. Churchill, is himself a thoroughly practical manufacturer of long and varied experience and devotes his close personal attention to every order with which he is entrusted.



**H** L. LAWRENCE & CO., Wholesale and Retail Dealers in Poultry, Game, Etc., Stalls Nos. 46 and 48 Faneuil Hall Market.—This firm is one of the oldest and best known in the line indicated in Boston. They handle only choice stock in poultry, game, smoked tongue, pig's feet and tripe, shipping game to Europe, and receive supplies from various points throughout the country. This flourishing business was established away back in 1856 by Amner Pierce, and later passed into the hands of J. Watkins, who was succeeded by Joshua Robbins, who in turn succeeded by Robbins & Hill, the firm name subsequently becoming Robbins & Walker. In 1845 the present senior partner acquired an interest and the style changed to Robbins & Lawrence, and remained so up to 1855, when they were succeeded by H. L. Lawrence, who was succeeded in 1860 by H. L. Lawrence & Co., by whom the business has since been conducted with uninterrupted success. They occupy commodious quarters as warehouse on Ferry Street besides the two stalls in the market, and employ a dozen or more in help. A very large and fine stock is constantly kept on hand here and also in cold storage houses, and all orders for anything in the line indicated are promptly attended to, special inducements being offered to hotels and steamships. The firm is composed of H. L. Lawrence, J. P. Lawrence, and F. H. Hosmer. The Messrs. Lawrence are prominent members of the Boston Chamber of Commerce.



**PATCH & ROBERTS**, Fruit and Produce Commission Merchants, No. 17 N. Market and No. 17 Clinton Streets.—Boston, as the metropolis of New England and its leading supply center for goods of every description, possesses unexcelled advantages for the prosecution of the fruit and produce commission trade and these advantages have been thoroughly utilized by many of the most progressive of our citizens. One of the foremost houses engaged in the industry is that of Messrs. Patch & Roberts; whose headquarters are at No. 17 N. Market Street, running through to No. 17 Clinton Street. The firm have an A. No. 1 commercial standing, and as to their liability, they refer to the president of the Faneuil Hall National Bank, Boston; Bradstreet's and Dun's agencies, J. N. Adams, No. 245 S. Water Street, Chicago, Ill.; B. S. Schermerhorn & Co., Des Moines, Ia. This business was inaugurated in 1881 by the present proprietors, Messrs. A. W. Patch and C. G. Roberts, who have had mature experience in the produce market, Mr. Patch having had ten years' experience with the well-known house of A. & O. W. Mead & Co., holding a prominent position in the office of that firm, while Mr. Roberts was identified with the house of Bennett, Rand & Co., as head salesman, for eleven years. Since starting business on their own account they have developed influential connections, perfected facilities and a permanent, first-class trade all throughout New England. Occupying a spacious store and basement, and employing ten hands, the firm carry on an active trade as commission merchants in fruits and country produce of all kinds, receiving consignments from all parts of the Union. Strawberries, Mississippi, Georgia and Virginia fruits and vegetables, Grapes, Florida oranges, and pine apples, the firm being the largest receivers in New England of pine apples direct from the growers. During the spring, summer and autumn months they handle thousands of barrels of Western ice-packed poultry; a new industry largely developed by this house. In the winter season the principal business done on the first floor is selling poultry and game, which arrives daily from nearly all the Western States. The basement is kept exclusively for butter and eggs, which the firm receive in large amounts from the North and West. They are also sole agents for the Gleason Creamery, also the Lake Champlain Creamery, both of Vermont, and whose reputation cannot be excelled. Mr. Patch is a native of New Hampshire, Mr. Roberts of Maine and both have long resided in Boston. They are prominent members of the Chamber of Commerce and Fruit and Produce Exchange, Mr. Roberts being president of the latter institution, and in all the walks of life they command the esteem of all their fellow citizens.



**BURTON, MANSFIELD & PIERCE**, Wholesale Clothiers, No. 32 Chauncy Street.—About the most notable and successful firm that has come into prominence in the wholesale clothing line within recent years is that of Burton, Mansfield & Pierce, No. 32 Chauncy Street. They have been established since January, 1890, and have built up an exceedingly large and flourishing business throughout the New England States. The secret of their prosperity is not far to seek, however. Manufacturing a very superior class of men's and boys' clothing, thoroughly conversant with the trade and withal, quoting distinctly low prices, quality of goods and character of workmanship considered, they have been enabled, by energy and sagacity, to achieve the unequalled success that has attended their well directed efforts. The firm occupy four 25 x 120 foot floors, with ample and complete facilities, and employ on the premises a staff of fifty or more, including a number of expert cutters, in addition to several hundred hands outside, all the cutting being done in the establishment; while nine representatives are kept on the road. A vast and varied assortment is constantly carried in stock, including suits in all sizes, shapes and patterns, both in finest and medium grades; and every garment leaving this responsible house is fully warranted as to make and material. The individual members of the firm are Messrs. G. S. Burton, G. S. Mansfield and Alfred Pierce, who are all gentlemen of middle age and natives of this city. They are all men of thorough experience in this line, as well as of energy and enterprise, and exercise immediate supervision over every detail of the business.



**THOMAS A. ROWE**, Contractor For Public Works, Wharf and Bridge Work, Abutments and Sea Walls, Submarine Work, Etc.—No. 209 Washington Street, Room No. 7.—As a contractor for public works a prominent position in the industrial world is occupied by Mr. Thomas A. Rowe, of this city, whose office is at No. 209 Washington Street. The business controlled by him was founded some twenty-two years ago by Mr. J. A. Sylvester.\* In 1885 Mr. Rowe became his partner, the firm title of Sylvester & Rowe being adopted, and in 1887, on the death of the former, Mr. Rowe became sole proprietor. Employing a large force of hands, he gives special attention to wharf and bridge work, abutments and sea walls, submarine work, etc., and has the best of facilities for carrying through all contracts expeditiously and in the most satisfactory manner. Much important work has been done by Mr. Rowe, among the contracts executed being that on the Charles River for the Francis estate, the Heath estate and the Charles River Embankment Company dam at the Cochituate Lake Outlet, for the city of Boston; water works, Winchester, Mass.; excavation for the Park Department, at Brookline and for the Old Colony Steamboat Company at Fall River, Mass. Estimates and specifications are furnished at short notice, while first-class work is guaranteed in every instance. Mr. Rowe is a native of Maine, but has long resided in Newton, one of Boston's favorite suburbs. He is a mason by trade, a skilled workman and always personally superintends the labors of his assistants. During the War of the Rebellion Mr. Rowe served for a year with the Twenty-sixth Regiment, Maine Volunteer Infantry, taking part in many engagements. He is an active member of the Masonic Order and enjoys the fullest esteem of all his fellow citizens.



**JONES, McDUFFEE & STRATTON**, Fine China, Glass and Lamps, No. 120 Franklin [corner], Nos. 51 to 59 Federal Street.—The largest and most progressive house in the line of fine china, glass and lamps, not only in Boston but in the whole United States is that of Messrs. Jones, McDuffee & Stratton. The foundation of this immense business was laid in 1810, by Otis Norcross, and, after some changes, the present firm succeeded to the control in 1874. The business premises comprise seven floors, each containing 5,500 square feet of floor space, and forming one of the most attractive business emporiums in the city. The partners bring to bear experience and ample resources in the harmonious gathering together of such a bewildering, yet charmingly attractive display of all descriptions of plain and fancy crockery, fine china, glassware and lamps. The stock embraces the products of the most celebrated makers both in America and Europe, and the firm has its sources of supply in China, Japan, England, Germany, Austria and France. In imported china, this firm shows the largest and most serviceable variety in America, while they also display the rarest assortments of French, Bohemian and Belgian glassware ever brought to this city. The best home and foreign markets are regularly inspected and the freshest novelties and most desirable specialties are procured. The housewife, the hotel proprietor and the restaurateur can here select from hundreds of sample sets of plain and heavy wares up to the thinnest ornamental French sets, resplendent in their delicate tints and artistic beauty. Boote's new antwerp is a stock pattern with this firm. It would be impossible to name all the useful and beautiful goods here exhibited. Fancy potteries, statuettes in bisque, Lunoges and Sevres ware, Baccarat glass and porcelain, hanging, hall and student lamps are here to be found in vast profusion. A specialty is made of art pottery and fancy goods, which are shown in rich variety. The wholesale trade of the house is especially heavy and influential, extending to every state and territory in the Union. The individual members of the firm are Messrs. Jerome Jones, Louis P. McDuffee, Solomon P. Stratton, Franklin S. Williams and Frederick E. Proctor. Mr. Jones is a native of Athol, Mass., and came into this house in 1854, becoming a partner in 1867, and is prominent in commercial and financial life. Mr. McDuffee was born in Derby, Vt., and has been in the house for twenty-five years. Mr. Stratton is a native Bostonian, and came into the house in 1863. Mr. Williams was born in Roxbury, Mass., and has been connected with the house for a full quarter of a century. Mr. Proctor was born in Athol, Mass., and came into the house fifteen years ago.





**B. HOWARD**, Dry Goods Commission Merchant, No. 48 Summer Street.—Although the trade which attaches to the reliable firm of Mr. P. B. Howard, commission merchant in dry goods, of No. 48 Summer Street, is of a local character, it is, nevertheless, of considerable magnitude, and comprises a patronage among jobbers, clothing manufacturers and large retail dealers. The business was established in 1869 by Mr. P. B. Howard, who, in addition to his flourishing connection as a commission merchant, acts as the duly accredited representative for European mills and New York houses in woollens and linings, his wide range of practical experience in the trade enabling him to handle only the finest qualities of goods, while his energy, perseverance and sound ability are mainly responsible for the very satisfactory business he has succeeded in building up for his worthy principals. Mr. Howard is a native of Boston, now of middle age, and learned the trade in a woolen mill. He is esteemed as a thorough business man and for his inflexible integrity and unsullied record as a merchant.



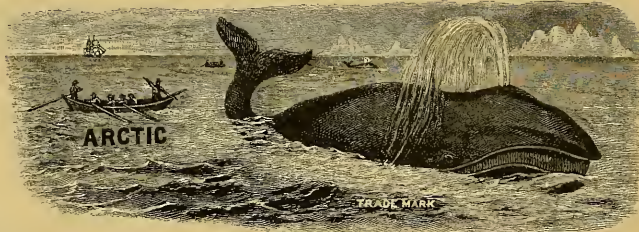
**C. HARDY & Co.**, Doors, Sashes, Blinds, Glazed Windows, Nos. 59, 61, 63, 65 and 67 Charlestown Street.—Perhaps not one among Boston's older firms engaged in the handling of builders' supplies is more widely or favorably known than that of A. C. Hardy & Co., whose capacious "Blue Front Store" is located at Nos. 59-67 Charlestown Street, opposite Beverly Street, near C. Hardy and Maine depot, extending through to Lynn Street. They are dealers in doors, sashes, blinds, glazed windows and moldings; also stair rails, halusters, inside finish, and lumber of every description, and the trade, which is exceedingly large, extends throughout New England and portions of New York State. This flourishing enterprise was established in 1848 by the father of the present proprietor and is one of the oldest in New England, and from its inception has been a highly successful venture, the business growing apace. The premises occupied comprise two stores and lofts, each 40 x 100 feet in dimensions, and are well ordered and excellently arranged, and a large number of help are employed. An extensive, varied and complete stock is constantly kept on hand here, the specialties being doors, sashes, blinds and glazed windows, while special attention is also given to turning out special sizes shapes, etc., of building work to order and all orders by telephone No. 2063, mail, or otherwise, are attended to in the most expeditious and reliable manner. The prices quoted are maintained at the very lowest possible figures, the most liberal inducements being offered to builders and contractors; and relations once formed with this responsible firm are reasonably certain of leading to an enduring business connection. Mr. Hardy, who is the sole proprietor, is a gentleman in the prime of life, and a native of this state. He is a man of energy and enterprise, thoroughly reliable in his dealings, and has won success by deserving it.



**E. MERRIMAN**, Dealer in Whalebone, No. 24 Lincoln Street.—The leading headquarters for whalebone in Boston is the establishment of Mr. F. E. Merriman, located at No. 24 Lincoln Street. This gentleman is an extensive dealer in whalebone, either in the raw material, or manufactured into whip-bone, corset bone, dress-bone, etc., manufacturing his own goods, and possessing every modern facility for the systematic and successful prosecution of the business in all its departments.

He established his business here over twenty years ago, early giving the subject a thorough investigation—which resulted in the invention by him of numerous special tools—and employing every means and method to improve the quality, enhance the value and cheapen the cost of production. As a result, he has produced a line of whalebone unsurpassed in this or any other market, and has developed the leading trade therein in this section of the country. He has the best possible connections with leading sources of supply, securing the raw material in vast quantities, and at the most advantageous rates, and employing only skilled and expert hands in its manufacture into whip bone, corset bone, dress bone, and other articles for which he has become so widely noted. The goods go to all parts

of the United States and to foreign countries, and are preferred by dealers and consumers wherever introduced to any other make on account of their great reliability, durability and uniform excellence. Orders of whatever magnitude are filled with promptness and care, at prices which are rarely, if ever, duplicated elsewhere. Mr. Merriman is a Massachusetts man by birth and training, and is still in the active prime of life. He is thoroughly experienced in all the needs and requirements of his patrons, is enterprising and progressive in his methods of manufacture, reliable and responsible in all his dealings, and of excellent repute and standing in business and trade circles.



**HERBERT C. CHURCH**, Banker and Broker, No. 53 Congress Street.—A widely known house in connection with the Boston stock and bond market is that of Mr. Herbert C. Church. He deals largely in corporation and municipal bonds; also handles real estate mortgages, and buys and sells bonds, stocks and securities on commission. He established himself in business originally in New York, in 1880, and in 1886 engaged with the banking firm of Cordley & Co., in this city, withdrawing therefrom in 1889 and opening his present office. His career has been marked by that energy, tact and keen appreciation of opportunity so essential to permanent success in the "city." Through his extended and influential connections he possesses exceptional facilities, not only for the prompt fulfillment of his own engagements, but also for the successful negotiation of operations requiring large sums of money for others. He is likewise prominent as eastern agent for the International Loan and Trust Company, of Kansas City, Mo. This company has a cash capital of \$1,000,000, and offers investors guaranteed short time paper, debenture bonds, national bank stocks, real estate first mortgages, corporation and municipal bonds, and other choice investment securities. Special attention is called to their short time paper, payment of which is fully guaranteed at maturity by this company, and payable in Boston or New York funds without charge for exchange. This paper is amply secured by collateral or by names of banks or individuals of undoubted credit and with the strong endorsement and guarantee of this company is especially desirable for national banks and others desiring short time investments promptly paid at maturity. Mr. Church is in a position to offer opportunities for the purchase of government and other guaranteed dividend-paying bonds and stocks which are unsurpassed by any of his contemporaries in the city, and his house is cordially commended to all capitalists who desire a good and safe income, with absolute security for their investments. Mr. Church is a native of New York, and through merit and promptness in attending to his patrons' interests he has attained a leading position in this important branch of the stock market.



**THE NEW ENGLAND NATIONAL BANK**, Equitable Building, No. 150 Devonshire Street.—One of the oldest and strongest fiduciary institutions of Boston is the New England National Bank, whose banking rooms are eligibly located in the Equitable Building, No. 150 Devonshire Street. It was originally incorporated in 1813, as the New England Bank, being reorganized under the national banking laws in 1865, and has steadily maintained a high position in the financial world, doing a safe and flourishing business throughout all these years. Its capital of \$1,000,000 has been kept at the same figure from its inception, and this is now strengthened by a surplus of \$600,000, with undivided profits of \$120,144.31, while its individual deposits amount to over \$2,500,000. It does a remunerative general business, discounting the best class of commercial paper, loaning on proper collateral, buying and selling exchange, and making collections on all points through its chain of correspondents. The bank has ever retained the confidence of leading commercial and financial circles, and numbers among its permanent patrons many of our largest manufacturers, merchants, importers and capitalists. The statement of its condition made November 30, 1891, is the following: resources: loans and discounts, \$3,322,018.57; stocks and bonds, \$78,400.; due from banks, \$386,773.87; redemption fund, \$2,250; expenses and taxes paid, \$12,975.15; cash, \$527,840.19; total, \$4,336,263.78. Liabilities: capital stock, \$1,000,000; surplus fund, \$600,000; undivided profits, \$120,144.31; dividends unpaid, \$4,355.50; circulation, \$45,000; deposits, \$2,566,763.97; total, \$4,336,263.78. The officers and directors of the New England National are as follows, to wit: president, Charles W. Jones; cashier, Charles F. Swan. Directors: Samuel Atherton, retired merchant; John T. Bradley, retired merchant; John D. W. Joy, wholesale dry goods dealer; Charles W. Jones, cotton manufacturer; William G. Means, treasurer Manchester Locomotive Works; J. Herbert Sawyer, cotton manufacturer. These are able and representative business men, whose names are synonymous with stability and integrity, and whose presence on the board of the New England National Bank affords the best possible guarantee of its continued prosperity and usefulness. President Jones brings special qualifications to bear upon his position, and there is no more able, prudent and reliable financier than he. In Mr. Swan the bank has a cashier of expert judgment and vast practical experience, who has been connected with the institution since 1846, cashier since 1872, and unremitting in his devotion to the interests of the bank and deservedly popular with its patrons.



**F. CORNE**, Importer of Paper Stock, No. 104 State Street.—Mr. Corne is an importer of paper stock from Europe, and established his business ten years ago. He handles only high-grade goods, his operations being, nevertheless, of extensive magnitude. Although his transactions are mainly in New England he has a connection extending throughout the entire country; his clients being, mainly, the better class paper makers. Mr. Corne is a practical expert at his calling, and prior to entering upon his present business, he was engaged in banking. He possesses, in marked significance, a comprehensive range of unusual commercial accomplishments and merits the respect of the whole trade. A treatise upon the commercial prosperity of the capital city of the Bay State, to be operative must be perfect, and such, assuredly, it would not be, did its pages contain no reference to Mr. Corne and his prosperous calling.



**BEGGS & COBB**, Tanners and Carriers, No. 82 Summer Street and No. 235 Devonshire Street.—This is a leading house in its special branch of the trade in Boston and enjoys a national reputation as manufacturer of oil grain, buff, glove and pebble grain crimping and shoe splits, with tannery at Winchester, Mass., and currying shop at Woburn, Mass., and with headquarters at the address given above. This firm started in business in 1879, with a capital of \$5,000, and have continued to lengthen and strengthen their stakes, extend their commercial relations, increase their facilities for doing business, and expand their popularity with the trade, until they have invested \$450,000 in the enterprise and reached a pre-eminence in the industry of which they have every reason to be proud. They have lately taken the Moseley tannery at Winchester, which is over three hundred per cent. larger than the one already operated, and now have a tanning capacity of fifteen hundred sides per day, employing one hundred and twenty-five men; while the currying shop at Woburn gives employment to one hundred more. The productions of this flourishing firm are goods of exceptional merit, being recognized as the ne plus ultra in glove, oil grain and shoe splits, and are in extensive and growing demand throughout the entire country, particularly so among the New England shoe manufacturers. A full and fine line of stock is kept constantly on hand, from which the largest orders are promptly filled. The firm is composed of William Beggs and Elisha W. Cobb, the founders of the business, and Alex. Moseley as special partner. Mr. Beggs is known and honored in the trade as the inventor of the improved attachment to the Union splitting machine, and is the practical tanner of the firm, having personal charge of the tannery and factory. Mr. Cobb is the business manager at the Boston office and a practical leather man. Mr. Moseley became a special partner December 1, 1890, and was formerly connected with Loring & Avery. All are Massachusetts men by birth, and enjoy the highest repute.



**ALFRED CLAPP & CO.** Wholesale Lumber Dealers, Rooms 814-815 Exchange Building, No. 53 State Street.—The growth of the lumber trade of Boston has kept pace with the advancement of its industrial resources, and in no other single branch of commerce are greater facilities offered our people than in obtaining supplies of lumber of all kinds upon the most advantageous terms. This fact is the result of the enterprise of the wholesale lumber dealers and shippers, who have placed this city among the leading markets of the country for this staple. One of the leading houses in the trade is that of Alfred Clapp & Co., of which Mr. Clapp is the sole proprietor, and whose offices are in Rooms 814-815 Exchange Building, No. 53 State Street. The business was established eight years ago, and has been conducted with annually increasing success and influence, its operations now extending generally throughout the New England States. The firm deal in all kinds of eastern, western, northern and southern lumber, both hard and soft woods. Supplies are received direct from the lumber mills. A very large trade is met, the annual sales running from 15,000,000 to 20,000,000 feet per year. The reputation of this house in the trade for enterprise and liberality is not excelled by any contemporaneous concern, while the resources and facilities at command make it one of the most desirable establishments in the city with which to form pleasant and profitable relations. Mr. Clapp is a native of Boston, an active member of the Bay State Lumber Dealers' Association, and sustains an excellent status in business circles.



**FRED I. CLAYTON**, Military and Civic Tailor, No. 8 City Hall Avenue.—A popular and prominent representative of the tailor's art is Mr. Fred I. Clayton, whose establishment is eligibly located at No. 8 City Hall Avenue. He has been engaged in this business since 1868, and is a gentleman of exquisite taste, judgment and integrity, by the exercise of which he has built up a large and permanent trade among our wealthy and refined citizens. His establishment comprises a store of two floors, of ample dimensions, which are commodious and elegantly fitted up and contain at all times a complete assortment of the finest imported goods from which the most critical and fastidious can easily suit himself, while the fit and finish of the house are too well known as perfection to need any further comment. The facilities of the house for the prompt fulfillment of all orders is unexcelled. From eight to twelve assistants are employed in the store and shop, and all garments are made up outside. Mr. Clayton is himself a practical tailor and cutter and gives to the business his personal supervision. A specialty is made of manufacturing uniforms in the best and most satisfactory manner, while the most reasonable prices at all times prevail. Mr. Clayton has been eminently successful in this business and has an influential patronage in this city and throughout New England. His high personal character is a sufficient assurance of the reliable manner in which all orders are filled.



BOSTON COMMON—BEACON STREET MALL.



**J**OHAN L. STEVENSON & CO., Importers and Dealers in Wines, Spirits and Cigars, Sole Agents of Duc De Montebello Champagne, Nos. 2 and 4 Faneuil Hall Square.—For the period of thirty years intervening between the year 1863 and the present time, the name of Messrs. John L. Stevenson & Co., has been conspicuously prominent as one of the representative houses of its class in the capital city of the Bay State. The business is that of importers of and dealers in wines, spirits and cigars, and the premises occupied by the concern are located at Nos. 2 and 4 Faneuil Hall Square. The house engages both at retail and wholesale, the specialty being the latter. It has transactions in both free and bonded goods and handles the very highest qualities thereof. The house formerly engaged in the manufacture of cigars, their private brand being the "Smuggler," and they are sole agents for the celebrated "Duc de Montebello" champagne. The premises are excellent in the matter of location and equipment and comprise five floors, each covering a substantial area, the first being arranged and appointed as a retail department. Messrs. John L. Stevenson and Charles D. White constitute the personnel of the partnership, each of which gentlemen is an able, conscientious and enterprising business man. Mr. Stevenson is a middle aged gentleman commanding great respect, and is the president of the Massachusetts Wine and Spirit Association. Mr. White has been connected with the house for a period of twenty-five years and is a native of Boston. Boston's prosperity to be reflected completely upon the pages of a work of the character of the one under preparation, must comprise within its representative elements the name of this reputable house.



**C**HARLES KIMBALL & CO., Commission Merchants in Fruit and Produce, Corner Atlantic Avenue and Clinton Street.—A prominent leader in its special field of commercial activity, the house of Charles Kimball & Co., commission merchants in fruits and produce, is fully entitled to special mention in any work bearing upon the mercantile progress of Boston. This establishment was founded in 1845 by Mr. Charles Kimball, who adopted the trade name of Charles Kimball & Co. He was for many years a prominent figure in the fruit and produce market, and his death, which occurred in 1885, was generally regretted. He was succeeded by Messrs. Newton A. Hoak and James Misoichi, who had been his partners for a number of years, and they still retain the original firm style. Mr. Hoak is a native of Maine, but has resided in Boston for twenty-two years. Mr. Misoichi was born in this city. Both are members of the Fruit and Produce Exchange, and are popularly known as progressive, enterprising, business men. The firm's office and salesroom are at the corner of Atlantic Avenue and Clinton Street, while their warehouse, a five-story, 25 x 100 feet building, is on Commercial Wharf. Employing a staff of twenty-five hands, and having perfected facilities, they carry on a very heavy trade as commission merchants in fruits and produce of all kinds, receiving consignments from all parts of the United States. A leading specialty is made of potatoes, and consignments of this vegetable are also received from England, Ireland and Scotland, and Prince Edwards Island. The firm make shipments to all sections of the Union. Consignments are always solicited, and their record assures the highest market prices and promptest returns in every instance.



**M**ANUFACTURERS NATIONAL BANK, Corner Summer and Devonshire Streets.—Boston is to be cordially congratulated upon the soundness and solvency of its banks and fiscal institutions, prominent among which is the Manufacturers National Bank, occupying its own elegant building at the corner of Summer and Devonshire streets. The banking rooms are located on the ground floor, and are so admirably arranged for the rapid transaction of a large volume of business that of the hundreds daily doing business with the institution, all are promptly attended to, and there is no detention. As through the handsome portal one enters the establishment, its immensity is the first impression conveyed to the mind. So simple are all the arrangements that the stranger can easily find his way to any of the numerous departments, while despite the turmoil of business, a quiet elegance pervades the place, and one feels intuitively that he is in one of the best managed institutions of the kind in the world. The Manufacturers National Bank was incorporated in 1873, and exists to-day, like a financial Gibraltar, with title and nature of business unchanged. Its capital stock is \$500,000, and its officers and directors are as follows: viz., President, Weston Lewis; cashier, Francis E. Seaver. Directors: Nathan P. Coburn, Benj. W. Munroe, Henry H. Proctor, Geo. B. Nichols, A. Shuman, Otis Shepard, H. Staples Potter, John Wales, Wm. A. Gaston and Weston Lewis. The bank transacts a general business in deposits, loans, collections and exchange; discounting much of the choicest commercial paper in the city, loaning largely on approved collateral, and effecting collections on all points through its chain of correspondents, which includes the National Park and First National Banks, of New York; the Tradesmen's National Bank, of Philadelphia; and the First National Bank, of Chicago. The management is characterized by the soundest methods and the utmost efforts to secure every legitimate advantage to customers, and the bank is one of the most popular depositories and mediums of exchange in the city to-day. Its resources are as great as its business is widespread and its connections influential. It allows interest on trust funds and special accounts, issues certificates of deposit bearing interest, makes telegraphic transfers of money, and extends every facility to its customers, consistent with sound banking. Its statement, made November 2, 1891, shows net profits of \$100,081.03; deposits, \$2,290,452.50; loans and discounts, \$1,601,290.01; total resources, \$3,971,534.43. The bank is a steady dividend-payer, while the above figures are an eloquent commentary on the popularity of the institution and its great earning power. The president, Mr. Lewis, is one of Boston's best known business men, for years at the head of the great wholesale dry goods house of Lewis, Brown & Co., and for two and one-half years chairman of the State Board of Arbitration, and a born financier. The cashier, Mr. Seaver, has been in the banking business since 1857, and has filled his present position since 1873, bringing to bear ample experience and a foundation understanding of financial methods and the science of banking; while the board of directors comprises much of the solid business element of this busy metropolis.



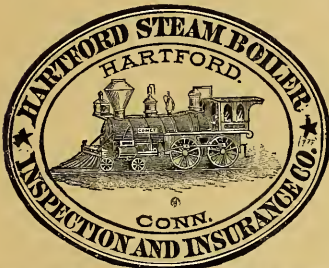
**G**P. MARTIN, Manufacturer and Dealer in Vapor Stoves, Torches, Soldering Stoves, Gasoline and Kerosene Lamps, No. 261 Federal Street.—The use of kerosene oil for heating and cooking purposes has become so general that the market is filled with oil stoves of many kinds and while they may do the ordinary work of a cook stove tolerably well, there is always one fault, and that is the tendency to smoke and fill the house with a disagreeable odor, caused by imperfect combustion. This objection is obviated by the vapor stoves now in general use. A prominent house engaged in the manufacture and sale of vapor stoves, torches, soldering stoves, gasoline, and kerosene lamps is that of Mr. G. P. Martin, located at No. 261 Federal Street. This prosperous business was established in 1881 and has since been conducted with gratifying success. The premises occupied consist of a store with workshop in the rear, both of ample dimensions and fitted up with everything necessary for the successful prosecution of the business. A large stock of vapor stoves, all kinds of gas stoves, torches, soldering stoves, gasoline and kerosene lamps is kept constantly on hand. A corps of competent assistants is employed and all orders receive prompt attention, a specialty being made of cleaning and repairing all kinds of vapor stoves, torches, etc. The best quality of Naptha and Gasoline is at all times for sale at market prices, in large or small quantities. A large trade in this city and its suburbs has been established. Mr. G. P. Martin, the proprietor, is a middle aged gentleman, a native of Boston, who has always followed this line, is a thoroughly practical workman, and gives to the business his personal attention.



**C**T. DERRY & CO., Sea Wall Builders, No. 68 Devonshire Street.—This business was established in 1854, by Mr. C. T. Derry, who was a practical master mason, quarryman and granite contractor, and he soon developed a widespread and influential patronage. In 1868 he admitted to partnership Mr. C. H. Edwards, who retired in 1880, and Mr. James Burr came into the firm. Their business has since been local, suburban and country-wide, as dealers in granite, bridge abutments, etc., and as sea wall and wharf builders, making a specialty of removing and rebuilding old sea wall, and also furnishing lighters for transporting freight or heavy merchandise to all parts of the harbor. Having had an unequalled experience in the execution of the heaviest contracts in the building of sea walls, piers and bridge abutments, they are still called upon to perform the most important commissions in their line, both for the United States Government, railway and other corporations and private parties throughout the country. During the war they handled all the twenty-five ton guns and their appurtenances for the government, landing them at all the various forts from New York Harbor north; while their first contract was performed in 1856 for William Evans, contractor with the city of Boston, for a wall on Albany Street, over a mile in length, thirteen feet wide at the bottom, four feet wide at the top, and fourteen feet high. They built a large part of the splendid Long Wharf; the wharf and piling for the Standard Sugar Refinery at South Boston; the wharf for the Franklin Coal Company at South Boston, owned by Francis B. Hayes; the great sea wall on Beacon Street, 3500 feet long; the freight and passenger depots of the Boston and Providence railroad; the sea wall at Mystic River, one-half mile long, twenty-one feet high, twelve feet wide at the bottom and four feet at the top; a large part of the rip-rap at the pumping station on Moon Island; furnished stone for the foundation of Washington Market; the bridges at Dedham and Hyde Park, for the Boston and Providence railroad; 1700 feet of heavy sea wall for the Boston Gas Light Company, and the foundation for their works at Commercial Point; 500 feet of sea wall for the Bradley Fertilizer Company, at Weymouth; the Hoosac Tunnel dock and elevator for the Fitchburg Railroad, at which three of the largest foreign steamship lines running into Boston discharge; the foundation for the South Boston Iron Foundry and the foundation for the Chapin Block in this city. Their heaviest contract and the largest one of the kind ever let was the building of a sea wall for the Boston and Maine Railroad, 4000 feet long, thirty feet wide at the base, three feet wide at the top, built in seven feet of water at low tide, and requiring one hundred thousand tons of stone. They own and operate seven lighters, and employ some twenty vessels in the work of transporting their stone from their quarries at Rockport and Quincy to this city. This firm have built more sea walls than all other contractors in Boston combined. Captain Derry, the honored founder of this business, is a native of Quincy, Mass., and moved to Sharon twenty-seven years ago and is one of the best known citizens there. He has been engaged upon masonry work for upwards of forty years, and is the leading authority upon this branch of constructive enterprise in this section of the country. He is a large owner of real estate in Sharon and vicinity; was the founder of the company that erected the Massapoiag Hotel on his property, situated on the banks of the beautiful Massapoiag Lake; and is one of the oldest members of the Mechanics' Exchange in this city. Mr. Burr is also a native of Quincy, and prominent in its business and political circles. He was engaged in the lightering industry for twenty years previous to becoming a member of this firm, and is an expert therein; and represented the city of Quincy in the First Council, and is an active and influential member of the Mechanics' Exchange. The firm do a business of from \$30,000 to \$50,000 per year, and have never given a note, but have at all times paid strictly cash.



UND, JEWELL & WELCH, Solicitors of Patents, No. 34 School Street.—One of the most eminent and successful firms in Boston engaged in the practice of patent law is that of Messrs. Lund, Jewell & Welch, whose office is located at No. 34 School Street. This firm are widely known as solicitors of American and foreign patents and as counsellors in patent causes. The business so successfully conducted by them was originally established in 1867, by Rodney Lund, an attorney-at-law of large experience, who practiced before the courts of Boston and the United States in this city until 1872, when he formed a partnership under the name and style of Burbank & Lund. In 1885 Mr. Charles H. Welch became a partner with Mr. Lund, under the firm name of Lund & Welch and in May, 1890, Mr. William E. Jewell was admitted to partnership. As thus constituted, the firm of Lund, Jewell & Welch have gained a national reputation as able, scientific and successful solicitors, and experienced, clear-headed and reliable counsellors in patent law. Their practice comprises close and careful attention to the preparation and prosecution of applications for letters patent, design patents, reissues, trade-marks, labels and copyrights; including the making out and filing of specifications, drawings, caveats assignments, and all 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; arguing cases in interference, upon appeal and before the courts; and all other items of service necessary to the complete success of the application up to the time the patent is granted and issued by the office. No attorneys are better known at the patent office in Washington, and none can secure fairer treatment or more prompt consideration of their cases. Their papers filed in the interest of their clients are models of accuracy, wisdom and perfect understanding of the case in hand. Their facilities for securing both American and foreign patents are not surpassed, and rarely equalled by any practitioners in the country. Their clients come from all parts of the country, including many prominent inventors and manufacturing corporations in Massachusetts and New England, all of whom bear testimony to the zeal and success that characterize all transactions of this firm. A branch office is operated in Lynn, Mass., and Gen. Ellis Spear, who was Commissioner of Patents under President Hayes, is the Washington correspondent of the firm. Fees are moderate and uniform, and the interests of every client are closely watched and intelligently promoted. Mr. Lund is a native of Vermont, and studied law at Bradford in that State, with Robert McK. Ormsby, Esq. He is a member of the Boston Bar Association, and has had an experience of forty years in the practice of patent and common law. Mr. Welch is a Massachusetts man by birth and education, studied his profession at the Boston Law School and in the office of Charles A. Drew, Esq., and was also with Messrs. Burbank & Lund previous to 1885. Mr. Jewell was born in Stratton, N. H., graduated at Dartmouth College, and studied with Hon. B. W. Harris at East Bridgewater, Mass.; was admitted to the bar in 1860, and became a member of the law firm of Harris & Jewell, besides practicing for a time at Randolph and in this city, previous to joining the present firm. These gentlemen all enjoy a standing in legal circles which place them far above the requirements of any praise which these pages could bestow.



Northeastern Department, C. E. Roberts, Manager, Office No. 35 Pemberton Square.—The insuring of steam boilers is a most important branch of the insurance system, and a valuable factor in protecting both life and property. The only exclusive boiler insurance company in the world, and the only one of the kind in the United States, is that of the Hartford Steam Boiler Inspection and Insurance Company, of Hartford, Conn. This company was organized and incorporated in 1866, with a perpetual charter, ample capital, and the following prominently known gentlemen are its officers: President, J. M. Allen; Secretary and Treasurer, J. B. Pierce; Vice-President, W. B. Franklin; Second Vice-President, F. B. Allen. The affairs of the company have been ably directed, and a most substantial success scored. This is shown by the following abstract from the statement presented January 1, 1891: Assets, Cash in office and Bank, \$56,592.89; Premiums in course of collection, \$127,992.00; Loaned on Bond and Mortgage, first liens, \$423,470.00; Bonds and Stocks, market value, \$767,363.24; Real Estate, \$1,461.23; Interest accrued, but not due, \$28,022.14; Total Assets, \$1,408,481.50. Liabilities, Premium Reserve, \$820,184.49; Reserve for claims not due, \$16,650.86; Capital Stock, \$500,000.00; Net Surplus, \$71,646.15; Surplus as regards Policy-Holders, \$571,646.15; Total Liabilities, including Capital and Surplus, \$1,408,481.50. The company imposes no arbitrary conditions; it is interested in no patented boilers or boiler appliances, nor is it interested in numerous insurance schemes, entirely foreign to the business of steam boiler inspection and insurance, but on the receipt of the proposal for insurance, the boilers, tanks, or other appliances carrying steam pressure are thoroughly inspected and classified, and are accepted at a proper rate per cent., unless they are found, on inspection, absolutely unsafe; in which case the applicant is furnished with a written statement of their condition. The policy of insurance which the company issues covers damage to boilers, buildings, stock and machinery; also from loss of life, permanent total disability and accident to persons, arising from explosion, and is a guaranty that the work of inspection has been thoroughly done. No inspection can be so careful and complete as one where the party making it has a pecuniary interest. The northeastern department of the company has its headquarters at No. 35 Pemberton Square, this city, the manager being Mr. C. E. Roberts, the assistant manager, Mr. W. H. Allen, both natives of Boston, and popularly known in business circles. The territory represented by them includes Maine, New Hampshire, Rhode Island and three-fourths of Massachusetts. Twenty-five assistants are employed, twelve of them being boiler inspectors. The rates for risks are reasonable in character, while all losses that occur are promptly paid.

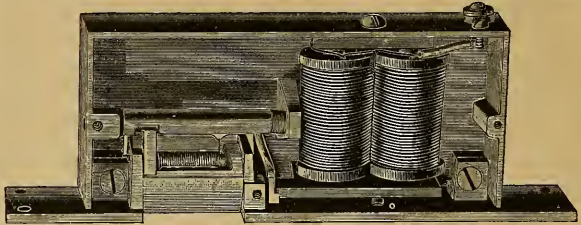


13. BAILEY & CO., Perfumers, Nos. 130 and 132 Lincoln Street.—This enterprise was founded in 1884, by the present proprietor, Mr. T. B. Bailey, prior to which he had for twenty-five years conducted a retail drug business at Milford, Mass., his native town. He has built up a large, prosperous trade, and ships his goods to all sections of the United States. Mr. Bailey is assisted in the business by his son, Mr. F. I. Bailey, who has charge of the laboratory. He is an expert chemist, and thoroughly skilled in the production of perfumes. The premises occupied have an area of 25 x 75 feet, and are equipped with all requisite appliances. Employment is found for fifteen hands. Choice perfumes of all kinds are made, the leading varieties, and their prices, per pint, being as follows: Carnation Pink, \$3.00; Clematis, \$3.00; Damask Rose, \$3.00; Ess Boquet, \$3.00; Heliotrope, \$3.00; Italian Bouquet, \$3.00; Jasmine, \$3.00; Jockey Club, \$3.00; Japanese Bouquet, \$3.00; Mignonette, \$3.00; Moss Rose, \$3.00; Night B. Cereus, \$3.00; New Mown Hay, \$3.00; Orange Blossom, \$3.00; Ocean Spray, \$3.00; Opponax, \$3.00; Pond Lily, \$3.00; Patchouli, \$3.00; Rose Geranium, \$3.00; Sweet Briar, \$3.00; Sweet Pea, \$3.00; Stephanotis, \$3.00; Tuberosa, \$3.00; Tea Rose, \$3.00; West End, \$3.00; Wild Olive, \$3.00; White Rose, \$3.00; Specialties; Amoroma, \$4.00; Arbutus, \$4.00; Crab Apple Blossom, \$4.00; English Lilac, \$4.00; Florida Flower \$4.00; Heliovine, \$4.00; Lily of the Valley, \$4.00; Olivine, \$4.00; White Heliotrope, \$4.00; White Lilac, \$4.00; Wood Violet, \$4.00; Ylang Ylang, \$4.00; Extra Special; Frangipanni, \$6.00; Musk, \$6.00. The firm also manufacture Bailey's Ideal Sachets, silk and satin holders, fancy bottles filled, cologne, toilet water, fragrant dentifrice, small bottle perfumes in boxes, Bailey's baby perfumes, special triple extracts, souvenir couplets, Venetian cologne, German Imperial cologne, Pond Lily face powder, toilet powder, and a choice line of flavoring, extracts. All the goods are of strictly first-class quality, a heavy stock is carried, and all orders received are filled without delay.



**W**ILKINSON & TINKHAM, Electrical Engineers and Contractors, Manufacturers and Fitters of All Kinds of Electrical Apparatus, No. 24 Beach Street.—This establishment was founded in 1863 by Mr. James Wilkinson, at No. 38 Chardon Street, and the business was conducted under his sole ownership up to 1890, when Mr. Lemuel B. Tinkham became his partner, and the present firm title was adopted. Both members of the firm are skilled practical electricians and locksmiths, and they employ twenty-five experienced assistants. The premises occupied are equipped with all requisite machinery, driven by steam-power, and Messrs. Wilkinson & Tinkham here manufacture electrical apparatus of every description, every article turned

out being of the most finished workmanship. As electrical engineers and contractors they give particular attention to the placing of annunciators, burglar alarms, electric lighting, electric transmission of power, and wiring of buildings. Mr. Wilkinson is a native of England, but has resided in Boston the greater part of his life. He is a valued member of the Order of United Workmen. Mr. Tinkham was born in Mattapoiset, Mass., is a young man of excellent business capacity, and it was through his inventive ingenuity that the electric door-opener and bell-pull attachment was evolved, out of which is here shown,—the door-opener being now used almost exclusively on all the apartment houses in this city and vicinity. Mr. Tinkham is an active member of the Independent Order of Odd Fellows, and also of the Knights of Pythias, and popularly known in the community.



**P**RIOR, INGALLS & CO., Wholesale and Commission Dealers in All Kinds of Fresh Fish, No. 124 Commerce Street.—The comprehensive list of reputable members of the Boston wholesale fish trade, does not embrace the name of a more flourishing concern, nor one more emphatically entitled to prominent notice upon the pages of this treatise upon the city's expansion and prosperity, than that of Messrs. Prior, Ingalls & Co. of No. 124 Commerce Street. The foundation of the house took place during the currency of the year 1884, the authors of its prosperity being the members of the partnership as at present existing. The business involves transactions, both as wholesale dealers and upon commission, every conceivable variety of fresh and salt-water fish being handled in season. The area covered by the operations of the house embraces within its limits the whole of New England, and extends throughout New York State, the West and Canada. The business premises occupied by Messrs. Prior, Ingalls & Co., monopolize the whole of a floor, covering an area of 3000 feet, and are well managed and equipped with every convenience necessary to the conduct of a large and expanding volume of business transactions; a staff of six able and courteous assistants being constantly maintained. The partnership embodies the joint energies of two of the soundest and most estimable business men in the section—Mr. George P. Prior and Mr. Geo. M. Ingalls. The former gentleman is a native of Duxbury, Mass., and he has had over forty honored years of constant and active experience in this business. He is a gentleman of middle age and was for some time employed in a prominent position in the sea-faring profession. Mr. Ingalls is a native of Cambridge, Mass., and prior to becoming a partner in the business, he was allied with Mr. P. H. Prior, holding a responsible position in that gentleman's employ



**E**SEHLBACH & CO., Sole Importers of Artificial Alizarines and Aniline Colo.s, Manufactured by Farbenfabriken, Vormals Friedr. Bayer & Co., Elberfeld & Barmen, Germany, No. 16 Hamilton Street.—A house that occupies the leadership in the United States in its special field of enterprise is that of E. Sehlbach & Co., whose headquarters are at No. 48 Cedar Street, New York, while they have branch houses at No. 11 North Front Street, Philadelphia; No. 161 Kinzie Street, Chicago, and at No. 16 Hamilton Street, this city. The business of this concern was founded upwards of twenty years ago, and the Boston branch was opened in 1871. The members of the firm are Messrs. Ernst Sehlbach, William Diestel and Dawson Miles. The two first-named gentlemen reside in New York, while Mr. Miles is in charge of affairs in this city, where he is well and popularly known. The firm are selling agents of the Hudson River Aniline Color Works, at Albany, N. Y., and sole United States agents for the celebrated German aniline colors manufactured by Farbenfabriken, Vormals, Friedr. Bayer & Co., Elberfeld & Barmen, Germany. The trade supplied extends to all sections of the United States, and the house everywhere sustains an enviable reputation for the superior character of its goods, as well as for the liberal methods which mark all its dealings. The premises occupied in this city comprise two spacious floors, 50 x 100 feet in dimensions, and systematically appointed throughout. The stock carried is valued at \$50,000; it embraces a complete assortment of artificial alizarines and aniline colors for use in cotton mills, paper and woolen mills, print works and silk mills, also chemicals and supplies for tanners, dyers, scourers, ink makers, etc. The trade supplied from here includes all New England. The sales are active and large shipments are made daily. Mr. Miles gives his personal attention to all orders, and customers are thus assured of having their interests advanced in the most substantial manner.



**G**EO. H. CLARK, Designer and Manufacturer of Boot, Shoe and Slipper Patterns, and Model Lasts, No. 16 South Street.—The most expert and successful designer and manufacturer of boot, shoe and slipper patterns and of model lasts in Boston, is undoubtedly Mr. Geo. H. Clark. This gentleman acquired a thorough knowledge of the shoe industry while a young man, and for the past eighteen years has applied himself to the designing of shoe patterns and the invention and perfection of shoe machinery and lasts. He early achieved an enviable reputation for the excellence, practical utility and substantial character of all his productions, and has now built up a trade thoroughly national in extent and eminently creditable in character. He makes a constant study of the progress in methods, discoveries and appliances available in his business and the results are seen in his large, first-class and influential patronage. He exercises close personal supervision over every detail; his designs and patterns are always accurate, and his work is perfection itself. The finest patterns for boots, shoes, slippers and model lasts are now being turned out at his establishment. His shoe patterns and lasts are in permanent and increasing demand by leading shoe manufacturers in Boston, Lynn, Haverhill, Brockton, Campello, Woburn, Salem, Beverly, Marblehead, Natick, Marlboro, Hudson, Spencer, Milford, Stoneham, Stoughton, Weymouth, Rockland and other shoe centers in Massachusetts; and, also, in New Hampshire, Maine, New York, Pennsylvania, Ohio, Illinois and other States of the Union. Orders are filled promptly, and prices are always satisfactory. Mr. Clark is a native of Beverly, Mass., and is especially prominent as the inventor of the Clark Re-lasting and Shoe Treeling Process. He is also part inventor of Carrick's Seamless Shoe, and is widely honored and esteemed for his genius, enterprise and sterling traits of character.

**C**ASE, DUDLEY & BATTELLE, Dry Goods Commission Merchants, No. 54 Bedford and No. 51 Avon Streets.—Prominent among the dry goods commission merchants of Boston is the firm of Messrs. Case, Dudley & Battelle, whose fine establishment is located at No. 54 Bedford and No. 51 Avon Streets. This representative house was founded many years ago, by Messrs. Wentworth, Case & Co., who were succeeded by Messrs. Case, Leland & Co., the present firm being organized in 1887. The business premises comprise three floors, 50 x 150 feet each, and every facility is at hand for conducting all operations under the most favorable auspices, and upon the largest scale. The firm are deservedly prominent as selling agents for the following woollen mills, to wit: C. J. Amidon & Son, Chas. Greenwood, Ashuelot Manufacturing Company, Wilson & Horton, The Sabine L. Sayles Company, Fort Ann Woollen Company, Geneva Worsteds Mills, Thos. Kiston, and Ed. D. Thayer Jr.; also, the hosiery mills of Herbert Bailey, Ipswich Mills, Gilmanton Mill, Sulloway Mills and A. W. Sulloway; and the cotton mills of Washington Manufacturing Company, Gloucester Gingham Mills, and G. P. Crozier's Sons, Sam'l G. Levis & Son, F. J. Gootspeed & Co., manufacturers of gingham. The products of all these famous concerns are represented in the stock carried by this firm, and serve to give them a prestige and popularity in trade circles that could not be acquired in any other way. The entire Boston and New England trade is supplied from this agency, and all orders by mail or telegraph are promptly filled at the lowest possible prices. Representing these great manufacturing concerns in this important territory, the business transacted by this firm is naturally one of immense magnitude, and forms an important factor in the commercial activity of this busy metropolis. A branch house is also operated at Nos. 53 and 55 Worth Street, New York. The individual members of the firm are Messrs. J. B. Case, J. L. Dudley and Eugene Battelle. Messrs. Case and Battelle reside in Boston, while Mr. Dudley is the resident partner in New York. Messrs. Battelle and Dudley were members of the old firm of Case, Leland & Co., as was also Mr. Case, and all are experienced, reliable and sagacious merchants.

**H**M. HILLSON, Manufacturer of Plain, Stamped and Japanned Tinware, Kitchen Furnishing Goods, Etc., Nos. 247, 249 and 251 North Street.—A leading house in Boston in the manufacture and sale of plain, stamped and japanned tinware is that of which Mr. H. M. Hillson is proprietor. The business was originally established in a small shop at No. 66 Salem Street, and as the business increased, the shop was enlarged and occupied until 1888, when the present commodious premises were procured. Six floors, each 50 x 50 feet in dimensions, are now required. The great advantages enjoyed by this house are duly appreciated by its customers, to whom prices are quoted that, considering the high standard of work, can scarcely be met elsewhere. The exigencies of the business require the constant employment of thirty-four skilled hands in the house, and a corps of experienced salesmen on the road; while the trade is distributed throughout the New England States. The articles manufactured comprise plain, stamped and japanned tinware, kitchen furnishing goods, and wooden ware. Mr. H. M. Hillson, the proprietor, is a native of Poland, but has been a resident of Boston twenty-three years. He is a member of K. of P. and the F. and A. M.



**N**BACIGALUPO & CO., Wholesale and Commission Dealers in Foreign and Domestic Fruits, No. 11½ Merchants Row.—A prominent and popular house engaged in the wholesale commission business is that of Messrs. N. Bacigalupo & Co., located at No. 11½ Merchants Row, near the corner of State Street. The business was established by the present proprietors in 1887, and by industry and excellent management they have built up a large and flourishing business, and have become recognized as one of the leading and representative firms in the trade. They are extensive dealers in foreign and domestic fruits, making specialties of all brands of Virginia peanuts, Aspinwall and Jamaica bananas, Philippe, Canada, and other fine brands of sardines. They also have constantly on hand fine brands of olive oil of their own importation. Their establishment is headquarters for figs in one-fourth and one-half pound boxes. They also keep a fine stock of Florida oranges, lemons, pine apples, pears, peaches, cherries, grapes, dates, maple sugar, Brazil nuts, Grenobles, French walnuts, California fruits, pecans, chestnuts, and Naples walnuts. Every facility is provided for conducting business on a large scale, and every attention is paid to those favoring the firm with their patronage. Consignments are received and quickly disposed of, to the best advantage, and prompt returns are made. Mr. N. Bacigalupo is a native of Italy, has been a resident of Boston for eighteen years, and is highly esteemed as a business man of ability and probity.

**C**ONVERSE, STANTON & CULLEN, Dry Goods Commission Merchants, No. 62 Franklin Street.—Distinctly notable among the representative dry goods commission houses of Boston is that of Converse, Stanton & Cullen, No. 62 Franklin Street. The firm have branches also at Nos. 83 and 85 Worth Street, New York; No. 200 Monroe Street, Chicago; and No. 636 Chestnut Street, Philadelphia, and their trade, which extends all over the United States, is exceedingly large. They handle woollen and cotton fabrics, and are selling agents for the Blackstone Woollen Company, Dundee Woollen Company, Hinsdale Bros., H. A. Kimball, W. A. Walton & Co., Piscataquis Mills, Kent Woollen Company, Theodore L. Pomeroy, Howard & Maguire, B. W. Titus & Sons, Dexter Woollen Mills, New London Steam Woollen Company and the J. L. and T. D. Peck Manufacturing Company, Valley Woollen Mill, Sangerville Woollen Mills; also for the following cotton goods manufacturers: King Philip Mills, Harris Mills, Central Mills Company, Pocsasset Mills, Valie Mills, Lonsdale Co's, Hollands Johnson Gingham Co., and others. This widely known and noteworthy house was established in 1868, and under the firm name of Converse, Stanton & Davis was conducted up to 1885, when the present style was adopted. The individual members of the firm are Edmund W. Converse, Walter Stanton, Thomas H. Cullen and E. W. Converse, Jr., the last named, who is son of the senior partner, acquiring an interest about four years ago. They all are men of thorough business experience, as well as of energy and enterprise, and are members of the Boston Merchant's Association. Mr. Converse, the elder, who is a Vermonter by birth, but a prominent factor in the dry goods trade in this city since 1842, was formerly of Blanchard, Converse & Co., Converse, Harding & Co. and Converse, Taylor & Co. He is also president of the National Tube Works, a director of the National City Bank and of the Mexican R. R.



**E**. A. MARTIN, Real Estate, Business Broker and Insurance, Room No. 7, No. 180 Washington Street.—The foundation of the business conducted by Mr. E. A. Martin took place in 1884, the gentleman himself being the author of the concern's prosperity, the original location of the premises being No. 14 State Street, his removal to the present premises occurring in 1888. The business is that of a real estate, business broker and insurance agent; the operations of Mr. Martin comprising the purchase, sale and exchange of houses, farms, lodging and boarding-houses, dining saloons, grocery, provision, cigar, confectionery, fruit, variety and drug stores, express routes and business chances of all kinds. The gentleman engages extensively in the negotiation of mortgages, he having constantly on hand a large capital in sums to suit clients, for advances upon realty; the mortgage department of the business constituting Mr. Martin's speciality. He undertakes the management of estates and the collection of rents, his charges for such work being reason itself. His endeavors embrace the handling of local property and his connection is situated in the city and suburbs. Mr. Martin is a native of the State of Maine, his residence in Boston covering a period commencing with the year 1884.



**W**. G. LANGDON, Watches and Clocks, No. 89 Court Street.—For excellent values in the line of watches and clocks, or for low prices and easy terms of purchase, no establishment of the kind in Boston compares with the time-honored one of Mr. W. G. Langdon, No. 89 Court Street. Mr. Langdon originally started in business as a silversmith in Charlestown in 1831. In the following year he came to Boston, and started in the business of manufacturing watch cases, which he carried on with great success for a period of twenty-six years, during the whole of which time he was located on Court Avenue. The building he occupied having been torn down to make place for a large structure, he removed to Elm Street, and thence to Washington Street. He has been at his present eligible location for eight years. Mr. Langdon, who is a thoroughly practical and experienced watch and clock maker, manufactures and sells old-style moon and half clocks—chimes and plain—brass and moon dials, watchmen's clocks, etc., and a full line of Columbus watches, in gold and silver cases, is kept constantly in stock. Mr. Langdon, who was born in this State in 1811, has ever been one of our most patriotic and public-spirited citizens. In 1861 he furnished two companies of Sharpshooters, under the command of Capt. "Jack" Saunders and Capt. Wentworth with their rifles and guns. He was one of the first petitioners for the bringing of water into the city, and the only one now living. He is one of the oldest members of Mount Vernon Lodge, F. and A. M., and enjoys the confidence and respect of a large circle of business and social acquaintances, who esteem him for his business ability and strict integrity.



**A**LLEN, LANE & CO., Dry Goods Commission Merchants and Manufacturers' Agents, No. 266 Devonshire Street.—The growth of the dry goods commission trade of Boston has kept pace with the advancement of its industrial resources, and in no other single branch of commerce is a better status maintained. One of the leading representative houses engaged in this line is that of Messrs. Allen, Lane & Co., dry goods, woolens, commission merchants and manufacturers' agents, whose headquarters are at No. 266 Devonshire Street. The members of the firm are Messrs. Fred. D. Allen and Jonathan A. Lane, two of our oldest and most highly regarded merchants and citizens. Mr. Allen has been interested in the wholesale dry goods trade for more than half a century. He is a native of Mansfield, Mass., a director of the National Bank of the Republic, and treasurer for several mill companies. In 1855 the present firm of Allen, Lane & Co. was formed, as wholesale dry goods merchants, continuing thus until 1866, when they became commission merchants and manufacturers' agents. The firm are interested in a number of mills, and are agents for twelve, among them being the George River Mills, Devonshire Mills, Cordaville Woolen Company, Rockfall Woolen Company, Woodside Mills, Monadnock Blanket Mills, etc. The goods handled are principally woolens, blankets, and horse blankets. All are the products of New England mills, and the goods are superior in every respect. The trade of the house is of the most permanent, desirable character, extending to all sections of the United States, and the splendid resources and influential connections of the firm enable them to meet all demands upon the most favorable terms. The policy upon which this business is conducted is such as to meet with the commendation of the trade; and those forming relations with the house may feel assured of receiving that liberal treatment which has always characterized its dealings.



**T**HE WHITMAN & BARNES MANUFACTURING COMPANY, Mower Knives, Reaper Sickles, Sections, Etc., Renhen Ford, Manager of Boston Branch, No. 32 South Market Street.—There are certain enterprises represented in Boston which cannot be regarded as of secondary importance to the continued growth and prosperity of this city in a commercial sense, and among the number is that of the Whitman & Barnes Manufacturing Company, who have become famous throughout the world as manufacturers of mower knives, reaper sickles, sections and spring keys and cutters, and who are represented in Boston by Mr. Reuben Ford. The trade of this giant corporation is practically universal, and its field is the world. In fact, their reputation is so well known, and their goods have so wide a sale, that the management can exclaim with mighty England, that the sun never sets upon the products of their industry. The managers have for years paid close and undivided attention to the excellence of their wares rather than to amount of sales or monetary returns, and, as a result, their trade has grown from year to year until the company has reached a pre-eminence in their industry of which they have every reason to be proud. Endowed with a genius for invention and an ambition to excel, the founders and promoters of this enterprise have devoted themselves with ardor to the production of a class of specialties which should not only vie in excellence with both domestic and imported productions, but should, when once introduced and tested, be preferred by the dealer and consumer to all other similar goods. That they have succeeded in this laudable endeavor, there is no longer any doubt, as the superiority they have attained is such as to have created a permanent and constantly increasing demand from all parts of the civilized world, as well as from leading dealers in the largest cities. The resources of the company are ample and abundant, their facilities are complete and perfect, while the quality of their goods can be implicitly relied upon. The company are about to add at their Akron factory, the manufacture of twist drills, reamers, milling cutters, taps and dies, and other small machinists' tools. At their Canton factory they will make a specialty of all kinds of drop forgings, as heretofore, and of threshing machine teeth and bicycle forgings. In addition to their present line of manufacture at Syracuse, N. Y., they will add the manufacture of small engines, having bought the patterns of an engine that will be superior to any other of its kind on the market. The business of all the various stores of the company are constantly increasing. A new store is being opened in San Francisco, and others are in prospect. At these stores everything necessary to the operation of agricultural implements is carried and sold, while they have constantly in motion a large force of traveling men, which put the company in close personal communication with every nook and corner of this and other countries. The company has one of the finest business organizations in this country, and while prices of all kinds of goods are greatly reduced, they are content to put up with small profits and to receive their emolument in increased sales. The officers and directors of the company are as follows, viz.: A. L. Conger, president, Akron, O.; George Barnes, chairman, Syracuse, N. Y.; Geo. E. Dana, vice-president, Syracuse, N. Y.; Charles E. Sheldon, general manager, Akron, O.; I. C. Allen, treasurer, Akron, O.; W. W. Cox, assistant treasurer, Syracuse, N. Y.; James Barnes, secretary, Canton, O.; Wm. H. Gifford, general legal counsel, Syracuse, N. Y.; who, with Geo. A. Barnes, of Canton, O., and Kenyon B. Conger, of Akron, O., compose the list of directors. Mr. Reuben Ford, the manager of the Boston Branch, is a gentleman of large business experience, wide acquaintance and sterling personal worth, with whom it will be found both pleasant and profitable to deal.





**F**RANK F. HODGES & CO., Manufacturers of Straw Goods, Office and Factory, No. 115 Chauncy Street; New York Office, No. 573 Broadway.—The manufacture of straw goods has a leading exponent in Boston in the house of Frank F. Hodges & Co., whose office, salesroom and works are at No. 115 Chauncy Street, and who have a branch office at No. 573 Broadway, New York. This successful enterprise was founded in 1878 by Mr. Frank F. Hodges, who has had twenty years' experience in his vocation, having formerly been engaged in the same line in New York. Four years ago he admitted to partnership Mr. W. E. Sleeper, who had been in his employ since 1878, and had therefore gained a thorough knowledge of the business. Mr. Hodges is a native of Massachusetts, Mr. Sleeper of Vermont, and both reside in Boston, where they are popularly known. The New York branch, opened in 1878, is in charge of an efficient representative, a trustworthy and experienced business man. The premises occupied for the purposes of the industry comprise a five-story building, 30 x 100 feet in dimensions, and fitted up with one hundred sewing machines, and the most approved facilities for the prosecution of the business. Steam power is used. Employment is found for two hundred and fifty operatives and the factory has a productive capacity of from two hundred and fifty to three hundred dozen per day. The straw goods made here are excellently finished and are in high favor with the trade. Sales are made direct to jobbers, while special advantages are offered in quality and terms.



**R**ICHARDS & CO., Importers and Dealers in Tin Plates, Sheet Iron and Metals, No. 60 Union and No. 47 Friend Streets.—The date of the foundation of this time-honored and substantial importing house was the beginning of the century, Mr. Reuben Richards having established himself in 1812 at South Market Street. He pursued his journey upon the highroad of commercial success, single-handed, until the year 1834, when he admitted into partnership his son, Mr. R. A. Richards, the existing senior partner of the concern. The founder of the house, a few years after the admission of his son, retired from the concern, and in 1884, Mr. R. A. Richards formed a business alliance with his son, Mr. R. F. Richards, who is now the junior member of the partnership. Messrs. Richards & Co. are importers of and dealers in metals. They import sheet iron from Russia and England and tin plates from the latter country. The house also handles in heavy volume, sheet iron from American mills, the business comprising no transactions in manufactured goods, excepting solder, of which the house handles large quantities. The house handles metals of all kinds, in bars, sheets, pigs, ingots, etc., and transacts a heavy jobbing trade extending throughout all the eastern, and many of the western States, but devoting special attention to the northeastern section. In the year 1861, Mr. R. A. Richards built a large store at No. 44 North Street, where the business was located for a number of years, subsequently being transferred to a more commodious warehouse, also built by Mr. Richards, at No. 102 Milk Street. The requirements of the business, however, outgrowing the capacity of the last named premises, the house in 1877 took up its quarters at the present convenient and commodious location. The house now rents three large buildings, letting one of them and occupying the other two. Their premises now consist of five floors, each covering an area of 3,300 square feet. A corps of twelve efficient assistants is employed by the house and its business upon the road is attended to by four energetic traveling salesmen. The senior partner of the concern is a native of Boston, and he has been connected with the business from leaving school. He is a gentleman of admirable mercantile and personal attainments, enjoying the unqualified esteem of the community. His able son, Mr. R. F. Richards, possesses in marked significance, all the excellent qualities of his father. He, too, is a native of the capital of the Bay State, and his business career commenced at the close of his education in the house where his family for three generations have prosecuted honorable endeavor.



**H**. W. PATTEE & CO., Bankers and Brokers, No. 70 Devonshire Street, Telephone No. 732.—The popular house of H. W. Pattee & Co., bankers and brokers, was established three years ago, by the existing partners, and already such has been the unremitting character of their perseverance and enterprise that we find the house enjoying a large and expanding connection, and possessing a reputation of extremely enviable character. The business is of the general banking and brokerage order, the same embracing the purchase and sale, upon commission, of stocks, bonds, grain, petroleum, etc. for cash or carried on a margin of one to five per cent. The premises occupied by the house are eligibly located and excellently appointed. They are equipped with excellent ticker service and telephone connection, the number being 732, and the house controls private wires to New York and Chicago. The sole controller of the house is Mr. H. W. Pattee, a young man of many years' experience, and a perfect master of the intricacies of his calling. He was formerly a member of the firm of J. E. Carter & Co., and is a native of Boston. They solicit correspondence from New England, Mr. Pattee giving his personal attention to the same, with gratuitous information regarding the various exchanges in New York, Chicago and Boston.



**C** F. OBER, Artist, No. 425 Washington Street.—The signal prosperity which has awaited upon the business of photography during the past quarter of a century, is as near akin to the phenomenal as to render the distinction insignificant. It has grown from the crudest and most primitive of conditions to a vast and flourishing industry in which are embarked millions of capital, and are monopolized the energies of a large proportion of the community. In this connection, mention may here appropriately be made of the name of Mrs. C. F. Ober, one of the most flourishing members of the calling as practiced within the capital city of the Bay State, and one of the most successful lady photographers in the State. The address of the artist is No. 425 Washington Street, and the date of the foundation of the concern occurred so remotely as 1850, the name of the founder of the business being unknown. The control subsequently devolved upon Mr. S. Wing, then Mr. W. L. Tower; Mrs. Ober assuming entire possession in 1891. The business embraces the undertaking of all departments of the photographic art; Mrs. Ober also engaging in engraving, crayon, pastel and India ink work, landscape and mercantile photography forming subjects of particular attention. Over one hundred sittings are made weekly and since June last over thirty-seven hundred photographs have been taken, Mrs. Ober keeping on hand about forty thousand negatives. The business is constantly increasing and the patronage of the studio is of high character, being drawn from the superior element of the city. The premises comprise a well-appointed suite of apartments, the same being used as an operating chamber and reception-rooms. They are situated upon the first, third, and fourth floors of the building, and are equipped with all facilities; a large and efficient staff of assistants being employed. Mrs. Ober is a practical photographer of many years' experience, and an artist of a high order of ability. She was formerly with Mr. Tower, her predecessor in the business, for a lengthy period.



**M** G. BAKER, Wholesale and Retail Dealer in Oysters, Clams, Quahaugs, Etc., No. 126 Atlantic Avenue.—The dealing in this most delicious of shellfish, is attended with much responsibility, and it requires those who understand both the nature of the oyster, and the feeling of the market, to handle the bivalves with any degree of success. A very popular and successful dealer in this line, is Mr. M. G. Baker, whose establishment is located at No. 126 Atlantic Avenue. The business was founded by Mr. M. G. Baker, in 1881, and has from that time on, been conducted with gratifying success. Mr. Baker has been engaged in the trade for thirty-five years; was formerly with J. Y. Baker & Co. He deals in Virginia, Providence, Warren River, and other oysters. The premises occupied comprise one floor 25 x 75 feet in dimensions, admirably fitted up for the business. Mr. Baker carries in stock, the choicest oysters known to the market. The trade extends all over New England, while a large retail trade is enjoyed in the city. A corps of competent assistants is regularly employed, and all orders receive prompt attention. Mr. Baker is a native of Cape Cod, and a resident of Melrose and one of the leading men in the trade.



**P** O. POWLIS, New England Agent, Room No. 16, No. 36 Bromfield Street.—Mr. J. O. Powlis, whose office and salesroom is at Room No. 16, No. 36 Bromfield Street, is New England agent for a number of excellent specialties. He has been established for the past three years, and has, during that time, built up a large trade throughout Massachusetts, New Hampshire, Maine, and the other New England States. Mr. Powlis is agent for the Blue Grass Cordage Company, of Kentucky. He also handles, as manufacturers' agent, twine, stationery, and novelties in fancy goods. Among the other articles handled by him, are the Eureka Pen Cleaners, with ink wells; manufactured by A. Demarest & Son, No. 240 Broadway, New York; the Original Diamond Hammock, the Nursery Hammock, Doll's Hammock, the Diamond School Bag, the Registering Savings Bank, the Trick Savings Bank, the Combination Desk Pad and Memorandum Calendar, the Dart Needle, etc. Mr. Powlis has descriptive circulars of these specialties, which he gladly furnishes to all who wish them. The goods always prove popular wherever introduced, and dealers find them very profitable to handle. Mr. Powlis is a native of Staten Island, N. Y., and has resided in Boston for the past five years. He is an energetic business man, gives careful attention to the requirements of his patrons, and sustains an excellent reputation wherever known.



**W** A. MASON & CO., Commission Dealers in Butter, Cheese, Eggs, Beans, Potatoes, Apples, Poultry, Game, Etc., No. 114 S. Market Street, Clinton Market.—Though but a comparatively short time established, W. A. Mason & Co., commission dealers in butter, cheese, eggs, beans, potatoes, apples, poultry, game, etc., at No. 114 S. Market Street, Clinton Market, where they removed Sept. 16, 1891, from No. 13 Commercial Street, have built up a flourishing business. They make a specialty of supplying hotels, restaurants and steamships; and their trade, which is very large, gives evidence of steady increase. The secret of this firm's prosperity is not far to seek however. Handling only strictly first-class goods, prompt in filling orders, and withal thoroughly reliable in their dealings, they have been enabled, by close attention to business, to acquire the substantial patronage they deservedly enjoy. Mr. Mason, who is the sole member, (the "company" being nominal), is a gentleman in the prime of life and a native of North Attleboro, Mass. He is a man of thorough experience in the produce line, as well as of energy and sagacity; and prior to going into business on his own account here, in 1890, had been employed in the market for a number of years. He occupies commodious and well-appointed quarters, which is one of the finest stores in the market, embracing the best ice-chest in the city, and employing several assistants and two delivery teams, exercising immediate supervision himself over every detail. A large and carefully assorted stock is constantly kept on hand, and all orders for anything in the line above indicated are attended to in the most expeditious and trustworthy manner, while prompt returns are made on consignments in every instance; and all interests placed with Mr. Mason are certain to be judiciously handled. Mr. Mason handles the butter from one creamery in Vermont, which turns out six tons weekly, and makes a specialty of butter, poultry and game.



**F** RANK T. REED, Manufacturers' Agent for Fine Shirts, Collars and Cuffs, No. 26 Chauncy Street.—Mr. Frank T. Reed has been established in the city of Boston as a manufacturers' agent for a period of eight years, and already the gentleman has succeeded in establishing a most enviable reputation by dint of the exercise of that indomitable perseverance so essentially a part of his character. Mr. Reed is located at No. 26 Chauncy Street, the suitability of the situation being apparent even to one but slightly familiar with the city. He represents Joseph Fowler & Co., manufacturers of fine shirts, collars and cuffs, which house has its factories and laundry in Glens Falls, N. Y., with offices at No. 721 Broadway, New York and No. 1002 Market Street, Philadelphia, and he is also agent in New England for the firm of Steiner & Son, of New York, manufacturers of the "Universal" brand of men's night shirts, whose factories are located at Peekskill, N. Y., also at Asbury Park, N. J. His connection is located throughout the section and extends to the provinces, the clientele being composed of the better class retailers and jobbers; the sales being made by sample. Messrs. Fowler & Co. are one of the oldest and largest houses of the kind in the United States, employing over one thousand hands, and manufacturing over three hundred styles of fine shirts; ranging in price from \$4.50 to \$75.00 per dozen, the capacity of the factory equals 750 dozen shirts and 2,000 dozen collars and cuffs a week. The house manufactures no less than eighty-two styles of white shirts and six hundred styles of negligé ditto; and among the many excellent qualities it produces, mention is due the celebrated "Glen" shirt. Mr. Reed is a young man and a native of Boston, with the prosperity of which city he has been identified many years. He is one of the representative business men of the city and as such he merits a position of undoubted prominence upon the pages of this treatise, and the unqualified esteem of the entire community.

**B**RIDGHAM & CO., Importers of Fine Woolens, No. 30 Franklin Street.—Prominent among Boston's representative wholesale woolen goods firms is that of Bridgham & Co., No. 30 Franklin Street. The house is one of the oldest in the line indicated in this city, and its business connections are widespread. They are importers and jobbers of fine woolens, making a specialty of handling high-grade fabrics, and their trade, which is of a most substantial character, extends all over New England, and practically throughout the whole of the United States. This widely and favorably known house was originally established about thirty-five years ago by the present senior member of the firm, and as Little, Bridgham & Barrows was conducted for some time, when they were succeeded by Bridgham & Beals, who were in turn succeeded by Kendall, Bridgham & Co. In 1869 Mr. Bridgham withdrew, and the copartnership of Bridgham, Jones & Co. was formed and continued up to 1874, when George W. Jones was removed by death. The style became Bridgham & Co., on admission of R. C. Bridgham, who continued in the firm with the exception of a few years, until 1889. In 1890 F. C. Bridgham and F. W. Lord were admitted to the firm, both of whom had been with the house a number of years, and thoroughly conversant with the business. The premises occupied as office and salesrooms are spacious, commodious and tastefully appointed, and an efficient staff of clerks and salesmen are employed here, in addition to half a dozen representatives on the road. An extensive and splendid assortment of goods is constantly carried in stock, and embraces all the newest designs and latest novelties in fine imported and domestic woolens, including fancy cassimeres, cloths, serges, checks, stripes, plaids, diagonals, vestings, trouserings and fashionable suitings in a great variety of pretty patterns. All orders are attended to in the most prompt and trustworthy manner, and the prices quoted are invariably maintained at the very lowest figures consistent with quality of goods; liberal inducements being offered to the trade; and relations once formed with this reliable house are reasonably certain of leading to a permanent business connection. Mr. Bridgham, the elder, is a gentleman of full middle age, and a native of Maine, but long a respected resident of this city and suburb, being one of Newtonville's most solid citizens. He is a man of the highest personal integrity, as well as of energy and business ability, deservedly esteemed, both in commercial circles and in private life, and is a prominent member of the Boston Merchants' Association, and a director of the West Newton Bank.

**B**EACH & CLARRIDGE, Concentrated Extracts, True Fruit Juices, Syrups, Finest Essential and Fruit Oils, Chemicals, Etc., Etc. Nos. 41 and 43 India Street.—A line of business that requires great skill in chemistry and the use of the most scientific apparatus is successfully carried on by Messrs. Beach & Clarridge, Nos. 41 and 43 India Street.—They are the fountain head of soda water supplies, manufacturing and distilling essential oils and concentrated extracts, and expressing true fruit juices and finest fruit oils. The standard of merit has been maintained by them from the start—they make no bid for favor on any other ground—so that the brand "B. and C." is a guarantee of purity. They are the originators and proprietors of some of the most popular drinks that have ever been drawn at the soda fountain, among which may be mentioned Blood Orange, Peach Cream, Crah Apple, Neura-Cura, White Violet and Bermuda Banana. Their novelties are eagerly sought for by the trade at the opening of every season. They occupy seven floors for manufacturing and general business purposes. Their traveling men visit all parts of the United States and Canada, and their agencies are established in the leading cities. The sales are principally to druggists and confectioners who run soda fountains, and to bottlers of carbonated drinks. Altogether, the success of this firm is without a parallel in the history of temperance beverages; and it is due to untiring, conscientious effort toward the production of the best goods. The firm was organized and the business established in January, 1885. Mr. H. Cleveland Beach was born in Hebron, Conn., and was formerly a traveling salesman. Mr. George F. Clarridge is a native of Charlestown and a successful manufacturing chemist, having had seventeen years' experience in this line of business before forming the present partnership.

**T**HE A. T. STEARNS LUMBER COMPANY, Office, No. 19 Federal Street. Wharves at Neponset, and No. 470 Albany Street, Mills at Neponset.—Commanding unsurpassed facilities for transportation by rail and water, the lumber trade of Boston has grown to be one of its most important industries, as evinced by the numerous substantial firms engaged in the various branches of the trade. One of the foremost houses of the kind, is that of the A. T. Stearns Lumber Company, whose office is at No. 19 Federal Street, next to the Equitable Building. The facilities of this concern for supplying dealers and consumers with first-class lumber and building materials, are such as can only apply to those thoroughly understanding the business, and who are enterprising enough to take advantage of every convenience whereby all orders may be promptly filled, and with good satisfaction to customers. The business was founded over forty years ago, by Mr. A. T. Stearns, who is a veteran in the lumber trade in Massachusetts, and has done much to establish it upon its present satisfactory status. In 1883 the business was incorporated under the laws of this State, with a capital of \$150,000. The president is Mr. A. T. Stearns; the treasurer, Mr. James F. Dunbar, a business man of ample experience and ability. The company's planing mills are at Neponset, their wharves at Neponset and at No. 470 Albany Street this city. The mills are equipped with the most approved modern machinery, driven by powerful steam engines, and employment is found for a force of one hundred hands. A heavy stock is carried, the company dealing both at wholesale and retail in hard pine timber, flooring and stepping, rift flooring, kiln dried lumber, gutters, conductors and mouldings and making a specialty of cypress lumber and shingles, and it should be known that President Stearns was the first to introduce cypress lumber and shingles into general use in New England; beginning ten years ago. Orders, small or large, they endeavor to fill promptly at lowest market quotations. In a brief account of this house, such as this must of necessity be, we are unable to enter into all the details of the extensive business, but to those interested, who may as yet be unacquainted with the advantages the A. T. Stearns Lumber Company place at the command of the trade, we may say that the business is conducted upon a policy that entitles it to the fullest confidence, and that has for its aim the entire satisfaction of all who may avail themselves of the benefits which it stands ready to accord the trade in general.

**S**D. WHITTEMORE, Real Estate, Mortgages and Insurance, Rogers Building, No. 309 Washington Street.—There is no feature of progress in the country of equal importance with that of real estate, which has long been and ever will continue to be the principal form of permanent and absolutely safe investment. Choice and eligibly located parcels of property are now, more than ever, being sought for by conservative capitalists, and in their investments they rely greatly upon the advice, experience, and superior knowledge of our principal agents and brokers. Prominent among this number in Boston is Mr. S. D. Whittemore, whose offices are located at No. 309 Washington Street, in the Rogers Building. This gentleman has been established in the business for a period of over twenty years, and gives his attention to real estate, mortgages and insurance. He is considered a reliable authority on values, present and prospective, and his advice on all questions relative to realty in this section is appreciated and valued by a large and influential class of customers. He devotes special attention to the management of estates, and some of the largest estates in this city are placed entirely in his care, while their owners go to enjoy travel and European life for years at a time. He is prepared to buy, sell, let, exchange and appraise all classes of realty, and every ward in the city is represented upon his books as well as a choice line of suburban property. Rents are collected, titles examined, deeds, mortgages and leases are drawn, and unsurpassed facilities are possessed for the prompt negotiation of loans on bond and mortgage. Insurance is placed in the best companies at the lowest rates, and a speedy and liberal adjustment of all losses is guaranteed. Mr. Whittemore is a native of the State of Maine and came to Boston in 1861.



**H**OME SAVINGS BANK, No. 186 Tremont Street.—The enormous accretion of capital as represented by such institutions as the Home Savings Bank, at No. 186 Tremont Street, abundantly demonstrates the thrift and prosperity of the people of this city. The bank named bears favorable comparison as regards size, management and stability with any other in the country. It was duly incorporated March 17, 1869, and opened for business in February, 1870. Deposits of from five cents to one thousand dollars are received, and interest is allowed on deposits of three dollars and upwards and upon the interest accumulating thereon, until the principal with the interest amounts to sixteen hundred dollars, after which the interest must be drawn semi-annually. The bank is open for deposits and drafts from nine to two o'clock daily, and on Saturdays, for deposits, till 8 p. m., except during July and August. A very large business is done here smoothly and efficiently, and the bank's enviable record and magnificent financial showing reflects the highest credit on the officers and trustees, who are as follows, viz.: President, Charles H. Allen; vice-presidents, Charles J. Bishop, George O. Carpenter, George A. Miner, John W. Leighton, Jerome Jones, Samuel Atherton; trustees, Charles V. Whitten, Louis Weissbein, Thomas F. Temple, William P. Hunt, Joel Goldthwait, Charles W. Bradstreet, Henry D. Hyde, David S. Weed, Albert T. Whiting, Charles M. Clapp, Henry Baldwin, Weston Talbot, Weston Lewis, William H. Thomas, Charles J. Hayden, Donald W. Farquhar, George L. Damon, Freeman M. Josselyn, James H. Freeland, Henry Frost, George K. Guild, James G. Haynes, A. L. Fessenden, Rufus G. F. Candage, Henry C. Morse, Ira G. Hersey, Edward P. Mason, Homer Rogers, Stephen W. Reynolds, Edwin Robinson, George A. Fernald, William G. Benedict, Charles B. Perkins, Frederick A. Turner, Henry C. Jackson, Levi L. Willcutt; investing committee, Charles H. Allen, Newton Talbot, John W. Leighton, Thomas F. Temple, Albert T. Whiting, Henry C. Jackson; treasurer, William E. Hooper. These are all familiar names, those of representative citizens, whose standing in the community is alone a sufficient guarantee of the ability and integrity of the bank's management. On October 1, 1891, the bank had open accounts with 19,000 depositors, and the amount standing to their credit was \$4,097,248.48, or an average amount of \$24.67 to each depositor, while its guarantee fund and undivided earnings amounted to \$305,613.98 with total assets of \$4,376,438.66. We cannot but draw attention to this model institution as one that fully deserves the patronage of the public, and which has, by its care in making investments, avoided all losses, while paying handsome interest and keeping within the strict letter of the law, as regards investments, and is deservedly recognized as one of the financial bulwarks of Boston, ever a source of pride and profit to her citizens. President Allen has filled that position since 1880, and is also president of the Central National Bank, a trustee of the Boston Sinking Fund, and prominent as a financier and executor of important trusts. Treasurer Hooper has been in the bank since 1870, and was elected to his present responsible office in 1882. He is agent for Knauth, Nachod & Nulne, for foreign drafts, and is an expert, accomplished and popular bank official, while the board of trustees comprises much of the solid business element of the city.



**S**MITH, WHITING, CONNOR & CO., Clothing, No 87 Summer Street.—Boston's supremacy in the wholesale clothing trade is assured by the possession of such an eminent and progressive house as that of Messrs. Smith, Whiting, Connor & Co., whose sound judgment, marked executive ability and perfected facilities, have secured for the fine clothing of their manufacture the national reputation of being fully the equal of custom-made. The industry centered in their splendid warerooms at No. 87 Summer Street was founded in 1867, by Messrs. Goddard, Smith & Atwood, who were succeeded respectively by the firms of Goddard, Smith, & Cheney; Smith, Richardson & Corson; Smith, Richardson & Bates, and Smith, Bates & Co., until 1887, when the present firm was organized by Messrs. John O. Smith, George Whiting, Charles P. Connor and George S. Smith. From the start these gentlemen were animated with the laudable ambition to excel—to lift the wholesale manufacture of fine clothing out of the rut into which it had fallen; and their efforts have been crowned with a legitimate and lasting success, their enlightened policy practically revolutionizing the trade and securing for their goods the eager demand of the most celebrated retail clothiers in Boston, New England and New York. The firm occupy five floors, containing 5,000 square feet each, splendidly lighted, conveniently arranged and handsomely fitted up. The management exercises sound judgment and the greatest enterprise in the selection of their woolsens and suitings, bringing ample resources to bear, and being among the first to secure the newest shades, patterns and textures in both American and foreign fabrics, while their styles are always the leaders, correct, elegant and fashionable. The business has attained proportions of great and gratifying magnitude, growing up on the sound basis of the best clothing of every grade at the lowest prices consistent with honest workmanship. A corps of twelve expert salesmen sell the trade in such well-known centers as Worcester, Springfield, Lowell, Lawrence, Lynn, Haverhill, Fall River, New Bedford, Salem, Taunton, Palmer, Northampton, Holyoke, Pittsfield, Plymouth, Amherst and Williamstown, in Massachusetts; Providence, Newport, Pawtucket, Woonsocket, and Westerly, in Rhode Island; Hartford, New Haven, Norwich, Bridgeport, Meriden, New London and New Britain, in Connecticut; Portland, Lewiston, Bangor, Augusta, Bath and Biddeford, in Maine; Manchester, Concord, Nashua, Portsmouth, Dover and Hanover in New Hampshire; Burlington, Rutland, St. Albans, Montpelier, Barre and Brattleboro, in Vermont; New York City, Albany, Troy, Syracuse, Rochester, Buffalo, Elmira, Binghamton, Auburn, Oswego, Watertown, Utica, Rome and Schenectady, in New York. The largest orders are filled without delay, and terms are made invariably satisfactory to the trade. Mr. John O. Smith is a native of Maine, who embarked in the clothing trade in 1851, and was one of the founders of this house in '67. Mr. Whiting was born in Hingham, Mass., while Mr. Connor is a native Bostonian, and both became partners in 1887, as did also Mr. George S. Smith, a son of the senior partner. All are members of the Boston Merchants Association, and are winning a creditable success by honestly deserving it.



**H**E BERLITZ SCHOOL OF LANGUAGES, No. 154 Tremont Street.—The Berlitz Schools of Languages stand admittedly at the head of all institutions of this kind in America or Europe. The first of these institutions was established in 1878 in Boston by Prof. J. D. Berlitz, and its unprecedented success gradually led to the opening of branches in a number of American cities. The fame of these schools soon found its way to Europe and caused some of its most renowned educators to induce Prof. Berlitz to extend his work also to the principal cities of that continent, where now the superiority of the Berlitz method has been fully recognized. The Boston school is located at No. 154 Tremont Street, (Mason & Hamlin building), and has as assistant local directors in charge, Messrs. A. Gonard and W. Gehrmann, with a full corps of instructors. The peculiar organization and the extension of these schools, so intimately connected with one another, assure to the students numerous advantages afforded by no other school and certainly by no private teacher. The Berlitz schools employ a special method and text-books, which represent the labor of years and are continually improved by the practical experience of the school faculty. The method is so arranged that the most useful is always taught first, and the students acquire a knowledge of conversation in the very shortest period. Each teacher instructs only in his mother tongue, and this, together with the fact that only teachers of superior education and entirely pure pronunciation are engaged, offers to students the guarantee of the best instruction. Object teaching is used in the Berlitz method to a greater extent than in any other system. Not only are the essentials of all parts of speech so arranged as to be clearly explained by object lessons, but also the important points of inflection and syntax. All lessons are in shape of conversation. Thus the student is constantly drilled in speaking and understanding, and very soon is far enough advanced to express easily his ideas. Every student receives instruction from a number of different teachers, so as to become accustomed to different voices and gestures, and more or less vocabularies. The directors, well known as successful instructors, visit all lessons and see for themselves that everything is done to insure the very best of instruction. Besides receiving their regular lessons, all students who take more than one lesson weekly are admitted without extra charge to a number of lectures, readings and comedies. Students who change their domicile can finish their term of lessons in any branch of this institution whether in America or Europe.



**N** W. TURNER COMPANY, Manufacturers and Jobbers of Gas and Electric Light Fixtures, Piano and Table Lamps, No. 29 Bromfield Street.—The history of the progress and development of the arts and manufactures in the United States presents few parallels to the notable advance made in brass and bronze work in this country within the past two decades. And while on this subject, it may not appear invidious to single out for special complimentary mention the N. W. Turner Company, who are well and widely known as manufacturers of gas and electric light fixtures. This representative house was established many years ago, by the Boston Gas Light Company, who were succeeded in 1851 by Mr. N. W. Turner, who had been foreman of the company for several years. He continued the business with marked ability and steadily increasing success until 1886, when he retired, and was succeeded by his grandson, Mr. N. W. Turner Knott, under the present name and style. He manufactures chandeliers, electroliers, piano, banquet and table lamps, and artistic gas and electric light fixtures of every description, and in a great variety of exquisite designs and of superb workmanship, and all his productions command a wide sale. All the articles made by this house are noted for general superiority, and are rarely equalled in any feature of merit by anything of the kind on the market. This house has supplied such well-known buildings as the Adams House, the Providence Railway Depot, the New England Life Insurance Building, the Union Church on Columbus Avenue, and many others in Boston and vicinity, with lamp and electric light fixtures. The store is spacious in size and one of the attractive features of this popular thoroughfare. Here are displayed a stock of goods which is at once large, rich and elegant, and both dealers and consumers are supplied to the full extent of their wants on terms and prices which are the lowest compatible with quality of material and character of workmanship, the most liberal inducements being offered to the trade. Gas fitting and jobbing in all their branches receive skillful attention, and steady employment is given to some twenty-five skilled hands. Mr. Knott is a native Bostonian, trained in this line of industry from his youth up, and a young man of wide acquaintance, eminent popularity and high repute in social, commercial and trade circles.



**H**ENRY H. TUTTLE & CO., Importers and Dealers in Fine Boots and Shoes, No. 435 Washington Street, Corner Winter.—The evolution in foot wear is a distinctly notable feature of the progressive age in which we live. Compared with the clumsy and unshapely productions worn a generation ago, the neat fitting and elegant boots and shoes offered for sale in our leading establishments to-day are truly models of art and excellence. And in this connection, attention is naturally directed in a review of Boston's representative business houses to the spacious and well appointed store of Henry T. Tuttle & Co., elegantly located at No. 435 Washington Street, corner Winter, where can always be found an exceedingly fine assortment of

everything, in the line indicated. This is par excellence a leading and high-class retail footwear emporium—one of the oldest as well as largest and finest in the city—and for forty odd years has maintained an enduring hold on popular favor. The firm, who are importers and dealers, are sole agents for the justly famed "K" water-proof English boots, and are agents also for Henry Werth, of Paris, and Dr. Jager's sanitary system footwear; while they handle English Waukenfast and other high grade imported boots and shoes. Every pair sold here is warranted to be absolutely as represented, style, make and material being guaranteed, and perfect fit is assured patrons being certain of getting satisfaction in this admirably conducted house. The ladies' department, which faces on Winter Street, is 40 x 60 feet in dimensions, and the gentlemen's department, which faces on Washington Street, is 30 x 80 feet. The establishment is very handsomely fitted up and tastefully arranged and is provided with every convenience. The staff employed here number thirty, and the proprietors exercise close personal supervision over the entire business. The stock, which is of a most extensive and comprehensive character, includes ladies', misses', gents' boys', and youths' boots and shoes in every shape, size, width and variety, both in finest and medium grades, also dainty slippers, novelties in house wear, rubbers, etc., and boots and shoes are made to order, likewise, in the highest style of the art, at short notice. The prices prevailing, too, are extremely moderate, quality of goods and character of workmanship considered, and the patronage of the firm, which is at once large and influential, extends throughout New England. The business was established about the year 1851 by John Reed, who was succeeded in 1863 by H. H. Tuttle, who conducted it alone up to 1866, when the present firm name was adopted and Benj. F. Redfern, now the senior partner, acquired an interest. In 1833, Mr. Tuttle was removed by death, and the following year Mr. Redfern associated with him in partnership Messrs. J. B. Horton and C. E. Hiss, all three having been connected with the house for many years; and through their efficient management the business is carried on with eminent success.



**U**TLEY & BOYNTON, Produce Commission Merchants, No. 53 Commercial Street and Nos. 58 and 60 Clinton Street.—The produce commission industry of Boston is one of the city's most important commercial features, and very extensive transactions are carried on in this line. One of the oldest and foremost of the establishments engaged in the trade, is that of Messrs. Utley & Boynton, who occupy premises at No. 53 Commercial Street and Nos. 58 and 60 Clinton Street. This house was founded in 1850, by Messrs. John Utley and Morris B. Boynton, the former a native of Worcester County, Mass., the latter of Vermont. Both were able business men, energetic and experienced, and they quickly built up a large, first-class trade throughout New England. In 1870, Mr. Charles H. Utley, son of Mr. John Utley, entered the house, and in 1880 became a member of the firm. In March, 1891, Mr. Lewis A. Rogers was admitted to partnership, and in the latter year Messrs. John Utley and Morris B. Boynton died, after having been partners for over forty years, during which they ever sustained an excellent reputation as honorable business men. Messrs. Charles H. Utley and Lewis A. Rogers continue the establishment under the original firm title, which has become so well known to the trade. Mr. Utley is a native of Boston, and a member of the Chamber of Commerce, also an ex-director of the latter institution. Mr. Rogers was born in Maine, but has long resided in this city. Both gentlemen possess a thorough knowledge of the produce commission trade, and maintain their establishment at the highest point of efficiency. The firm employ ten assistants, and make a specialty of handling butter and cheese, selling more butter than any other house in the trade in New England. A heavy stock is always carried, and orders of any magnitude are promptly filled at lowest market prices.



**JOHN A. LOWELL & CO.**, Engraving and Printing of Every Description, No. 147 Franklin Street.—The finest work accomplished in this line in Boston is that which bears the imprint of the firm of John A. Lowell & Co., who make a speciality of fine art work for commercial purposes, such as the finest steel-plate calendars, bonds, certificates of stock, letter and bill-heads, business cards, checks, wedding and party invitations, visiting cards, and a general line of steel, copper and lithograph work. The business was originally established in 1861, by Mr. John A. Lowell, a thoroughly practical and expert steel engraver; and in 1886 the present firm was organized by the admission of Mr. Charles O. Stearns to partnership. It is in designing where many engravers fail to meet the demands of the cultured patron; they have neither the conception of the ideal, nor the graces of the true artist, and so with commonplace, tawdry designs they cannot fail to tire the public. Messrs. Lowell & Co., have achieved the highest of reputations for the exquisite beauty of their designs, which have no equal at home or abroad, and are in constant request in such important classes of ornamental work as wedding cards and invitations, menus, crests, monograms and fine bank printing. Their reputation has long ago extended far beyond the confines of the United States, and they are in frequent receipt of orders from the leading houses of Great Britain, France, Austria, Switzerland, Germany, South America, Australia, Canada and Mexico. The business premises of the firm comprise three floors, 50 x 100 feet each, and the equipment includes thirty hand and seven power presses, and employment is given to one hundred and fifty skilled and expert assistants. Both members of the firm are deservedly popular and respected, and are consistently maintaining a well-merited prestige for the elegance and superiority of all work emanating from their establishment. The firm has recently secured and issued editions of steel plate printing from the largest steel plates ever engraved. The work is of a pictorial character, engraved and printed by them. The prints may be found adorning the counting-rooms and homes of many of the leading manufacturers and merchants throughout the country.



**J. HAYES & SONS**, Municipal Bonds, No. 7 Exchange Place.—Among the noteworthy firms engaged in financial operations in Boston may be mentioned that of W. J. Hayes & Sons, whose office is located at No. 7 Exchange Place. They are bankers and brokers, with headquarters at Cleveland, O., and altogether, they have a large and flourishing business. This firm was established in Cleveland in 1883, and the Boston office, of which C. E. Denison is manager, was opened in 1889. A general banking business, in which the handling of municipal securities is made a speciality, is done at their Cleveland office, while at Boston their business is confined to the buying and selling of bonds issued by cities, counties, towns, school districts, water companies and street railway companies. They handle large amounts of conservative bonds, suitable for the investment of savings banks and trust funds, and solicit the correspondence or a call from those desiring such investments.



**CUSHING, OLMSTED & SNOW**, Men's, Youths' and Boys' Clothing, Nos. 74, 76 and 78 Summer Street.—Boston's supremacy in the wholesale clothing trade is assured by the possession of such an eminent and enterprising house as that of Messrs. Cushing, Olmsted & Snow, whose sound judgment, marked executive capacity and perfected facilities have secured for the fine clothing of their manufacture the national reputation of being fully the equal of custom made in every respect. The immense industry centered at Nos. 74, 76 and 78 Summer Street, was founded in 1846, by Andrew Carney, and after some changes the present firm succeeded to the control in 1876. The building occupied for the business contains five floors and a basement, 50 x 100 feet each, and the concern is recognized as one of the largest, strongest and most successful of its kind in Boston, and one from which the leaders of the New York clothing trade can secure valued suggestions. This firm make the finest clothing put on the market,—in every respect the equal of custom work. They also manufacture a medium grade of goods, and are enabled to meet promptly the requirements of all classes of buyers. They exercise sound judgment and the greatest enterprise in the selection of their woolsens and suitings, bringing ample resources to bear and being the first to secure all the newest shades, patterns and textures in American and foreign fabrics, while their styles are always the leaders; correct, elegant and fashionable. Their cutters are all trained experts from fine custom shops, and all goods are critically examined and made up in the most thorough manner by experienced workmen, of whom the firm employ no less than one hundred, all busy in producing the men's, youths' and boys' clothing that is first sought for by shrewd and careful buyers all over New England and the West. A corps of fifteen talented salesmen is employed in representing the house to the trade. The business has attained proportions of great and gratifying magnitude on the sound basis of the best clothing of every grade at the lowest prices commensurate with honest workmanship. The individual members of this representative firm are Messrs. Sidney Cushing, Charles H. Olmsted and Lovell S. Snow. Mr. Cushing is a native of Hingham, Mass., a director of the Traders' National Bank, and a member of the Wholesale Clothing Manufacturers' Association and of various social clubs. Mr. Olmsted was born in Connecticut, and Mr. Snow in Newton, Mass. All are experienced merchants and valued factors in guiding the immense business of this famous house.



**HOLLIS & SNOW**, Fire and Marine Insurance, No. 35 Kilby Street, (Corner of Exchange Place).—This is one of the most experienced and successful insurance firms in Boston. The agency was established in 1868, by Messrs. Ellison, Hollis & Co., who were succeeded by Messrs. Hollis & Snow in 1877. The junior partner, Mr. E. G. Snow, returned in 1883, since which date Mr. J. Edward Hollis has continued the business without change in the firm name. He is now general agent for Massachusetts for the Citizens, of New York; is special agent in eastern Massachusetts for the Home, of New York; and is also local agent for the Phoenix, of Hartford; the National, of New York; the Atlas Assurance Company of London and Union Assurance Society of London. Representing as he does over \$15,000,000 in assets, Mr. Hollis is in a position to promptly place the largest risks, distributing the same in the most judicious and satisfactory manner, quoting the lowest rates of premium compatible with security, and guaranteeing a speedy and liberal adjustment of all losses. Mr. Hollis is a Massachusetts man by birth and education, and at an early age became a clerk in the Home agency in this city. He has thus spent his life in the business, is still in the prime of manhood, a member of the New England Insurance Exchange, and ex-president of the Boston Board of Underwriters.



**SHEPARD & SAMUEL**, Wholesale Dealers in Brooms, Wooden and Willow Ware, Nos. 36 and 38 Commercial Street and Nos. 15 and 17 Fulton Street.—This representative house was founded in 1843, by R. Warner & Co., who were succeeded by the present firm in 1883. The business premises comprise two spacious buildings, five stories each, running through the block, where is carried one of the largest and most complete stock of wooden and willow ware in Boston. The business is conducted at both wholesale and retail and both dealers and consumers are supplied in quantities to suit at the shortest possible notice and at terms and prices which are rarely, if ever duplicated elsewhere. A leading speciality is made of brooms; while the firm's stock also includes a full and complete line of wooden and willow ware of every description, and for every purpose. Contracting direct with the most reputable manufacturers for special lines in large quantities, and selling extensively to jobbers and exporters, this house is in a position to challenge comparison as to quality of goods, and defy competition as to price. Both as to style, durability and finish, the specialties of this firm commend themselves to the confidence of close and critical buyers, and the trade enjoyed is of a character eminently creditable to the management. This firm are agents for the celebrated Indurated Fibre Ware, and carry a full line in stock. Orders by telephone, No. 2395, by telegraph or mail, receive immediate and careful attention. The co-partners, Messrs. Oscar A. Shepard and Henry Samuel are both native Bostonians, in the prime of life, and of large experience in this special branch of commerce. Mr. Shepard is a member of the Royal Arcanum; and Mr. Samuel of the I. O. O. F. and the F. and A. M., and both were formerly with the house of O. F. Howe for several years.



**SIMPSON BROTHERS**, Rock Asphalt Floors, No. 166 Devonshire Street.—Exhaustive and expensive experiments have been made with various kinds of asphalt, with the result that it has been determined that so far as any kind of flooring is concerned the famous Swiss and French rock asphalts are superior to all other materials for smoothness, hardness, dryness and fire and water-proof qualities. These asphalts are supplied in this city by Messrs. Simpson Brothers, whose offices are located at No. 166 Devonshire Street, Room No. 58. This firm began the importation of Neuchatel and Seyssel rock asphalt in 1870, and they have since become the popular article for the floors of basements, kitchens, laundries, stables, water-closets, dwelling house cellars, breweries, manufactories, warehouses, hospitals, court-yards, walks, driveways, etc. They are odorless, non-absorbent, free from mold or dust, impervious to sewer gases, the natural rock asphalt, free from coal tar and all artifice within a few hours after being laid. They have in and are prepared to promptly fill orders for any work in executed in this city may be named those for R. H. Whiteing, the new Exchange Building, the new Hancock Building, Houghton & Dutton's Building, Young's Hotel, Standard Sugar Refinery, Continental Sugar Refinery, F. L. Ames' Buildings, Moses Kimball's Buildings, Pfaff's Brewery, McCormick's Brewery, Tremont Stables, Har-Grave Farm Co., Boston Bicycle Club, Marlston's Dining Charitable Mechanics Association, and most of the school-ports work in other parts of the country. Architects, the merits of this rock asphalt, samples of which are mates for cheaper asphalts are also furnished, if desired. receive immediate attention in all cases, and the interests of patrons are carefully watched and intelligently promoted. The Messrs. Simpson are natives of Sullivan, Me., in the active prime of life, and expert, practical and reliable in all their methods and dealings.



American House, United States Hotel, Masonic Temple, Boston Daily Advertiser, The Institute of Technology, Harvard Medical School, Mutual Life Building, Brewery, King's Brewery, Roesse's Brewery, Burkhart's yard Veterinary Stables, Arlington Club Stable, Oak Rooms, Faneuil Hall Market, Institute Skating Rink, houses and engine-houses in this city, besides much in-builders and property-owners generally should investigate shown and prices quoted at the offices of the firm. Esti-Orders by telephone No. 1153, by telegraph or mail re-



**JOHN MACK**, Plain and Ornamental Plasterer, No. 22 Chapman Place.—Among the industries devoted to the interior finish of houses, that of the plasterer is one of first importance, and all work in this line should ever be given to a competent man to perform, else the results will prove most unsatisfactory. One of the most prominent and oldest of those engaged in this industry in Boston is Mr. John Mack, whose office and workshop are at No. 22 Chapman Place. Mr. Mack is one of the oldest as well as best known of citizens. He was born on Pleasant Street, Boston, and passed his boyhood in New York City, learning his trade there. In 1842 he returned to Boston and established business here, and during the long period intervening he has ever enjoyed an excellent patronage, and sustained a superior reputation as a thoroughly skilled, reliable workman. Much noteworthy plastering and stucco work has been performed by him in prominent buildings, among them the Masonic Temple, New Court House, Parker House, Park House, the Lowell Depot, U. S. Government Building, U. S. Court House, in Boston, John Hancock Building, Vendome, New Old South Church, and many residences in the Back Bay district. Mr. Mack employs a large force of experienced men, is prepared to furnish estimates at shortest notice, and all work undertaken by him is certain to be executed in the most satisfactory manner. In New York he did the work of the United Bank, corner of Broadway and Wall Street, the Barge Office, as also the dining-room of the Hoffman House.



**ANNALL & COMPANY**, Real Estate, Business Brokers and Ticket Agents, No. 14 Hanover, Near Court Street.—The firm of Mannall & Company, of No. 14 Hanover Street, near Court Street, has been established since the year 1879. The business conducted by Messrs. Mannall & Company is that of real estate and general business brokers; a substantial volume of transactions being carried on as ticket agents and the issuance of drafts and money-orders payable all over Europe. The house represents the American Exchange Company of Christiania, Norway, and holds a general brokers' license to sell steamship and railway tickets to all points. An important proportion of the operations of the house embraces the handling of farm and city property, the concern being experts in the titles to and values thereof. The offices of the concern are excellently managed and well located and cover an area of 400 square feet. The partners in the house are Mr. N. E. Mannall and Mr. F. H. Carpenter, both gentlemen of singular commercial ability and spirit of enterprise. Mr. Mannall is a native of Norway, his residence in this country commencing with his boyhood. He is the manager of and principal stock-holder in the American-Scandinavian Printing Co., which publishes the only Swedish paper in Boston and also the only Swedish paper in Rhode Island. Mr. F. H. Carpenter is a native of Vermont, his identification with Boston's prosperity covering a period of ten years. Both partners are young men and both are entitled to the implicit confidence of the entire community. This concern also makes direct exchange of all goods manufactured in Norway and Sweden.



**GRUNDY BRASS WORKS** Brass Workers, and Dealers in Plumbers' Materials, Machinists and Screw Makers; Workmen for Astronomers, Electricians and Steam and Gas Fitters, Plumbers' Jobs, Etc., No. 50 Sudbury Street.—The growth and development of such concerns as this cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent, with the largest consumers of their specialties for permanent customers. An apt illustration of this is shown in the Grundy Brass Works, the well-known brass workers and dealers in plumbers' materials. This house was established over forty years ago by Grundy Brothers, and in 1885 the present firm name was adopted and the business placed under the management of Mr. Wallace H. Bate, assisted by Mr. James Grundy. The premises occupied for manufacturing and sales purposes are spacious in size, supplied with every modern appliance and facility, and give ample accommodations for supplying the most extensive demand. Undoubtedly much of the success achieved by Mr. Bate lies in his complete knowledge of all details of the business, and his intimate acquaintance with the requirements of the public in this direction of trade. The managers are thoroughly practical men, having been employed in this house most of the time since 1857, and give the business the benefit of their close personal attention. They are prominent as machinists and screw makers; also as workmen for astronomers, opticians, electricians, and steam and gas fitters; dealing in all kinds of brass pipe fittings, round and square, and in such important specialties as Bate's Patent Water Closet Pulls, Levers and Milk Shakers, and Grundy's Patent Water Closets and cocks. These inventions will be found to be the best in the market, peculiarly fitted for the exacting requirements for which they are intended, and commanding their own merits on use. For standard and reliable products this house challenges competition; also for the execution of a general line of Jobbing work for plumbers. Mr. Bate is a native of New York City, and served two years during the war in the Twelfth Massachusetts Infantry. He is still in the active prime of life, and has won success by honestly deserving it. Mr. Grundy is a son of one of the original projectors and has been in the business since boyhood.



**E** D. BROOKS & CO., Tanners' Supplies, No. 100 High Street.—This house was originally founded in 1837 by Messrs. Luke Brooks and J. M. Jones, on India Square, whose entire capital amounted to \$500. Both were practical curriers and began business as dealers in leather, meeting with excellent success and steadily growing patronage. Mr. Brooks afterwards became sole proprietor and adopted the firm name of Brooks & Co., and later on a change was made to Brooks & McConnell. In 1845 the firm became Moses Hunt & Co., the co-partners being Moses B. Hunt, Luke Brooks and E. T. Noble. In October, 1856, the death of Mr. Brooks occurred after a long and highly honorable business career and he was succeeded by his son, Mr. E. D. Brooks. Subsequently the firm became Noble & Brooks, continuing under their joint management up to 1875 when the latter became sole proprietor and has since directed affairs under the trade name of E. D. Brooks & Co. In 1873 the firm lost their business quarters in the great fire of that year, when the leading mercantile section of Boston was laid in ashes. The enterprise has been carried on at the present address the past eight years. The premises consist of a spacious store and basement, with dimensions of 25x110 feet, and conveniently appointed throughout. The firm carry on a flourishing trade as sole agents for Richardson's Patent Union leather splitting machines, as importers of Gambier, Water of Ayr Stone, Stub's Finger Steels, and wholesale dealers in tanners' and curriers' tools and supplies of all kinds. Importations are made from the most reliable sources of supply in England, France and the East Indies, and the heavy trade supplied is with tanners and shoe manufacturers in all parts of the United States. Favorable inducements are offered in prices. Mr. Brooks is a native of Cambridge, Mass., and resides in Cambridgeport.



**G** GRAHAM, Wrapping Paper, Twines, Paper Stock, Metals, Etc., No. 48 India Square.—This is one of the most extensive concerns in its line in the city, and its distributing trade is of a wide-spread character. The business was established by the present proprietor in 1874, and has since been conducted with gratifying success. A large stock of wrapping paper, twines, paper stock and metals is kept constantly on hand and the lowest prices at all times prevail. The premises comprise a warehouse five stories in height, fitted up with everything necessary to the successful prosecution of the business. The stock is received from Boston and vicinity and the trade extends to all parts of Massachusetts. Eight hands are employed, and the house will be found to be a most profitable one with which to establish business relations. Mr. Graham is a native of Ireland, but has been a resident of Boston many years, and enjoys the confidence of the community in consequence of his straightforward methods of doing business.



**B** BOND & CO., Commission Merchants, Foreign and Domestic Fruits, Florida Oranges a Specialty, No. 2 North Market Street.—Messrs. Bond & Co. are commission merchants and wholesale dealers in foreign and domestic fruits, making a leading specialty of Florida oranges, and their trade, which extends throughout New England, gives evidence of steady increase. This well-known house was established in 1876, and during the sixteen years since intervening has been conducted at the present location with uninterrupted success. The firm buy at auction and receive consignments, supplies coming to them regularly from various points, and can fill the largest orders at short notice, while the lowest market prices are quoted invariably. Mr. Bond, who is the sole member (the "Co." being nominal), is a gentleman of middle-age and a native of this State, residing at East Boston, and is a well-known member of the Fruit and Produce Exchange.



**B** OSTON ENGRAVING COMPANY, No. 227 Tremont Street.—A foremost representative of this industry in Boston is Mr. M. M. Tenney, conducting operations under the firm title of the Boston Engraving Company. Mr. Tenney is a practical wood engraver of thorough skill and experience in all the departments of his vocation. He established his present enterprise in 1855, and during the six years that have since elapsed has developed a large, active, most desirable trade, his patronage being derived from all sections of the United States. He caters only to a strictly first-class trade. The entire place is equipped with the most improved appliances adaptable to this industry. Employment is found for thirty-five expert hands in the various departments, among them being skilled artists, and photo-engraving of every description is executed in the most approved manner, a leading specialty being made of line and half-tone processes. Mr. Tenney is a native of Boston and an active member of the Boston Art Club.



**S** TURTEVANT & HALEY, BEEF AND SUPPLY COMPANY, No. 38 and 40 Faneuil Hall Market.—This company enjoys a reputation and prestige as leaders in their line, and as proprietors of one of the oldest, largest and most popular houses in the trade in New England. The business was founded in 1826, by Mr. Harrison Bird, and in 1887 the firm of H. Bird & Co. was organized by the admission of Messrs. A. H. Bird and R. H. Sturtevant to partnership. In May, 1889, the firm of Sturtevant & Haley succeeded to the control, and on the death of the junior partner, Mr. A. S. Haley, in July, 1891, the present company was incorporated under the laws of the State of Massachusetts, with a capital of \$100,000, and with James D. Haley, president; R. H. Sturtevant, treasurer; Fred S. Haley, secretary. This company are extensive wholesale and retail dealers in beef, pork, lard and hams; smoked and dried beef; smoked, corned and saltpepper tongues; tripe, sausages, etc.; occupying slaughter house No. 11, Brighton Abattoir, where they kill 175 beef per week. Their cold storage room holds 300 cattle and 3,400 tons of ice. The company are also largely interested in the manufacture of oil from beef fats, made for use in making oleomargarine, which product they ship in immense quantities to Rotterdam, Holland. As packers of India mess beef, they have an extensive trade in London and Liverpool for use in the English army and navy. It is as dealers in fresh beef, pork and other meat products, however, that this house stands most prominently forward in this city, supplying, as it does, many of the largest hotels, such as the Tremont and the Quincy, as well as leading club houses, with all their beef and pork; also, Wellesley College, numerous seaside and mountain resorts, and public institutions throughout New England. Their hams, smoked and dried beef, sausages and tongues are everywhere recognized and appreciated as superior productions. President Haley died in April, 1891. Mr. Sturtevant was born in Centre Harbor, N. H., and has been identified with this market since 1862. Mr. Fred S. Haley is a son of the late A. S. Haley, and a young man of energy and ability.



**F** MCILLAN & CO., Tailors, No. 149 A Tremont Street.—There are but few if any, among Boston's leading merchant tailors, who are better known or enjoy a higher reputation for fine work than the firm whose name heads this sketch. The senior member of the firm has been established since 1874, and on January 1, 1892 admitted his son, A. McMillan, Jr. to partnership, thus forming the present firm style. The firm occupies commodious, neatly appointed quarters at No. 149 A Tremont Street., Mr. McMillan, Sr. being a practical cutter of thorough experience, master of his art in all its branches, while his son attends to the financial administration of the business. The firm is a member of the Boston Merchant Tailors' Exchange and the National Merchant Tailors' Exchange. They keep on hand an elegant stock of imported woolsens, and employ a number of first-class workmen, every garment leaving the establishment being warranted as to style, cut, finish and fabric, while perfect fit is assured. The assortment embraces all the latest novelties in fashionable cloths, fancy cassimeres, serges, checks, plaids, stripes and suitings from which the most fastidious in dress can make selection, and the prices charged here are extremely moderate, quality of material and character of workmanship considered.





**D. BLACKWELL**, Contractor and Builder, Room No. 20 Ames Building.—The steady expansion, during recent years, of the capital city of the Bay State, both in the matters of magnitude and prosperity, may justly be regarded as the well-spring of the almost phenomenal success characterizing the department of endeavor engaged in by Mr. E. D. Blackwell of Room No. 20, Ames Building. Mr. Blackwell is a contractor and builder, and the date of the gentleman's establishment in business occurred some seven years ago. Mr. Blackwell engages extensively in the purchase and sale of improved and unimproved city property, his specialty being Belmont real estate, and he owns land extensively in Dorchester and Mount

Hope. The premises occupied by Mr. Blackwell are located in a most appropriate quarter of the city and their equipment and management evince a creditable example of systematic precision. Mr. Blackwell's business comprises generally, all the operations incident to the conduct of an ordinary contracting concern, with the distinction that the principle upon which the gentleman proceeds is that which may be succinctly stated to mean superior workmanship at moderate rates. Among the recent works completed by Mr. Blackwell, mention should be made of a residence for Mr. E. F. Peirce, at Dorchester, and one for Mr. J. J. Robinson, at Longwood, and he has just perfected for Mr. E. Goldenburg, an entire business block, at East Boston, such edifice costing no less than \$150,000. Mr. Blackwell was, prior to entering upon the control of his present business, a practical carpenter, his knowledge of this branch being most advantageous to him in his present calling. He is a native of Bourne, and resides at the present time in Boston, where he is highly respected for his many merits.



**E. HARDING & CO.**, Wholesale and Commission Dealers in Fish and Lobsters, No. 30 T Wharf.—The wholesale fish trade of Boston has long been a prominent feature of its commerce, and a valuable factor in the upbuilding of the city's business fame and prosperity. T Wharf is a center of the industry, and among the extensive houses engaged in this line a foremost position is occupied by F. E. Harding & Co., at No. 30. This is an old established concern, having been founded some forty years ago by the grandfather of Mr. F. E. Harding, and the latter succeeded to the control twenty-three years ago. In 1877 he admitted to partnership Mr. G. H. Clarke, his brother-in-law, and the business was directed under their joint control up to three and a half years since, when Mr. Harding's lamented death occurred, his interest in the enterprise being continued by his widow, while Mr. Clarke remains the active manager of the business. The premises occupied comprise a commodious three-story building, which is fitted up with every appliance and convenience for the storing and preservation of stock. The firm handle all kinds of ocean, frozen and freshwater fish, including mackerel, cod, herring, haddock, salmon, trout, halibut, whitefish, lobster, etc. Liberal advances are made on consignments, while quick sales and prompt returns are guaranteed. All orders are promptly as well as carefully filled, at lowest ruling market prices, and the heavy trade supplied extends all throughout the New England States. Mr. Clarke is a native of Portsmouth, N. H., a member of the T Wharf Fish Association, and he has gained the confidence of all with whom he has had commercial relations.



**D. GILMAN**, Ladies' and Gentlemen's Dining Rooms, Nos. 48 and 50 Summer Street, Corner of Arch.—In regard to its restaurant accommodations, Boston is certainly well provided; and some of the establishments have been locally famous for many years. Among these old and popular places of public entertainment, one of the largest and best reputed is that of Mr. J. D. Gilman, Nos. 48 and 50 Summer Street, corner of Arch Street. The dining-rooms on the ground floor have capacity for seating one hundred and twenty persons, while the lunch, oyster-room and café in the basement will accommodate eighty. The entire establishment is handsomely decorated, has tiled flooring, is lighted by electricity and cooled by means

of seven revolving fans and a number of spacious ventilators. The café is supplied with a fine selection of the choicest wines, liquors, cigars, etc. The kitchen, in the rear basement, is fitted up with the latest improved culinary apparatus, and the cuisine is of a character that would please the most critical epicure. Some forty persons are employed, and the attendance is prompt and courteous, every effort being made to give the most entire satisfaction. From eight hundred to one thousand two hundred people take their meals here daily, and there is an immense patronage from the business men in the vicinity. The business of this house was established twenty-three years ago by the firm of Egerton & Gilman. The style was then Egerton & Co. for five years, and since then Mr. J. D. Gilman has been the sole proprietor. He is a gentleman of middle age, a native of New Hampshire, and a resident of Boston for thirty-four years.



**G. BARNES & SON**, Auctioneers, Real Estate, Mortgage and Insurance Brokers, No. 27 State Street.—Among the many noteworthy firms engaged in the handling of realty, and kindred interests in Boston and vicinity, few, if indeed any, are better known or stand higher in public favor than that of F. G. Barnes & Son, No. 27 State Street, with office also in Brackett's Block, Newton. They are auctioneers, real estate, mortgage and insurance brokers, and altogether, they have a very substantial patronage, numbering in their extensive clientele some of the largest property owners and staunchest citizens in the community. City and suburban realty of every description is bought and sold and also exchanged, and appraisements are made for intending purchasers. Rents are collected and estates taken in charge and judiciously managed, likewise, and investments are desirably placed. Loans and mortgages are negotiated, and risks effected in all first-class fire companies, at lowest rates. The firm, who are local agents for the "Phoenix," of Brooklyn, and the "Sun," of London, for Newton and vicinity, having exceptional facilities for placing large fire lines. In short, all classes of business pertaining to real estate and insurance are engaged in, special attention being given to auction sales; and all interests entrusted to this responsible firm are certain to be handled in the most careful and trustworthy manner. This flourishing business was established in 1857, by F. G. Barnes, the firm name subsequently becoming F. G. Barnes & Son, under which style it has since been continued with uninterrupted success, although the senior member was removed by death in 1888. Mr. Edward F. Barnes, who is now the sole member, is a gentleman in the prime of life and a native of Waltham, Mass., and has been engaged in business in this city for twenty-two years. He is a man of energy and thorough experience, as well as the highest personal integrity, and is a member of the New England Insurance Exchange and Boston Tariff Association.



**THE KNITTED FABRICS COMPANY**, No. 40 Water Street.—An acknowledged leader in its line of industry in this country is the Knitted Fabrics Company, which is widely and deservedly prominent as manufacturers of stockinets, Jersey cloth, rubber linings, specialties for jacket and underwear manufacturers, etc. The company was incorporated in 1883, under the laws of the State of Massachusetts, with a capital of \$30,000, since increased to \$100,000, with Chas. H. Ward, president; Walter U. Lawson, treasurer. The mills, which are located at Methuen, Mass., are equipped with sixty knitting frames and the most improved modern machinery. The management is enterprising and progressive in all methods of manufacture, using every effort to improve the quality and enhance the value of the output in all essential respects; and as a natural result the products of this company have acquired a high reputation for fineness of quality and uniform excellence. The success that has been won is largely due to the fine taste and accurate judgment of the officers and managers, who are alive to the necessity of keeping steadily abreast of the times and the improvements of the age; and the patronage bestowed upon the house is of a character which furnishes abundant proof that the goods meet with the approbation of a first-class trade. The largest orders are promptly and carefully filled, and inducements are constantly offered to the trade which challenge comparison. The selling agents of the company are P. Van Volkenburgh & Co., No. 62 Worth Street, New York, and the business may be said to be in a thoroughly healthy and flourishing condition.



**B. FULLER & CO.**, Importers and Jobbers of Fine Wines, Brandies, Gins and Cordials, Rye and Bourbon Whiskies, Imported and Domestic Cigars, No. 18 Milk Street.—The original location of the house of J. B. Fuller & Co., whose present premises are situated No. 18 Milk Street, was upon Broad Street, and the date of the establishment of the firm occurred during the currency of the year 1871, the occupation of the present premises commencing twelve years ago. During the period intervening between 1884 and 1887, the title of the house was Messrs. Fuller & Wilder, the present partnership and the existing conditions commencing in the latter mentioned year. Messrs. Fuller & Co. are importers of and jobbers in fine wines, brandies, gins and cordials, and have extensive transactions in rye and bourbon whiskies, while a heavy volume of business is also transacted in imported and domestic cigars. The house holds valuable agencies for Cork's "Imperial" wines, of St. Louis, Mo., Werner's "Cacy" champagnes and "Royal" Hungarian wines, and in addition to controlling a fine family trade the firm supplies hotels, clubs etc., to a great extent. The house handles none but the finest goods, carrying a full line thereof; and the area covered by its operations is chiefly of a local character. The premises occupied consist of a floor and basement, each covering an extensive area and the same are perfection in the several matters of location, equipment and management. Mr. J. B. Fuller is a native born Bostonian and one of the ablest and soundest of the city's merchants. He possesses a comprehensive and miscellaneous range of accomplishments and he served with distinction for a period of fourteen months during the late war.



YOUNG MEN'S CHRISTIAN ASSOCIATION NEW BUILDING.



**T. ANDERSON & SON.** General Machinists, Works at No. 513 Atlantic Avenue.—In no branch of skilled labor does the mechanic need more actual scientific and theoretical knowledge at his command to fortify his practical abilities as a good workman than in the machinist's trade. To succeed in this calling, therefore, means to excel in it; and, as this work is especially intended to point out to the public only representative enterprises which make up Boston's great activity in the mechanical arts, we make more than casual mention of the firm of A. T. Anderson & Son, general machinists, at No. 513 Atlantic Avenue. This firm had its inception several years ago, and the present standing it enjoys as a house characterized as being "reliable," is second to none in the city. It is not surprising for us to find that such is the condition of things either, for Mr. A. T. Anderson, Sr., has for years been identified as one of Boston's foremost men in mechanical ingenuity. He, for years, was connected with prominent firms engaged in lithographing, and obtained a knowledge of lithography which to-day serves him well in the repairing and building of lithographing presses and machinery, not only kindred to this, but also to the printers' trade; while special attention is paid by the firm to this class of work, its special feature is the elaboration of the crude plans and designs of inventors and the construction of all kinds of experimental machinery. It also makes models, builds light and heavy machinery of all kinds and pays special attention to the repairing of stationary engines. In all this class of work the firm have the reputation of turning out results which can only emanate from long practical experience and thorough theoretical knowledge of the machinist's trade. Orders are constantly being received from all parts of New England and even other states. The firm employ a skillful draughtsman and furnish plans and estimates. From eight to twelve practical machinists are afforded employment the year round, and all orders, large or small, receive prompt attention and are executed in the most workmanlike manner. The workshop, which comprises an area of 50 x 100 feet, is supplied throughout with the best machinery, tools and appliances which inventive genius has produced, steam power being used. Mr. A. T. Anderson, Jr., is also a draughtsman and mechanic of ability and ably second his father in the conduct of their large and increasing business. Mr. Anderson, Sr., is a native of England, but has resided in this country so many years that he has become thoroughly Americanized. Both gentlemen are held in high estimation, in social as well as business circles.



**C. BLAISDELL**, Real Estate, Bond and Mortgage Broker, No. 266 Washington Street.—The very important and commanding practice of Mr. A. C. Blaisdell as a real estate, bond and mortgage broker, at No. 266 Washington Street, is one that has been directed from that center for the past four years, but that was founded at Rutland, Vermont, many years ago; and its experienced principal, an old real estate man and now an elderly gentleman, has a large and valuable connection throughout the State of Vermont, as well as in this city and vicinity; and indeed has much business placed in his hands from almost all parts of the United States, relating both to farm and city property, for sale on commission. Hence his office is a great place of resort for those seeking to acquire property, the register there kept containing entries of many very desirable investments, as well as a great number of farms, dwelling houses, business factories, mills, etc., that may be rented. Moreover, Mr. Blaisdell has always at command large sums of money to be loaned on real estate and personal property, at fair rates of interest, and in sums ranging to any amount for which the security offered is reasonably sufficient; the consequence being that a large number of mortgages, etc., are negotiated. In each branch of real estate business clients receive ready and efficient attention, the lengthy association of the proprietor with real estate affairs in all their ramifications, his sound judgment and proved discretion, rendering him a valuable and valued agent and a much-sought adviser.



**WHALEN & FARNUM**, General Engravers and Printers, No. 101 Milk Street.—Among the many well-conducted industrial enterprises which line this busy trade district, will be found that of Messrs. Whalen & Farnum, whose fine engraving and printing establishment occupies an eligible business site at No. 101 Milk Street. The premises are commodious, well arranged and convenient; and the methods and appliances in use are of the newest and most improved type. A competent force of experienced hands is employed, and the work turned out, which comprises every variety of steel and copper plate engraving, is invariably of the highest degree of artistic and mechanical excellence. The house makes a specialty of wedding, business and visiting cards, invitations and announcements, the customer having a large variety of new and artistic designs to select from. The house has a wide popularity in this connection and the general patronage received is large, liberal and highly desirable, being made up to a great extent, of the best city custom. The individual members of the firm are Messrs. Joseph F. Whalen and Samuel M. Farnum, both practical engravers and printers of many years' experience. Mr. Whalen, who is a native of Boston, learned his trade with the Robinson Engraving Co., while Mr. Farnum, who is a resident of Winchester, gained a thorough practical experience in the establishment of J. A. Lowell & Co. Both are young men, enterprising, courteous and very popular with all classes in the community. Estimates and samples are furnished on application.



**T. WASHINGTON COLD SPRING MANUFACTURING COMPANY**, No. 18 Broad Street.—Pure water is indispensable to the maintenance of good health, and it is a powerful agent in the eradication of many diseases. No purer natural spring water was ever discovered than that from the two springs in Chelsea, Mass., belonging to the Mt. Washington Cold Spring Manufacturing Company. Chemical analysis shows that this water is free from organic matter and contains so small a percentage of mineral salts as to give it great value for domestic or medicinal uses. The Mt. Washington Cold Spring Company makes a specialty of fine soda water, the water used in the manufacture from the natural springs being extra soft and pleasant to the taste. The company furnishes all the first-class druggists and leading hotels in Boston, and the products of this house are in general demand wherever introduced. The water is used by the company in the manufacture of their celebrated Mt. Washington Cold Spring Ginger Ale; also for brain and nerve restorative, sarsaparilla, lemon soda, etc. At the factory in Chelsea, there are two generators of immense size, one of them the largest apparatus of the kind in the United States. The company also manufacture the choicest fruit syrups of every kind and deal in all the popular mineral spring waters, having a very large trade with all sections of the United States. The president of the company is Hon. Thomas N. Hart, the present postmaster of Boston. The treasurer is Mr. A. N. Cook, of No. 377 Washington Street.



**MERRILL, DEXTER & CO.**, Manufacturers and Importers of Paints, Oils, Varnishes, Colors, Drugs, Manufacturers' Supplies, Naval Stores, Etc., No. 130 Milk Street.—The manufacture of paints and wholesale trade in paints, oils and varnishes has a fore most exponent in Boston in the house of Merrill, Dexter & Co., whose headquarters are located at No. 130 Milk Street. This establishment is the successor of the old house of Merrill Bros., which was founded many years ago. The senior member of the firm, Mr. Charles W. Dexter, who is a native of Medford, Mass., is a valued member of the Paint and Oil Club and a thoroughly practical paint and drug man. From 1854 to 1884 he was a member of the firm of Dexter Bros., wholesale dealers in paints, oils and varnishes, on Broad Street, retiring in 1884. In 1887 he purchased an interest in the house of Merrill Bros., when the firm name became Merrill, Dexter & Co. Mr. Merrill has since retired, but the same firm name is retained. Mr. Dexter's partner, Mr. Joseph E. Still, has been in the firm since 1887, and his experience in the paint trade covers a period of twenty-five years. He was for seven years a member of the firm of Dexter Bros., and was for many years prior to that a clerk in that establishment. The premises occupied for the business have dimensions of 30 x 100 feet, and comprise two spacious floors and a basement. A heavy stock is carried of paints, oils, varnishes, colors, drugs, manufacturers' supplies, naval stores, etc.; also Century ready-mixed paints, which are manufactured by this house, and which are unexcelled for uniform excellence, economy and durability. The heavy trade supplied extends all throughout New England and New York State, and it is of the most permanent and desirable character. The firm employ some fifteen assistants and their long established facilities enable them to fill all orders upon the most satisfactory terms.



**FENNO BROTHERS & CHILDS**, Wool Commission Merchants, No. 117 Federal Street.—One of the leading houses in Boston carrying on extensive operations in this branch of industry is that of Fenno Brothers & Childs, situated at No. 117 Federal Street. This concern has been in active existence for over a quarter century; the business has grown from a moderate one to large proportions, and the establishment now ranks among the largest and foremost of the wool houses of this country. The business was founded in 1864 by Messrs. Fenno & Childs, fathers of the present partners, and has been continued under various styles since that time. In 1886 the present firm was organized, the co-partners being Messrs. Edward N. Fenno, Lawrence C. Fenno and James M. Childs, all natives of Boston, and well-known in its commercial circles. The firm occupy four floors in the building known as No. 117 Federal Street, having an area of 20,000 feet, and two floors in the building No. 115 Federal Street, with 12,000 square feet and a storehouse, known as store E, of Atlas stores, which has 40,000 square feet. Provided with an elevator and all conveniences for handling stock, the firm carry on general transactions as wool commission merchants, being one of the few houses in the United States, who confine their business almost wholly to selling on commission. They receive consignments from all parts of the United States and also from many parts of the wool producing foreign countries. With ample capital and with every facility for doing business in the best possible manner, their relations not only extend through the many manufacturing centers of this country, but also throughout the wool growing districts of the world. Enterprise, energy, and sound and far-reaching business sagacity have marked their career in the past, and give ample promise for a long continued success in the future.



**THE CHILD ACME CUTTER AND PRESS CO.**, Manufacturers of the Acme Self-Clamping Paper Cutters and Printing Presses, No. 64 Federal Street.—In the invention of labor-saving machinery of every description American ingenuity leads the world. Scarcely a day passes in which some useful machine or device for saving time and labor is not placed on the market. Of the numerous highly useful inventions introduced during the last few years for the purpose of cutting paper, none have obtained such a high reputation as the Acme Self-Clamping Cutting Machine, manufactured by the Child Acme Cutter and Press Company, at No. 64 Federal Street. The business of this company was established twenty years ago, by Mr. C. C. Child, the inventor of the Acme cutter, and in 1887 the present company was incorporated under the laws of the State of Massachusetts, with a capital of \$30,000, and with B. W. Child, president; O. H. Child, treasurer; and E. F. De Costa, superintendent. The factory of the company was formerly at Cambridge, but they have recently removed to their new factory, No. 57 Kenble Street, Boston, where, with increased facilities, they give steady employment to thirty skilled workmen. The Acme cutter is used by the leading printers, book-binders, lithographers, box-makers, paper mills, textile manufacturers, corset makers and paper dealers, and are recognized by them as labor-saving, accurate, rapid, convenient, strong, durable and simple. Forty styles and sizes are manufactured, from twenty-eight to sixty-four inches in width, including self-clamping, combined hand and self-clamp, combined foot and self-clamp, and combined hand, foot and self-clamp. Every machine is guaranteed to do perfect work. Among the more prominent users of the Acme enter may be named the Hollingsworth & Whitney Co., Carter, Rice & Co., Forbes Lithograph Mfg. Co., Boston Herald, C. A. Lowe & Co., Frank Wood, McIndoe Bros., A. Mudge & Son, S. K. Abbott, & Co., Perry Mason & Co., J. A. Cummings Printing Co., E. Fleming & Co., F. Estes, Boston Mailing Co., Mills, Knight & Co., Rand Avery Supply Co., among many others in Boston; New York World, Mail and Express, E. & H. T. Anthony & Co., E. E. Tomlinson, Montague & Fuller, Acme Stationery and Paper Co., Donaldson Bros., Koch, Sons & Co., B. T. Babbitt and others, New York City; Government Printing Office, Washington, D. C.; Leader Printing Co., Standard Oil Co., Cleveland, O.; Ledger Job Printing Office, A. Kingston, W. A. Church, Philadelphia; Marder, Luse & Co., Winship, Morgan & Co., J. M. W. Jones Printing Co., Montague & Fuller, S. Dodsworth & Co., Chicago, Ill.; A. Gast Bank Note Co., Woodward & Tiernan, C. B. Woodward Co., St. Louis Paper Co., St. Louis, Mo.; Omaha Type Foundry, Omaha, Neb.; Tribune Publishing Co., Denver, Col.; New Mexico Printing and Publishing Co., Santa Fé, N. M.; Moon & Stark, Louisville, Ky.; Valentine & Co., Nashville, Tenn.; Johnson, Smith & Co., Minneapolis, Minn.; Democrat Co., Little Rock, Ark.; C. H. Caldwell, Birmingham, Ala.; J. D. Mortimer, Portland, Oregon; L. Graham & Son, New Orleans, La.; Bacon & Co., San Francisco, Cal.; Deseret News Co., Salt Lake City, Utah; Methodist Book and Publishing Co., Toronto, Canada; J. C. Lohse, City of Mexico, Mexico; William Jackson, Aberdeen, Scotland; F. D. Phinney, Burmah, India; Lenzing & Co., Rio de Janeiro, S. A. The Improved Acme Two-Revolution Printing Press, also manufactured by this company, is especially adapted for country offices. Great care is taken in their manufacture. The Messrs. Child are natives of Connecticut, and are greatly respected in trade circles for their mechanical skill, unremitting industry and reliable methods. Their success is the result of the combination of practical ingenuity and business talents of the highest order, and is fully merited.



**E. MASON**, Commission Merchant, No. 53 Avon Street.—No branch of commerce in Boston is of greater importance than the dry goods trade, and it is safe to say that for the capital invested, enterprise and industry manifested, together with fair and honorable methods of dealing, those engaged in it as a body, excel. An important department of the industry is that occupied by the dry goods commission merchant, and a leading representative of this vocation is Mr. J. E. Mason, whose office and salesroom are at No. 53 Avon Street. Mr. Mason has had long and valuable experience in the dry goods trade, having been engaged in this line for the past thirty years; seventeen years of which he was a member of the firm of Mason & Tucker, jobbers in dry goods. Eight years ago he established business as a dry goods commission merchant, and has built up extensive trade connections with jobbers and large retailers in all parts of New England. He handles a general line of fancy dry goods, hoopskirts and bustles, and is selling agent for the following prominent concerns: Teicher & Frank, Philadelphia; the Weedsport Skirt and Dress Company, Weedsport, N. Y.; the Crescent Bustle Company, of Chicago; Bradley, Voorhees & Day Manufacturing Co., Limited N. Y.; Stokes, Thompson & Co., of Philadelphia; the Canfield Rubber Company, and D. C. Hall & Co., of New York. A full line of samples is carried and all orders are filled at shortest notice.



**WILLIAMS MANUFACTURING COMPANY**, Manufacturers of Manvel Wind Engines, Kalamazoo, Mich., George S. Kermeen, General Salesman, No. 38 S. Market Street.—The Manvel Wind Engines manufactured by this company embodies the most recent and best improvements in this type of motor, and are the strongest and best constructed windmill in the market. This windmill has been on the market since 1864, and there are now over forty thousand in use in the different parts of the world. Dating from the Centennial year the company's foreign trade has increased from a few sold that year until now it is not an infrequent thing to be packing from one to three carloads destined for Australia, South America, Africa and other countries. This company make what are known as "solid wheel" mills, having the fewest possible joints to get out of repair and being governed by the whole wheel turning instead of the sections tilting separately, as is done by what are called "open wheel" mills. It is held to its work by a movable weight, the raising of which, by the wind's pressure, causes the wheel to assume a position in which it receives the wind less directly, and during a very severe gale it presents the least possible surface exposed. Their mills are guaranteed to run in as high wind as any purchaser desires. Their entire working parts are encased, thus preventing any snow, sleet or dirt from lodging therein, and also improving their appearance. Estimates are promptly furnished for water supply by Mr. Kermeen. As a guide to the selection of a windmill, this company issue a handsomely illustrated catalogue, which is forwarded promptly on application. In conclusion we would observe that wherever one of the Manvel wind engines finds its way, the sales become extensive and very rapidly. Mr. Kermeen, the general salesman here, is a native of New York, connected with this company for the past fifteen years and a young man of ability and integrity.



**W. BIGELOW COMPANY**, Manufacturers and Importers of Brass and Iron Bedsteads, Mantel and Folding Beds, No. 70 Washington Street.—This company are the largest importers of brass and iron bedsteads in New England, and manufacture a large variety of articles in wood belonging to this branch of trade. The company was incorporated in 1889, under the laws of the State of Maine, and is officered by Frank E. Fitz, president; H. W. Bigelow, treasurer and manager. The factory is located on Beverly Street, and contains 8,000 square feet of floor surface. It is supplied with the latest improved wood-working machinery, operated by steam power, and employment is given to a large force of skilled and expert hands. The connections of the house with manufacturers of the highest repute in Paris, London and other European capitals, places it in a position to secure the best and latest styles in iron and brass bedsteads, and to offer them to the trade at prices which rival concerns cannot afford to duplicate. Orders by telephone No. 350, by telegraph or mail, receive immediate and careful attention, and the goods handled by this company will be found to surpass all others in originality and beauty of design, fine finish and uniform excellence. The trade of the house extends to all parts of New England. The manager, Mr. Bigelow, is an expert authority in this branch of trade, having devoted his time and talents thereto for the past twenty-five years, and is winning a brilliant success for this company in its special field of usefulness. Both he and the president, Mr. Fitz, are Massachusetts men by birth and education.



**W. H. EDGERLY**, Note Broker, No. 40 State Street, Room No. 291.—The business of the note broker is of great importance in any large city. It is therefore of interest to the general public to obtain accurate facts in regard to the leading brokers in a commercial center like Boston. Prominent among these may be mentioned Mr. W. H. Edgerly, whose office is conveniently located at No. 40 State Street, Room 291. This well-known and highly esteemed young business man opened his office in 1888, and has gained an enviable reputation for good judgment and honorable business methods. He was formerly with F. S. Moseley & Co. and Blake Bros. & Co., well-known bankers of this city. He deals in notes, collateral loans and corporation paper of a high grade, makes profitable investments for clients, and is prepared to give valuable information and good advice on all matters in his line, and will be found to be a most agreeable gentleman with whom to establish business relations. He is a native Bostonian and is prepared to give most excellent references.



**THE MURRAY & TREGURTHA COMPANY**, Tool Makers and Machinists, No. 97 Oliver Street.—The Murray & Tregurtha Company, builders of marine and stationary engines, at No. 97 Oliver Street, are deservedly prominent as expert and practical tool makers and machinists, and have been established in business here since 1888. Their high speed compound engine is made of the best material, and the workmanship cannot be surpassed. The cylinders are made of hard, close-grained iron; the steam and exhaust ports are very large, allowing the steam to enter at full pressure, and to escape freely without causing "back pressure." The sides of the cylinders are lagged with brass, nickel-plated, and the top-head is well finished. The pistons are fitted with self-adjusting spring ring packing; the piston rods are of steel; the cross-heads are light and strong and are self-lubricating. The crank-shaft is steel, and all the bearings are large and supplied with oil cups. The reverse lever is arranged in a very convenient and powerful manner, enabling the engine to be easily reversed under full pressure. The air and feed pumps are driven from the high pressure cross-head by a rocking lever. The engines are designed to run under a pressure of two hundred pounds of steam, and four hundred revolutions per minute, are very economical and run quietly. Their single engines are made in the same general style, the quality of material and workmanship is of the same excellence, while the prices are as low as is consistent with good work and material. This firm also design and build special machinery, special tools, jigs and dies, models, electrical and experimental work, dynamos, motors, etc.; and do general repairing. The co-partners, Messrs. John A. Murray, Alfred T. Tregurtha and George E. Tregurtha, are young men of large practical experience, thorough enterprise and sterling personal worth, who are winning success by honestly deserving it. This firm also build among their specialties the Tregurtha safety water tube boiler, under the patents of George E. and Alfred T. Tregurtha, of which although comparatively new, quite a number have been introduced, and in every case with perfect satisfaction, their quick steaming qualities combined with the durability, ease and small cost of making repairs, make it the most desirable boiler made. The steadiness of its water level and its freedom from priming, even when salt water is used, make it a boiler which for yacht use cannot be surpassed. For further information consult their circulars, copies of which may be had on application.



**JOHN F. NEWTON, JR., & BROTHER**, Real Estate, Mortgages and Insurance, No. 84 Ames Building.—This firm are deservedly prominent as real estate, mortgage and fire insurance brokers, handling city and suburban property in Boston, Brookline, Roxbury and Dorchester, and making a specialty of the management of estates. The business was originally established in 1888, by Mr. John F. Newton, Jr., and in 1888, the present firm was organized by the admission of Mr. E. Bertram Newton to partnership. The partners are thoroughly informed as to local and suburban property values, while a safe in their office packed with powers of attorney tells the character of their clientele. Some of the largest estates in the city and vicinity are placed entirely in their hands, while the owners go to enjoy travel and European life for years at a time. With their experience, knowledge and acquaintance in real estate matters, this firm are fully equipped for rendering very distinguished service to such as place their interests in their hands. Every ward is represented on their books, as well as every class of property, including valuable building lots, residence and manufacturing sites, to sell for lease, and capitalists and investors will find it eminently profitable to avail themselves of the advantages here offered. Money is securely invested in mortgages and ground rents, and loans are negotiated on ground rents, mortgages and mortgage collateral, for a fixed period of years, or repayable in installments. The Messrs. Newton are also deservedly regarded as among the best informed underwriters in the city, and as authority upon all matters relating to fire insurance. They are sub-agents for the Hanover Fire, of New York, and control the insuring of many of the choicest lines of business and residential property in the city, being universally popular with all classes of real estate owners, merchants and manufacturers. They sold recently the Graffano and Grosvenor Apartment House, at Beacon and Dartmouth Streets, for some \$500,000, and are constantly engaged in large and important operations in the city and surrounding country. Messrs. Newton hold in trust large sums of money for investment in first-class mortgages at lowest possible rates, many loans being made as low as four per cent. They have long distance telephone connection with all points connectable, thus greatly facilitating important transactions. The Messrs. Newton are native Bostonians, prominent members of the Real Estate Exchange, and young men of tried ability, wide acquaintance and sterling personal worth.



**NORTH BRITISH AND MERCANTILE INSURANCE COMPANY** of London and Edinburgh, United States Branch, No. 54 William Street, New York, Branch Office, No. 48 Kilby Street, Boston, F. H. Stevens, Resident Secretary.—The history of the rise and progress of the leading fire insurance companies is one of the most interesting topics to business men that can be discussed, and thus a careful effort is made in these pages to give accurate information. Prominent among the old established and conservatively managed companies which have so long and so satisfactorily afforded absolute protection to their policy holders is the North British and Mercantile Insurance Company of London and Edinburgh, whose United States branch is at No. 54 William Street, New York, while the Boston branch is at No. 48 Kilby Street. Mr. Francis H. Stevens being the secretary for eastern Massachusetts. The New York board of management is composed of such prominent men as Solon Humphreys, of E. D. Morgan & Co.; H. W. Barnes, Charles H. Coster, of Drexel, Morgan & Co.; David Dows, Jr., of David Dows, Jr. & Co.; Jacob Wendell, of Jacob Wendell & Co.; Charles Ezra White, and the Hon. William Waldorf Astor. The affairs of the company are in a most flourishing condition, its total cash assets on January 1, 1891 being \$3,433,685.62. The reserve for unearned premiums was \$1,636,026.82; reserve for unpaid losses, \$172,459.24; all other liabilities, \$5,756.82; net surplus, \$1,619,372.74. The affairs of this time-honored corporation were ably managed from the start, and its career has been an exemplification of the great principle that permanent success lies rather in prudent and conservative management, with fair dealing towards the public and the prompt adjustment of all losses, than in the short roads to success by means of taking ill-advised risks and lack of true economy and care in carrying on the business. The company is one of the strongest and best balanced fire corporations in the world, and stands on its basis of safely invested assets and large surplus, as solid as a rock. The North British and Mercantile has been represented in Boston for some twenty odd years, and has been under the management of Mr. Stevens since 1888. This gentleman is a native and resident of Wellesley, Mass., and has been in the insurance industry for over twenty-five years. He is a member of the Boston Board of Underwriters and is an expert in all matters pertaining to his calling.



**SYLVESTER & CO.**, Somerville Spike Works, Railroad, Ship and Wharf Spikes, Office No. 6 Oliver Street.—A time-honored house, one whose career has, since the hour of its inception, been one of unremitting progress in the direction of enduring prosperity, is Sylvester & Co., owners of the Somerville Spike Works. The house manufactures in heavy volume, railroad, ship and wharf spikes, which goods it disposes of throughout an extensive connection, comprising dealers, railroad contractors, ship-builders, and others; the trade of the house extending throughout the entire New England section and the West. The works of the concern are commodious, and contain four large furnaces, and a like number of machines. They are appropriately equipped with every conceivable improvement designed for the facile conduct of a large business, including a steam-power service of extensive magnitude; the works requiring a corps of fifty employees in their management. The proprietor of the business is Mr. John E. Sylvester, who is a native of Hanover, Mass. This gentleman succeeded his father in the business, and has held possession of the factory, etc., for nearly a quarter of a century. In addition to controlling the business of the Somerville Spike Works, the destinies of which he shapes with a watchful eye and masterly hand, Mr. Sylvester is interested in the Danvers Rolling Mills, the name of which is of too familiar a character to require comment.



**ALDEN FRINK**, Architect, Room 59, No. 28 State Street.—Mr. Frink, who is a gentleman of middle age, was born in Vermont, and has been in this city since 1837. He is a thoroughly expert, all-around architect, of long and varied experience, learning his profession with Elbridge Boyden, Worcester, Mass., and is master of the art in all its branches. He has been established in business on his own account for over thirty-one years, and has occupied the present office, Room 59, No. 28 State Street, in the Merchants Bank Building, for more than a quarter of a century. Mr. Frink is assisted by an efficient staff of draughtsmen, and is prepared to make plans for all classes of buildings, giving particular attention to schools, institutions, business blocks, and high-class residences. Designs, specifications, etc., are furnished at short notice, while construction is personally supervised, and all work undertaken by this gentleman is certain to be performed in a manner to satisfy the most critical. Among the more noteworthy structures designed and built by Mr. Frink may be mentioned the Boston and Maine railroad stations at Winter Hill, Woburn, Prospect Hill, Somerville, Highlands, Marblehead, Lynn Common, and Wakefield; the Lewis and Phillips schools, Roxbury; Police Stations Nos. 8, 9 and 12, this city; the engine-house at Quincy; the Standish monument at Duxbury, the residence of H. T. Smith, Roxbury, and a great number of others, equally worthy of mention, throughout the city and State.



**MERRIMAC CHEMICAL COMPANY**, No. 13 Pearl Street.—This firm are widely prominent as manufacturers of oil of vitriol, muriatic acid, nitric acid, sulphate of soda, arseniate of soda, silicate of soda, bi-sulphate of soda, bi-sulphite of soda, muriate of tin, tin crystals, nitrate of iron, Glauber's salt, copperas, alum, etc.; also, as dealers in aqua ammonia, acetic acid, sal-soda, etc. The company was organized in 1863, under the laws of the State of Massachusetts, with a capital of \$150,000, and is officered as follows: President, B. Schlesinger; treasurer, C. T. Howard; superintendent, A. P. Howard; directors, B. Schlesinger, C. O. Foster, C. H. W. Foster, G. Winthrop Coffin, A. P. Howard. The works of the company are at South Wilmington station, North Woburn, on the Boston & Lowell railroad, where the company owns some ninety acres of land, possessing all modern facilities for the manufacture of their specialties, and give steady employment to seventy skilled hands. The trade of the company is principally with tanners, and textile, paper and iron manufacturers throughout New England; and the superiority of their goods, coupled with their perfected facilities, enable them to guarantee satisfaction in all their operations, and fill all orders with the utmost promptness and dispatch.



**GEM MANUFACTURING COMPANY**, Gem Water Filters, No. 243 Franklin Street.—After much investigation, and a careful study of the subject, the Jones Manufacturing Company, of this city, by a simple device, and a careful selection of a proper material for filtering purposes, have succeeded in overcoming every defect of other manufacturers, and have produced an article that practically meets all the requirements of a perfect water filter for domestic purposes. This is known as the "Gem Water Filter," which combines, more than any other, the essential qualities of efficiency, simplicity, durability, cheapness and convenience of use. It can be placed upon any faucet, requires no refilling, is easily adjusted and cared for, does not get out of order, and gives a perfectly smooth flow of water, without spluttering. The Gem Filters contain the celebrated distributing disk, and are filled with ground quartz, especially prepared and screened for the purpose. The metal parts are made entirely of brass, and are nickel-plated. No solder being used in their construction, they may be easily taken apart with ordinary tools. The main feature of the Gem, in which it differs greatly from all other filters, is its distributing disk, suspended in the center in such a manner as to divert the flow of water from a straight course, breaking it into a spray, and throwing it into all parts of the filter, thus greatly increasing its filtering properties. It is the only filter ever made which can be conveniently taken apart with a screw-driver, and some fifty thousand are now in use. Mr. Wallace Jones, the moving spirit of this industry, is a well-known Bostonian.



**HAMILTON WOOLEN CO.**, Charles Merriam, President; C. A. Coleman, Treasurer; No. 18 Post Office Square.—One of the great manufacturing enterprises represented in Boston is the Hamilton Woolen Company, which was incorporated in 1831, under the laws of the State of Massachusetts, and has a capital stock of \$1,000,000. It operates extensive mills at Amesbury and Southbridge, Mass., and Messrs. Joy, Langdon & Co., of New York and Boston, are its selling agents. As manufacturers of cashmeres, worsted goods, cotton and print cloths, this company has long enjoyed a national reputation. The mills at Amesbury run two thousand looms and sixty-five thousand spindles, in the manufacture of sheetings and print cloths, and are under the management of M. W. Quinn, agent. The Southbridge mills turn out woolens, cashmeres and dress goods, and operate thirty-eight sets of cards, forty-two broad and nine hundred and twenty narrow looms, in charge of John Tateson, agent. Any one paying a visit to either of these mills will find a vast emporium of mechanical industry, thoroughly furnished in every department, and complete in every detail, with all the trade appliances that inventive ingenuity and mechanical skill have devised for facilitating perfections and dispatch in the manufacture of those specialties for which this company have earned such a high reputation throughout the country. The woolens and worsted goods manufactured here are standard the world over. No better goods are produced anywhere. The utmost skill and care are exercised in all methods of manufacture to improve the quality and enhance the value of the output in every conceivable way. As a result the highest degree of perfection is attained which serves to stamp the managers as gentlemen of sound judgment and business sagacity. Steady employment is given altogether to seventeen hundred hands, and the annual product aggregates 600,000 yards cashmeres, 16,000,000 yards worsted goods and 19,000,000 yards cotton and print cloths. The executive officers of the company are Charles Merriam, president; C. A. Coleman, treasurer. Mr. Merriam came into control in 1881, as successor to his father, who was largely interested in the industry for many years; and is an expert and progressive manufacturer. Mr. Coleman has been connected with the company since boyhood, and was made treasurer in 1885. He is a member of the Algonquin, Country and other social clubs, and the Boston Athletic Association, and stands deservedly high in both social, commercial and financial circles.

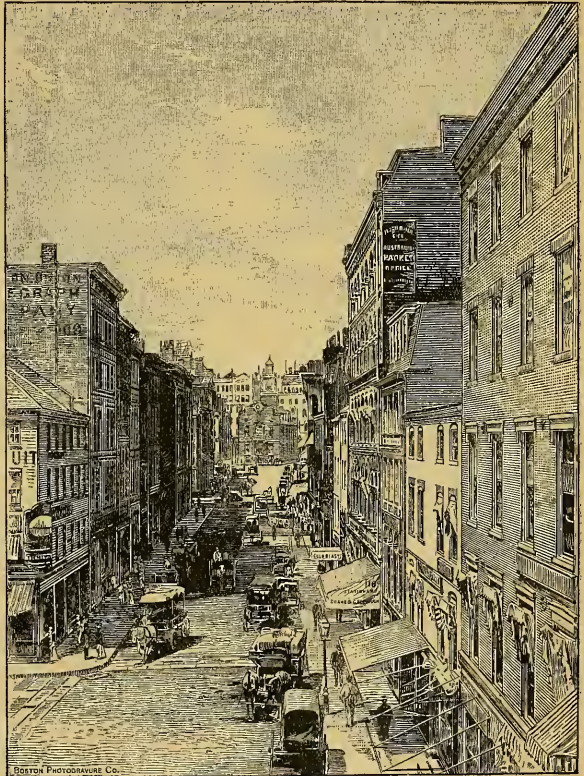


THE S. S. WHITE DENTAL MANUFACTURING COMPANY, No. 160 Tremont Street. The name of S. S. White has been so long and so prominently identified with the manufacture of the finest classes of dental instruments that it represents what a trade-mark does in other branches of business. The industry founded by Samuel S. White in 1844 has become the largest in its line in the whole civilized world. There is no city so densely populated, no island so remote, but the name of this house is coupled with the prosperity and well-being of its people. Mr. White died in 1879, but his name and fame survive, and the S. S. White Dental Manufacturing Company, which was incorporated in July, 1881, now makes more than three-fourths of all the dental goods used in the United States. The Boston office of this company is eligibly located at No. 160 Tremont Street, and is under the expert and successful management of Mr. John F. Davis. Two floors, each 25 x 110 feet, are occupied, and the business done here is large and influential, at both wholesale and retail, extending to all parts of New England. A complete stock of the company's specialties is constantly carried, comprising the latest improved dental chairs, and every known instrument of merit for extracting, filling and cleaning teeth; also, electric motors of the best make, all the best tools and equipments for the manufacture of sets of teeth, as well as full supplies of artificial teeth; and gold, silver, rubber and other materials. A corps of twenty skilled assistants are employed here, and the wants of the dental profession are ministered to with unexampled satisfaction and success. Mr. Davis, the manager, is a native Bostonian, who has been connected with the business of the company since 1870, and has a foundation understanding of all its details and the requirements of patrons. The company has branches in New York, Chicago, Atlanta and Brooklyn, with main office and works in Philadelphia, while its field is the world. Its executive officers are Henry M. Lewis, president; J. Clarence White, secretary; Samuel T. Jones, treasurer; and William H. Gilbert, general manager; who can well claim, with mighty England, that the sun never sets upon the products of their industry.



HEELER & WILSON MANUFACTURING CO., Manufacturers of Sewing Machines and Dealers in Sewing Machine Supplies, Geo. W. Brown, Manager; New England

Agency, Nos. 21 Lincoln and 594 Washington Streets.—For over forty years the inventors and promoters of the Wheeler & Wilson sewing machine have taken an active and important part in the development of the art of sewing by machinery. The machine was first introduced in 1850, by Messrs. Wheeler & Wilson, and in 1864 the Wheeler & Wilson Manufacturing Company was organized, with a capital of \$400,000 which was increased in 1866 to \$1,000,000. The principal office and works are located in Bridgeport, Conn., while the agency for Maine, New Hampshire, Vermont, Massachusetts and Rhode Island is operated at No. 21 Lincoln Street, with retail office at No. 594 Washington Street, Boston, Mr. Geo. W. Brown, manager. This company has constantly striven for the accomplishment of such improvements, based on the interlooping mechanism, as would enable it permanently to maintain its position of superiority in the production of sewing machinery, not only for use in the household, but for all grades of manufacturing, whether in fabrics or leather. Those who seek for a sewing machine embodying all the best results of inventive skill, and constructed to do the best of service for a lifetime, should not fail to examine this reliable company's productions. The Boston office is prepared to supply and fit out factories with everything required to operate these machines by steam power, and deals extensively in sewing machine supplies, attachments and parts. Repairs of all kinds are executed at short notice. Many retail branches are operated in the states of Massachusetts and Rhode Island, while dealers are supplied throughout Maine, New Hampshire and Vermont. This company supplies a very large part of all the shoe manufacturers in Lynn, and also operate shops in Haverhill and Brockton. Employment is given by this agency to from forty to sixty assistants. The company furnish nearly all the machines used in the manufacture of rubber goods, shirts,



STATE STREET IN 1889.

ladies' underwear, hemming pocket-handkerchiefs and lately are furnishing many of the clothing houses. Mr. Brown, the manager, is a native of Vermont, and has resided in Boston since 1870. He is thoroughly experienced in the wants and requirements of the sewing machine trade, and by reason of the superior merits and elegant appearance of the present styles of machines this great corporation is placing on the market, he easily keeps to the front of this line of business in the New England States.



**MONSON MAINE SLATE CO.**, No. 113 Devonshire Street.—The largest and best-equipped slate quarries in the United States are those owned and operated by the Monson Maine Slate Company, at Monson, Maine. This company enjoy a national reputation as quarriers and manufacturers of the Monson, Maine, unfading black roofing slates, and the following slate products, to wit: Laundry tubs, blackboards, urinals, conerter tops, hearties, vestibule floors, greenhouse shelves, grave linings and covers, grave vaults, refrigerator shelves, chimney tops, register borders, headstones, base boards, wainscoting, floor tiles, slabs, grate borders, foot warmers, wash trays, sinks, water tanks, funnel stones and electric switch-boards. The company was incorporated in 1880 under the laws of the State of Maine, with a capital of \$4,000,000, and is offered as follows, viz: David R. Straw, president; Charles H. Fifield, treasurer; George G. Proctor, general manager; J. B. Matweys, selling agent. The special attention of our readers is directed to the slatestone products of this company, for the reason that their stone is nearly absolutely free from all impurities, and hence in its native state is nearly pure silicate of aluminum. It is unfading black; unchangeable in color under full proof sulphuric acid; it is perfectly granulated, therefore very flexible, and hence not easily broken. Its cleavage is excellent, rendering it capable of being split into very thin plates when required. Its combined excellencies make it the best possible stone for all kinds of finely finished goods, where perfectly smooth surfaces are desired. At the present time this company has seven well-developed quarries in operation, producing nearly one hundred car-loads of roofing slates per month. These quarries are supplied with the latest improved steam power and machinery, and in the near future the company hope to drive all its machinery by electricity, from one large dynamo, run by the natural waterfalls which are quite near their works, and by means of which the cost of manufacturing will be considerably reduced. The shipping facilities by railroad from the quarries are excellent, enabling the company to supply parties residing in the remotest parts of the country at minimum rates of freight. Samples of the company's finished products can be seen at the State Armory, the Parker House and at the Fiske Building, which have been supplied through the Boston house. The managers of the company are gentlemen with whom it is always a pleasure to do business, and are recognized as authorities in the slate trade.



**JOHNSON ELECTRIC SERVICE CO.**, Nos. 113 and 115 Clybourn Street, Milwaukee; Wm. F. Chester, Agent, No. 72 Equitable Building.—The invention which in its general usefulness exceeds anything which has been brought to the world's notice in the electrical line, is the Electro-Pneumatic Valve, the result of a long series of investigations and experiments by Prof. W. S. Johnson, and which is the foundation of what is now known as the Johnson Heat Regulating Apparatus, manufactured by the Johnson Electric Service Co., of Milwaukee, Wis., and supplied in Boston by their agent, Mr. William F. Chester. This system is fully covered by letters patent, issued in 1884, 1885, 1886, 1887 and 1888, and has been generally applied throughout the country. The apparatus is very readily applied to what are ordinarily called hot air furnaces, while the invention marks an era in steam heating, as there are numerous defects incident to steam heating which this invention entirely overcomes. The valve works admirably also on hot water heating apparatus, while the results of the system have been found especially beneficial when applied to school buildings. It has been applied successfully to hundreds of schools throughout the country, regulating the temperature, and also saving fuel and attention. In Boston and vicinity the Johnson Heat Regulating Apparatus has been installed in such prominent institutions as the Oew Roxbury High School, the Massachusetts Institute of Technology, the Bowdoin School, Rutland Street School, the Winchell School, the new Ames Building, the Massachusetts State House and new extension, Boston Athenæum, the council chamber at City Hall; also Sever Hall, at Harvard University; High School, Pierce Grammar School, and Public Library, Brookline; Pelton School, Cambridge; Baltimore Street School and High School, Lynn; Hopkins Hall, Williams College; Osborn Hall, Yale College. Among the customers of the company will be found the most prominent people in the country, all of whom with one accord speak in the highest terms of praise concerning the excellence and efficiency of the system. Our readers who are interested, should send to Mr. Chester for the company's handsomely illustrated catalogue, which gives all information concerning the principles involved and the success which has attended its use.



**GEORGE FOLLETT & CO.**, Wool, No. 154 Federal Street.—The firm of George Follett & Co., is one which is widely and favorably known to mill owners in all parts of the United States, as a very old and firmly established merchant house whose prosperity has been built up upon the especially valuable services it has rendered to the trade by handling all grades of domestic wool under favorable conditions, and supplying them with the exact quality required, and the precise varieties best adapted to the special goods of each branch of the woolen manufacturing industry. The house had its inception in Ohio, early in the fifties, and, by 1873, had attained a development which induced its principals to remove to New York as a more convenient center generally, and particularly so in connection with its imported product. In 1881 the Boston office was opened as a branch, Mr. W. J. Follett, son of one of the founders taking charge, and having given into his care the cultivation of the New England trade, the parent establishment retaining the remainder of its influential connection, which embraces about every important commercial center where the woolen industry is pursued. The firm handles every variety of wool, while making domestic pulled wool its specialty, and Mr. W. J. Follett has amply demonstrated the wisdom of establishing the Boston office by the extent to which he has been able to augment the total trade of the house by the extensive New England connection he has built up. The two senior principals, who are brothers, are Mr. George and Mr. A. W. Follett, both born in Vermont, but who spent their early years in Ohio, and they are among the best known and most respected of wool merchants.



**THE EVANS ARTIFICIAL LEATHER CO.** Manufacturers of a Leather Substitute, No. 88 Pearl Street.—This company are deservedly prominent and popular as manufacturers of a leather substitute, especially adapted for carriage trimming, upholstery, linings and top facings for boots and shoes. The company was duly incorporated in 1881, under the laws of the State of New Hampshire, with a capital stock of \$500,000, and is offered as follows, viz: President, Geo. A. Alden; superintendent, C. A. Evans; manager, Walter N. Dole, who with Messrs. E. C. Wilson, J. W. Converse, Elijah Converse, Jas. Sawyer, Thos. B. Griggs, Geo. W. Merritt, H. S. Chase and C. A. Evans, constitute the Board of Directors. The factory of the company is located at Salem, N. H. and is fully equipped with every modern improvement that tends to facilitate rapid and perfect production. The new and perfected goods of this company are adapted for carriage cushions, falls, backs, aprons, tops and curtains; also, for upholstering furniture, lambrequins, portieres, curtains for palace and drawing-room cars, etc. Every yard is warranted not to grow soft and become sticky, or hard and crack, under the sun's rays, or changes in the temperature. Its uniformity in weight and grain, absence of necks and flanks, its perpetual pliability, its waterproof qualities, and the additional fact that it will not shrink, renders it in these respects superior to real leather, while it costs from one-third to one-half less. It will be found by shoe manufacturers to be a desirable material for them to use as a top facing, side-stay or button-piece lining, in place of sheepskins or skivers. Only an expert can distinguish it from the best quality of leather, while it costs one-third as much. The company also make a gimp to match their goods, and cover tacks and buttons with their material to match the goods, which may be selected for any job. A full line is carried in stock at the salesrooms in this city, and all orders receive prompt and careful attention. Mr. Evans, the inventor of the leather substitute, is in charge at the works of the company, while Mr. Dole, the manager of the business in this city, is eminently popular and successful in meeting all demands of the trade.





**W.** WESTON, Wholesale Dealer in Watches and Clocks, Etc., No. 89 Court Street.—Certainly no line of commercial or manufacturing industry in the United States has made more rapid strides than that engaged in the production of perfect time-keeping watches and clocks. For many years our people were compelled to look to Europe for their supply of these goods, but to-day, American watches and clocks are quite equal in excellence of workmanship and beauty of design to the same class of goods made abroad. A most important matter to be considered in purchasing such goods, is that of selecting a house that has a high established reputation for honorable business methods. A well-known and prosperous house of this character in Boston is that of Mr. W. M. Weston, located centrally at No. 89 Court Street. This reliable and old established house dates its origin as far back as 1840—over half a century ago—when Mr. Weston first founded it in Reading, this state, and in 1847, he moved it to Woburn, where he remained until 1865, when, desirous of entering a larger field of labor and enterprise, he removed to this city, and at once developed a very large and substantial wholesale and retail trade, that now extends throughout the entire city and vicinity. The premises occupied are amply spacious and commodious, very neatly appointed and fitted up with every convenience for the successful prosecution of his trade, while the fine assortment of goods is displayed most advantageously. The stock carried embraces a full and complete line of the very best fine gold and silver watches in all designs and styles for ladies and gentlemen, and of the most reliable American and European production, and are all guaranteed to be just as represented. His stock includes also a splendid assortment of fine French, Swiss, and American clocks in every variety of pattern and style, warranted to be perfect time-keepers. To meet the wants of the trade, he also carries a full and complete line of watch and clock makers' materials, such as glasses, tools of every description, materials, parts, watch chaus, besides a full line of spectacles, eye glasses, lenses, opera and field glasses, and other optical goods, all of which are offered at the very lowest figures. A full force of thoroughly skilled and experienced workmen are given employment in making repairs to fine watches and clocks for the trade, and all work done here is warranted to give satisfaction. Mr. Weston is a native of the Old Bay State, somewhat advanced in years, and is a resident of Reading. He is a very pleasant, refined, and courteous gentleman, honorable, reliable and prompt, and is most highly respected in social and business circles.



**E**XCELSIOR UMBRELLA MANUFACTURING COMPANY, Manufacturers of Umbrellas and Parasols, No. 13 Chauncy Street.—This company was incorporated in 1883 with a capital stock of \$50,000 and early became justly celebrated for the superiority of their products, quickly developing a trade thoroughly national in extent and eminently creditable in character. The business premises comprise three floors, containing 15,000 square feet of floor space, supplied with twenty sewing machines, operated by electric power; and employment is given to one hundred skilled hands. The treasurer, Mr. Anton Kassy, is thoroughly experienced in this branch of manufacture and a recognized authority upon all matters relating thereto. This company are manufacturing to-day the best silk, gloria, alapaca and cotton umbrellas on the market; they are noted for new and elegant novelties in sticks and heads, the latter being of solid gold, solid silver, various fancy styles, including natural heads, in all varieties of finish and from which the most fastidious can make selections. From twelve hundred to fifteen hundred pieces are turned out daily, and the goods are in steady demand in all parts of the United States. A corps of talented salesmen are kept on the road taking orders, and branches are operated at No. 441 Broadway, New York, and Room No. 62, Lakeside Building, Chicago. Mr. Russy is a native of Vienna, Austria, was traveling salesman for a New York house in the same line previous to the formation of this company and is a popular business man.



**A.** SMITH, Agricultural Implements and Machines, No. 38 S. Market Street.—This gentleman is an extensive dealer in agricultural implements and machines, and is especially prominent as New England agent for Clark's Cutaway Harrow. This harrow will thoroughly cut and pulverize the soil to the depth of four or more inches. With all the old pattern harrows it has been difficult to control certain conditions, such as light swards, sodded lands, fields that have been plowed for several months, or wheat, corn, oats and other stubble lands; in fact, heretofore the tool to be used upon that class of lands has been the plow; but with the Cutaway harrow the condition has changed. With this harrow many of these fields can now be cultivated in a much more perfect manner than is possible with the plow, and in less than half the time. Heretofore a few harrows with complete disks have had seeders attached and in light soil, or fields previously prepared, have worked fairly well; but with Clark's Cutaway harrow no previous preparation is necessary. There are very few soils that have been plowed within a year that cannot be sown and completed at one operation with Clark's Seeding Harrow. There are two independent seed boxes, and each works independently by its own gang; both can be used or only one, if desired. This seeder is not an experiment, as it has been fully tested in all parts of the country before putting it on the market, and is positive in its action, and perfect in its seeding. These feeders will sow timothy, Hungarian, hemp, buckwheat, spring and winter wheat, rye, barley, oats and in fact all kinds of seeds. The great demand for a good tool for cultivating orchards has led the manufacturers to adopt the Cutaway harrow. The fruit growers' and orchard harrow will pulverize the ground to the depth required, subduing all weeds and trash, and forming them into a mulch, which protects the roots and retains the moisture. It is made so that the soil can be turned either way, from or towards the tree. Clark's Cutaway Corn or Cotton Cultivator possesses entirely new principles in cultivating corn or cotton. The Baby Cultivator is built on the principle of the Cutaway harrow, and is designed for general cultivation. For the cultivation of small plants it is unsurpassed by any other implement. Clark's Cutaway Revolving Plow is made on the principle of the celebrated Cutaway harrows. These plows require less than half the power of any other pattern of gang plows. They are strong and durable. One horse can easily handle a foot in width of these plows. Clark's Cutaway Leveling Machine is unequalled for leveling and making smooth any land with an uneven surface. Mr. Smith was born on a farm in New Brunswick, and has been engaged in the agricultural implement trade in this city for the past forty years. He is a recognized authority upon all matters pertaining to the business.



**L.** LOMBARD, Mechanical Engineer and Solicitor of Patents, No. 40 State Street.—This gentleman is prominent both as a mechanical engineer and solicitor of patents, and established himself in business here in 1858, as a mechanical engineer, in which he won rapid and marked distinction, and in 1868 added the patent business to his other facilities. He now offers the best possible facilities to all desiring to procure strong and valid letters patent, or requiring any investigations in connection therewith. Inventors can always obtain free advice from him in regard to the patentability of any device or discovery. By placing the main points before him in a clear and concise manner, applicants can expect a prompt answer, often by return mail. Mr. Lombard promptly transacts every description of patent office work, including the preparation and filing of applications for letters patent, design patents, reissues, trade-marks, labels and copyrights; the prosecution of interference, appeal and infringement cases; the renewal of forfeited applications, the securing of foreign patents, etc. He is especially prominent as an expert in patent causes, in which he has had an extended experience and won a deservedly high reputation. General and detailed drawings, and designs for all kinds of machinery, are executed with accuracy and dispatch, and the construction of machinery is superintended, when desired, while particular attention is given to perfecting new inventions in machinery. Fees are moderate in all cases. Mr. Lombard is a Maine man by birth, but a resident of Massachusetts since 1850, and known and honored as an expert in his profession.



**H. CUMMINGS & CO.**, Machinists, No. 110 High Street.—This now eminent industrial business was founded in a small way, at No. 164 High Street, by Mr. H. H. Cummings, in 1881, and so rapidly has it grown in the estimation of manufacturing houses, in New England and throughout the United States, and so greatly has its scope been enlarged, that it now has premises at No. 110 of the same thoroughfare, consisting of over seven thousand square feet of floor space, and gives employment to from twenty to thirty expert machinists and fitters, in the construction of every conceivable description of small machines, a specialty, however, being made of shoe machinery. Assisting inventors in giving practical shape to ingenious contrivances for utilitarian purposes, the firm itself is provided with the most modern types of lathes, shaping machines, screw cutting machines, drilling and boring machines, vices, implements and tools, nothing being omitted from its equipment which can facilitate and expedite the construction of beautifully finished and smooth-working machines, and special tools. Of the two partners, Mr. H. H. Cummings, who initiated the enterprise, is a resident of Malden, while Mr. A. D. Crombie lives in the same neighborhood. Both are men of Massachusetts birth, deservedly and highly respected. Mr. Cummings' latest invention is a very high speed compound engine, adapted particularly to dynamos. As it attaches directly to the armature shaft it does away with all pulleys and belts, thereby making it the most compact and complete apparatus for the purpose ever put on the market, the space required for the engine and dynamo to produce one hundred lights not exceeding 6½' x 2' x 2½'.



**MORROW & WILKINSON**, Tin Plate, Sheet Iron and Copper Workers, No. 35 Sudbury Street.—Owing to the thoroughly efficient and workmanlike manner in which this reliable house invariably executes all the work that comes within its comprehensive scope, it has, in the comparatively short time of its establishment, been accorded a liberal measure of support from all parts of Massachusetts; its services being called into requisition for various matters incidental to tin plate, sheet iron and copper work, including heating, ventilating, roofing, piping for furnace work, and the putting-in and fixing of furnaces, complete; this latter constituting the specialty of the business. Moreover, all kinds of jobbing and repairing are undertaken and executed, at most reasonable prices, in the highly satisfactory manner already hinted. The firm was instituted in 1887, by the present proprietors, Mr. C. E. Morrow, and Mr. J. B. Wilkinson, who have had a long, practical experience in this line. The premises are furnished with a complete equipment of machinery, tools and appliances pertaining to the business. The two able and efficient principals, who give their undivided attention to every detail of the business, are both members of the I. O. R. M., and are natives, respectively, Mr. Morrow of Maine and Mr. Wilkinson of New Hampshire.



**SIMMONS, AMSDEN & CO.**, Fruits and Vegetables, Faneuil Hall Market, Stalls Nos. 94, 96, 98, Cellar No. 17, North Side.—Messrs. Simmons, Amsden & Co. are wholesale and retail dealers in foreign and domestic fruits and vegetables, receiving from various points throughout the United States and the British provinces, and handle large quantities of Florida oranges and Southern products. They have an extensive permanent patronage, shipping all over New England, and their trade, already of a very substantial character, affords evidence of steady increase. This flourishing business was established in 1844 by Porter & Simmons, who were succeeded by A. B. Simmons & Co., who were in turn succeeded by Simmons & Amsden, the firm name in 1864 becoming Simmons, Amsden & Co., and as such it has since been conducted with uninterrupted success, although all the members thereof, with the exception of D. E. Butterfield, have been removed by death in the interim. Harrison Porter died in 1855. A. B. Simmons in 1872, and T. J. Amsden on June 25, 1890, when the business passed into the sole control of Mr. Butterfield. The firm have commodious and well-appointed quarters at stalls Nos. 94, 96, 98 and cellar No. 17, north side, and have a warehouse besides on Ferry Street. A large and carefully assorted stock is constantly kept on hand, and includes every thing in the line indicated, the specialties being apples, Florida oranges, bananas and early vegetables; liberal inducements being offered to dealers and large consumers. Mr. Butterfield is a native of this city, well and favorably known both as a citizen and a merchant. He is a man of long and varied experience in this line, being connected with the house since 1859, and a partner in the same twenty-nine years, and is a member of the Boston Chamber of Commerce and the Fruit and Produce Exchange.



**SPEAR & CO.**, Wholesale and Commission Dealers in Foreign Fruits and Country Produce, Nos. 99 and 101 South Market Street.—The house of Spear & Co. was founded some twenty-nine years ago by Messrs. Joshua and Charles Spear, brothers, and was conducted under their joint control for fourteen years, when Mr. Chas. Spear retired. Six years ago Mr. Joshua Spear admitted to partnership his son, Mr. Will F. Spear, and these two gentlemen now form the personnel of the firm. They are active members of the Boston Fruit and Produce Exchange, also of the New York Fruit Exchange. The firm formerly carried on business on Broad Street and on Chatham Row, and have been at the present address the past seventeen years. Here they occupy spacious well-appointed quarters and carry on a flourishing business as wholesale and commission dealers in foreign fruits and country produce, making leading specialties of oranges, lemons, and popcorn, handling about 100,000 boxes of oranges and lemons a year. Their trade extends all over New England and is particularly heavy in Boston.



**GEORGE H. PHILBROOK & CO.**, Commission Merchants, Wholesale and Retail Dealers in Butter, Cheese and Eggs, No. 2 New Faneuil Hall Market.—Thirty-three years ago the firm of Messrs. Geo. H. Philbrook & Co. was organized for the prosecution of the commission business in butter, cheese and eggs, and they are still prominently engaged in the same line. Their location was originally in Quincy Market, but for thirty years past they have occupied stall No. 2 and basement No. 11 in New Faneuil Hall Market; the former for the retail and the latter for the wholesale department. They have excellent facilities for carrying on an extensive business, one refrigerator alone having a capacity for 500 packages of butter. The firm receive large consignments of dairy products from the most celebrated districts, and have established such a reputation for the superior quality of their goods as brings them orders from all parts of New England. Mr. Philbrook was born in New Hampshire and has lived in Boston for many years. He is a member of the Boston Chamber of Commerce, Paul Revere Lodge, F. and A. M., and of the Ancient and Honorable Artillery Corps.



**HATCH'S HAT HOUSE**, No. 311 Washington Street.—At the popular house of Mr. L. P. Hatch, opposite the Old South Church, may always be found a splendid display of tall or silk hats, derbys, soft felt, and all other style hats, all of the most reliable manufacture, and all offered at the most reasonable prices. The business of this establishment was originally founded in 1850, at the corner of Washington and Franklin Streets by Mr. F. Wies. The firm afterward became Wies & Zoesbisch, a removal being made to a store under the Boston Theatre. In 1883 the firm of Wies & Hatch was formed, Mr. Hatch having been with the old firm for six years previously, and continued up to 1887 when Mr. Wies retired, Mr. Hatch became sole proprietor and moving to his present address the same year. The premises occupied comprise a store and basement, 20 x 100 feet in dimensions, and an upper floor, the latter being used as a department for the manufacture of furs, to order. Furs are also cleaned, dyed, stored and insured. The salesroom contains a complete stock of fine hats and caps, also umbrellas and robes. Mr. Hatch is a native of Maine and has resided in Boston since 1874, since which date he has been engaged in the hat trade.



**SMITH & ANTHONY STOVE COMPANY**, Nos. 48 to 54 Union Street.—This company operate extensive iron and brass foundries at Wakefield, Mass., where they give constant employment to several hundred hands, while the exigencies of the business in Boston require the services of nearly one hundred more. The company was incorporated in 1879, under the laws of the State of Massachusetts, with a capital of \$100,000, and is officered as follows, viz.: William E. Smith, president; E. W. Anthony, treasurer; J. R. Prescott, secretary. These gentlemen are expert and practical representatives of the business in all its branches, starting years ago with a purpose to manufacture only the best goods of the most reliable and artistic designs, and the policy then adopted has never been deviated from, but has borne fruit in the present immense business. The managers have steadily enlarged their personality so as to keep abreast of the most exacting requirements, and have enlisted all the agencies of the artistic and decorative professions in the production of their wares, which are most attractively displayed in their warehouses. These warehouses comprise an entire six-story building, 75 x 100 feet in dimensions. This company has acquired all the patterns, stock and good will of the old-established firm of F. Morandi & Son, which includes all the patterns of the celebrated Whiteley ranges, ovens, kettles, etc., formerly made by E. Whiteley & Co. This consolidation makes this company the largest manufacturers of high-grade hotel and restaurant goods in the country. They are now prepared to estimate on kitchen outfits, from the smallest restaurant to the largest hotel or public institution. They make a specialty of hotel kitchen utensils of every description, such as English grills, roasting ovens, egg boilers, laundry stoves, confectioners' stoves, ventilators, gas griddles, copper kettles, saucepans, potato fryers, potato slicers, waffle irons, broilers, chafing dishes, ice cream freezers, jelly molds, hotel cutlery and other requisites. Their French-wrought iron ranges are fully twenty-five per cent. heavier than other French ranges, and have a much greater durability. Among the company's patrons are included such prominent hotels as the Adams House, Young's, Vendome, Brunswick, the Parker, the Revere, the Langham, the Crawford, Victoria and others in Boston; the Fabian, Profile, Crawford, Glen and Twin Mountain, at the White Mountains; Atlantic House, Nantasket; Louisburg, at Bar Harbor; Old Orchard House, Fiske House and Sea Shore, Old Orchard; Ocean View House, Block Island; Pouce de Leon and Casa Monica, St. Augustine, Fla.; the Everett, Jacksonville, Fla.; and hundreds of hotels and public institutions throughout the country. The Anthony steel plate furnace has been constructed by this company to meet every requisite of proper ventilation and sanitary furnace heating, and embodies the best results of modern sanitary heating. In this furnace mechanical skill and excellence of materials preclude any of the dangers incident to the escape of gas. It is offered by this company as the most perfect sanitary heater in the market. Special attention is given to the export trade and foreign correspondence is solicited. The Hub ranges, heaters and furnaces are an extensive and popular line furnished by this house, and include as specialties the Hub Grand and Union Hub ranges and the Jewel and Pearl Hub heaters. The reflex grate, the ordinary flat grate, a dumping wood grate or a triangular grate is furnished as desired, and the wonderful wire gauze oven door is also applied to the Hub line of ranges. This door is officially used and endorsed by the Boston and New York cooking schools. This company also show many special designs and inventions for artistic fire-places. The entire establishment is a storehouse of the best and most practical productions in the above named lines. The president, Mr. Smith, is a Massachusetts man by birth, and of large experience in this branch of industry. The treasurer, Mr. Anthony, and the secretary, Mr. Prescott, are natives of Rhode Island, having had special training and long experience in this line of business.



**BEACH & CO.**, Dyestuffs, No. 71 Kilby Street, Rooms, Nos. 26, 27 and 28.—A leading house in Boston engaged in the importation and sale of dyestuffs, chemicals, etc., is that of Messrs. Beach & Co., whose offices in this city are located at No. 71 Kilby Street, Rooms Nos. 26, 27 and 28, with factory and principal office at Hartford, Conn. The parent house has been in operation about eighty years and is now conducted under the proprietorship of Messrs. George and Charles M. Beach, sons of the founder of the business. They bring to bear vast practical experience and import direct from the East Indies, Mediterranean ports, Italy, Australia, New Zealand and Europe, and are constantly receiving supplies such as enable them to challenge comparison as to quality, and defy competition as to price. Its business is mostly with cotton and woolen mills, and paper and leather manufacturers throughout the country. This house holds the agency for Brooks, Simpson & Spillar, proprietors of the Atlas Aniline Works, of England, also of the British Alizarine Company [Limited], also of Mucklow & Co., of Bury, England, and is in a condition to conduct all operations under the most favorable auspices. The firm have attained a celebrity only equaled by the most sterling manufacturers of the country and it is a house with whom it is always pleasant and profitable to deal.



**NEW ENGLAND AUTOGRAPHIC REGISTER COMPANY**, No. 86 Union Street.—The New England Autographic Register Company was incorporated in 1889, under the laws of the State of Maine, with a capital of \$250,000, and is licensed for New England by the National Autographic Register Company, of New York. These registers are used by merchants for charging goods, for sending goods C. O. D., for ordering goods, and in a cash business with equal convenience and to the greatest advantage. They are leased on moderate terms, and any information regarding the system for the absolute control by the proprietor of a retail or wholesale business will be furnished at the office of the company. Over one thousand registers are leased in New England, and among well-known parties in Boston and vicinity using them, may be named the American Baptist Publishing Company, Boston Woven Hose Company, Connecticut River Lumber Company, R. H. White & Co., Shepard, Norwell & Co., Geo. C. Goodwin & Co., Carter, Carter & Kilham, Macular, Parker & Co., Boston Bolt Co., and Plummer's Shoe Store, among many others in Boston; Boston Manufacturing Company, Waltham Bleachery, Waltham; T. Fred King, Burnham & Richardson, Chelsea; L. Pedrick, Standard Shoe Company, Lynn; Worcester Corset Company, Cunner & Bell, Worcester; J. E. Thompson, A. B. Lawrence & Co., Fitchburg; Taylor's Music House, A. F. Chapin & Bro., Springfield; H. M. Bixby & Co., Salem. The officers of the company are J. C. Shoup, of New York, president; W. O. Armes, treasurer and manager; both of whom are well-known, enterprising and progressive in their business methods.



**THE McDOWELL PORTABLE OVEN COMPANY**, No. 86 Union Street.—The McDowell Portable Oven Company are widely famous as manufacturers of the McDowell Portable Oven, which was invented and patented by Mr. S. J. McDowell, in 1884. In 1888 the patents were purchased by Mr. W. O. Armes, who organized the present company in 1888. The McDowell Portable Oven has been before the public for the past eight years and has been thoroughly tested. It is now conceded to be the only portable oven in the world that will bake as well and meet all the demands of a brick oven. This can be readily proved by the hundreds now using them. It is strictly portable, convenient for transportation, needs no mechanic to put it up, but a baker, with the assistance of two men, can have it in running order inside of an hour. There is little or no radiation, perfectly even heat, and more economical in fuel, which makes it practically a perfect oven. This company also manufacture and deal in all kinds of confectioners' tools, fixtures and findings. Their ovens are in use by the best houses everywhere, by Huyler's, of New York; Hotel Berkeley, Boston; Fiske Hotel, Old Orchard, Me., Louisburg Hotel, Bar Harbor, Me., Vienna Café, Providence, R. I.; Hart & Co., Honolulu, S. I., and others too numerous to particularize. Agencies are established in Chicago, New York, Philadelphia, Baltimore and other large cities. Mr. Armes, the moving spirit of the enterprise, is a resident of Lexington, Mass.

**H**ENRY ANDERSEN, Ship and Steamship Supplies, No. 58 Long Wharf.—In the important branch of industry relating to ship and steamship supplies, the more worthy representatives of the calling in the city have received a notable accession to their number by the inauguration of the business of Mr. Henry Andersen, at No. 58 Long Wharf, on January 1st, 1891; the newly initiated enterprise being specially worthy of notice, alike by reason of the ripe experience of its principal, and the wide scope of the business undertaken. Mr. Henry Andersen has for fourteen years been intimately identified with business of this description, and for eleven years held a responsible position with Mr. George Billings. It is the ripe experience thus gained which is enabling him to direct with marked success an enterprise relating to ship supplies, and embracing within its range oils, paints, varnishes, groceries and provisions, water supply, etc. That the operations of the house are on an extensive scale may be judged from the fact that the premises at the address named consist of three floors each 30 x 75 feet in amplitude, and each utilized to the full for the storage of a heavy, miscellaneous and complete stock. Everything is procured from the best direct source of supply for each kind of merchandise, and offered at wholesale and retail at correspondingly low rates. Mention should not be omitted of the fact that in the supply of fruit the house has the advantage of representing the Boston Fruit Company. Mr. Andersen, who is a native of Norway, has lived for a number of years in Boston, and his well-known energy, business aptitude and integrity renders the success of his venture a matter of no surprise.



**F**N. BIGELOW, Paper, Twine and Marlines, No. 17 South Street.—Although established as late as July 1, 1891, this gentleman has developed an extensive patronage. He deals at wholesale in paper, twine, leather board and kindred supplies, and his sales-rooms are fitted up with every convenience for the rapid handling and perfect preservation of stock. The lines carried embrace plain and printed wrapping paper, paper bags, ice cream, oyster and berry buckets, straw and manilla paper, tissue and toilet paper, cards and leather board, and twine of every description. The stock is secured from manufacturers direct and the field has been cultivated so industriously and intelligently that most valuable advantages are enjoyed by the proprietor, enabling him to offer the best productions at the lowest prices known to the market. Mr. Bigelow is a native and resident of Holbrook, Mass., was for two years a partner in the firm of J. E. Peckham & Co., and is a gentleman of large experience and fine business qualifications.



**E**MERY BEMIS & CO., Dealers in, Packers and Importers of Leaf Tobacco, No. 33 Central Wharf.—Messrs. Emery Bemis & Co. are extensive dealers in, packers and importers of leaf tobacco for the manufacture of cigars only. They import large quantities of tobacco from Havana, and also handle the Kentucky and other domestic products very extensively. They have large packing-houses at Windsor Locks, Conn., and Janesville, Wis. Their warehouse in this city contains four floors, each 25 x 100, and they have additional storage accommodation in the State Street block, with capacity for the reception of 1,500 cases of tobacco. Their business transactions not only extend to all parts of this country, but include heavy shipments to the African coast and other foreign markets. The domestic trade requires the services of two traveling representatives. The business was established under the present firm style in 1859, but since 1871 has been carried on by Mr. Emery Bemis, a native of Boston and thoroughly conversant with the tobacco trade in all its details. This is the largest house in its line in the city.



**F**RED. L. BROWN & CO., Dealers in Beef, Pork, Etc., No. 13 New Faneuil Hall Market.—Messrs. Fred. L. Brown & Co., deal in both Brighton and Western meats, and carry a heavy stock of beef, pork, lard, hams, tallow, smoked and dried beef; smoked, corned, and salt-petered tongues; tripe, sausages, etc. The services of five assistants are required in filling orders from all parts of the city, and numerous localities within a radius of 125 miles. The trade of the house is largely wholesale, supplying hotels, restaurants and dealers, but they also have a very flourishing retail business. Mr. Brown is a native of Maine; a young man, but has had fifteen years' experience in the business, having been connected with the well-known house of Jno. P. Squire. The firm of Messrs. Fred. L. Brown & Co. was established in 1884, and the enlargement of their business has been rapid.



**G**EORGE H. HASTINGS, Portraits, No. 146 Tremont Street.—Mr. George H. Hastings, the photographer, whose popular studio is at No. 146 Tremont Street, has long been recognized as one of Boston's leading photographic artists. The business was established twelve years ago by Messrs. Ritz & Hastings, and eight years since Mr. Hastings became sole proprietor. Mr. Hastings was born in St. Johnsbury, Vt., but has long resided in Boston. He is a prominent member of the Photographers Association of America, and has served as its president, ably and efficiently. The premises occupied are two floors and the roof, the latter being a most important adjunct in this business. The light in the operating gallery is one of the best in Boston, being 15 x 17 feet in dimensions. The equipment, also, is unsurpassed, for the latest improvements in photographic apparatus are to be found here, including a large camera, 25 x 30 inches. Employment is found for twenty-three hands in the various departments. Photography in all its branches is executed in the highest style of the art. The excellence of Mr. Hastings's work is attested in the fact that his exhibits have received the following prizes:—silver medal, Boston, 1881; gold medal, Boston, 1887; grand prize, F. A. of A., Washington, 1890; bronze medal, 1890. A leading specialty is made of the finest class of portrait work, individual or groups. The pictures turned out by this house are unsurpassed for delicacy of finish, tone, shading, likeness, naturalness, and the indescribable points that give to a picture the salient characteristics that mark the work of the artist. Visitors to Boston will do well to have their photos taken at this splendid establishment.



**H**. WHITE & CO., Manufacturers' Agents, No. 78 Chauncy Street.—This prosperous business concern, owned and controlled by Messrs. J. H. White & Co. of No. 78 Chauncy Street, Boston, and Church Street, New York City, has been established for seventeen years, during which time its name has remained unaltered. The firm are selling agents for the Manchester Mills of N. H., and the chief commodities handled are printed cotton goods and worsted fabrics, the quality of the same being a subject of common admiration throughout the entire community. The headquarters of the house are located in Boston. The partnership is made up of the following gentlemen; Mr. Joseph H. White, Mr. F. D. Leconte, and Mr. F. O. Barton. They gentlemen are all native Bostonians and have all had many years of constant experience in their business.



**A**MERICAN LEAF TOBACCO COMPANY, Importers and Packers of Leaf Tobacco, No. 22 Central Wharf.—Mr. S. Salomon, proprietor of the American Leaf Tobacco Company, possesses a rare amount of energy, business aptitude and well-directed application and has had a lengthy experience in the business, he having for thirteen years held responsible positions with leading New York and Boston tobacco houses. A couple of years ago he inaugurated his present venture and his trained judgment in distinguishing the intrinsic merit of each variety of leaf, his close knowledge of current market prices and his thorough familiarity with the best sources of supply for choice domestic and imported brands, suitable for prime cigars, has enabled him to procure stock greatly appreciated by buyers and has eventuated in the rapid building up of an enviably large connection. Foreign varieties are imported direct by the firm. Mr. Salomon is of New York birth, and is well-known and greatly respected in this city.

**D**ANIEL McINERNEY, Merchandise Broker and Manufacturers' Agent, No. 56 Chatham Street.—One of Boston's most enterprising and best known merchandise brokers and manufacturers' agents is Daniel McInerney, who has been engaged in the line indicated for the past ten years, and has built up a very active trade. Mr. McInerney makes a speciality of handling, grocers' supplies, and is agent for the Consolidated Rice Company; also for Alart & McGuire, pickles, and J. M. Taylor, soda. He represents a number of producers and sells to jobbers throughout the New England States. Mr. McInerney is prepared to execute orders for anything in the line indicated, quoting manufacturers' prices, and relations once established with him are reasonably certain of leading to an enduring business connection. Correspondence is invited, and communications of a business nature receive prompt response, while all orders are filled in the most expeditious and trustworthy manner.

**F**H. DAVIS & CO., Paper Mill Machinery, No. 53 State Street.—A leading and thoroughly representative house engaged in the business of supplying paper mill machinery for this important branch of commercial activity, is that of Messrs. F. H. Davis & Co., No. 53 State Street, Room No. 1019, which was established six years ago. Mr. F. H. Davis, the head of the firm, is a native of Cambridge, Mass., and originally established himself in business at Holyoke, removing to this city two years ago. He deals in every description of paper making machinery, receiving orders for all makes, and shipping direct from the factories. Owing to his wide and influential connections with the leading manufacturers of paper-making machinery throughout the country, he is enabled to offer advantages in the way of terms and prices which it would be difficult to duplicate elsewhere, and manufacturers and mill-owners, desiring anything in his line, will find it highly advantageous to consult him, before placing their orders.



BOSTON COMMON—TREMONT STREET MALL.

**G**EOERGE W. CAPEN & CO., Manufacturers of Plush and Leather Toilet Cases, No. 13 Kingston Street.—A reliable firm engaged in this city as manufacturers of plush and leather toilet cases, etc., is that of Messrs. George W. Capen & Co., who, during the six years of their standing have enjoyed an uninterrupted prosperity and fast-increasing support, until the trade they now control reaches to all parts of the New England States. The chief lines of manufacture are fine plush and leather toilet cases hand-sewed tourists' sets, collar, cuff and handkerchief boxes, blacking sets, etc., and it is the thoroughly genuine quality and uniformly reliable make and finish of these goods which have been mainly instrumental in accruing to the enterprise the very satisfactory connection already noted. The business owes its inception, as well as its very efficient management ever since, to the present proprietor, Mr. George W. Capen, who is a native of this city.

**O**SBORN & WILSON, Wholesale Dealers in Paper, No. 20 Federal Street.—The old and responsible house of Messrs. Osborn & Wilson, wholesale dealers in paper, conduct a business of a truly national character; and for the better transaction of the trade throughout New England, a branch office was initiated two years ago in this city, at No. 20 Federal Street, by Mr. W. J. Thompson, the firm's duly accredited manager. This gentleman has since conducted the affairs here with marked success, and by his well-directed energy, ripe experience and sound ability, has materially augmented the already extensive connections of the house throughout the New England States. The chief lines handled are manilla paper, hardware paper, book and newspapers, paper bags and twine. Mr. Thompson is a native of this city, and has been engaged in the paper trade for several years.

**H**ERMANN C. LAGRÉZE, Insurance, No. 70 State Street.—There is, perhaps, not one among the number who have come to the front in the domain of risks in this city within recent years that has been more prosperous than Hermann C. Lagreze. He has been established since April, 1839, and has acquired a large and flourishing patronage, and numbers in his clientele some of Boston's staunchest citizens and largest property owners. Mr. Lagreze, who is a qualified notary public, is a native of Germany, but has been in this country for quite some time, residing at Roslyndale, and is secretary to the German Consulate in Boston. He is a young man of entire reliability, and is thoroughly conversant with every feature and detail pertaining to insurance. Mr. Lagreze is a general insurance broker, placing all classes of desirable risks with responsible companies at lowest rates consistent with absolute security, and guarantees prompt adjustment and payment of losses. He enjoys exceptional facilities for handling large fire lines, and represents many of the foremost European and American institutions devoted to this class of risks, being agent for the German-American, of New York, the Orient, of Hartford, and also transacts business for various other companies.

**A**H. COOLIDGE, Commission Dealers in Lumber and Coal, No. 71 Kilby Street.—The Chattaroi Coal Company is represented in Boston by A. H. Coolidge, at No. 71 Kilby Street, who is putting on the market their most excellent coal for open grates. It is mined in Eastern Kentucky, where, it is a well-known fact, the richest beds of high grade cannel in this country are located; the Chattaroi being mined from the richest and purest of these beds, it makes a small percentage of ash, and is especially selected and prepared before shipment, insuring delivery in good condition, and with a minimum of waste. There are a great many varieties of cannel coal on the market—good, bad, and indifferent—and a large experience in handling this class of coal, added to the high endorsement received from many prominent dealers and gas companies, warrants Mr. Coolidge in asserting that in the Chattaroi he has the standard American cannel, fully equal to an imported article at a considerable less cost to the consumer, and a coal that will give the best satisfaction to the highest class of trade for house use, fire department purposes, and gas enriching. The Chattaroi is shipped in sealed box cars, holding from fifteen to thirty tons, direct from collieries to all points in the United States and Canada; this enables dealers to purchase in convenient quantities. To those having open grates in their houses this coal is by far the best, as there is no fine ash to speak of, and it is a favorite among dealers on account of there being no coal to be sold for "chips," as it is all hand picked before leaving the mines. No better recommendation can be given this coal than to say it is used almost exclusively in Harvard College, and among the richest class of trade in Boston. Mr. Coolidge has introduced his coal so thoroughly that it can be found in the yards of nearly all the prominent dealers in New England.

**Q**H. FLANDERS, Negotiator of Real Estate and Mortgages, No. 43 Milk Street.—Prominent among the oldest established real estate negotiators in this city is the well-known and responsible house of Mr. O. H. Flanders. A leading specialty is made of the transfer of Chelsea and centrally located property—of the former of which, Mr. Flanders is himself an extensive owner—and of these a number of highly desirable and eligible lots, houses and premises of various kinds is always on hand for disposal. The firm's skill and sound judgment are now called into constant requisition for the purchase, sale and exchange of realty of all kinds—business property being a notable feature—the collection of rents, the letting and leasing of houses and premises of every description, the entire management of estates, and the negotiation of loans upon bond and mortgage. The business was established thirty-one years ago by Mr. Flanders, who is a native of New Hampshire, now of middle age, and has resided in Chelsea since 1860.

**V**F. LOTT & CO., Commission Stock Brokers, No. 540 Washington Street.—Among Boston's leading stock brokers may be mentioned the name of Mr. V. F. Lott, trading, as V. F. Lott & Co., at No. 529 Washington Street. Mr. Lott, whose experience covers a period of twenty years, transacts a general commission business in the purchase and sale, for cash or on margin, of all stocks, bonds and miscellaneous securities, likewise oil, grain and provisions. His facilities for obtaining the most reliable information as to the tendency of the market, are of the most perfect kind, he thus being fully qualified to fill orders for the country capitalists or city operators or investors, either for investment or speculation purposes. Full quotations are continually received for the benefit of patrons, by direct wire communication with the New York market, and all reliable sources are searched as a guide to profitable investments and sales of stock. Mr. Lott was born in Tiffin, Ohio, and has been a highly respected resident of Boston for the past seven years.

**G**& P. ENGRAVING CO., Die Sinking, Designing and Engraving, Nos. 58 and 60 Federal Street.—The leading house in Boston in the die sinking and engraving business is the Gram & Pletsch Engraving Co., Nos. 58 and 60 Federal Street. This business was established three years ago, and by the character of its work, has won a host of patrons and is continually showing signs of increase. The premises occupied are spacious and commodious, and equipped with all the most modern machinery and appliances known to the business, including an improved router, taper, band saw, circular saw, lathe, press, etc. Power being furnished by a new and improved five horse-power motor. Everything in the line of die sinking, steel engraving, and letter cutting is done here, in an absolutely first-class manner, the practical experience of the proprietors, Messrs. Theo. C. Gram and Henry Pletsch, enabling them to bring their art to a high plane of perfection. Bronze lathe, index and name plates, boot and shoe stamps, steel letters, seals and presses, door plates, memorial tablets, soap moulds, pebbling rolls, etc., are made to order at the shortest notice, and in a thoroughly first-class manner. Sheet brass in any shape or thickness, is always kept in stock. A staff of competent artisans find constant employment, and all work is closely supervised by the proprietors. Mr. Gram came to this city from Buffalo, and has resided here for the past twelve years. Mr. Pletsch is a native of South Boston. Both are skilled engravers of great practical experience, and are highly esteemed as enterprising, honorable and upright business men.

**A**UGUST H. FREESE, Manufacturer of All Kinds of Spring Beds, No. 6 Charlestown Street.—It gives us pleasure to call the attention of our readers to the products of a house which has established a trade of enduring character, and which is annually increasing to a marked degree. We refer to the concern of Mr. August H. Freese, which is desirably located at No. 6 Charlestown Street. This business was established in 1871, by Messrs. Geo. T. Connor & Co., the present proprietor succeeding to the control in 1891. The business premises comprise two floors 25 x 75 feet in dimensions, equipped with everything necessary for the successful prosecution of the business, and here a corps of experienced workmen are employed, manufacturing all kinds of spring beds, and mattresses, slat, canvas, upholstered and woven wire cots, a specialty being made of the Challenge and Supreme beds. All kinds of wire mattresses are made to order. The concern manufactures principally for the trade, and it has the best of appliances and facilities for promptly filling all orders upon the most reasonable and satisfactory terms, while the established reputation of the house is a guaranty that every article furnished will be of the very best quality. Mr. Freese is a native of Germany, but has resided in the United States for about ten years. He is a zealous member of the I. O. O. F., and Knights of the Golden Rule.



**THE SULLIVAN HARBOR LAND COMPANY**, No. 95 Milk Street.—The Sullivan Harbor Land Company, of No. 95 Milk Street, has made an excellent move in its reorganization, which it has just carried through, and which will furnish it with funds to continue the development of its popular summer resort at the head of Frenchman's Bay, Maine. This company was incorporated in 1888, under the laws of the State of Maine, and acquired a large tract of property on Frenchman's Bay, opposite Bar Harbor. It has a capital stock of \$500,000., and has recently reduced the par value of shares to \$2.50, and also issued preference shares for a like amount at \$2.50 per share, to be offered to the present stockholders at \$1.25 per share. Preference shares are exchangeable at par for land at schedule prices and to be retired, if obtainable at par or less, before ordinary shares. Great improvements are in operation by the company to provide better means of fishing, hunting, boating, etc; while the early advent of the Maine Shore Railroad through the town of Sullivan will materially enhance the value of the company's property. Sales are now being made at very low figures, and there are now within the company's precincts some twenty cottages, costing from \$2,000 to \$15,000 each, besides two hotels—the Manor Inn, and Waukeag House. The inducements now offered by this company to parties desirous of building summer residences are unequalled by any other on the Maine coast, and the established reputation of the Manor Inn and Chalet afford every attraction for permanent or transient guests who have all the advantages of beautiful views and fine drives, together with boating, fishing, sailing, etc., and are within half an hour's sail of Bar Harbor. The executive officers of the company are as follows, viz., Amory D. Wainwright, president; Harry Highley, secretary and treasurer, and Charles P. Simpson, general manager, at Sullivan, Me., and the utmost confidence in all the statements and representations of these gentlemen is fully justified.



**ALDEN COGGAN**, Dealer in Hides, Calf and Lamb Skins, Rough and Tried Tallow, Nos. 60 and 62 Fulton Street.—Known very widely among butchers, and necessarily to very much the same extent by tanners, is the business of Mr. Alden Coggan, as a dealer in hides, calf and lamb skins, and rough and tried tallow, a business in which the gentleman named, had held the responsible position of manager for Mr. N. E. Hallis for fifteen years prior to his succeeding his erstwhile employer as proprietor, six years ago. The firm purchases hides, skins, and tallow, from butchers, and after carefully salting and pickling the former, and refining the latter, sells to tanners and others, the high reputation its proprietor has for sound judgment and honorable dealing causing its services to be in constant and strong request by both classes of patrons. The eligible premises occupied are located at Nos. 60 and 62 Fulton Street, and there Mr. Alden Coggan is assiduous in his personal and active attention to its affairs, as he is also outside, and he is duly careful in giving prompt and explicit attention to patrons' requirements. He is a native of Maine, and prominently associated with the Independent Order of Odd Fellows.



**N. W. CHURCHILL**, Manufacturer of Zephyr, Floss and Shetland Shawls, Fascinators and Mittens, No. 26 Chauncey Street.—Prominent in the manufacture of shawls in Boston is the reliable firm of Mr. N. W. Churchill, of No. 26 Chauncey Street, who now controls an extensive connection with the best wholesale houses throughout the New England States, its volume and scope being materially augmented from time to time, as the uniformly excellent quality and reliability of the goods handled become more generally recognized. Mr. Churchill has been established in business for the past twenty years and was formerly a partner in the firm of Messrs. D. C. Griswold & Co., afterwards with the Highland Knitting Company, and later with the Churchill Knitting Company, as manager, and has been established as at present since January 1, 1891. The chief lines of goods dealt in are zephyr, floss and shetland shawls, fascinators and mittens; and these are manufactured expressly for Mr. Churchill under contract and are only accepted by him when the quality and make are to his satisfaction and such as are best calculated to reflect credit upon himself and at the same time render the greatest measure of satisfaction to his many patrons. Mr. Churchill is a native of New Hampshire, now of middle age and has resided in Boston for the past thirty years.



**HARVEY G. ROCKWELL**, Wool Dress Goods, Flannels Etc., No. 33 Bedford Street.—The George H. Gilbert Manufacturing Co., of Ware and Gilbertville, Mass., is an industrial concern famous for its wool dress goods, flannels, etc., the high intrinsic merits of its productions having become very widely known through the progressive business methods of Messrs. Oelbermann, Dommerich & Co., of No. 57 Greene Street, and No. 65 Worth Street, New York, who are its selling agents, the exceedingly heavy sale for its goods throughout New England being influenced by their talented representative here, Mr. Harvey G. Rockwell, of No. 33 Bedford Street, this city. Messrs. Oelbermann, Dommerich & Co. are distinctly prominent and responsible commission merchants in foreign and domestic dry goods, well known, and implicitly relied upon by jobbers and retailers, and the experienced principals were unquestionably influenced in the appointment of Mr. Harvey G. Rockwell to his important post here, by a consideration of his thorough experience in this trade, gained during eight years of identification with it, during a major part of which period he was with Messrs. Brown, Wood & Kingman, of New York; as well as by his high business qualifications generally. Favored by this, and by the unexcelled inducements to business he is able to offer, he has succeeded in greatly developing the connection throughout the territory under his control, since he succeeded Mr. G. Leonard in the management here, about two and one half years ago; the incision of the choicest of new goods in his sample stock, as soon as they are introduced, greatly promoting the extension of trade with the house, which now receives quite a large proportion of its patronage through this agency. Mr. Rockwell is a young man of New York birth, who is as highly respected here as in the city of his birth.



**A. MURTFELDT**, Roofing, Office, No. 123 Franklin Street.—In order to have roofs put on in a substantial manner it is absolutely necessary to engage the services of those who have had long experience in the business and can be depended upon to do the work in a first-class manner. Of those engaged in this business in Boston there is none more capable or reliable than Mr. W. A. Murtfeldt, whose office is located at No. 123 Franklin Street. This gentleman established himself in the roofing business originally in New York City, in 1873, removing to Boston, in 1885, and has obtained an excellent reputation and is highly endorsed by builders, property owners and architects, owing to the superiority of his felt composition and gravel, slate and metal roofing. He also deals in roofing materials, fire and waterproof building papers, two and three ply ready made roofing, asphalt floors, etc. He is a thoroughly practical roofer, possessing an intimate knowledge of every detail of the business and the requirements of patrons in this direction of trade. He has roofed a large number of factories, business blocks and private residences in this city, giving satisfaction; and has been highly complimented for the perfect and thorough manner in which the work was performed. Among such jobs may be mentioned those executed for the Blake Manufacturing Co.; the Fred. Pope Building, No. 200 Commonwealth Avenue; Messrs. Hecht Bros. & Co.'s Wool House, No. 219 Federal Street; W. D. Vinal Building, of Beacon Street; also for the West End Street Railway Co., at Everett and Dorchester. He makes a specialty of Sackett's Water-Proof Sheeting, and gives skillful attention to repairs of all kinds. Orders by telephone No. 392, by telegraph or mail, receive immediate and careful attention, and terms and prices are invariably fair and equitable. Mr. Murtfeldt is a native of Orange County, N. Y., in the active prime of life, and is highly regarded for his skill, enterprise and integrity, justly meriting the large measure of success achieved by him in this field of labor.



**WALTER, TUCKER & CO.**, Bankers and Brokers, No. 50 State Street.—Messrs. Walter, Tucker & Co., of No. 50 State Street bankers and brokers, date their establishment in business from the year 1888. The banking business is conducted upon the principles of conservatism, adequately tempered with liberality, the connection of the house being highly valuable and expanding. The brokerage department embraces the purchase and sale upon commission of bonds and stocks and investment securities, the members of the house being veritable experts upon all the contingencies, direct or remote, which have bearing upon the trend of markets and affect the prices of securities. The house controls a comprehensive system of correspondence with all the principal centers of the Union, and its representative is the firm of Lathrop, Smith & Oliphant, New York. The partners are Mr. Howard Walter and Mr. Wm. A. Tucker, both gentlemen of commendable ability. Mr. Walter has had fourteen years' experience in his business, having been formerly engaged therein in New York City. He is a native of Boston and a member of the Stock Exchange of this city. Mr. Tucker was, prior to entering upon the present successful career, engaged in the manufacture of boots and shoes He is a young man, a native of Boston and he has had an extended business experience, three years of which have been in his present line of business.



**AMERICAN SPICED FOOD COMPANY**, James O. Boyle, Proprietor; Nos. 21 and 25 India Wharf.—The American Spiced Food Company was inaugurated twenty-six years ago by the present owner, Mr. James O. Boyle, and under his administration has been directed with ever growing success. The merit possessed by his goods has gained for them an enviable reputation, and they are now sold in all parts of the United States. The premises occupied comprise a four-story building, 25 x 75 feet in dimensions, and it is equipped with every facility requisite for the systematic conduct of affairs. The specialties manufactured here are "American Spiced Food," "Our Dumb Animals' Friend," and "Kurr's Celebrated Liquid Hoof Ointment." The "American Spiced Food" is for horses, cattle and sheep, swine and poultry, etc., and among its advantages are the following: It insures perfect digestion; creates a healthy, natural appetite; makes pure blood; expels humors; cures scratches, galls and sore hack; will put horses in good, firm flesh; infuses new life and vigor; gives a fine, soft skin and smooth coat; exterminates worms and prevents them from secreting in the animal; prevents and cures colic; is a sure cure for heaves; horses will shed their coats more quickly and easily; cures colds and influenza; prevents overheating in warm weather; enables horses to work with less fatigue; cows will be equally improved in health and appearance, and give more and richer milk; will put a horse in condition when other means fail. "Our Dumb Animals' Friend," is a compound for the cure of various cuts, scratches, old and recent sores, sore backs, galls, bruises, lacerations, and all inflammations therefrom. Its properties are soothing, astringent and healing; and the application does not require any bandages, as it forms a skinlike coating, excluding atmospheric action and other malfic influences. "Kurr's Hoof Ointment" is a certain cure for contracted hoofs, quarter cracks, corns, thrush, soreness, scratches, and grows the feet.



**SETH W. FOWLE & SONS**, Proprietors of Dr. Wistar's Balsam of Wild Cherry and Peruvian Syrup, No. 81 High Street.—Special attention is directed to the really meritorious and effective remedies prepared and sold by the well-known house of Seth W. Fowle & Sons, at No. 81 High Street. This firm are widely and deservedly prominent as proprietors of Dr. Wistar's Balsam of Wild Cherry and Peruvian Syrup, which have been before the public for many years, and are in steadily increasing demand throughout the country. This prosperous house was founded upwards of fifty years ago by the late Seth W. Fowle, and subsequently his two sons, Messrs. Seth A. and Horace S. Fowle, were admitted to partnership. The honored founder of the business died in 1867, after placing the enterprise upon a solid and substantial footing, and his sons have since continued as sole proprietors, without change in the firm name. They occupy large and commodious premises, and possess every facility for conducting all operations upon the largest scale. Dr. Wistar's Balsam of Wild Cherry is an effective remedy for coughs and colds. Its valuable properties, and unquestionable efficacy and merits are recognized by all who have used it, and it is in permanent demand by druggists and the trade everywhere. The Peruvian Syrup is the recognized blood purifier of the age, a preparation which can be confidently recommended to all as a preventative and a cure for many of the diseases which flesh is heir to. It is needless to give a long list of so-called references, as that method is too old for the present age. All quick remedies are accompanied by such a list of parties unknown to the public, most of whom are dead or never existed. The specialties prepared by this firm are of standard reputation, and are conscientiously maintained at the highest point of excellence and efficiency. They also make Grace Salve for burns, sores, etc., which is having a wide sale. The Messrs. Fowle are native Bostonians, and of the highest repute and standing, alike in social, professional, and trade circles.



**CIBILS COMPANY**, of the United States' Fluid Extract of Beef, No. 38 Broad Street.—Medical science has of late years made most rapid progress, and there has been greater ability displayed both in bringing remedies to bear upon the seat of disease and in furnishing the "ounce of prevention" which is worth a "pound of cure." One of the greatest discoveries and triumphs of the present age is the Fluid Extract of Beef, prepared and sold by the Cibils Company of the United States, whose headquarters are located at No. 38 Broad Street. "Cibils Fluid Beef" is a true strength broth, or meat liquified, and its legitimate place the sick room. Believing fresh meat to be a food already sufficiently concentrated, this company have sought simply to convert it into that form most easily assimilated. So slightly changed is it from its natural condition that the company place this preparation in the hands of the medical profession with the positive assurance that it is simply meat liquified; that it retains all the nutritive properties of fresh beef, but sufficiently cooked to avoid the dangers incident to the use of raw meat extracts and beef scrapings. The albumen is not coagulated, although the gelatine is dissolved out and removed; the flavor is delicious; the saltiness of peculiar advantage and the keeping properties perfect. Cibils Fluid Beef is prepared only from cattle of the company's own raising, and at the ranch where they were reared. The company own the largest ranch in the world, situated in Brazil and extending along the Paraguay River for 120 miles. There they own 364 square leagues of land, and 240,000 head of cattle. They kill 60,000 head of cattle per year, and their laboratories are on a high bluff in the center of the river front, in the fresh untaunted air of the widespread meadows. Reared as they are, their cattle are in a healthy, prime condition, having never to undergo the hardships and privations incident to the long drive, and crowded cattle car, to which they would necessarily be subjected, were their laboratories in a city; while it is highly important that so delicate an article should be prepared in a pure atmosphere. "Cibils" was the only extract taken by the Greeley Relief Expedition, and it is now used exclusively in the most discriminating hospitals of both continents, including the United States Naval and United States Marine. It has the support and cordial endorsement of such undoubted authorities as Wm. Pepper, M. D., University of Pennsylvania; D. Hayes Agnew, M. D., Philadelphia; Wm. S. Forbes, M. D., Jefferson College; Dr. Ford, president of board of health, Philadelphia; Albert Day, M. D., Washingtonian Home, Boston; W. H. Long, M. D., surgeon United States Marine Hospital service; J. A. Allen, M. D., Rush Medical College; Jos. E. Winters, M. D., C. C. Lee, M. D., and G. B. Fowler, M. D., of New York; and many others no less eminent in the medical world. Its extremely low price brings it within the reach of all, and it is for sale by all druggists. The Cibils Company of the United States was organized in 1884, under the laws of the State of Massachusetts, with E. D. Lowe us president and general manager; J. T. Armable, treasurer. Its trade is large and influential throughout the United States and Canada, its management is wise and judicious, and the worth of its extract insures the ever enlarging patronage of a discriminating public.





**AMOS F. CHASE**, Manufacturer of Fine Dress Shirts, Gents' Underwear and Night Shirts a Specialty No. 3 Franklin Street.—Conducting an essentially high-class business as a manufacturer of fine dress shirts, and making a leading specialty of gentlemen's underwear and night shirts, the reliable house of Mr. Amos F. Chase controls an extensive trade with retail houses for work to order, and with various classes of consumers for custom work; fine goods of the best superfine fabrics and highest finish only being manufactured. The business was established twelve years ago, in the Ditson Building, by Messrs. Bellows and Chase, and in September, 1890, Mr. Bellows retired, leaving Mr. Amos F. Chase in sole control of affairs; the premises now occupied having been assumed in January, 1891. These latter consist of the third floor, used as the manufacturing department, being well equipped with twelve sewing machines, and other accessories pertaining to the trade, and twenty skilled assistants are regularly employed. The able and experienced principal, Mr. Chase, is a native and resident of Lynn, Mass.



**SUGAR RIVER FARM CAFÉ**, No. 7 Hayward Place, near Washington Street.—The Sugar River Farm Café, owned and controlled by Mr. E. S. Fletcher, of No. 7 Hayward Place, is one of the best and most attractive establishments of its class in the city. The café is for business men and women to take breakfast, dinner, luncheon, or supper, the specialty of the proprietors being breakfasts and suppers. The café has an enviable reputation for steaks, chops, ham, hot raised biscuit, corn and Graham gems, etc. Chase & Sanborn's standard Java coffee, the strongest, richest and most fragrant in the world, is used, and butter and eggs, fresh from the Sugar River Farm, owned by the proprietor, are always obtainable. The premises comprise one floor and a basement, and the seating capacity is seventy-five, the average patronage per diem being two hundred and twenty-five. Every modern convenience designed to enhance the comfort of the guest is employed, and, among others, mention should be made of the perfect electric fans used for cooling the premises. The chief specialty is the thirty cent dinner, served every day from 11 A. M. to 3 P. M. and the public may judge of the character of the repast from the following copy of a recent bill of fare: **SOUPS**.—Chicken with Rice, Consomme Imperial.—**FISH**.—Fried Smelts.—**BOLLS**.—Fowl, Oyster Sauce; Kentucky Mutton, Capers Sauce.—**ROASTS**.—Turkey, Cranberry Sauce; Sirloin and Rib Beef, Dish Gravy; Spring Lamb, Mint Sauce; Stuffed Shoulder of Veal; Pork with Apple Sauce, Country Style. **ENTREES**.—Chicken Fricassee, Macaroni with Cheese. **VEGETABLES**.—Mashed Potatoes, Sweet Potatoes, Spinach in Cream, Hubbard Squash. **PASTRY**.—Three kinds of Pie, Three kinds of Pudding, Ice Cream and Fruit. Mr. Fletcher buys and provides from the farm the very best in the market, and he employs the most skilled cooks, and ensures prompt service. The Sugar River Farm is at Newport, N. H., on the Sugar River, and covers an area of 125 acres; Mr. Fletcher raising on the estate poultry and dairy produce, Ayrshire cattle, Berkshire pigs, Hampshire sheep, etc. The original proprietor was Mr. A. W. Fisher, who was succeeded by the present owner at the beginning of 1891.



**ALBERT E. SANFORD**, Real Estate and Insurance, No. 53 State Street.—Prominent in the real estate world in this city is Mr. Albert E. Sanford, who has during the last few years been entrusted with the negotiation of some of the most important transactions on record. The business was instituted eight years ago by Mr. Albert E. Sanford, who in 1889 admitted Mr. Albert F. Sadler into partnership, Mr. Sanford assuming sole control during 1891. The chief lines pursued are the purchase, sale and exchange of realty of every description, the collection of rents, care of estates, etc., the letting and leasing of house property, business premises, etc., the entire management of estates, and the negotiation of loans upon bond or mortgage; while the duties incidental to the position of justice of the peace are also undertaken, Mr. Albert E. Sanford having held this position for the past eight years. Moreover, the insurance against fire of real and personal property of all kinds also comes within the scope of the business, and in common with the other branches is transacted in a highly satisfactory manner. A leading specialty is made of Dorchester, Wellesley and Hyde Park real estate, and Boston business property, of both of which a register is kept of some very eligible and highly desirable lots, premises, etc. The able and experienced proprietor is a native of this city, and a resident of Hyde Park.



**COLLAMORE & CO.**, Diamond Polish Soap, Oil Polish Blacking, Etc., No. 4 Charlestown Street.—For forty-six years and more or, to be exact, since 1845, Collamore & Co., agents for W. Collamore's Diamond Polish Soap, Oil Polish Blacking, and wood saws; also "Dead Sure Thing," have been engaged in the preparation and sale of the articles above indicated. These preparations are of a distinctly superior character, being compounds of exceptional merit for the purposes intended; and of their excellence certainly no more unflinching criterion could be adduced than the extensive sale they command all over New England and in other sections of the country. W. Collamore's Diamond Polish Soap has long been noted, and has secured an enduring hold on popular favor all over the country, being by general assent the most effective and excellent article for cleaning and polishing tin, brass, copper, Britannia, earthen and iron ware ever placed on the market, while for cleaning and restoring paint it is without a rival. This soap is the result of the experiments of an old experienced soap manufacturer. It is a chemical combination of the best soap material, with the celebrated Diamond Polishing Powder, pronounced by the State Assayer, Dr. Hayes, to contain a larger percentage of the necessary properties of a polishing powder than any other ever analyzed by him. After having it thoroughly tested in private families, hotels, stores, machine shops and other places, from whom numerous testimonials can be given of its great value, it is now offered in all confidence to the public as being the best soap preparation in the world for all household purposes. W. Collamore's Improved Oil Polish Blacking is also a highly meritorious preparation, and is in widespread demand as a leather preservative; and W. Collamore's "Dead Sure Thing" is an indispensable insect powder for the destruction of all insects obnoxious to man and domestic animals, injurious to agriculture and horticulture, or destructive to woolen goods, furs, feathers, grain, herbariums, and collections of natural history, such as water-bugs, cock roaches, bedbugs, fleas, moths and their larvae, maggots, red and black ants, weevil, crickets, flies, lice on plants, fowls and the human body—and in fact all the insects that are such an annoyance to mankind. The "Dead Sure Thing" is entirely innocuous to man, and can be taken into the mouth and swallowed without danger. The premises occupied as office, salesroom, etc., at No. 4 Charlestown Street are spacious, commodious and well ordered, and half a dozen in help are here employed. Mr. Collamore, the proprietor, was born at Anson, Mass., and is a man favorably known in commercial circles, and as a member of Pilgrim Fathers, the F. and A. M., the K. of P., and the I. O. O. F.



**GEORGE Z. COLLINS & CO.**, Manufacturers of the "G." Leather Board, and Dealers in Leather Board and Straw Board, Etc. No. 173 Summer Street.—Messrs. George Z. Collins & Company, as manufacturers of leather board and canvas inner soles, operate a factory at Lynn, Mass., where they turn out 10,000 sheets of canvas inner sole per month, and mills at Ashland, N. H., where they produce 500 tons of leather board per year. The business so successfully conducted by them was originally established over twenty years ago. The proprietors are thoroughly practical and experienced as manufacturers, giving their business the benefit of their large experience and close personal attention. Their products are to all parts of the United States and are in especially heavy and influential demand by the trade in Boston, Lynn, Haverhill, Brookton, Salem, Beverly, Marblehead, Natick, Marlboro, Hudson, Spencer, Rockland, Weymouth, Stoneham, Scitouton, Milford and other shoe towns in Massachusetts and throughout New England and New York. Always at the head, and offering superior inducements in quality, it is no wonder that the productions of this house have a standard value in every market. The members of the firm, Messrs. George Z. Collins and M. N. Goodridge, are experts in this line, prominent residents of Lynn and gentlemen of high standing in commercial circles.



**E. W. SELDON**, Builder, No. 134 Eliot Street.—As the wealth and culture of a community increases, and the standard of taste is elevated, there arises a demand for the introduction of systems in the construction of dwellings and public buildings which shall represent the latest advanced in architecture. A prominent builder and contractor in Boston is Mr. E. W. Seldon, whose establishment is located at No. 134 Eliot Street. The business was established in 1887, and has since been conducted with great success. Mr. Seldon has a comprehensive and far-reaching knowledge of every detail of his profession, and this, together with the reliable and responsible character of his work, has secured for him a large and influential patronage and given him a most valuable and important position. Mr. Seldon is prepared to build all classes of houses and makes a specialty of fitting up banks, offices, stores, etc. He furnishes plans and estimates and enters into contracts for work of all kinds in his line. A point is made of filling all contracts promptly and in accordance with his terms. Mr. Seldon is a native of Nova Scotia, but has been a resident of this city twenty years. He is an honorable, reliable business man, and is highly esteemed by all who know him. He is a prominent member of the F. and A. M. and the L. O. O. F.



**D. DUNCAN & NICKERSON**, Submarine Divers, Wrecking and Contracting, Office, No. 195 Atlantic Avenue.—Messrs. Duncan and Nickerson have been allied in business for a period of ten years, the date of the foundation of the business, however, occurring in the year 1879; the title of the house at the date of the inception of its fortunes being, "Messrs. W. D. Duncan & Co." The firm undertake, among other things, wall and bridge work, wrecking and contracting, and they solicit general diving and pride themselves upon the promptitude with which they execute all work entrusted to them. The region covered by the operations of Messrs. Duncan & Nickerson extends along the New England coast, and their connection is highly valuable and expansive. Among the many important enterprises engaged in by the firm during recent years was the recovery of the steamer "Professor Morse," at Block Isle; steamer "City of Columbus," off Gay Head; the "Gate City," in Vineyard Sound; the "Pavonia," near Plymouth; the "Penobscot," at Rockland, Me.; the "Startled Fawn," at Lawrence, Mass.; the "H. T. Dimmock," off "Dog Fish Bar," near Bass River, and the firm is engaged at present on the Marine Railway at Elizabethport, N. J. Mr. Duncan resides at present at Charlestown, Mass. He has had over thirteen years' experience in his calling and he is the inventor of the "Safety" jacket or hood for vessels and of a patent "shackle" for anchor or ship chains. He was for a continued and lengthy period, prior to entering upon his present business, master of a vessel. To him belongs the honorable distinction of recovering certain ancient relics at the bottom of Lake Champlain, among which were portions of the steamer "Royal Savage," the flag ship of Arnold, sunk Oct. 11, 1776, and found just one hundred years afterwards, to the very day.



**HAMBLIN**, Sallmaker, No. 296 State Street.—The scene of Mr. H. Hamblin's original endeavor upon the commercial highway is laid at St. George, in the State of Maine, where he commenced his career fourteen years ago, his sojourn in this city dating from the year 1884. Mr. Hamblin is, among other things, a sallmaker, his business embracing transactions in the purchase and sale of old canvas and the manufacture of wagon covers and flags. Mr. Hamblin is an active member of the Bay View Yacht Club. His business premises are eligibly located at No. 296 State Street, at the corner of Atlantic Avenue, and cover an area of 3710 square feet; Mr. Hamblin having been in occupation of the premises for six years past. Mr. Hamblin's connection is of extensive and highly valuable character, embracing the entire shipping trade of the New England coast. The gentleman makes all the sails for Morse & Co., of Boston, who have thirteen schooners sailing from Boston, and, among the noted vessels for which he has done work, mention is due of the "Carrie Phillips," the "Nellie Dixon," the "Susan E. Stone," the "James Warren," the "Allen Jones," the "Ethel Maud," the "Emily P. Wright," the "Isaac Collins," and the yachts "Kitty," "Pilgrim," "Anilda," "Minnie B. Costica," "Georgia" and "Lucille." He is also authority on yacht building, which fact is generally conceded by the yachtsmen of New England and the West. Mr. Hamblin is a gentleman of many and varied accomplishments and he combines with his business proper, the manufacture of the celebrated remedy, "Hamblin's Ocean Cardial Cure for Consumption." He is a native of the State of Maine.



**JOHNSON & GLOVER**, Manufacturers of Papier Maché Forms, Etc., No. 51 Commercial Street.—One of the most unique industries in Boston is that carried on by the firm of Johnson & Glover, who are manufacturers of papier maché forms, and have their factory at No. 51 Commercial Street. This enterprise was originally founded in 1854 by the Papier Maché Company; and about 1865, W. W. Webster succeeded to the control, continuing the business up to 1891, when he was in turn succeeded by the present proprietors, Messrs. T. R. Johnson and C. F. Glover, both of whom are thoroughly familiar with the trade in which they are engaged. The premises occupied comprise three lofts, each 25 x 75 feet in dimensions, and equipped with all appliances requisite for the production of a superior output. Employment is found for twenty expert hands, whose labors are personally supervised by Messrs. Johnson and Glover. They manufacture papier maché forms of every description, for the display of ladies', girls' men's and boys' clothing, etc., a leading specialty being made of corset busts, and dress forms. All the work is done by a special process that insures toughness and durability, and is light but very strong. The products include ladies' suit forms, ladies' wrapper forms, ladies wire skirt forms, ladies' coat forms, girls' and misses' dress forms, high-back corset forms, high-necked forms, ficlu forms, Jersey forms, ladies' cape forms, ladies' hosiery leg, child's waist form, child's kilt form, boys' forms, men's coat forms, men's vest forms, men's half-coat forms, turtle shoulders, upright turtle shoulders, men's pant forms, pants holder, drapery forms, bazar forms, etc. Neatly illustrated catalogues and price lists of these goods are furnished free on application, and all orders sent Messrs. Johnson & Glover from any part of the country are promptly and satisfactorily filled.



**JOHN D. WAYNE & CO.**, Manufacturers' Agents, No. 117 Central Street.—A firm of manufacturers' agents which has very quickly gained for itself recognition on the part of jobbers as one of the most important and responsible of its kind in Boston, is that of Messrs. John D. Wayne & Co., which, though only founded during the year 1891, already commands a trade of large volume. The titular head of the firm, Mr. J. D. Wayne, has long been influentially associated with the business, he having been for twelve years prominently connected with it, and for ten years was with the "Sawyer Crystal Blue Co.," while his partner, Mr. W. F. Double, was formerly with Higgins, Snow & Co., in the wholesale paper trade. The firm handles far too great a variety of goods to find mention in the space at command, but it may be stated that its specialties include the Terros France blueing, jellies, sauces, etc., Julian Alvarez's lemon juice, Mortimer's lime juice, Davenport's English table sauce, the Triumph tomato catsup, and salad dressing of Meyer, Bain, St. Louis, Mo.; Lowell's powdered Vanilla, of Buffalo; fine chocolate goods and bon-bons, and the products of a large number of the most famed industrial concerns, both at home and abroad. Originally premises were occupied at No. 17 Battery-march Street; but on July 30, 1891, the firm entered upon the occupation of commodious quarters at No. 117 Central Street, where a floor 25 x 75 feet in expanse is heavily stocked with full lines of goods, and from which a brisk and heavy trade is done with patrons in all parts of New England and the provinces, the sustained support of every customer with whom an account is opened being secured by the conscientious care bestowed in the accurate filling of orders, and the supply of goods of the best grades at the lowest figures. Both the partners are of Boston birth and are regarded as ranking with its most highly and justly esteemed citizens.



**EDWIN S. SMALL**, Real Estate and Insurance, John Hancock Building, No. 178 Devonshire Street.—Mr. Small is a native of Maine, and was a graduate of Colby University, of Maine. Before commencing his present business, he was engaged in the profession of teaching, and also studied to be a clergyman. Ill health compelled him to abandon these pursuits, and two years ago he founded his present business. Mr. Small undertakes all kinds of real estate business and makes a speciality of residential and business property in the city. He deals largely in estate located in the suburbs and used for summer resorts, and his books contain some of the best selections and advantageous investments that can be met with in the city.

Mr. Small also manages property during the absence of owners, collects rents and negotiates loans, mortgages, and other important financial operations. The leasing of city property is a department to which Mr. Small devotes special attention. His knowledge of commercial and residential values is accurate and extensive, and his opinion on the important question of real estate investment, may always be acted upon with confidence and certainty.



**GEORGE F. MULLETT**, Weigher, Office at Constitution Wharf.—The immense amount of business transacted annually through the Boston Custom House has given life to many contingent enterprises relative to the weighing and the appraising of goods coming into the country subject to the tariff laws. Pre-eminent among these is the business carried on by Mr. Geo. F. Mullett, whose office is located at Constitution Wharf. Mr. Mullett is a weigher, and in pursuit of his vocation, thoroughly looks after and protects the interests of his patrons, who, by engaging his services are released from the annoyances and "red-tape" technicalities generally incidental to merchants who have goods in transit through the custom house. He weighs goods for all manner of trades, possessing scales ranging from an ounce up to five thousand pounds, and does a most profitable middle-man's business for parties throughout New England and in New York who have branch houses in Boston. In every instance Mr. Mullett gives accurate and honest returns, and his known reputation for reliability and trustworthiness is such that implicit confidence is reposed in him by the importer and buyer claiming his services. Mr. Mullett employs fully twenty-five assistants. He is a native of this state and was formerly book-keeper for the Danon Wharf Company, at Charlestown.



**COVERT BROTHERS**, Ship Stores and Chandlery, Dealers in All Kinds of Supplies for Vessels, No. 17 Central Wharf.—The prosperity of a seaport is influenced in no small measure by the facilities which exist for the procuring of provisions and general supplies upon favorable conditions and terms, and the ranks of those who render signal service to Boston by catering to its shipping interests received an important accession about two years ago by the inauguration of the business of Messrs. Covert Brothers, at No. 17 Central Wharf. The firm specifically referred to has justly taken its place in the front ranks in the estimation of well-informed ship-owners and sea-captains, well known as critical judges and close buyers; and that not alone by reason of the strictly competitive basis upon which its business is done, but also by reason of the exceedingly wide range of goods handled; the very heavy lines of judiciously purchased and carefully selected ship stores and chandlery with which the spacious establishment is constantly replenished, being supplemented with about every description of supplies for vessels. The brothers—Mr. H. H. and Mr. W. O. Covert—in whom is vested the sole proprietary control, are essentially qualified to manage a business of this character; the first-named, after an honorable career as a sea captain, having for a considerable time pursued the avocation of a grocer at Nantucket; and the last-named having been a sea-captain for no less than twenty years. The store is 25 x 75 feet in size and the very choice selection of merchandise there contained affords striking evidence of having been procured by traders thoroughly in touch with the requirements of their numerous patrons. Natives of Nova Scotia, Mr. H. H. and Mr. W. O. Covert reside respectively at Malden and Boston, and are deservedly esteemed alike in mercantile and social circles.



**HOTEL GRAND VIEW**, P. A. Sheehan & Co., Proprietors, Atlantic Avenue, Corner of India Street.—This popular hotel was first opened in 1868, being then known as the City Hotel, but in 1887 it was entirely remodeled and given its present name, which was suggested by the splendid view which can here be had of Boston Harbor. The building occupied is a fine, commodious structure, having five floors and a basement. The place is provided with all modern innovations, including fire escapes, steam heat, café and restaurant, gas, electric bells, reading-room, parlors, etc., while the drainage and ventilation are perfect. There are thirty-five sleeping apartments, all airy, and kept in faultlessly clean condition. The house is furnished throughout in tasteful, neat style, every comfort having been provided for the benefit of guests. The terms are reasonable, and a more desirable stopping place could not be desired. Mr. P. A. Sheehan, the genial proprietor of the establishment, was formerly proprietor of the Ellen House, Gloucester. He is an active member of the Boston Liquor Dealers' Protective Association, and has a host of friends.



**COVELL & ROUK**, Men's Furnishers, No. 163 Court Street.—The popular establishment of Messrs. Covell & Rouk at No. 163 Court Street, was established in 1884 by Mr. Chas. A. Covell, who conducted the business with great success until 1891, when Mr. Frank J. Rouk was admitted to partnership and the present firm name adopted. The premises occupied comprise a spacious store and basement fitted up in an appropriate manner with every convenience for the storage and display of the large stock of goods carried, which embraces the latest correct styles of fine white and fancy colored dress shirts, negligé flannel shirts, collars and cuffs; underwear of all weights, sizes and styles, gloves, hosiery, latest novelties in neckwear, etc. The stock also includes a fine line of umbrellas, canes, and, in fact, everything usually found in a store of this kind will be seen here. The lowest prices at all times prevail and orders are promptly and satisfactorily filled. Four experienced assistants are employed and customers are always courteously served. The firm handle only the best grade of goods and this handsome establishment is one of the most attractive features in this section of the city. The members of the firm, Messrs. C. A. Covell and F. J. Rouk, are natives of Boston and are enterprising, highly esteemed young business men, who are worthy of the success they have attained.



**TIMOTHY CROWELL**, Commission Merchant for the Sale of All Kinds of Lumber, No. 144 State Street.—Mr. Timothy Crowell, commission merchant for the sale of all kinds of lumber, has for the past thirty-three years or more been prominent in this trade. He handles pine, spruce, hemlock and other varieties of lumber of every description, also shingles, tath and kindred building supplies, receiving consignments from Maine, New Brunswick and Nova Scotia, and is agent, likewise, for the Red Beach Plaster Company. His business, which is large and active, is of a wholesale character entirely selling in cargo and car-lots exclusively, and all orders are executed in the most prompt and trustworthy manner, while bottom prices are quoted, exceptional inducements being offered to dealers and large consumers. Mr. Crowell, who is a gentleman of full middle age, active and energetic, is a native of Cape Cod. He is a man of the highest personal integrity as well as energy and sagacity, and maintains an A. No. 1 standing in the trade. Coming to Boston in 1847, he entered the office of Flint & Keut, lumber dealers, who dissolved partnership in 1858, when he became junior member of the firm of William H. Kent & Co., succeeding the latter, in 1878, and has since conducted the business alone with uninterrupted success.



**H. E. WOODWARD & CO.**, Wholesale Dealers in All Kinds of Salt and Pickled Fish, Fort Hill Wharf, Nos. 446 to 454 Atlantic Avenue.—Among the commercial industries of Boston there is probably no single one that supplies a wider field of trade than that devoted to the handling of fish. No city in the country is so well represented in this line as Boston, and annually the trade shows marked increase and development. A prominent establishment occupying a representative position in the industry, is that of H. E. Woodward & Co., of Nos. 446 to 454 Atlantic Avenue; and who also have storage warehouses on Fort Hill Wharf. This house was originally founded in 1831, by Clark, Jones & Co., the firm becoming Clark & Woodward, in 1867, and, in 1873 Mr. Harrison E. Woodward became sole proprietor, adopting the firm name of H. E. Woodward & Co. The firm are wholesale dealers and packers of all kinds of salt and pickled fish, codfish, mackerel, herring, salmon, etc., and possess the best of facilities for securing the choicest goods, and supplying the same at lowest market prices. The trade of the house reaches to all parts of the United States, and large shipments are also made to the West Indies; and the goods are everywhere known for their superior excellence of quality. Mr. Woodward is a gentleman of mature experience in the fish trade, understanding thoroughly all its requirements. He devotes his active personal attention to the supervision of his business, and the well recognized position his house maintains in the trade is thoroughly deserved.



**M. D. CRESSY & CO.**, Teamsters and Forwarders, Office No. 107 S. Market Street.—The industry represented by the teamster and forwarder is not so simple as it would appear at first glance. On the contrary, to succeed in this field of usefulness energy, experience, enterprise, and first-class business qualifications are requisite. In this connection special mention should be accorded the firm of M. D. Cressy & Co., teamsters and forwarders of this city, whose office is centrally located at No. 107 S. Market Street. This firm is a thoroughly representative one, being one of the oldest, largest, most efficient and popular in the city. The business was organized in 1874 by the present proprietors, Messrs. M. D. Cressy and A. W. Preston, and under their able management a most substantial success was soon achieved. The trade has steadily increased, and the extent of the patronage at present demands the employment of fifty horses, trucks and wagons, and a force of fifty-two experienced drivers and assistants. The stables, which are owned by the firm, are large and well kept, the best care being given the stock. Teaming in all its branches is attended to, orders being filled without delay, while the scale of prices is of the most reasonable character. All goods are carefully handled, and customers' interests promoted in every respect. Mr. Cressy is a native of New Hampshire, but has long resided in this city. Mr. Preston is a native of Beverly Farms, Mass., and manager of the Boston Fruit Company, who are both growers and importers of large quantities of tropical fruits. Both gentlemen are popularly known, and bear an excellent reputation as progressive, liberal, and wide-awake business men.



**C. H. HANDLER & FARQUHAR**, Machinists' Supplies, Tools and General Hardware, Stubs' Swiss and American Files, Etc., Nos. 177 and 179 Washington Street, and Nos. 23 and 25 Purchase Street.—This firm established their business here in 1862 and early achieved an enviable reputation for the superiority of all goods handled. The copartners, Messrs. Frank Chandler and Charles S. Farquhar, bring to bear special qualifications for the business, including vast practical experience, perfected facilities and intimate relations with leading manufacturers throughout the country. The salesrooms and warehouses are large and commodious, giving ample accommodations for supplying the most extensive demand. They carry an immense stock and one which reflects the highest credit upon the firm. Here are Stubs' Swiss and American files; bolts, set, cap and machine screws; drills, taps and dies; chucks, reamers and lathes; wires and sheet metals, and everything coming under the head of general hardware and machinists' supplies. The firm are New England agents for the W. F. & John Barnes foot-power machinery, made in Rockford, Ill.; also for Lodge, Davis & Co., machine tools, of Cincinnati, O., and have a very large and influential trade at both wholesale and retail, in this city and throughout all the New England States. A corps of talented salesmen represent the interests of the house upon the road. Mr. Chandler is a native of Augusta, Me., a resident of Boston since 1863, and for some fifteen years with the house of A. J. Wilkinson as salesman. Mr. Farquhar was born in Holliston, Mass., and served his apprenticeship in this branch of trade with Messrs. Erditt & Williams. Both are young men of experience, ability and integrity.



**E. M. ENDICOTT & MACOMBER**, Insurance, No. 71 Kilby Street.—One of the most important departments of insurance is that devoted to mariners' interests. The largest, and leading business, transacted in marine insurance in Boston at the present day is done by Messrs. Endicott & Macomber, the well-known agents and brokers in fire and marine insurance, at No. 71 Kilby Street. This firm established their business here in 1874, and it is no flattery to say that they occupy a first-class position among our home institutions, and enjoy the entire confidence of the business community by reason of their prompt and equitable methods of adjustment and the liberal and reliable policy that has ever characterized their transactions. They now represent the British and Foreign Marine Insurance Company, and the Union Marine Insurance Company, both of Liverpool, Eng. This firm have developed an extensive and influential connection with all classes of ship, vessel and property owners in this city, and along the Massachusetts coast, while they command all the advantages naturally accumulated by long years of identification with a special line of business, and possess unequalled facilities for conducting all kinds of marine underwriting on vessels and cargoes. The copartners, Messrs. Geo. M. Endicott and Frank G. Macomber, are natives of Massachusetts, and personally are eminently popular with the shipping and mercantile community.



No. 31 Hartford Street.—The fame of the Boston Gear Works is national in extent, and deservedly so, as the management has secured the enviable reputation of manufacturing the strongest, truest and most elaborate brass and other gearing in the market. The works were established in 1875, by Mr. Geo. B. Grant, and on May 26, 1891, he was succeeded by Mr. Frank Burgess, who had been connected with the works as superintendent for a period of ten years. The works are thoroughly spacious in size, supplied with new and improved machinery, ample power, and electric lights; and superior facilities are at hand for furnishing and cutting gear wheels of every description, and for the manufacturing of brass gearing. The business includes brass and noiseless fibroid list gearing, small or large iron or brass gearing with cut or cast teeth to order, gear jobbing of all descriptions, and light or heavy gear work in general. Iron gear cutting on large lots or on heavy gears will be executed with little delay. Mr. Burgess has made the cutting of gears a special study for many years, and he can furnish at short notice, gears, either spiral, spur, bevel, or mitre, of any pitch and any number of teeth. A new department, in making gears of fibroid, is proving to be a success. This material weighs only one seventh as much as iron, and when cut properly, will outwear any metal gear. It has the quality of not shrinking, and is not affected by oil or the weather. Running with metal gears, it polishes the teeth and thus reduces the friction. The success of this material lies in the fact not only of its durability, but that it reduces the noise of fast running metal gears to a minimum. An illustrated catalogue is now ready for distribution, which contains a complete list of gearing with many illustrations. It also contains several useful tables, and same will be sent free on application. With the use of the best materials, and the execution of superior workmanship and the highest finish, his gears are rarely duplicated in quality and utility, by any rival concern. Mr. Burgess is a native of Massachusetts, an expert and practical machinist, and an able and progressive business man.



**JONES & COMPANY**, New York City Roller Flour Mills, George R. Nazro, Agent; Office, No. 182 State Street.—An examination of the statistics of the daily capacity of some of the flour mills of this country results in an experience almost akin to a challenge to the conception. Witness the daily output of the house of Jones & Company, proprietors of the New York City Roller Flour Mills, which exceeds an average of 3,000 barrels, and marvel upon the magnitude of American industry. The house of Jones & Company is represented in Boston by Mr. George R. Nazro, whose business premises are at No. 182 State Street. The gentleman has been established as an agent and broker for a period of thirty years, and he transacts a general business as a millers' agent; representing, in addition to Jones & Company, the C. A. Gambrell Manufacturing Company, of the Patapsco Mills, Mr. Nazro's connection is located throughout the entire New England section, the goods being disposed of in lots to jobbers and retail grocers. Mr. Nazro occupies an excellently located, and suitably arranged office, which is situated upon the second floor of the building, and requiring in its management the assistance of three able employees. He is a gentleman of middle age, and merits, undeniably, the esteem and confidence of the entire community.



**NORCROSS, MELLEN & CO.**, Crockerly, China and Glassware, Nos. 14 to 30 Merchants Row.—The house of Norcross, Mellen & Co., located at Nos. 14, 16, 18 and 20 Merchants Row, was founded in 1815, seventy-seven years ago, by Mr. M. Mellen, in Union Street, under the style of M. Mellen & Co. They removed to No. 18 Merchants Row, in 1835, at about the time of the erection of Quincy Market, where they have continued the business until the present date, adding adjoining estates from time to time as their increasing business has required. The original style of the firm continued for about forty years as M. Mellen & Co., when it was changed to Norcross, Mellen & Co., the present style. The late W. R. Norcross, who died in 1888, was the senior partner from the death of M. Mellen, senior, in 1849, forty-three years ago. The present firm is comprised of Henry A. Mellen, Theo. E. Chamberlin, and George B. Bullard. Mr. Mellen came into the firm in 1848, Mr. Chamberlin in 1857, and Mr. Bullard in 1859. While doing a general wholesale and retail business in earthen, china and glass ware, they specially devote their attention to the New England jobbing trade, for which their location and facilities are well adapted. They have also an extended hotel, steamboat and restaurant trade, for which they carry ample lines. Their retail rooms are well stocked with a carefully selected assortment of china and fancy goods, as dinner sets, special sets for oysters, soups, fruit, and game, with other choice wares for table use; also artistic pottery and glassware for Christmas and wedding gifts. The record of the house for fair and honorable dealing during so many years is well known in this city, and is one of which the firm may be justly proud.



**A. C. F. SORELL**, Wholesale Commission, Lumber and Lime, No. 11 Doane Street.—Pronounced among the young, vigorous and prosperous houses engaged in the lumber business in Boston may be mentioned that of Mr. A. C. F. Sorell, wholesale commission merchant, located at No. 11 Doane Street. This business was founded in 1888, and has added much to the facilities of this city in the procurement of special grades of lumber. Car and cargo lots of white pine from Canada, hemlock from Pennsylvania; also spruce and cedar shingles, from New Brunswick and Maine. Mr. Sorell also deals largely in Maine and N. B. Lime and in 1890 imported about 66,000 barrels. This house, during the short period of its existence, has risen to a prominence of no ordinary character, receiving consignments of an extensive nature direct from the best producing sources, selling them readily to customers and dealers, and making prompt returns. Mr. Sorell enjoys a generous patronage from the hands of all who have come in contact with the house in a business way; has the perfect confidence of the public, and is gaining friends in all his movements. In this way the business is in a healthy condition, and is becoming a strong competitor with the old-established houses of the city in this special line of trade. Mr. A. C. F. Sorell, the enterprising proprietor of this house, is a native of England, and was for twelve years a resident of New Brunswick. He now resides in Everett, Mass., and is highly respected and esteemed in business circles.



**ROBINSON & WOODWORTH**, Tea Importers, No. 28 Broad Street.—From a commercial point of view, tea constitutes, as it is needless to remark, a factor of surpassing importance in all our great cities. The trade in this product, here in Boston, in the course of a year, reaches enormous proportions, and represents millions of dollars, while the volume of business grows apace. Among the firms contributing most extensively to the sum of activity in the line indicated, can be named that of Robinson & Woodworth, whose office and saleroom are at No. 28 Broad Street, and who have a branch, also, in New York. They are direct importers from China and Japan, and sell to jobbers; their trade, which is exceedingly large, extending throughout New England and the Northern States. This well-known and responsible house was established in 1862 by A. S. Woodworth, who conducted the name was adopted, and as such the business has although Mr. Robinson was removed by death in was admitted into partnership. The quarters occupied and an efficient staff of salesmen are em- in the New York warehouses, and shipments are all teas were marked on the faces of the chests, which they were carried, but in that year Mr. A. S. much study and experiment, was able to produce a Formosa tea of a distinct character and flavor, specially adapted to the wants of New England trade. This tea he named "Elephant Chop Formosa," and ever since then these teas have been imported to the extent of a great many thousand chests yearly, and they are unquestionably the best, as they are the most popular of each season's crop. The Elephant Chop represents only teas of superior to choicest grade. They are always specially fired, and although they have been extensively copied so that half the Formosa teas are now called some chop or other, they have always maintained their high standard, and are to-day the foremost, as they were the pioneer chop of all Formosa teas. The Messrs. Woodworth, who are Bostonians by birth and residence, are gentlemen of entire reliability in their dealings, as well as men of energy and thorough business experience; deservedly esteemed in commercial circles and highly regarded in the tea trade.

ELEPHANT CHOP



FORMOSA TEA.



**DAVID H. JACOBS & SON**, Masons and Builders, No. 166 Devonshire Street.—This business was founded in 1855, or thereabouts, by Mr. David H. Jacobs, and in 1861 the Boston City Hall, a splendid structure, was built by him. In 1873 Mr. Jacobs admitted to partnership his son, Mr. Arthur Jacobs, when the firm name of David H. Jacobs & Son was assumed. In May, 1888, a break in the partnership occurred through the death of the senior member of the firm, after a long, honorable, and useful business career. Mr. Arthur Jacobs has since continued alone, but has retained the old and well-known firm name of David H. Jacobs & Son. Among the notable contracts that have been done by the firm was the erection of the City Hall, the Phenix Building, hotel on Berkeley Street, store on Kingston Street, large warehouse on Atlantic Avenue, for S. S. Pierce & Co., extension to the Quincy House, etc., etc. Mr. Jacobs enters into contracts for the construction of buildings of all kinds, but makes a leading specialty of mason work. Estimates and plans are promptly furnished. Employment is furnished to from fifty to one hundred workmen. Mr. Jacobs is a native of Boston, and a practical mason and bricklayer. He is secretary of the Masonry Builders' Association, of Boston, and a director of the Master Builders' Association.

**I**NDIA MUTUAL INSURANCE COMPANY, Office No. 13 Congress Street.—A time-honored, prosperous, and popular home institution is the India Mutual Insurance Company. This company was organized March 29, 1867, under the State laws of Massachusetts, and under prudent, able and conservative management a thorough success was achieved. The company is in a most flourishing condition, as is shown by the annual statement, presented December 31, 1890. The report is appended: Assets.—Railroad stocks, \$79,943.00; railroad bonds, \$90,970.00; bank stocks, \$8,940.00; subscription notes, \$47,500.00; marine premium notes, \$51,134.85; cash, \$10,875.88; total, \$389,363.73. Liabilities.—Estimated losses, \$18,750.00; reinsurance fund, \$40,808.61; total, \$69,558.61. Surplus.—\$230,805.12. Guarantee fund, \$47,500.00. Scrip, \$156,272.00; making a net surplus of \$17,033.12. The president of the company, Mr. John H. Dane, has held this position since 1867, and in a manner that has reflected the utmost credit and honor upon his ability and integrity. The secretary, Mr. H. B. Alden, who has been with the company for sixteen years, has been the incumbent of his present office since 1886. He is a popular, able, business man. The directors, prominently known in financial and general business circles, are Nathan Crowell, Charles J. Morrill, Andrew Nickerson, Edward Whitney, P. Francis Wells, James Baker, John H. Dane, John G. Moseley, Joshua Baker, Sylvester B. Hinkley and H. B. Alden. Agencies of the company are at No. 16 Beaver Street, New York, Curry & Whitney, managers; No. 39 S. Holliday Street, Baltimore, Wilson Bros., managers; and No. 63 Prince William Street, St. John, New Brunswick, B. G. Taylor, manager. Both marine and inland insurance is effected at lowest premium rates, to any amount, and all losses that occur are promptly and satisfactorily settled.

**S**METHPORT EXTRACT COMPANY, Manufacturers of Pure Extract of Hemlock Bark, L. J. Backer, Agent, No. 101 High Street.—One of the important manufacturing enterprises represented in Boston is that of the Smethport Extract Company, manufacturers of pure extract of hemlock bark, evaporated in vacuum, whose works are located at Smethport, Pa., with salesrooms at No. 101 High Street, under the management of Mr. L. J. Backer, as agent for the company. These works were established in 1879, and are among the largest of the kind in the United States, and the entire product is shipped to this city for distribution to the tanners throughout the country. Mr. Backer deals also in black and chestnut oak extract. Many of the largest tanners in the Union make all their purchases of this class of supplies from this house, being attracted both by the superiority of the goods handled, and the liberal inducements offered. The trade of the house is large, first-class, and permanent in the shoe and leather centers of Massachusetts; including Boston, Lynn, Haverhill, Brockton, Salem, Woburn, Marblehead, Beverly, Peabody, Newburyport, Natick, Marlboro, Hudson, Weymouth, Rockland and other towns; in Lewiston, Auburn, Portland, Biddeford and Bangor, Maine; in Portsmouth, Dover, Rochester, Nashua, Farmington and other New Hampshire towns; in Burlington, Montpelier, and other Vermont towns; in Hartford and New Haven, Conn.; Providence, R. I.; New York City, Rochester, N. Y.; Cincinnati, O.; Chicago, Ill.; Detroit, Mich.; Kansas City, Mo.; and other noted cities throughout the country. Mr. Backer is a native of Pennsylvania, one of the owners and proprietors of the Smethport Extract Works and a thoroughly experienced representative of this special branch of industry.

**G.** BUZZELL & CO., Manufacturers and Dealers in All Kinds of Boot and Shoe Machinery, No. 115 High Street.—One of the oldest and most famous houses in Boston engaged in the manufacture and sale of all kinds of boot and shoe machinery is that of Messrs. J. G. Buzzell & Co. The senior partner established the business originally some twenty years ago, in company with Messrs. George W. Emerson and N. C. Ellis, as J. G. Buzzell & Co., and in 1880 he retired from that firm and established the present business as sole proprietor, admitting Mr. S. E. Puffer to partnership in 1889. The business premises comprise two floors, 40 x 100 feet each, supplied with steam power and all modern facilities. The firm handle both new and second-hand machinery, repairs and duplicate parts, and make a specialty of the latest and best inventions in their line, such as buffers, leel scourers, heel breast finishers, bottom polishers, and moulded sandpaper. These specialties are not only of superior make, but are sold to the trade by this house at prices which cannot be duplicated in America. The business transacted extends not only to all sections of the United States, but also to England, France, Germany, Canada, Belgium, and other foreign countries. The firm secure their supplies in vast quantities and at the most advantageous rates, and they can, therefore, offer such inducements to their patrons as render business relations of the most profitable nature. Mr. Buzzell is a native of New Hampshire, and an expert and practical millwright and machinist, with forty years' experience in this branch of industry, and of high repute as an accomplished manufacturer. Mr. Puffer was formerly a shoe manufacturer at Lynn, and has a perfect knowledge of the wants of the trade in all parts of the world.

**R**OYAL B. LEIGHTON, Insurance, Real Estate and Mortgages, No. 27 Kilby Street.—One of the most successful real estate and insurance agents in Boston and Melrose, is Mr. Royal B. Leighton, who has had twenty years' experience in his vocation, and has been established independently for the past fifteen years. He deals in realty of all kinds, and his sound judgment and accurate estimate of present and prospective values have enabled many of the leading capitalists and investors to make judicious selections; and, in the case of improved property, to be sure of a steady income, and a progress in enhancement of value. Mr. Leighton carries on a general business in buying, selling, renting, leasing, and exchanging property of all kinds; negotiating loans on mortgage security, collecting rents, and assuming the entire charge of estates. Special attention is paid to the insurance department of the business; and Mr. Leighton is local agent at Melrose, and sub-agent in Boston, for the following well-known companies: the North British and Mercantile Insurance Company, Liverpool and London and Globe Insurance Company, Hamburg and Bremen Fire Insurance Company, Hartford Fire Insurance Company, American Fire Insurance Company, Niagara Fire Insurance Company, London and Lancashire Insurance Company, Western Insurance Company, Queen Insurance Company, Scottish Union and National Insurance Company. Risks are assumed to any amount, at reasonable rates, and all losses are promptly and satisfactorily adjusted. Attention is also given to marine, accident, and life insurance. Mr. Leighton is a native of Boston, and a resident of Melrose, and president of the Malden and Melrose Board of Underwriters.

**T**HOMAS W. EMERSON & CO., Growers and Jobbers in Garden, Field and Grass Seeds, Nos. 74 and 76 S. Market Street.—This firm are extensive growers and jobbers of garden, field and grass seeds; and beans and peas of every description for cooking purposes. The business was established in 1839 by Mr. Hezekiah Blanchard, who died in 1861, and was succeeded by his son George, and in 1862 the firm of Blanchard & Emerson was organized. On the death of Mr. Blanchard in 1866, Mr. Thomas W. Emerson became sole proprietor. His house has come to be regarded as one of the most prominent of its class, carrying its operations to all parts of New England, New York and the Provinces. The business premises comprise an entire four-story building, 25 x 100 feet in dimensions, and unsurpassed facilities are afforded for conducting all operations. The very large and complete stock here carried is of a superior character, and the goods are placed upon the market with every guarantee as to quality and condition. The assortments are always full, fresh and choice, and the very lowest market prices are quoted. Mr. Emerson is a native of New Hampshire, who came to Boston in 1832; was with the Ames Plow Company for thirteen years; is a member of the Chamber of Commerce, and a merchant of the highest repute and standing.



**GEORGE E. EATON**, Auctioneer and Appraiser, Real Estate and Insurance, No. 178 Washington Street.—Mr. George E. Eaton is one of our oldest and best known business men. Thirty-five years ago he established himself as an auctioneer, appraiser and real estate and insurance broker, but for the twenty-five years prior to that he had carried on business as a carpenter and builder. Consequently he possesses an expert knowledge of the values of property, and can afford the most valuable advice to those engaging his services. Mr. Eaton makes a specialty of buying and selling business and residential property in West and Southwest Boston, also of farms. He represents the Co-operative Farm Agency for the sections included within a radius of twenty-five miles of Boston, and possesses every facility for advantageously disposing of farm property. Fire insurance is effected in any first-class company at lowest premium rates, the policies being placed through the agency of John C. Paige. Mortgages and loans are negotiated, rents collected, estates managed and all business coming under the general head of real estate executed in the most acceptable manner. Mr. Eaton is a member of the Order of Odd Fellows.



**PHOTO-ELECTRO ENGRAVING COMPANY**, No. 275 Washington Street.—The Photo-Electro Engraving Company, of No. 275 Washington Street, has been established since the year 1876, the foundation of the corporation having taken place under the laws of the State of New Hampshire. The business of the company embraces the execution of engraving of every description and by every process, and an important department is the one devoted to electrotyping from type or cuts; the specialty being the preparation of half tone plates from photographs. The premises wherein the house conducts its business are excellently located at the head of Water Street, and in the respective matters of management and equipment are excellent. They comprise apartments located upon the first floor of the building and a workroom upon the fourth floor. The connection of the company is distributed throughout the entire New England section and the west, and is highly valuable and influential in character. The direction of the company embraces the efforts of Mr. Jas. H. Stark as president, and Mr. Chas. H. Churchill as manager. Mr. Stark is engaged in the real estate business, while Mr. Churchill devotes undivided attention to the business of the company. He is a young man and a native of Boston, and has had a lengthy and continuous experience in this line.



**COMER'S COMMERCIAL COLLEGE**, No. 666 Washington Street.—To all contemplating a course of business study, we would strongly commend the nationally famous Comer's Commercial College, the oldest business college in America, and the best. It was founded in this city in 1840, by George N. Comer, a native of England, who had been thoroughly trained in all the requirements of a business life in the great banking house of Barings Brothers, in London, and who had enriched his knowledge by an extensive experience in both hemispheres. The honored founder died in 1877, after placing the college upon a sound and permanent basis, and the work was continued by his son, Mr. Charles E. Comer, who admitted his brother, Mr. Arthur Comer, to partnership in 1888. This is one of the reliable colleges, where each student receives direct tuition under the guidance and instruction of experienced professors, and where diplomas are granted and graduation permitted only under the manifest proof of proficiency as afforded by severe examinations. The college year begins September 1, and closes June 30. The day session is from 9 A. M. until 2 P. M.; the evening sessions begin October 5, and close March 31. In making a comparison of prices, it will be well to note that this college quarter is thirteen weeks, and not the usual school quarter of ten weeks, making its charges less than those of any other first-class school. The commercial course at this college consists of a thorough, practical, working knowledge of book-keeping, commercial arithmetic, commercial law, commercial correspondence, penmanship, business papers, business economics, English branches, actual business practice and banking, while short-hand and type-writing are also taught by expert instructors. Each student conducts actual business transactions upon his own account; he is given a capital in college money and certificates of merchandise, and then enters the world of trade, buying from and selling to his fellow students, opening bank accounts, shipping and receiving, giving and taking promissory notes, making out and handling checks, drafts, notes, invoices, account sales, due bills, manifests, etc.; and conducting a general mercantile business in all its ramifications. Every feature of a business education is most carefully elaborated, and the Messrs. Comer are well worthy of the large measure of success achieved.



**C. B. BARRETT**, Importer of German Peat Moss, No. 45 N. Market Street.—The business conducted by Mr. C. B. Barrett, as an importer of German peat moss for stable bedding, was established in 1835, and has a trade connection co-extensive with the limits of the entire country. German peat moss is, without question, the best, cheapest and healthiest article in the world for stable bedding, keeping the horses clean, feet soft, and giving pure air in the stable. It deodorizes the manure, makes a soft, clean bed, will not burn, and is especially adapted to box stalls. Its lasting qualities alone make it worth double the price of straw. Boston is using it in the city stables, and it is giving the utmost satisfaction in every particular, saving much labor; in grooming and softening the feet, it is all that is desired. Recommendations are received from many veterinary surgeons and stablemen who have used it, all of whom say it cannot be recommended too highly, and cheerfully commend it to every one that keeps cows or horses. Five dollars worth of peat moss will go further and better than ten dollars worth of straw. Six dollars worth will last one horse a year. It is imported from Germany, and in use in Europe most extensively. Mr. Barrett is selling from five thousand to six thousand bales a year, to livery men, florists and others, in all parts of the United States. Orders by mail are filled promptly, by the bale, ton or car load, at lowest out prices. He also supplies Petrolatum Hoof Stuffing, "nature's own remedy;" a combination of petroleum products, so mixed with moss as to form a paste for packing horses' feet. It is especially recommended to horse-shoers in place of tar and oakum. It will improve the condition of the feet, and is more easily applied. It was formerly sold by the Bay State Hoof Packing Company, and is supplied to the trade by Mr. Barrett. He is a Massachusetts man by birth and training, and is worthy of every trust and confidence.



**PARK, BROTHER & CO. [Limited]**, Black Diamond Steel Works, Lake Superior Copper Mills, Warehouse, No. 77 Oliver Street.—In the metal market and in an ever-widening circle of consumers of steel and copper, the products of Park, Brother & Co. [Limited], of Pittsburg, are justly celebrated for superiority and a uniform high standard of excellence. The plant at Pittsburg comprises the largest steel works in the United States, and the equipment includes the latest improved furnaces, crucibles, rolls, etc. for the manufacture of steel; while the Lake Superior Copper Mills are widely noted for the superior quality of their product. The New England agency for the sale of these products is under the management of Mr. Edgar L. Reed, and is located at No. 77 Oliver Street. This branch was opened in 1866, and since 1889 has been under the direction of Mr. Reed, an experienced iron and steel merchant, who has an intimate acquaintance with the wants and requirements of the New England market in this direction of trade. He occupies two floors, 50 x 90 feet each, and carries in stock some seven hundred tons of steel and twenty tons of copper. The assortment comprises fine grades of crucible steel for tools, taps, dies, chisels, drills, shear knives, etc.; machinery, and spring steel inclusive of the heaviest steel shafts, car, locomotive axles and forgings; and copper of the highest quality for all purposes of the arts and industries. Among the staple lines which can best be contracted for ahead, or purchased in quantities to suit from this house, are open heart machinery steel, lathe cut ends, special qualities of machinery steel from hammered billets, cut to special lengths as required; steel tire in sets, toe calk steel, sleigh steel, carriage axle steel, etc. As proprietors of the Black Diamond Steel Works, Park, Brother & Co. [Limited], are maintaining an important trade, national in extent and of great magnitude. Mr. Reed, the manager, has been identified with the steel trade for nearly thirty years.



**UNION PASTE COMPANY**, Manufacturers of Chase's Prepared Paste, Etc., No. 102 Central Street.—A good article of paste is a very important item in the materials used by various manufacturers and in other lines of business, including bookbinders, shoe and harness makers, paper bag makers, paper hangers, etc.; and the increasing demand has stimulated the production of paste of greatly improved quality. There is, perhaps, no better article of the kind in the market than Chase's prepared paste, manufactured by the Union Paste Company, No. 102 Central Street. Its composition is such that it is entirely free from the objectionable qualities so generally found in common paste. Perhaps the best test of the superiority of this paste is the favor in which it is held by leather workers; while for paper and pasteboard work it is of course all that could be desired. The company are also manufacturers of a superior glutinatum for labeling on tin, and make a specialty of the importation of Dextrine. The business was established twenty-three years ago by Woodward & Chase, who were succeeded by Joshua S. Chase and Mr. A. Kelley, the present proprietors having had sole control of the business for the past three years. They occupy spacious manufacturing premises, employ a number of experienced workmen, and do a large business, the demand for their goods coming from all sections of the country.



**JACOB**, Importer and Dealer in Antique Furniture, Etc., No. 6 Beacon Street.—Lovers of the rare, curious and beautiful in art and nature will find ample opportunity for the gratification of their taste by inspecting the large, varied and unique assortment of goods displayed at the warerooms of Mr. S. Jacob, No. 6 Beacon Street. He is an extensive importer of, and dealer in antique furniture, china, works of art, books and engravings, arms, South Sea and Indian relics, sea shells, etc.; in fact, relies from all over the world, and is the largest specialist in his line in the city. He gives particular attention to antique furniture, of which he is one of the best and most thoroughly posted judges in this country. His wareroom is 25 x 50 feet in dimensions, with basement of the same size. He has ten persons in his employ, and has a large trade with all sections of the United States. In connection with the above, Mr. Jacob also carries on fine cabinet making, repairing and upholstering. His business was established in 1876—and is still continued—at Nos. 119, 121 and 123 Bellevue Avenue, Newport, R. I. The Boston store was opened in 1878. Mr. Jacob is a native of London, England, a gentleman of middle age, and has been connected with his present line of business since early youth. He is the oldest in his line in Boston.



**NEWMAN & CO.**, Wholesale Jewelers, Importers of Precious and Imitation Stones, Nos. 42 and 44 Chauncy Street.—A leading wholesale jewelry establishment in Boston is that of L. Newman & Co., which has been in active operation for the past quarter of a century. The business was founded twenty-five years ago by the present owner, Mr. L. Newman, and his large splendid trade now extends all throughout New England, and is of the most permanent character. Two traveling salesmen are employed. The premises occupied have an area of 25 x 110 feet, and are tastefully appointed. A heavy stock is carried consisting of lockets, charms, precious and imitation stones, and jewelry of every description, the assortments being complete in every respect. Mr. Newman gives personal attention to the requirements of his customers, and is prepared to fill orders at the lowest and most reasonable prices.



**H. DINSMORE**, U. S. War Claim Agent, Room 39, No. 34 School Street.—In very nearly thirty years T. H. Dinsmore, the well-known U. S. war claim agent, who is one of the oldest in the business, has successfully prosecuted about three thousand pension claims. Mr. Dinsmore, who is a native of Maine, established himself in business at Skowhegan, Me., in 1862, and moved to Boston in 1885, his clientele extending all over the New England States. He invites correspondence, all communications receiving prompt response, and all interests entrusted to him are certain to be handled in the most careful, competent, and trustworthy manner. Mr. Dinsmore is prepared to examine claims of every description against the U. S. government, and, if found valid, will prosecute the same to a successful issue, requiring no advance fee, and gives special attention to rejected claims, while his terms are invariably of the most reasonable character.



**HORLE & SON**, Manufacturers of Paper Boxes, of Every Description, Nos. 18 and 20 High Street.—A popular and reliable house engaged in this city in the important industry of paper box manufacture is that of Messrs. A. Horle & Son, who by manufacturing genuine and durable boxes at commensurate prices, have succeeded in a comparatively short time in establishing a far-reaching and flourishing trade. The business was initiated about two years ago by the present proprietors, Mr. A. Horle, his son, Mr. J. P. Horle, and Mr. Charles B. Heard, and the perpetual demand which is now made upon the resources of the house necessitates the regular employment of a staff of twenty-five competent assistants, as well as the maintenance of premises at the location indicated above, consisting of a spacious floor, 25 x 125 feet in superficial area, where they manufacture every description of paper boxes, except folding ones. Mr. A. Horle was born in Germany, and was formerly in New York, and with his son—a native of the Empire City—reached Boston in 1874.



**BOSTON ORANGE GROWERS' COMPANY**, M. D. Brooks, General Agent, No. 34 School Street.—A company that has been organized for the purpose of raising a superior grade of Florida oranges is that of the Boston Orange Growers' Company. This company was organized and incorporated under the State laws of Maine in 1890, with a capital of \$110,000, and the following gentlemen as officers: President, D. P. Ives, banker and broker, Boston; treasurer, William E. Murdock, of Sampson Murdock & Co., directory publishers; general agent, M. D. Brooks, Boston. These gentlemen are prominently and favorably known in financial and general business circles. The company own 185 acres of orange lands. The shares of stock are \$50 each, this allowing twelve shares of stock for each acre of one hundred choice trees. Over one hundred and five acres are now under cultivation, 10,500 orange trees having been set out in 1889. Six per cent. interest is assured for the first six years, while those who prefer may take the fruit raised on the land represented by their shares.



**WILLIAM B. BUTCHERS**, Manufacturer of Harnesses, Saddlery, Etc., No. 71 Sudbury Street, Room No. 1.—One of the oldest and best known of the houses engaged in this line is that of William B. Butchers, located at No. 71 Sudbury Street, Room No. 1. The business was originally founded forty years ago by Mr. S. E. Slogie, by whom it was conducted up to 1872, when his death occurred and the present proprietor succeeded to the control. Mr. Butchers is a native of England, born in 1841, and came to Boston in 1857. He has followed his present vocation since a young man and is thoroughly expert. Mr. Butchers is the inventor of a number of specialties, among which may be mentioned Butchers' Improved Quarter Boots, and Butchers' Patent Crupper, for holding the tail of a horse in position, preventing switching, throwing over reins, etc. The spacious store occupied is admirably appointed with all necessary facilities, and employment is furnished a staff of expert workmen. A leading specialty is the manufacture of goods to order, everything being done by hand. A large stock is at all times carried of fine harnesses, saddlery, and speed-cut boots, carriage dressings, oils, whips, brushes, and stable goods in general, blankets, robes, and horse millinery of every description. Both a wholesale and retail trade is supplied. Wherever known, the house bears a reputation of the highest order.





**H**. B. GRIFFIN & CO., Produce Commission Merchants, No. 111 S. Market Street.—For a period of sixteen honored years, the name of the reputable house of H. B. Griffin & Co. has remained as a prominent feature in the mercantile prosperity of the capital city of the Bay State. Messrs. H. B. Griffin & Co. are produce commission merchants and wholesale dealers in eggs, egg cases, butter, and live and dressed poultry, but they make a specialty of eggs, handling all grades from every section of the country and the British provinces, and also of egg cases, and pride themselves upon the promptitude with which they make returns to shippers. The connection of the concern is located throughout the entire New England section, extending moreover, largely throughout the country in general, and consignments are solicited. The premises are located in probably one of the most prosperous sections of the city, and they embrace two floors, each covering an area of 25 x 50 feet, and they evince in their management an inspiring and creditable example of systematic control. They are equipped with every modern convenience, having for its design the facile conduct of a heavy volume of business, including telephone connection, the number of the house being 2069. Mr. H. B. Griffin is a native of the State of Maine, and resides at present in Winthrop. He is a middle aged gentleman, possessing unusual commercial abilities, and is a member of the National Butter, Cheese and Egg Association, the Boston Chamber of Commerce and the Fruit and Produce Exchange. He commands the greatest respect, and demands for his name a position of prominence upon a record of Boston's prosperity. Mr. J. F. Brock, for eight years in the employ of the firm, was admitted to partnership a year since, and is a gentleman of rare business ability and highest integrity. The association of these two gentlemen, and their peculiar adaptability to each other, and to the business in which they are engaged, together with the unbroken prosperity which the house has thus far enjoyed, is a sufficient guarantee of its continued success.



PARK STREET CHURCH.



**R**SPLANE & CO., Commission Merchants, Vessels, Lumber, Produce and Fish, No. 230 State Street.—This concern was established in 1886 by Mr. Splane, under the firm name of R. Splane & Co., and three years ago he admitted to partnership Mr. Wm. A. Robertson, who retired in August, 1891. Mr. Splane is a native of New Brunswick, but has long resided in Boston, and is most favorably known in its commercial circles, his standing being a 1 in every respect. The firm conduct general transactions as commission merchants in vessels, lumber, produce and fish, and their perfected facilities allow them to meet all demands upon the most favorable basis. They handle on commission all kinds of fresh, salt and pickled fish, Canada lumber, railroad ties, wood pulp, etc., and make a leading speciality of ship brokerage, and in all dealings Messrs. Splane & Co. endeavor to promote their patrons' best interests.



**C**E. BROWN, Real Estate and Commercial Broker, Stores, Houses, Tenements and Offices to Let, No. 266 Washington Street, Room No. 2.—The late course of events in the financial world has fully demonstrated the fact that there is no form of investment so secure and with such certain returns of income as real estate. In this connection the special attention of our readers is directed to the reliable real estate brokerage house of Mr. C. E. Brown, located at No. 266 Washington Street. Mr. Brown established himself here in 1888, bringing to bear a wide range of practical experience in real estate matters and an intimate knowledge of the various residential and business sections of the city. He has been a resident of Boston for fifteen years and is known to possess special qualifications for success in every branch of the real estate trade. He has the fullest confidence and esteem of our leading capitalists and property owners, and, owing to the wide range and superior character of his connections, he is prepared to promptly dispose of realty at fair values, while offering bargains to conservative investors that are guaranteed to produce a steady income and a prospective increase in value. He is at all times prepared to effect insurance upon city property in reliable companies, quoting the lowest rates of premium and guaranteeing a prompt and liberal adjustment of all losses. Mr. Brown is a native of New Hampshire. He now enjoys a large and rapidly increasing patronage and performs every duty entrusted to his care with the utmost promptness, fidelity and success.



**C**OTTON, DURGIN & MAAG, Manufacturers of Mineral Waters, No. 155 Albany Street.—This enterprise was founded in 1888, at the above address, by the present proprietors, Messrs. J. E. Cotton, B. F. Durgin, and J. K. Maag, all young, energetic, wide-awake business men. The works are comprised in a floor and basement, each 25 x 50 feet in dimensions, equipped with the most improved generators, hotting machines, and appliances suitable to this branch of industry, and the machinery is driven by water-power. Twenty hands and six delivery teams comprise the working force. The firm are manufacturers and bottlers of all the different flavors of tonic beers, ginger ale, crab apple champagne, Tizer beer and soda in Mathews steel fountains, ale, porter and cider, and they are sole Boston agents for Eldredge's Portsmouth lager beer. All the goods handled are of strictly superior quality, and are held in popular demand by the trade and public. Messrs. Cotton and Durgin are natives of Maine, Mr. Maag of Switzerland. The latter is a member of the Ancient Order of Foresters, Mr. Cotton of the Order of Odd Fellows. All three gentlemen have long resided in Boston, and are popularly known in business circles.



**J**OHAN J. HENRY & CO., Boots and Shoes, No. 115 Federal Street.—The oldest and leading auctioneers and commission merchants for the sale of boots, shoes and rubbers in Boston, are Messrs. John J. Henry & Co., who have recently taken possession of their new quarters at No. 115 Federal Street. This house is the legitimate successor of the old firm of M. M. Landers & Co., in whose employ Mr. John J. Henry remained from 1857 until 1867, when he established business for himself, and soon laid the foundation for his future success. In 1872, occurred the great Boston fire, but although his house and stock were completely destroyed, having a policy in the old and reliable Etna, of Hartford, Mr. Henry was enabled to pay his consignees in full for all goods—something which no other house in his line could do. This took much more money than he realized from his insurance, but his action commanded the confidence and consequent co-operation of all shoe manufacturers, and his business was quickly re-established and upon a sounder basis than ever. In 1877, Mr. Henry opened a branch house in Chicago, under the style of Henry & Hatch, which did a prosperous business for seven years when Mr. Hatch assumed sole control. Mr. Henry afterwards admitted as partner Mr. W. J. Fegan, under the firm name of John J. Henry & Fegan, and these gentlemen did an immense business for years at No. 82 Summer Street and No. 235 Devonshire Street. On January 1, 1891, the business was removed to the present location, and Mr. Henry is now sole proprietor. He deals extensively in a great variety of goods, receiving consignments of all kinds of boots, shoes, brogans, slippers and rubber boots and shoes, and controlling the production of several factories at Lynn, Haverhill, Brockton and Marblehead. Auction sales are held every Tuesday at 10.30 A. M. His auction sales are freely attended by reliable buyers who want to secure bargains, "drives" and "job lots." The trade extends to all parts of New England, the west and south, and over 20,000 cases are sold there every year. Mr. Henry is a Massachusetts man by birth, has served as President of the Boston Boot and Shoe Club, and as Treasurer of the Boston Merchants Association.



**E**VERETT MILLS, Manufacturers of Denims Cottonades, Gingham, Etc., George S. Silsbee, Treasurer, Mills, Lawrence, Mass., Office, No. 40 Water Street.—This extensive enterprise was founded in 1860, being incorporated under the State laws of Massachusetts with a capital stock of \$800,000. Under the skilled management that has ever been at its head, the affairs of the company have ever been directed with the most substantial success; the products of the mills have found favor with the trade in all parts of the United States, and they sustain a standard reputation in the market. The selling agents are Messrs. Smith, Hogg & Gardner, whose warehouses are at No. 66 Chauncy Street, Boston, and No. 115 Worth Street, New York. The agent of the mills at Lawrence is Mr. F. C. McDuffie, who is thoroughly skilled in all the details of the cotton spinning industry, and has a competent staff of superintendents and clerks. The mills are equipped with 1,200 looms, 35,000 spindles, and all modern improved machinery; while employment is found for 1,100 operatives. The products include a superior grade of Denims cottonades, ducks, gingham, shirtings, skirtings, and napped colored goods, made in a vast variety of styles, new designs constantly being introduced. Over 12,000 bales of cotton are consumed yearly, while the output amounts to upward of 14,000,000 yards of goods per annum. The president of the company, Mr. James Longley, and the treasurer, Mr. George S. Silsbee, both reside in Boston, and are numbered among Boston's representative citizens.



**A**. A. ARNOLD, Commission Merchant, No. 46 Merchants Row.—One of the most enterprising and successful houses engaged in the commission business is that conducted by Mr. A. A. Arnold at No. 46 Merchants Row. The business was first established in 1885 by both Mr. A. A. Arnold and Mr. J. J. Donnelly, the present proprietor succeeding in 1890. He occupies a commodious shop, fully supplied with everything necessary for the successful prosecution of the business, and keeps at all times a full stock of beef and poultry, making a speciality of dressed beef. He is agent for Armour Packing Company of Kansas City, whose products are world renowned and need no words of commendation from us. The trade, which is wholesale exclusively, is extensive and annually increasing. Large consignments are received daily, and the stock is always fresh, choice and extensive. Promptitude, quick sales and low prices form the policy upon which the business is conducted. Mr. Arnold is a native of Medway, Mass. He is a young man of spirited business enterprise, possessing a thorough knowledge of the trade, and is eminently popular in business circles and with his hosts of patrons.



**THOMSON & FESSENDEN**, Importers of Linen and Jute Goods, No. 264 Devonshire Street.—Of the immense trade now carried on in this city in the importation of fine Irish and Scotch linen, a liberal share comes within the comprehensive scope of the old established business of Messrs. Thomson & Fessenden, importers, No. 264 Devonshire Street, corner Winthrop Square. With the immense demand that has been created of late years for the finest qualities of linen that the world produces—and which, admittedly, have their origin in Ireland—the trade of this reliable house has proportionately increased, and in the same ratio its reputation has been enhanced as a house whose goods may at all times be thoroughly depended upon, both as to quality and price. They were pioneers in introducing French elastic canvas for the dry goods trade. The business was established eighteen years ago, by the present proprietors, Mr. T. D. Thomson and Mr. E. S. Fessenden; and to ensure the securing of a steady and consistent supply of the different grades of Irish and Scotch linens, a branch house is maintained at No. 11 Panmure Street, Dundee, Scotland, where the whole of the purchasing is conducted and the shipment to Boston arranged, by the surest and most expeditious means. These and many other facilities which the firm possess, have been mainly instrumental in accruing to the house a sound and enduring connection among jobbers, dealers, manufacturers and the trade generally, extending to all the principal seats of industry in the country. The premises occupied consist of a spacious floor, 25 x 100 feet in superficial area, comprising office, store and salesroom, together with storehouses; all of which are well furnished and fitted with every convenience for facilitating the transaction of the important trade carried on, a duly qualified executive staff being retained for the clerical duties which devolve upon the undertaking. A large stock of the firm's own imported linens, of various grades is carried, from which all but the heaviest orders can be filled without loss of time. Both of the able and efficient proprietors are members of the Merchants' Association and the Trade Club; and are natives, respectively, Mr. Thomson of New York City, and Mr. Fessenden of Arlington, Mass.



**HARRIS & CO.**, Auctioneers and Commission Merchants, Nos. 225-227 State and 122-124 Central Streets.—For the past forty years the house of H. Harris & Co., auctioneers and commission merchants of this city, has held a prominent position in its special field of business usefulness, and has ever sustained an excellent reputation for the progressive principles and stability shown in its management. The business was founded in 1848 by Horatio Harris, and in 1876, on the death of Mr. Harris, Mr. S. Bowen succeeded to the control of affairs. Five years later, Mr. Frank Moseley, who had held a clerical position in the house for ten years, was admitted to partnership, and, after the death of Mr. Bowen in October, 1888, Mr. Edward C. Moseley also came into the firm. He also has been connected with the house for the past twenty years. The Messrs. Moseley are natives of Boston, and active members of the Chamber of Commerce and Fruit and Produce Exchange. They possess an expert knowledge of all the branches of the trade in which they are embarked, and are popularly known in produce circles. The premises used for the business comprise a building having seven floors, each 30 x 130 feet in dimensions, and it is fitted up with every accommodation for the storage and preservation of goods. The firm handle all kinds of foreign and domestic fruit and general merchandise, making a leading specialty of fruits. An active trade is supplied, and those who have dealings with the Messrs. Moseley will have their interests carefully advanced.



**A. WILLIAMS MANUFACTURING COMPANY**, Nos. 332 to 336 Congress Street.—Prominent among the manufacturing enterprises of Boston is that conducted by the H. A. Williams Manufacturing Company, successors to The Draper Oil Company, F. Draper & Co., Albert Hallowell Brass Manufacturing Company and the Williams Manufacturing Corporation, and are noted for producing patent specialties for both cotton and woolen mills, boot and shoe manufacturers, machinists, etc. The company was incorporated in January, 1887, with a capital of \$150,000, and is officered and managed by H. A. Williams, agent; J. W. Hohart, treasurer. The various factories heretofore operated for the manufacture of specialties at Taunton, East Cambridge and Lowell, have now been combined in one large manufactory in this city, containing six floors, and supplied with new and improved machinery, ample steam power, and every modern facility, while steady employment is given to one hundred skilled hands. The leading specialties which this company manufacture are Williams' Excelsior Crimping Tacks, the best tack in the market, used by all the principal manufacturers; sewing awls, stitching awls, stabbing awls, pegging awls, harness awls, seating awls, marking awls, chair awls, belt awls and printers' bodkins, made from the best engravers' steel, adapted to the use of wood-workers, machinists, tinmiths, engravers, etc., and guaranteed superior to any offered; the "Williams'" "Draper'" and "Siphon'" steel and brass officers and lamps, the best in the world; the "Williams'" solid bronze, steel tip plumb bobs, used and approved by the most prominent engineers in the country; the "Automatic'" compression faucet, made of the best quality of composition, and aside from the advantages of the automatic shut-off, they are the best made goods in the market; the "Perfection'" self-closing water cocks, superior in beauty of design, sensitiveness of operation, adjustable length of valve stem, great wearing surface, universal valve lift and thorough workmanship; the "Fearless'" spray and solid stream garden and fire hose nozzles, the only nozzle giving a perfect solid stream and spray, and the only one having a solid felt packing. The company have already achieved a solid reputation for the superiority of their various specialties, and fully live up to it. This company sell from Maine to California, and manufacturers and others save money and obtain better service through this enterprising house, with its magnificent facilities, than by dealing with any other in the United States.



**DENNY, POOR & CO.**, Dry Goods Commission Merchants, No. 36 Bedford Street.—The dry goods interests of the country present one of its most active, valuable factors in developing the national progress, and the aggregate annual transactions in this line reach an enormous figure. The dry goods commission trade is an important branch of the industry, and one of the oldest and best known of the prominent houses engaged in this line is that of Denny, Poor & Co., of No. 114 Worth Street, New York, and at No. 36 Bedford Street, this city. The business was founded twenty years ago by the present proprietors, the copartners being Messrs. Daniel Denny, Edward E. Poor and James E. Dean. The two latter are in charge of the New York establishment, while Mr. Denny is in charge of affairs in this city. Mr. Denny was formerly of the dry goods house of Denny, Rice & Co., and all three members of the firm have had mature experience in this field of commerce. Messrs. Denny, Poor & Co. are selling agents for the following manufacturers, the Parkhill Manufacturing Company, of Fitchburg, Mass., ginghams; the Johnson Manufacturing Company, of North Adams, Mass., ginghams; the Passaic Print Works, of Passaic, N. J., cotton goods. Sales are made largely by sample, the trade extends to all parts of the United States, and orders are promptly filled.



**W. BOYNTON**, Real Estate, No. 4 Post Office Square.—Mr. William Boynton, of No. 4 Post Office Square, has been prominently identified with real estate matters the whole of his commercial career, and is now counted among Boston's prominent residents; possessing, along with many other holdings, a considerable quantity of real estate in Winchester, a suburb of the city. Mr. Boynton's energies and resources are largely taken up in building houses and letting or selling them at a small margin of profit on the outlay; and his phenomenal success in this direction is largely attributable to his wise selection of locality and to the fact that he only erects the best class of residential property. There are many clients of his to-day, who have to thank Mr. Boynton for the possession of highly desirable and eligible houses, etc., which have been enhanced in value to a considerable extent since they were purchased from him; and this fact, together with his rigid adherence to the highest principles of integrity and honorable dealing, have led to his being entrusted with a large volume of general real estate business, the chief features of which are the purchase, sale and exchange of realty of all kinds, the entire management of estates and the negotiation of loans upon bond or mortgage. Mr. Boynton is a member of the Boston Real Estate Exchange, a native of Massachusetts, and now of middle age.



**A** HOLT & COMPANY, Steam and Water Heating, No. 65 Federal Street. The only economical system of warming buildings which has met with universal approval wherever properly introduced, is that of heating by the use of steam or hot water. One of the most enterprising and thoroughly progressive houses engaged in this industry in Boston is that of Messrs. A. Holt & Company, located at No. 65 Federal Street. This representative house was established ten years ago, and makes a specialty of contract work, supplying any system of steam and hot water heating desired, and placing all transactions on a thoroughly substantial and satisfactory basis. Mr. Holt, the active member of the firm, is a practical steam and hot water engineer, and is the inventor of a new improved steam and hot water boiler which was patented Jan. 1, 1884. This boiler is made of either wrought or cast-iron tubes, and in its construction is combined all the necessary qualities of a first-class steam and water heater. It is built compactly, is low enough to set in any cellar that is six feet high, and is specially adapted for private houses. Simplicity in the adjustment of any house-heating apparatus is a great item, as it is frequently left in the charge of servants. It is no more trouble to attend to a steam boiler of this make than a common range, as it runs automatically, and the grate is made of sufficient size to keep the fire in good order for a long time, without adding water; but it is not considered a good plan to do so, as the boiler steams better when the water is renewed occasionally. This firm now has undoubtedly the most powerful and durable boiler on the market. It is made in various sizes and patterns, so that any and all places can be fitted and for either wrought or cast-iron pipes; while the firm also arrange for a combination job, to run either steam or hot water in the same apparatus and with the best of results. This combination is a great advantage in many houses especially in the coldest weather, as many prefer to use water in the mildest weather and steam in the coldest, as it will heat up so much quicker if the house gets cooled down. This house also furnishes the Holt Radiator, the Mahony Direct Draft Hot Water Heater, the Portable Water Heater, the Ideal Radiator, and the Union Water Radiator. Their patronage is large and influential throughout New England, constantly increasing in magnitude and importance under enterprising and reliable management. Mr. Holt is a native of Danville, Vt., an engineer of twenty years' experience in this line, and widely known and honored for his genius as an inventor and his creditable business record.



**J** OHN PICKERING & MOSELEY, Bankers and Brokers, No. 40 State Street.—One of the oldest and most reliable of the Boston houses engaged in the banking and stock brokerage business, is that of John Pickering & Moseley, whose well-equipped offices are at No. 40 State Street. This time-honored concern was originally founded in 1849 by Mr. John Pickering, of Salem, and conducted by him alone up to 1869, when Mr. C. W. Moseley was admitted to partnership, the present firm title being adopted. In 1882 Mr. Pickering's death occurred, and in him the city of Salem lost a public-spirited citizen, and the Boston Stock Exchange one of its oldest and most respected members. Mr. Moseley has since remained sole proprietor, but has retained the original firm name. He was elected a member of the New York Stock Exchange in 1880, and has been an active member of the Boston Stock Exchange since March, 1888, and is popularly known by his colleagues of those institutions. He employs four experienced assistants, and is a general broker in stocks and bonds, buying and selling on commission, and making advances on securities. His ample means enable him to meet the requirements of his patrons upon the most satisfactory basis. The New York correspondents are Messrs. A. M. Kidder & Co., and Dominick Dickerman. All market news is received by private wires, and transactions are conducted in a manner conforming to the best interests of patrons. Mr. Moseley resides at his birthplace, Newburyport, Mass., during the summer months, and he enjoys a patronage extending to all parts of New England. Both in financial, commercial and social circles he bears an unswerving reputation, and commands the confidence of all with whom he has come in contact.



**U** NITED STATES SEWAGE FILTERING AND FERTILIZER COMPANY, Exchange Building, No. 53 State Street, Room No. 833.—It is a pleasure to call the attention of cities and towns to the United States Sewage Filtering and Fertilizer Company, which was incorporated April 13, 1891, under the laws of the State of Maine, with an authorized capital of \$1,000,000, and is officered as follows, viz: James H. Waite, president; Arthur B. Champlin, vice-president; Geo. J. Bicknell, treasurer; William J. Calder, secretary; Asher F. Black, manager. The main office of the company is in the Exchange Building, Room No. 833, and a limited number of shares of the stock are now offered at a price that cannot fail to arrest the attention of intelligent and conservative investors. Drafts and plans of operations are now open to investigation at the company's office, from 11 A. M., to 2 P. M. The business of the company is the clarifying of sewage, for cities and towns, and disposing of the residue for fertilizing purposes. They take up the crude sewage from the sewer, at, or near its mouth, separate the gas and solids from the water, and let the water run freely. Practical results of the greatest importance and value to humanity have already resulted therefrom. The company are rapidly and permanently extending their business, and, as the great sanitary appliance of the age, their apparatus is now warmly endorsed and commended by health officers, sanitary engineers, municipal authorities and experts generally. By its use, the whole sewage of a city or town is purified, at a saving of thousands of dollars, which it would be compelled to expend in conducting the present flow of sewage beyond a point where it would no longer be a source of offence and danger. One million gallons of sewage are clarified in twenty-four hours, while the apparatus can be enlarged or duplicated on the same plant, to clarify two or three millions as well. Their first complete plant is to be in operation at Fitchburg, Mass., about April 1, 1892. The manager, Mr. Asher F. Black, is the inventor and patentee of the system and apparatus, and his supervision of the business insures the success of all operations of the company.



**A** TUCKER & CO., Manufacturers of Leather Garments, Etc., No. 115 High Street.—The eminent and enterprising house of Messrs. J. A. Tucker & Co., established their enterprise here in 1889, and have become widely renowned as manufacturers of the "Goat Brand" leather jackets, vests, pants, sporting goods and water-proof garments. Both as regards practical experience, perfected facilities and the character of their productions, they stand unrivalled on the continent to-day, and maintain the highest standard of excellence for workmanship and finish, and are justly celebrated for the originality and perfection of design of their Goat brand of coats, ulsters, pants, vests, and garments generally for men and boys; calf tennis caps, and oze calf English walking and riding jackets. They warrant all their garments full sizes and perfect fitting and all goods to be "genuine oiled tanned." Every dealer should keep a line of these goods, as the demand is constantly increasing. Professional men, sportsmen, teamsters, car drivers, engineers, firemen, brakemen, switchmen and all railroad men say they are a necessity. Mr. J. A. Tucker, the active member of the firm, is a native Bostonian, and was a member of the shoe manufacturing firm of James Tucker & Co. for several years, retiring therefrom to enter his present business.



**M** LOWRY & CO., Importers of Linen, No. 26 Chauncy Street.—This business was established in 1842 by William Lowry & Co., who were succeeded in 1847 by W. and M. Lowry. The latter retired in 1854 and entered upon the same line of business alone, continuing it until 1866, when he was again joined by Mr. William Lowry under the firm style of M. Lowry & Co. The death of Mr. William Lowry took place in 1873, and the business has since been carried on by Mr. M. Lowry without change of the firm name. As linen importers and commission merchants, the firm do a large business, handling such goods as burlaps, buckrams, artists' canvases, sheetings, hollandes, elastic canvases, linen handkerchiefs, towels, etc. The sales of the house are principally to the trade in Massachusetts. Mr. M. Lowry is a native of Ireland, and has lived in Boston ever since his arrival in this country in 1846.



**F**OBES, HAYWARD & CO., (Incorporated) Manufacturing Confectioners, Nos. 42 to 52 Chardon Street.—The largest and leading manufacturing confectioners in Boston is the corporation known under the name and style of Fobes, Hayward & Co., doing business at Nos. 42 to 52 Chardon Street. This enterprise was inaugurated in 1843, by Daniel Fobes & Co., who were succeeded in 1860 by the firm of Fobes, Hayward & Co. The honored senior partner, Mr. J. H. Hayward, died in 1885, after a long and creditable business career, and the following year a stock company was formed and duly incorporated under the laws of the State of Massachusetts, with a paid-up capital of \$150,000, and with A. F. Hayward, president and treasurer; E. F. Fobes, vice-president; and F. H. Woodward as one of the incorporators. The building occupied for the business contains six stories and a basement, 90 x 125 feet each, with offices and warehouses on the ground floor, and steady employment is given to five hundred skilled hands. The manufacturing plant is the finest and best equipped of its kind in New England, and one of the largest in the United States, while the house is engaged in the manufacture of the finest grade of goods known to the trade, including plain and decorated creams, marshmallows, plain and fancy chocolate creams, vanilla chocolates, cream almonds, macaroons, mixed candies and bon-bons, containing all the rare and exquisite flavors so difficult to obtain in their pristine excellence elsewhere. The management has shown marked enterprise in widening the field of their styles and novelties in flavors, combinations, etc., and confectioners handling these goods can meet every taste and fancy in fine and wholesome confectionery. The officers and managers believe in giving the public the best only, and have adopted as their motto, "Not how cheap, but how good." They consequently use only the best and choicest of sugars, flavors, extracts, vegetable colors, chocolates, and other ingredients, all manipulated in the most cleanly and scientific manner by their own processes, with the result that purchasers accept their trade-mark as proof of quality, and demand their goods in preference to all others. The trade is conducted exclusively at wholesale, and extends to all parts of the United States and Canada, being large and active in Chicago, as well as in Boston; in Kansas City as well as in Providence, R. I.; in Portland, Ore., as well as in Portland, Me.; in St. Louis, St. Paul and San Francisco; in New Orleans, Atlanta and Baltimore, as in Lowell, Lawrence and Lynn, Hartford, New Haven and Bridgeport, New York and Philadelphia. President Hayward is an experienced confectioner, and an honored member of the Chamber of Commerce. Mr. Fobes, the vice-president, is a son of Daniel Fobes, and was trained in the business from his early youth. Both gentlemen are Massachusetts men by birth, and stand deservedly high in commercial, financial and social circles.



**T**HE MONUMENT NATIONAL BANK, of Charlestown, Thompson Square.—As a natural result of the industrial and commercial interests of the Charlestown district, her manufacturers and business men have need of the most extended financial facilities, and it is a matter of congratulation that the Monument National Bank of Charlestown has so long, so ably, and so satisfactorily met every demand of the public, and afforded such a safe and reliable depository to our business men. This bank has had a lengthy and honorable career. It was originally incorporated in 1854, and was reorganized under the national banking laws in 1865. It has a capital stock of \$150,000, and is officered as follows, viz: President, Amos Stone; cashier, Warren Sanger. Directors: Amos Stone, Henry C. Rand, Francis Hall, George B. Neal, Warren Sanger and Mark F. Burns. These names are synonymous with stability and integrity, and their sound discretion and administrative capacity have become generally recognized. In President Stone this community recognizes one of its most substantial and public-spirited citizens, who has done much for the city in various ways. He has been a director of the bank since 1863, and succeeded to the presidency on the death of James O. Curtis in 1891. He gives the bank the benefit of his personal attention, while he is also president of the Charlestown Five Cent Savings Bank, and of the Mutual Protection Fire Insurance Company. The cashier, Mr. Sanger, came to the position upon the retirement of the first cashier, Mr. George L. Foote, Jan. 1, 1866. His long term of service affords substantial evidence of the confidence reposed in him by his associates in the management of the bank. This bank transacts a general business in deposits, loans, collections and exchange; issues drafts, handles commercial paper, loans on good security, and in every legitimate way seeks to advance its customers' best interests. It has accumulated a surplus fund of \$160,000.00, with undivided profits approximating \$60,000, and has individual deposits amounting to \$450,000, while it is well worthy of its ever-increasing measure of strength and usefulness.



**S**B. WRIGHT MANUFACTURING COMPANY, Chemists and Importers, Standard Flavoring Extracts, Perfumes, Toilet Articles, Adhesives, Etc., No. 17 Bowker Street.—The wide-spread and increasing demand for an improved class of flavoring extracts and kindred articles has, in the nature of things, resulted in placing upon the market some notably superior goods of the character indicated, of late years. Some of our leading Boston manufacturers in this line turn out preparations of exceptional excellence, and among these may be named the S. B. Wright Manufacturing Company, chemists and importers, No. 17 Bowker Street, whose productions command extensive sale throughout the United States and Canada. Their Standard flavoring extracts, Wright's everlasting cologne, essential oils, etc., are noted for purity, choice quality and all other features of merit, being prepared from absolutely pure and select ingredients, in accordance with the most approved methods, and have secured an enduring hold on favor everywhere. They are, in fact, conceded to be unsurpassed by anything of the kind on the market, and are in constantly increasing demand. The S. B. Wright Manufacturing Company, of which Mr. L. C. Paul is the efficient manager, was established in 1885, and the signal success that has attended the enterprise from the start abundantly attests the superiority of the goods. The business premises are spacious, commodious and perfectly equipped, and ten to a dozen in help are employed. Besides Standard flavoring extracts, Wright's everlasting cologne and essential oils, they also manufacture high-grade perfumes, fine toilet articles, adhesives, castor oil, machine oil, rhubarb, paeonitic, Jamaica ginger, ammonia and other pharmaceutical specialties, keeping on hand always a large stock, and selling exclusively to the jobbing trade.



**G**ILL & LOOTZ, Ship Brokers, No. 149 Congress Street.—Of the many firms who have been instrumental in building up and fostering the maritime business that has been the stepping-stone to this city's greatness, no one house has done more than that of Messrs. Gill & Lootz, the well-known ship brokers, at No. 149 Congress Street. The business was founded about 1840 by Christian Bors, the present firm coming into control in the sixties. The partners early proved themselves as possessing all the qualifications for the successful conduct of their business, and have developed intimate and influential connections on both sides the Atlantic. They buy, sell and charter vessels of all kinds, and do an extensive business as commission merchants for the sale of general merchandise. They receive consignments direct from the manufacturers and producers on both continents, handling the same with scrupulous care and disposing of the same to the best possible advantage. They are agents for White Cross Line of Antwerp steamships, and transact a general maritime business. Mr. C. S. Gill, the senior partner, is a native of Maine, who came into this house as clerk for its founder over forty years ago, and was appointed consul to Belgium, which office he still holds, and was knighted by King Leopold of Belgium as a chevalier of the Order of Leopold. Mr. G. Lootz was born in Norway, and became a sea captain in early life, emigrating to Boston thirty years ago. He holds the consulate of the Netherlands, the vice-consulate of Sweden and Norway, and the vice-consulate of Denmark, and was knighted by the King of Sweden with the order of Wasa. The experience enjoyed by the proprietors in foreign lands and on the sea give them peculiar advantages in their business, while their high character for business reliability is a sufficient assurance that all orders will receive prompt and faithful attention.



**MANCHESTER LOCOMOTIVE WORKS, Manufacturers of Locomotives and Amoskeag Steam Fire Engines, Manchester, N. H.** Office, No. 40 Water Street.—In the production of locomotives and steam fire engines, skill and science have been utilized to the utmost, and yet among the multitude of manufactures it is well to pause and endeavor to weigh the comparative merits of the various styles, and select upon a critical basis of merit. There are a few old-established concerns in the United States that have achieved a solid reputation for the superiority of their engines, and fully live up to it, and foremost in the list stands the Manchester Locomotive Works, who are specially prominent as manufacturers of locomotives and Amoskeag steam fire engines, with headquarters at Manchester, N. H. The foundation of this successful business was laid in 1850, by Messrs. Bayley, Blood & Co., and in 1854 the Manchester Locomotive Works were duly incorporated, with a capital of \$300,000. In 1877, the company acquired the right to manufacture the Amoskeag Steam Fire Engines, and have since conducted both branches of industry with signal ability and steadily increasing success. The treasurer, Mr. W. G. Means' office is located at No. 40 Water Street, Boston. The works at Manchester comprise a machine shop, two stories high, 84 x 400 feet; a woodshop, two stories high, 40 x 100 feet; a smithshop, 50 x 330 feet; boilershop, 52 x 250 feet; and an iron foundry with two furnaces. Steady employment is given to seven hundred hands, and the pay roll averages over \$32,000 per month. Their locomotives are used upon the Boston & Maine, the Boston, Concord & Montreal, the Michigan Central, the C. B. & Q., the Hannibal & St. Joseph, the Grand Trunk, the Atchison, Topeka & Santa Fe, the Mexican Central, the Carolina Central, and other railroads of the country; while their steam fire engines are in use by New York, Boston, Brooklyn, Fitchburg and other cities throughout the country. The managers are close students of mechanics and steam engineering, and have included in their engines, every improvement that conduces to economy in running and increased power. The best of material only is used, and every part is fashioned and put together with the greatest accuracy and care. Every locomotive and fire engine is severely tested before shipment, and is guaranteed to give satisfaction. Prices are at bed-rock, and, quality considered, are the cheapest quoted by any like institution in the land. The president, Mr. Jno. A. Burnham, succeeded his father, who had filled that position from 1854 to 1887. The treasurer, Mr. Wm. G. Means, has been steadily in that office since 1854, and was also president of the First National Bank, of Manchester, from 1855 to '59. The superintendent of the works, Mr. Aretas Blood, has served in that responsible capacity since 1864.



**CHURCH CLEANSING COMPANY, No. 149 Tremont Street.**—The Church Cleansing Company was established in 1875, by Mr. Church, the inventor and patentee of the Invincible Carpet Beating Machine, and of the Heated Naphtha Process for purifying mattresses, feather beds, bedding, rugs and carpets. The company was incorporated in 1889, under the laws of Massachusetts and give skillful attention to all forms of cleansing and disinfecting, and have in use the best machinery and methods for cleansing wool, cotton, and silk robes and blankets, and for disinfecting furniture, carpets, rugs, bedding, etc., after sickness, and ridding them of moths and insect pests. No expense has been spared in fitting up the works so as to insure rapid and effective service at all times. The best and only scientific method of thoroughly cleaning carpets without the slightest injury to the fabric, color or design, is in application here, and patrons are invited to call and see the work executed and the machinery in operation. If their rugs or carpets are simply full of dust, they should have them cleaned by the Invincible Carpet Beating Machine—Church's patent, which removes all dust without fraying or shrinking. If their rugs or carpets are much soiled or stained, or if moths or beetles are discovered, they should be put through the Heated Naphtha Process, Church's patent, which is used only by this company. If their mattresses, feather beds and bedding are soiled, or rendered unwholesome by long use, or if vermin are suspected, they should be purified and made over by this patent process. This is also the surest disinfectant after sickness. A large force of skilled workmen contribute to the successful operations of this enterprise, and teams call for and deliver goods without charge. The patronage of the company comes from all parts of Massachusetts, New Hampshire and Maine, and is steadily enlarging under enterprising and reliable management. Prices are made as low as is consistent with a service which will be satisfactory to all. Mr. Jno. G. Phillips, the treasurer of the company, is a well-known Bostonian, who gives his personal attention to the wants of patrons, and enjoys the confidence of the entire community.



**B. SMALL & CO., Agricultural Implements, No. 26 Merchants Row.**—The Buckeye Harvesting Machines enjoy a world-wide reputation for their superiority and uniform excellence. These machines are sold in Boston, by Messrs. J. B. Small & Co., the well-known dealers in agricultural implements. The firm have held the general agency for these machines in Boston and vicinity, since 1889, while they are also prominent in the trade as agents for Reynolds Brothers' Hay Tedder, and as the inventors and proprietors of Small's Patent Calf Feeder and Small's Floral Window Garden Box. The premises occupied by the firm for trade purposes, comprise 2,500 square feet, and every facility is afforded for conducting all operations under the most favorable auspices. The Buckeye mower has never had an equal, and the scores of would-be imitators pay to it the most flattering tributes for its superiority. The harvesters bearing the name of "Buckeye," are, without unjust disparagement to others, the most practical, durable and ingenious pieces of mechanism for their uses on the market. The day has gone by when farmers will be satisfied with anything short of the very best. The latest improvements, best workmanship, and reliable materials, are essential to first-class machines, and these are found united in the Buckeye mowers, binders and harvesters. The brand of Aultman, Miller & Co., on this class of machinery has become a passport for quality and efficiency in all parts of the world. They are general favorites with New England farmers, as being not only the lightest, but also the strongest specialties of their kind ever invented, while they are sold by Messrs. Small & Co., at very reasonable prices. Small's Calf Feeder was patented in 1884, since which date, over ten thousand have been made and sold, and they have proved to be a very perfect and much needed article, by all progressive farmers and stock-raisers who have tried them. They are now used in every State in the Union, as well as in many foreign countries. Mr. J. B. Small, the active member of this firm, has been engaged in this branch of trade for the past thirty years, and is widely honored and esteemed in trade circles, for his genius and ability as an inventor.



**KRIKORIAN, Oriental and French Confectionery, No. 42 Thayer Street.**—Owing to the fact that Americans are the greatest candy consumers on earth, the manufacture of delectables in this line has long been an industry of much importance. The leading representative of this industry is Mr. H. Krikorian, to whose products must be awarded the palm for superior excellence. This gentleman established his enterprise in 1886, at his present address, No. 42 Thayer Street. The thorough, expert, practical knowledge of his trade brought to bear by him, his honorable, liberal business policy, the purity and toothsome-ness of his goods, all have conspired to win general favor with the public and a large, steadily growing patronage. His confectionery is now shipped to all parts of the United States—wherever introduced it has never failed to win the popular favor. The factory is comprised within a large area, divided into four departments, equipped with steam power and all requisite machinery, while employment is found for a force of fifty experienced hands. Mr. Krikorian personally supervises his assistants and manufactures a fine line of Oriental and French confectionery of every variety, including a large number of novelties, all made from the best selected materials and are of delicious flavor and quality. The trade supplied is exclusively at wholesale and orders of any magnitude meet with prompt fulfillment. Mr. Krikorian is a native of Constantinople and has resided in Boston for the past fifteen years. He is a member of the Boston Confectioners' Association, the National Confectioners' Association, also the Order of Red Men and is popularly esteemed as a reliable, progressive manufacturer and most worthy citizen.



**FRENCH'S BUSINESS COLLEGE**, Charles French, A. M., Principal, No. 167 Tremont Street.—This is the oldest and best-conducted college of the kind in Boston, having been founded in 1843 by the present principal, Charles French, A. M. During these forty odd years it has achieved a success seldom, if ever, duplicated by any similar institution. It is one of the reliable colleges, where each student receives direct tuition under the guidance and instruction of experienced professors, and where diplomas are only granted and graduation permitted upon the manifest proof of proficiency as afforded by severe examinations. The studies in the initiatory department are business penmanship, business arithmetic, spelling, business papers, correspondence, single and double entry book-keeping. In the actual business department the student conducts actual business transactions upon his own account, entering the world of trade, buying from and selling to his fellow students, opening accounts with the bank, shipping, receiving, etc.; giving and taking promissory notes, making out and handling checks, drafts, notes, invoices, account sales, due bills, manifests, etc.; and conducting a general business in all its varied ramifications. He also enters the bank and acts as messenger, teller, discount clerk, book-keeper, cashier, and president, following every duty which he will be called upon to discharge in whole or in part, when he enters the great world of commerce. There are also departments of shorthand and typewriting, instruction by lectures and recitations on commercial law; a nautical department where students of all ages are thoroughly qualified for accomplished navigators; and practical talks by Mr. French, or some reliable instructor, on real business life. The graduates of this college are preferred by merchants, bankers, and business men on account of their superior fitness, and a course of study here has proved a short road to success in life by thousands who have tried it. Every feature of a business education is most carefully elaborated, and the large and increasing attendance each year shows the appreciation accorded the institution by a discriminating public. Mr. French is a Massachusetts man by birth and education, and has had a larger and more successful experience as a teacher of commercial branches than any other business educator in Boston, and is recognized as the best authority in this special department. A liberal education at Harvard University, and an extended business experience give him advantages not possessed by any other business college teacher in New England, while he has surrounded himself with able assistants, and pursues a method of instruction peculiarly his own, the wisdom of which is proven by the efficiency of the graduates of the college.



**THE HELIOTYPE PRINTING COMPANY**, No. 211 Tremont Street.—The manager of the heliotype printing process, by which such beautiful effects are now attained, is Mr. Donald Ramsay, treasurer and sole proprietor of the Heliotype Company of this city, whose works are at No. 211 Tremont Street. Mr. Ramsay is a native of Scotland, but has been a resident of Boston since 1868. Becoming manager of the company, he has directed it with such eminent success, that a trade has been developed extending to all parts of the United States and the British Provinces. Mr. Ramsay publishes a handsome catalogue, showing the various processes employed, a copy of which will be sent to any address on receipt of stamp, and in it is given a clear description of what a heliotype is. The heliotype process is the application of the well-known principles of photography to the art of printing and the practice of the printing press. Photography is purely a chemical (or actinic) process, as the name ("writing by light") implies. Printing, on the other hand, is purely mechanical. The heliotype process is both chemical and mechanical, combining the chemical principles of photography with the mechanical methods of printing. In short, the heliotype process may be described as photography in the printing press. The product of the heliotype process is called a heliotype. It is both a photograph and a print. It is a photograph mechanically produced, and it is at the same time a print having a chemical origin. The ordinary photograph is produced in evanescent materials, and will fade; the heliotype is printed with permanent ink, and can never fade. The heliotype, therefore, may be defined as a photo-mechanical print, possessing the exact features of a photograph, together with the permanent qualities of ordinary printing. The premises occupied for the purposes of this establishment comprise three spacious floors and gallery, at No. 211 Tremont and No. 138 Pearl Streets, equipped with splendid steam power machinery, and the finest facilities, and employment is found for from sixty to seventy-five artists, printers and assistants. Printing of all kinds is executed here; illustrations produced by photogravure, photo-gelatine, photo-color, photolithographic, and photo-engraving processes, and lithographic printing of every description is performed in the most finished style of the art. Estimates are furnished at shortest notice, and first-class work guaranteed in every instance.



**L. KNAPP & CO.**, Dentists' Materials, No. 161 Tremont Street.—The progress in dental science is one of the most gratifying features of this progressive age, while the brilliant results achieved are largely due to the efforts of such eminent houses as that of Messrs. E. L. Knapp & Co., dealers in dentists' materials, at No. 161 Tremont Street. This representative house was established in 1833, and has become headquarters for goods in this line to the leading dentists throughout New England. The spacious and attractive warerooms are filled with a complete stock of the thousand and one articles and specialties comprised under the head of dentists' materials. Here are the latest improved and most richly upholstered dental chairs, all tools and equipments for the manufacture of sets of teeth, and artificial teeth of the most perfect character; gold, silver and other materials, as well as such specialties as the "Crown Dental Cream" for the teeth, from Van Antwerp & Co., London, Eng. This firm are especially prominent in the trade as New England agents for Johnson & Lund's manufactures, in the line of dental instruments for extracting, filling, cleaning, etc., a full supply of which valuable products is constantly carried in stock. The trade of the house, which is exclusively wholesale, is large and influential in Boston, Providence, Lowell, Worcester, New Haven, Hartford, Springfield, Fall River, Manchester, Concord, Portland, Newport, Nashua, Salem, Lynn, Lawrence, Fitchburg, Burlington, Rutland, Bridgeport and other New England centers, and is annually increasing in volume and importance under enterprising and reliable management. The members of this firm are Messrs. Benjamin L. Knapp, John E. Moriarty and James T. Magrath, all experienced in this line of trade and well-known Bostonians. Mr. Knapp was with the house of Codman & Shurtleff for thirteen years; Mr. Moriarty was with the S. S. White Dental Manufacturing Company eighteen years, and Mr. Magrath was with them sixteen years. Progressive and enterprising, this firm are universally popular and respected, and their success is bound to endure and increase.



**THE ROSSMORE**, H. P. Morrissey, Proprietor, Corner of Broad Street and Atlantic Avenue.—One of the best conducted and most eligibly located houses in the city is "The Rossmore," located at the corner of Broad and High Streets and Atlantic Avenue. This was opened two years ago by the present proprietor, Mr. H. P. Morrissey, who formerly conducted a restaurant and café at Providence, R. I., and is popularly known to the public. Mr. Morrissey has met with excellent success in his management, securing a full share of the public patronage, and he has made hosts of friends among the traveling public. "The Rossmore" is admirably situated, being opposite the Boston, Revere Beach and Lynn depot, and the Bangor and Portland steamers, Rowe's wharf. The building has five spacious floors, and is fitted up throughout in tasteful, comfortable style, while all modern improvements have been introduced, including steam heat, electric call bells, gas, private dining-rooms for ladies and gentlemen, and baths, reading and writing-rooms, parlors, etc. There are fifty-two rooms, all well lighted and ventilated, and always kept in faultlessly clean condition. The hotel is conducted on the European plan, the rates being one dollar and upwards per day. Special attention is given to club and party diners, and every courteous attention is shown to guests by Mr. Morrissey and his competent assistants.



**D**R. N. KENISON & SONS, Chiropractors and Manicures, No. 58 Winter Street.—The discomforts and the amount of suffering caused by corns, bunions and kindred afflictions on poor humanity are proverbial. They are but too well-known, especially in these days, to need any extended disquisition. So closely and intimately is the foot connected with the heart and the nervous system, that the health of the whole body is largely contingent upon the sound condition thereof, the toes, though not so numerous, being more complex and more sensitive than the teeth. It is worthy of remark, too, in this connection, that notable progress has been made in the treatment of diseases of the feet, and to-day the particular branch of practice indicated occupies a distinct niche in the domain of the healing arts. The leading representatives of this special department of surgery in Boston are Dr. N. Kenison & Sons, the widely-known chiropractors and manicures, No. 58 Winter Street and No. 37 Tremont Street, and who have branches also in Philadelphia, Chicago and St. Louis. Their elegantly appointed parlors are in all respects the best equipped establishments of the kind in New England, and their patronage is most extensive, as well as of a highly influential character. Dr. Nehemiah Kenison (dately deceased) was Boston's oldest and foremost chiroprapist, being a man of exceptional skill in his line, and for fully half a century had been engaged in the practice of his profession. This business was established in 1840 by Dr. N. Kenison, who afterward taught and took into partnership Mr. P. Kenison, and after acquiring a large patronage they opened separate offices. About twenty years ago Dr. N. Kenison took into partnership his sons, George, Walter and Nehemiah S., and under the firm name that heads the present sketch the business has since been continued with uninterrupted prosperity, although the senior member was removed by death in March, 1891. The Messrs. Kenison, who are all expert surgeon chiropracists, of thorough experience in their profession, are courteous mannered gentlemen in the prime of life and natives of this city. They occupy one whole commodious floor at No. 58 Winter Street, which is of easy access by elevator, and have a number of separate operating-rooms for ladies and gentlemen, with well-appointed manicure department in connection, likewise. The parlors here are very tastefully furnished, and are provided with all the latest improved appliances and appurtenances, while half a dozen competent assistants are in attendance. Corns are extracted and bunions removed without pain, and ingrowing nails, etc., are attended to. In short, all diseases of the feet are treated with judgment and skill, also manicuring in all its branches, and hands and feet are treated at residence of patient by experts. The terms are: corns and bunions, 35 cents each; nails 50 cents to \$1.00 each; manicuring 75 cents; and the firm also sell some meritorious compounds in the line of ointments and plasters, which are sent by mail to any address on receipt of price.



**S**COHEN & CO., Fringes, Passementeries, Laces, Buttons and Small Wares, No. 9 Winter Street.—In a review of Boston's noteworthy business establishments more than passing mention should be made of the well-known and attractive emporium of S. Cohen & Co., No. 9 Winter Street. This is one of the oldest and leading houses of the kind in the city, and for forty-two years has been steadily growing in popular favor and patronage. The firm are importers and retailers of fringes, passementeries, laces, buttons and small wares, and their trade, which is of a most substantial and influential character, affords evidence of constant and material increase. An exceedingly fine assortment is here displayed, only strictly first-class goods being handled, and shoppers can rely upon finding courteous attention and honorable treatment as well as the most elegant and excellent productions in the line above indicated at all times in this well-ordered and reliable establishment. Every article offered for sale is warranted to be absolutely as represented, and the prices prevailing are maintained at the very lowest figures consistent with quality of goods, being, in fact, exceptionally low. This flourishing business was established in 1850 by S. Cohen (deceased), who conducted the same up to 1883, when owing to his death it passed into the control of his sons and successors, Messrs. George and Louis Cohen; and under the firm name that heads this sketch, it has since been continued with uninterrupted success, Mr. Gus. L. Levy being admitted into partnership in 1888. The store, which is eligibly located, is spacious, very tastefully fitted up and excellently arranged, and is equipped with arc and incandescent electric light, rapid cash-carrier system and most complete facilities for expediting business and adding to the convenience of patrons, while upwards of fifty of a staff are employed. The stock, which is at once extensive, varied, rich and elegant, embraces everything in the line above indicated, including a number of exquisite novelties in dress trimmings, embroideries, fringes, passementeries, laces and fancy small wares in great variety, and all mail orders receive prompt attention. The members of the firm, who are all gentlemen in the prime of life and Bostonians by birth, are men of energy and enterprise, as well as through business experience, and all the indications are that the popularity and prosperity of the house are bound to endure and increase under their efficient management.



**C**HARLES J. SCHUMACHER & SONS, Church Decorators, No. 27 Beach Street.—There is perhaps no firm in Boston more widely known or maintaining a higher reputation for artistic work than that of Charles J. Schumacher & Sons, church decorators, No. 27 Beach Street. They are among the foremost exponents of the particular branch of art in the country, and their patronage, which is of a substantial and influential character, extends throughout New England. The business was established in 1854, at Portland, Me., by Charles J. Schumacher, who, some years later moved to this city and died in 1890, when he was succeeded by his sons Carl R. and George F., who under the firm name that heads the present sketch, have since continued it with uninterrupted success. The Messrs. Schumacher, who are gentlemen in the prime of life, born in Maine, but raised here in Boston, are both men of practical skill and thorough experience, and are masters of their art in all its branches. They have a well-equipped shop and employ some forty-five expert workmen, exercising immediate personal supervision themselves over all work executed. The firm are prepared to give estimates on all classes of mural art decorating, frescoing, hardwood finish and interior house painting, making a leading specialty of church decorations, and give particular attention to original designs, having decorated more churches than any other firm in New England. All work performed by these gentlemen is certain to be done in the most superior style and most expeditious manner, perfect satisfaction being assured in every instance, while their prices are maintained at the lowest consistent figures, and all orders receive prompt response.



**W.** BENJAMIN, Commission Merchant in Foreign and Domestic Fruits, No. 26 Mercantile Street and No. 28 Richmond Street.—The great commission trade in fruits and produce has long been one of Boston's leading commercial features, its markets being equal to any in the world, and superior to many. An old established house in this field of mercantile enterprise is that of W. W. Benjamin. This has been in successful operation for the past fifteen years, having been founded in 1876 by the present proprietor. He is one of the most reputable known merchants, and as to his standing refers to the Faneuil Hall National Bank and the Fourth National Bank, and any Boston commission house. Mr. Benjamin employs from fifteen to twenty hands and makes a leading specialty of selling on commission foreign and domestic fruits of all kinds, including lemons, Florida oranges, Cape Cod cranberries, sweet potatoes, watermelons, apples, potatoes, onions, peaches, squashes, nuts and general produce. A particularly large quantity of potatoes is handled, the sales amounting to upward of 150,000 bushels a year. Consignments are received from all the principal points of production, the trade supplied is strictly at wholesale, and extends to all points in New England. Cash is advanced to consignors, and prompt sales with immediate returns assured in every instance. Mr. Benjamin is a native of this State, and has had mature experience in the business world. He is an active member of the Fruit and Produce Exchange, the Order of Odd Fellows, Royal Arcanum and Ancient Order of United Workmen, and his past career proves most conclusively that he possesses all those qualities necessary to achieve success.





**LELAND, TOWLE & CO.**, Bankers and Brokers, No. 59 Congress Street.—The banking and brokerage house of Messrs. Leland, Towle & Co., whose office is at No. 59 Congress Street, was established January 1, 1890, under the existing name; and steadily, since the very hour of its inception, its career shows one continued and unbroken record of good fortune, achieved upon a basis of honorable dealing. The members of the firm are Messrs. Arthur S. Leland, and George N. Towle, both young men popularly known in the community. Mr. Leland was engaged in the woolen manufacturing industry before engaging in his present vocation—Mr. Towle, who is a member of the Stock Exchange, has been on "the street" for eight years, and was for a long time with the banking house of Tower, Giddings & Co. The firm carry on an active business as bankers and brokers, on a strictly commission basis. They buy and sell bonds and stocks for cash—or on margin, in either New York or Boston. Special attention is given to the promotion of solid and substantial enterprises; also to the organization or reorganization of corporations on a business basis. All facilities are possessed for the prompt transaction of business, and all customers have their interests advanced in the most careful and intelligent manner.



**L. M. CRANE & CO.**, Manufacturers and Dealers in Oils, No. 91 Oliver Street.—The trade in oils has a prominent representative in Boston in the excellent establishment of L. M. Crane & Co., manufacturers and dealers in mineral, vegetable and animal oils, both lubricants and illuminants, whose office and salerooms are located at No. 91 Oliver Street, Fort Hill Square. This reputable and widely known concern was founded twenty-eight years ago by Messrs. Crane, Waite & Co. Ten years later L. M. Crane succeeded to the entire control, when he adopted the trade name of L. M. Crane & Co., which has since been continued. Mr. Crane is a native of Massachusetts, resides in Brookline, and is a prominent member of the Oil Trade Association of Boston. A year ago he admitted to partnership his sons, Messrs. L. O. and J. F. Crane, both native Bostonians, and young men of excellent business ability. The firm occupy three large floors, each 30 x 75 feet in size, in which are carried a heavy stock of the choicest products in oils, including a number of special brands of wool oils; they also make a specialty of fire cylinder, engine and dynamo oils, also sperm, lard and neatfoot oils. The trade extends all over New England, Canada, and the British Provinces. The liberal policy of Messrs. Crane & Co. is well known to all their patrons.



**WILLIAM A. SMITH**, Real Estate Broker, Room No. 6, No. 17 Milk Street.—Among those who have long been carrying on extensive operations as real estate agents and brokers is Mr. William A. Smith. This gentleman established business here twenty-six years ago, and through the sound knowledge of real estate values brought to bear by him in his transactions he has since developed a large, first-class patronage. Mr. Smith formerly had an office at No. 23 School Street, but has been at his present address since 1885. He employs two experienced assistants, and carries on a general business in buying, selling, leasing, and exchanging city, suburban and farm property, negotiates loans and mortgages, collects rents, secures tenants, effects fire insurance, and makes a leading specialty of the purchase of city property for trustees and large investors, and the management of estates, maintaining all properties placed in his charge at the highest point of productive efficiency. He at all times has a list of business and residential property for sale and to rent, and which offer an excellent opportunity for profitable investment. A native of New Hampshire, Mr. Smith has resided in Boston for over thirty years. He is a member of the Boston Real Estate Exchange and Auction Board, and in all the walks of life enjoys the fullest esteem of his fellow citizens.



**JOHN P. DALE & CO.**, Bookbinders, No. 17 Boylston Street.—A long established and well-known Boston bookbinding is that of John P. Dale & Co., No. 17 Boylston Street. It is one of the oldest and best equipped concerns of the kind in the city, and has a very large patronage. The facilities are of a superior character, and the work turned out is strictly first-class, while all orders are executed in the most expeditious manner. This flourishing business was established some forty years ago by Oris Clark, who was succeeded in 1873 by Jackson, Dale & Co., the present firm name being adopted a little later. The bindery occupies two 50 x 75 feet floors which are provided with ample steam power, twelve improved presses and general appurtenances, and twenty-five to forty expert hands are employed. Book and pamphlet binding of every description is done in the highest style of the art, at short notice, and perfect satisfaction is assured, fine work being a specialty, while the prices prevailing here are of the most reasonable character. Mr. Dale, who is the sole proprietor, is a gentleman of middle age, born in England, and has been in Boston since 1829. He is a thoroughly practical bookbinder, of long and varied experience, as well as a man of energy and entire reliability, and is master of his art in all its branches.



**JOHN A. SMARDON & CO.**, Commission Merchants and Manufacturers' Agents, No. 18 Summer Street.—As a channel of communication between manufacturers and dealers, the business of the commission merchant is one of great importance; enlisting the attention of men of the highest commercial ability. One of Boston's well-known houses in this line, is that of Messrs. John A. Smardon & Co., commission merchants and manufacturers' agents, No. 18 Summer Street. One of the specialties handled by them is ribbons, and they are agents for P. W. Turner & Co., of Turnersville, Conn., receiving nearly the entire product of their establishment. They also have the agency for a number of smaller concerns. Their warehouse, on the third floor, is 25 x 100 in dimensions, stocked with a large assortment of goods. The sales of the house are heavy, principally to the trade in this city. The present firm was established twelve years ago, but Mr. Smardon has had thirty-five years' experience in the business; all the time in this city, where he has resided for the past forty years.



**Q. WENDELL**, Manufacturers' Agent and Commission Merchant, No. 280 State Street.—Mr. A. Q. Wendell is agent for several well-known manufacturers of grocers' sundries, canned goods, preserves, Bass Ale and Guinness Dublin Stout, etc., and has a large trade in this class of goods, selling to jobbers only. He is also a commission merchant, and receives consignments of general merchandise from various quarters. His local business is large, and he also exports many goods to the British Provinces. He has been established at his present location for fifteen years, but his experience in this line of business dates back to 1867. He was for several years a salesman for the firm of Eaton, Wellington & Co., and his circle of business acquaintances is very large. He is a native of New Hampshire.



**JOHN A. WIECK**, Engineer and General Machinist, No. 358 Atlantic Avenue.—One of Boston's skillful artisans, who has won a distinguished local reputation for the excellence of his mechanical productions, is Mr. John A. Wieck, engineer and general machinist, No. 358 Atlantic Avenue. His workshop comprises the second floor, is supplied with steam power, and fitted up with machinery and tools of the latest improved description. Mr. Wieck gives particular attention to the building of special machinery to order; employing from four to six experienced mechanics and giving his personal superintendence to the execution of all contracts. Electric machine work is another branch of the business in which he excels, and general repairing and jobbing are attended to; first-class work being guaranteed in all instances. Mr. Wieck is a native of Germany, but has been in this country twenty years, and a resident of Boston for fifteen years. His present business was established two years ago.



**I**R. MORRELL & CO., Commission Merchants and Wholesale Dealers in Foreign and Domestic Fruits and Produce, Etc., No. 92 Commercial Street.—Though but a comparatively short time established, I. R. Morrell & Co., commission merchants and wholesale dealers in foreign and domestic fruits and country produce, No. 92 Commercial Street, have built up a flourishing business. They handle goods of all kind on commission, and their trade, which extends throughout the New England States and the British Provinces affords evidence of steady and substantial increase. The firm receives from various points in the East and West, having excellent facilities for placing consignments to advantage, while prompt returns are made on the same in every instance. The house, which offers as references the Commercial National Bank and O. Douglass & Co., is a thoroughly responsible one, conducted on strict business principles, and relations once formed therewith are reasonably certain of leading to an enduring business connection. The firm is composed of Messrs. I. R. Morrell and Will P. Babb, who are both gentlemen in the prime of life and natives of Maine. They are young men of energy and enterprise, fully conversant with the trade, and are, in short, well endowed with the qualities that bespeak success in the commercial world. They occupy a commodious basement, employing an efficient staff of help, and keep on hand always a large, first-class stock, including butter, cheese, eggs, beans,ulse, apples, oranges, lemons, bananas and everything in the line indicated in season, while all orders are filled in the most prompt and trustworthy manner, at lowest market prices. Mr. Morrell is a member of the Fruit and Produce Exchange and of the I. O. of R. M.



**E**LIOT NATIONAL BANK, No. 95 Milk Street.—One of the oldest and most flourishing of Boston's fiscal corporations is the Eliot National Bank, which has been in existence for the better part of half a century; its financial history, during such period, being one long story of enduring prosperity, achieved as the reward of able and skillful management and of the constant maintenance of the most rigid principles, having for their vital element, honor and integrity. The bank was organized in 1833, under the laws of the State of Massachusetts, its original capital being fixed at \$300,000. This sum was subsequently increased to \$600,000 and, in the year 1864, on the occasion of the organization of the institution upon the basis of a national bank, the capital was raised to \$1,000,000; and, in 1884, the charter was extended giving important additional powers to the institution. The character of the business undertaken by the bank is of a general order; the institution being conducted upon a basis of conservatism, appropriately tempered with progressiveness to suit the exigencies of an enterprising and commercial country. The following is a condensed statement of the condition of the bank at the close of business February 15th, 1892. Resources:—Loans and discounts, \$2,376,531.57; U. S. 4 per cent. bonds at par, \$50,000; other bonds \$36,000; due from national banks, New York reserve accounts, \$419,171.43; due from other banks, \$85,238.40; cash \$161,461.36. Total resources, \$3,123,322.76. Liabilities:—Capital stock, \$1,000,000.00; surplus and profits, \$591,616.30; circulation, \$45,000.00; dividends unpaid, \$375.00; deposits, \$1,491,401.46. Total liabilities, \$3,123,322.76. The business premises of the bank are elegantly appointed and suitably located and have been in the occupation of the institution for a period of nine years. The bank has its correspondents in all the principal cities of the Union, that in Chicago being the Commercial National Bank, while its metropolitan representative is the Fourth National Bank. The president is Mr. Wm. H. Goodwin, one of the ablest and most esteemed of our local financiers. This gentleman was, prior to his actual connection with the bank, engaged in the business of an East Indian import merchant. The cashier, Mr. Francis Harrington, has been thirty-five years in the bank, thirteen of which have been occupied in his present capacity. The roll of directors comprises the following names:—William. H. Goodwin, George O. Carpenter, Thomas E. Proctor, Eugene H. Sampson, Joseph H. White, Constantine F. Hutchins, Francis W. Bredel, all Boston gentlemen of the highest repute.



**J**W. SANBORN & CO., Opticians, No. 3 Winter Street.—Of all the faculties with which humanity is endowed, there is none of such surpassing importance as the sense of sight. And thus it is that such peculiar interest attaches to the march of progress in the domain of optics, in which truly wonderful advance has been made of late years, what with invention, improvements and discovery, the degree of perfection to which the appliances for increasing the power of vision and aiding impaired sight have been brought is a distinct triumph of science and skill. Among Boston's leading firms engaged in the sphere of usefulness indicated there are none more worthy of special mention in this review than that of J. W. Sanborn & Co., whose well-known establishment is located at No. 3 Winter Street, with wholesale department at No. 403 Washington Street and shop at No. 11 Winter Street, and who have a branch also at No. 390 Main Street, Worcester. They are manufacturing opticians, and wholesale and retail dealers in optical goods, and their trade, which is very large, extends throughout New England. The house is a thoroughly representative and reliable one, and every article sold here is fully warranted, while all work executed to order is guaranteed to render satisfaction, particular attention being given to repairing and adjusting. Oculists' prescriptions are carefully and accurately prepared, too, and artificial eyes fitted in the most skillful manner. The sight is tested, likewise, in accordance with the most approved scientific principles and glasses made to suit the same, while the prices charged here are exceptionally low, everything considered. The quarters occupied as office at No. 3 Winter Street are compact, ample and well appointed, and the laboratory and factory are perfectly equipped, some twenty-five expert workmen being employed, in addition to several salesmen. A very large and first-class stock is constantly kept on hand, including spectacles in great variety, eye-glasses, monoculars, lenses, microscopes, telescopes, spy-glasses, field, marine and other glasses, barometers, thermometers, hydrometers, etc., also philosophical, mathematical and scientific instruments, in short everything in this line, and all orders are filled in the most prompt and trustworthy manner, special inducements being offered to the trade. This business was established in 1884 by Sanborn & Donovan, who were succeeded one year later by J. W. Sanborn, who under the firm name that heads the present sketch has since conducted the same alone with uninterrupted success. Mr. Sanborn, who is a gentleman in the prime of life, born in this city, is a thoroughly practical optician of ten years' experience, master of the art in all its branches, and learned his profession with Jno. H. Ailman. He is a man of energy and enterprise, besides, and is well and favorably known in business circles and in social life. Mr. Sanborn is vice-commodore of the Quincy Yacht Club.



**I**RVING A. HOWE, Manufacturer of The "Hub Shirt," the "Hub Wraps" and "Hub Drawers," Salesroom, No. 383 Washington Street.—There is no more important question relating to male attire, than that which deals with the dress shirt and the underwear, and it is no easy matter to secure perfect fitting garments in this line. By patronizing the establishment of Mr. Irving A. Howe, of this city, the difficulty may be obviated, as he has for the past three decades demonstrated his ability to meet the wants of the most exacting in his particular field of industry. Mr. Howe is a native of Rutland, Mass., and has been established in Boston for over thirty-three years. To him mankind is entitled to the open-back dress shirt, which he originated thirty-three years since, his special make being known as the "Hub Shirt." This shirt has a loose body, perfect fitting neck and collar and is all hand-sewed. Mr. Howe is also the inventor of "Hub Wraps" and "Hub Drawers," which he patented August 8, 1871. These are manufactured of web flannels, and linens, and are perfect in fit and comfort. Mr. Howe also makes Tourists and Lawn Tennis Shirts, of material made to his special order in new designs. Employment is found for some fifty expert hands, and an active trade is supplied, Mr. Howe having permanent patrons in all parts of New England and the Western States. Particular attention is given to making fine silk underwear to order. The custom of the house is derived from the best classes of people, and the reputation it sustains has been well earned and is thoroughly deserved.



**E. WHITNEY**, Machinist, Manufacturer of Ice-Cream Freezers and Water Motors, Also, General Machine Work, No. 65 Sudbury Street.—New England has always, since the foundation of the country, carried the palm in every feature of inventive genius and manufacturing enterprise, as well as in developing the results thereof, and to this section the entire world is now largely indebted for labor-saving devices of practical utility. One of the many illustrations of this fact afforded in this city is shown in the career of Mr. F. E. Whitney, the well-known machinist, at No. 65 Sudbury Street. This gentleman is especially prominent as a manufacturer of water-motors, also of the Boston ice-cream freezer, as well as of fine machinery and tools. He established his business here in 1876, and has long enjoyed a reputation and a patronage thoroughly national in extent and eminently creditable in character. The Boston Motor for blowing church organs is one of the leading specialties of this house, and thousands have been attached to organs all over the country, and are satisfactorily working to-day. It is undoubtedly the most durable of any on the market, all internal parts being made of brass or composition. The cylinder as well as the valve chamber is cast iron, provided with flanges which make a substantial and durable joint where the heads are attached. Each cylinder and valve chamber is bored out and lined with brass one-eighth of an inch thick; the piston rod is steel covered with brass. The valve and valve-spindle are also brass. Improvements have been carefully made, until to-day it can be confidently asserted that this machine now stands at the head. It is in use in churches all over the country, among them being the Church of the Holy Trinity, Second Church, St. John's Evangelist Church, Warren Avenue Baptist Church, King's Chapel, St. Mary's Catholic Church, and People's Church, Boston; Central Square Congregational Church, and Church of Our Lady of the Assumption, East Boston; Gate of Heaven Church, South Boston; Church of our Saviour, Brookline; Shepard Memorial Church, and St. John's Episcopal Church, Cambridge; Cary Avenue Baptist Church and St. Luke's Episcopal, Chelsea; St. John's Church, Charlestown; Unitarian Church, Jamaica Plain; as well as churches in Chicago, Ill., Philadelphia, Pa., Brooklyn, N. Y., Baltimore, Md., Cincinnati, O., Providence, R. I., Washington, D. C., Omaha, Neb., Oakland, Cal., and other points throughout the country. The Boston Freezer has been on the market for the past fifteen years, and its merits are endorsed by the hundreds who have used it. Various improvements have been made from time to time since its first introduction, so that to-day it can be confidently recommended as a first-class machine. The combination with the Boston water-motor has been made to supply a demand from those who already had a freezer and desired some kind of motive power that was at once convenient, inexpensive and positive. The motor is made stout and heavy to insure strength and durability, weighing alone about eight hundred pounds. Machines that have been in use over five years are running to-day, and have not had one cent expended upon them for repairs. Orders by telephone No. 2946, by telegraph or mail, receive immediate and careful attention, and the house is prepared to do everything in the line of light machinery work and general jobbing. Mr. Whitney is a native of Cambridge, Mass., an expert, practical machinist and an enterprising, young business man, worthy of every confidence.



**JAS. C. HARVEY & CO.**, Piano-Forte Warerooms, Chickering Hall, No. 152 Tremont Street.—This firm are deservedly prominent as retail representatives of Chickering & Sons, Blasius & Sons, E. G. Harrington and the Arion Pianos, holding the agency for the sale of the pianos above named in Boston and vicinity and the State of Maine. The business was originally established in 1859 by Mr. C. C. Harvey, and in 1883 the present firm was organized by the admission of Mr. Winthrop Harvey, a son of the founder, to partnership. In 1888 the firm purchased Chickering & Sons' retail store, including Chickering Hall, and now carry one of the largest and most valuable lines of pianos in the city. The members of the firm are recognized as expert authority not only on musical instruments of all kinds, but on all questions of a musical character. They handle only the choicest and most reliable instruments, and offer them for cash or on easy payments at very low prices. They are now selling some 600 pianos per year and also have over 400 rented to parties in this city and vicinity, while they carry a stock of 150 pianos at all times to meet the current demand. They also repair and tune pianos, and give employment to forty-five skilled hands in the different departments of their business. The store is one of the finest and most attractive on this popular promenade. It comprises two floors and a basement, 50 x 125 feet each, elegantly appointed, lighted by electric lights, and perfect in convenience of arrangement. Chickering Hall seats 475 and is largely used for musicales and recitals. Mr. C. C. Harvey has been thirty years in the music business, and is indeed a public benefactor in increasing the love of the people for music, and Mr. Winthrop Harvey is a young man of marked musical ability.



**ADAMS & ILSLEY**, Manufacturers of Fine Harness, Saddlery and Horse Clothing, No. 150 Tremont Street.—Messrs. Adams & Ilsley are manufacturers of fine harness, saddlery and horse clothing, solid sole leather trunks, valises and bags. This house was founded in 1835, by Messrs J. B. Baker & Co., and in 1878 the present firm succeeded to the control. The business premises comprise six floors, 25 x 100 feet each, and every modern facility is at hand for conducting all operations under the most favorable auspices and upon the largest scale. This is justly regarded as the leading first-class house in its line in New England. The firm manufacture their own goods, and in their specialties of light carriage, road and trotting harness they have attained a great reputation among sporting men and owners of fast trotters in this city and vicinity, as well as with the trade throughout all parts of the country. Difficult repairing is another branch that is given particular attention, and a force of some twenty-five skilled hands contribute to the satisfactory operations of the house. The warerooms contain a large and fine assortment of single and double harness, saddles, bridles, halters, surcingles, reins, whips, robes, blankets, fly-nets, brushes, combs and all kinds of horse furnishings and stable equipments; also trunks, valises and bags of the best sole leather. The trade of the house is especially large and influential in New England. The co-partners, Messrs. Frank Adams and Daniel P. Ilsley, are both experts in their business, and have an intimate knowledge of the requirements of the trade. Mr. Adams is a native of Newburyport, Mass., in the prime of life, and has been with the house for twenty years. Mr. Ilsley was born in Maine, and came to Boston forty years ago; entered the army and served three years during the war, after which he learned his trade of Jno. B. Baker & Co., and was with them many years.



**CHOATE DRUG & CHEMICAL CO.**, Under Revere House, Bowdoin Square.—One of the most prominent, and among the oldest drugstores in the city is that of the Choate Drug & Chemical Co., under the Revere House, Bowdoin Square. This concern was established in 1849 by Henry A. Choate, at the location now occupied. Nine years ago Mr. J. E. Duncan, who had been connected with the house for twenty-three years previously, succeeded to the entire control of the business. The store, which has a floor space of 25 x 75, is most elegantly fitted up with plate glass show windows, tiled flooring, stuccoed and decorated ceiling, mahogany fixtures, a splendid soda fountain, electric lights, etc. The laboratory in the rear is complete in its scientific appointments. The basement—half the size of the store—is used for manufacturing purposes. The stock of goods is immense in every department, and special care is taken to ensure the genuineness and purity of all drugs and chemicals dealt in. In the laboratory are put up all the medicines, tinctures, extracts, toilet articles, etc., usually prepared by any first-class manufacturing chemist. Among the specialties are the "Odonto Paste" and Dr. Hymdon's "Black Bottle," both of which are staple articles in the market. The establishment requires the services of five persons, and the trade, both wholesale and retail, is large in all parts of the city and suburbs. Mr. Duncan was born in this State, and has always followed his present line of business.



**CONSTITUTION WHARF COMPANY**, Office No. 400 Commercial Street.—An establishment that fills an exceedingly useful niche in the business life of this great center of commercial activity is the storage warehouse of the Constitution Wharf Company, at No. 400 Commercial Street. It is, in fact, a virtually indispensable feature in the vast and complex business system that prevails in such large cities. This company was incorporated some forty years ago, under the laws of the State of Massachusetts, and is officered and managed as follows, viz.: H. W. Suter, president; Robert C. Hooper, treasurer; C. S. Dennis, wharfinger; George S. Lovejoy, assistant wharfinger. The business premises comprise a six-story brick building, 93 x 175 feet in size and containing a million feet of storage room, which was built in 1858 and is the finest storage warehouse in the United States; also a large shed, 230 x 450 feet, where vessels can discharge their freight on either side. Here are the best facilities for discharging vessels and the finest storage accommodations in Boston. Their wharf has the deepest water of any in the city, where the largest vessels can unload and on which they have lately spent \$175,000 for improvements. The company intend to build another warehouse similar to this one, if their venture proves a success, as it undoubtedly will, for it has the best location in the city and is connected with all the railroads by the Union Freight lines. If some of the European steamship lines now running to New York, could be induced to come to Boston, not only would their trip be quicker, but with all the conveniences of Constitution wharf, their stay in port could be materially shortened. There is a water frontage of 400 feet, with two million feet of storage room in all, and merchandise of every description is received on storage. Under capable and judicious management, the business has been conducted with eminent success throughout all these years, and is liberally patronized by our largest merchants. Communications by telephone, telegraph or mail receive immediate attention and the interests committed to the care of this company are closely guarded and intelligently promoted. The president, Mr. Suter, is a well-known citizen, formerly engaged extensively in the railroad business. The treasurer, Mr. Hooper, of Boston, has been treasurer of this company now over ten years and is prominent in financial and commercial life as an honorable and enterprising gentleman, whose sound judgment and judicious management has aided in the great success achieved by this eminent concern. No better man could be found anywhere to manage the property than C. S. Dennis, who is in charge. He is well and favorably known in this business in Boston and will make it a success if any one can. He is a native of Maine and is thoroughly familiar with loading and unloading ships, having formerly sailed as master of one, and there is nothing in the storage business which he does not know. He was with the Boston Wharf Company for five years, and is an authority upon all the details of the storage and wharfage of bonded and free goods. It is hoped that the Historical Society will place a suitable tablet on the front of the new warehouse, in order to commemorate the spot where the old frigate Constitution was launched.



**J. HALLISSY**, Blank Book Binder, also, Pamphlet and General Jobbing, No. 97 Oliver Street.—A leading exponent of the binders' art in Boston is Mr. D. J. Hallissy, whose establishment is located at No. 97 Oliver Street. Mr. Hallissy started in business five years ago on this street, but two years later his trade had so increased that it became necessary for him to seek more commodious quarters, and he removed to No. 111 Milk Street. The business still increasing, the present eligible location was taken to keep up with the rapidly growing proportions of the business. From the first his establishment has been justly celebrated for the uniform excellence and artistic finish of its productions. The skill, energy and tact brought to bear in the management of the business give every guarantee that this reputation will be maintained with credit to its proprietor, and satisfaction to his host of patrons. The steady growth of the business has been thoroughly gratifying. All the latest improved machinery and appliances are utilized, and constant employment is furnished to a large corps of experienced and expert hands. While making a specialty of manufacturing blank books, Mr. Hallissy does pamphlet binding and general jobbing, all work being promptly executed and at the lowest prices consistent with honest workmanship. Mr. Hallissy gives to every department of the business his strict personal attention, and, being familiar with every detail and requirement of the trade, he is prepared to give assurance to all his patrons that no work shall leave his house which is not wrought in the highest style of the art. The trade throughout the city speaks in the highest terms of the work executed here. Mr. Hallissy was born in England, but has resided here since his youth, and is well-known and highly esteemed in business and trade circles.



**W. LOWELL & SON**, Commission Merchants and Wholesale Dealers in Fruits and Produce, Nos. 4, 41 and 5 South Side and Front of New Faneuil Hall Market.—A prominent house in the great fruit and produce trade of Boston is that of D. W. Lowell & Son, whose business quarters are at Nos. 4, 41 and 5 South Side and Front of the new Faneuil Hall Market. The business of this popular concern was founded in 1866 by D. W. and J. Q. Lowell under the firm name of Lowell Bros. In April, 1891, Mr. J. Q. Lowell retired, and the firm of Lowell, Rhodes & Co., was organized, the co-partners being D. W. Lowell, his son C. W. Lowell, and L. H. Rhodes. In May the latter retired, and the firm has since been D. W. Lowell & Son. These gentlemen are natives of Charlestown, Mass., active members of the Chamber of Commerce and Fruit and Produce Exchange, and they are thoroughly familiar with all the details and requirements of the trade in which they are embarked. The firm receive consignments from all the principal points of production in the United States, and handle a general line of fruits and produce as commission merchants and wholesale dealers. The trade supplied by them includes a wide-spread territory, shipments being made to all parts of New England, New York and Philadelphia. They employ eleven assistants, possess every facility for the storage and handling of goods, and all orders are filled at current market quotations. Liberal advances are made on consignments, for which a ready market is always found, and prompt returns are made in all cases.



**A. CUSHMAN COMPANY**, Manufacturers of Boots and Shoes, Auburn, Me., Boston Office, No. 128 Summer Street.—This company are extensive manufacturers of men's boots and shoes, machine sewed, both fine and medium grades, and are recognized as among the largest and leading producers in this line in the country. The business was founded some thirty years ago, by Ara Cushman & Co., and in 1888 the present company was incorporated under the laws of the State of Maine, with a capital of \$400,000, and with Ara Cushman, president; S. F. Merrill, treasurer. The company gives employment to from one thousand to one thousand two hundred hands the year around, and their output aggregates to a very large amount per day. The men's fine shoes made by this company are unexcelled for beauty of design, superiority of finish and artistic workmanship, and are recognized every where as combining all the elements of durability with easy fit and attractive appearance. They are deservedly popular with the leading jobbers throughout the United States. The Boston house carries a full line of samples at all times and is prepared to execute the largest orders in the promptest and most reliable manner, while terms and prices are made invariably satisfactory to the trade. The management of this company has won for it an influential position in the shoe trade by the exercise of intelligent enterprise, reliable methods and strict commercial honor, and the company's enormous business is one of legitimate growth, growing up in response to the direct demands of the trade of a continent. Mr. J. C. Hollis, the manager in Boston, has been connected with the trade for a quarter of a century, a manager here for twelve years, and a gentleman of vast practical experience, wide acquaintance and eminent popularity in the trade.



**THE AUTOMATIC FIRE ALARM AND EXTINGUISHER CO., [Limited] No. 111 Milk Street.**—Fire insurance with all its benefits and advantages never compensates for the interruption of business, nor can it relieve one from the vexatious delay and detail of adjustment and settlement; books and papers cannot be replaced by money, and the loss of old and valued customers, who are obliged to supply their wants elsewhere, is still more annoying. Every one who is doing well dreads a fire, and therefore an appliance that reduces the possibilities of such calamity to the minimum, and calls the fire department to the spot while the fire can be easily controlled is invaluable. Such an appliance and protection is furnished by the Automatic Fire

Alarm and Extinguisher Co., [Limited], in the Watkins system, whereby the fire and protective departments are notified of a fire in its incipency. This company was incorporated in 1874, under the laws of the State of New York, having its principal headquarters in New York city, and in 1877 established an office in Boston, now operated at No. 111 Milk Street, under the management of Mr. A. H. Kendall, agent; Charles Burgher, superintendent. The insurance interests of the country have given this system their unqualified approval during the past seventeen years, and the record of hundreds of fires detected and extinguished without serious loss, and with no instance of failure, has justified the wisdom of their action. The instruments are placed on the ceiling of every room and closet in the building, they are adapted to all temperatures, and almost instantaneous in their action, and are equivalent to so many constant, vigilant, sleepless watchmen, standing within a few feet of each other day and night. In case of fire the alarm is at once given to the proper parties. It tells the exact location of fire to the fire companies before they leave their stations; it saves the drenching of a building by water, as well as the breaking up of a business, the loss of contracts and customers, the expense of a watchman, and the many losses that insurance never covers. This system has saved many buildings and many millions of dollars, and is endorsed by the New York, Boston and Philadelphia Boards of Underwriters, and the New England Insurance Exchange. Testimonials to its efficiency in extinguishing incipient fires are received from J. H. Bufford's Sons, Joseph A. Jackson, Bradford & Anthony, Creesy & Noyes, Hallett & Davis Piano Co., Cyrus T. Clark, Elliot B. Mayo, Chas. H. Gilman & Co., Robert Bishop, Horace Partridge & Co., Wadsworth, Howland & Co., Estes & Lauriat, L. M. Hane, Wheeler, Blodgett & Co., and others in Boston; while among other subscribers to this system may be named C. F. Hovey & Co., Emerson Piano Co., the Adams House, the Crawford House, Houghton & Dutton, Oliver Ditson Co., Coleman, Mead & Co., Cobb, Bates & Yerxa, John H. Pray, Sons & Co., Shepard, Norwell & Co., R. H. White & Co., R. N. Stearns & Co., Leopold Morse & Co., D. Lohrop Co., Parker, Holmes & Co., Joel Goldthwait & Co., Brown, Durrell & Co., A. Mudge & Son, Boston & Maine R. R. Co., Fitchburg R. R. Co., Standard Clothing Co., Hotel Oxford, Smith American Piano & Organ Co., and many others. The business is ably managed by Mr. A. H. Kendall, Agent, and Mr. Chas. Burgher, superintendent, who are men of special ability in the automatic fire alarm business and eminently qualified, by long, practical experience, to promote the interest of the company, as also to furnish its patrons with the most efficient automatic fire alarm service.



**THE STANDARD, A Weekly Insurance Newspaper, Published Every Saturday by The Standard Publishing Company, No. 146 Franklin Street.**—The insurance interests of the United States are of enormous import; in fact, insurance is the backbone of the financial and commercial prosperity of the country. Therefore it is just and fitting that these great interests should be represented by a publication worthy of the name. "The Standard," a weekly insurance newspaper, published in Boston, is a journal of this character. This paper was originally established in 1855, under the name of the "Chronicle," afterwards changed to the "Index" and continued under that title up to 1883, when the Standard Publishing Company was organized and

incorporated under the State laws of Massachusetts, the present officers being C. M. Ransom, president; E. A. Ransom, treasurer, and R. W. Ransom, late of the Chicago "Tribune," general manager. "The Standard" is published every Saturday, and is a 24-page publication filled with able editorials and insurance news from all parts of the country. The subscription price is \$3.00 per year and ten cents a single copy. It is an admirable medium for advertising purposes, and is liberally patronized by those who best know how to forward their own interests. All communications sent to The Standard, 146 Franklin Street, Boston, Mass. will receive immediate attention, and those insurance agents or brokers who are not already subscribers to the Standard should lose no time in placing their name upon the subscription list. In addition to its excellent weekly insurance newspaper The Standard Publishing Co. also issues yearly its model fire insurance charts, known as "The Standard" Fire Tables, showing the financial condition and business of the leading American and foreign fire and casualty insurance companies. It also publishes annually "The Standard" Insurance Directory, a work of great value to insurance companies; agents, and others, giving as it does a list of all companies doing business in Massachusetts, their financial condition and the names of their officers and agents, the names and location of all agents and brokers in Boston and in Massachusetts and the principal cities of New England, and a mass of statistical information in regard to the companies and their business arranged in a form most convenient for ready reference.



**H. B. TOPPAN, Importer of Select Artistic Novelties From all parts of the World, No. 144 Tremont Street.**—This house is the recognized leader in its special line of trade in Boston, and has been in successful operation since 1858. The salerooms are among the most attractive features of this fashionable promenade, being spacious in size, handsomely fitted up, and elegant in all their appointments, while the artistic arrangement of goods and charming distribution of stock bespeak the systematic methods and exquisite taste of the management. The beautiful articles here displayed constitute one of the most striking evidences of man's wonderful power in the realms of art. Fine goods are dealt in exclusively, and the proprietor

has his sources of supply in London, Paris, Vienna, Berlin and other European capitals. The goods carried embrace china, crockery, decorated lamps, leather novelties, silver and plated wares, shell and ivory goods, bric-a-brac and art novelties from all parts of the world. Here will always be found certain articles for household decoration and ornament that are especially rare and not to be found elsewhere in the city. They must be seen to be appreciated. Mr. Toppan goes to Europe every year in search of something new, and his plaques, vases and objets d'art are from the most famous masters. The stock embraces artistic pottery, porcelain and glassware brought from every prominent factory on the face of the globe, while among the richly decorated goods are toilet sets, fine cut glassware and lamps, vases and ornamental pieces in Bohemian and Austrian glass, Parian and majolica, and fancy wares of every description. The counters of this house are thronged daily with seekers after the rich and rare, and they need never go away disappointed. Mr. Toppan is a native of Newburyport, Mass., and a merchant of decided genius, thorough business tact, and excellent taste and judgment.



**BALCH BROTHERS, Subscription Book Publishers and Sellers, No. 36 Bromfield Street.**—One of the best known establishments of the kind is that of the Messrs. Balch Brothers, subscription book publishers and sellers, who occupy as headquarters commodious quarters at No. 36 Bromfield Street. The firm began business in Boston five years ago as general handlers of subscription publications, and for the past four years have been New England agents for the Century Company of New York. The specialties handled are the Century Dictionary, the Century War Book, the Century Life of Lincoln, the Peoples' Cyclopaedia, John Clark Ridpath's Histories, while a large number of other standard works are also handled. The firm employ a

large force of sub-agents in all parts of the New England States, and are prepared to fill promptly all orders sent to them directly or through their men. The members of the firm, Messrs. G. B. and E. P. Balch, are natives of Massachusetts, popularly known in the community as progressive business men, and they sustain an excellent reputation everywhere. All persons desirous of obtaining copies of the works above enumerated, and to choose from a large list of other publications, have but to send a postal to the Messrs. Balch, and they will be waited upon without delay.



**D**R. EMERSON & CO., Dress and Cloak Trimmings, Laces, Ribbons, Toilet and Fancy Goods, Etc., Nos. 33 and 35 Temple Place.—This is one of the very oldest as well as the leading and best appointed store of the kind in the city, and dates its inception back an odd half a century. Here can always be found an exceedingly fine assortment of everything in the line above indicated at notably low figures, goods being marked down to rock-bottom prices, and shoppers are assured of courteous attention as well as excellent value. Every article offered for sale by this reliable firm is warranted to be exactly as represented, and the patronage, which is a once large and influential, grows steadily apace with years. The store, which is 50 x 110 feet in dimensions (with spacious basement used for storage purposes) is elegantly fitted up, and tastefully arranged, and is equipped with cash carrier service, electric light, etc., while one hundred and twenty-five polite assistants attend to the wants of purchasers. The stock, which is extensive, varied and complete, is very attractively displayed, and embraces rich and beautiful dress and cloak trimmings in great variety; exquisite laces, ribbons and ruching, handkerchiefs, collars and cuffs, novelties in ladies' furnishings, toilet articles, small wares and fancy goods. This flourishing business was established in 1842 by the present senior member of the firm, who conducted the same alone up to about two years since, when he admitted into partnership his son, C. W. Emerson. The place of business was originally on Franklin Street and later on Washington Street, being subsequently on Winter Street, whence it was removed to the present location some ten years ago. Mr. Emerson the elder, is a gentleman somewhat past the meridian of life, active and energetic, and was born in New Hampshire. He is a man of the highest personal integrity, well and favorably known in commercial circles, and is a member of the Boston Merchants Association, a director of the Continental National Bank and a trustee of the Franklin Savings Bank.



**L**EDWARD JENKINS, Dealer in Engineers', Steamship, Yacht and Mill Supplies, William F. Low Oils, No. 24 India Square.—There are a number of dealers in engineers', steamship, yacht and mill supplies in this city, while Mr. L. Edward Jenkins, of No. 24 India Square, stands advisedly at the head of the list, both as regards experience, facilities, connections and extent of business. He is an expert engineer and mechanic by trade, and in 1870 established himself as a dealer in the above classes of supplies. In 1836 he became a salesman with the firm of A. W. Chesterton & Co., in the same line, and in December, 1890, became sole proprietor of his present establishment. He has fitted out most of the new vessels built in Boston during recent years, and is prepared to furnish steamship and yacht supplies of all kinds at the shortest notice, and of a quality and at prices which cannot be duplicated elsewhere. He carries a splendid stock on India Square, and also has a four-story warehouse on Long Wharf. He has won a prestige and popularity in his business which places him at the head of the trade, while honorable dealing, push and enterprise may be said to be the means that have effected this gratifying result. Orders by telephone, No. 903, by telegraph or mail, receive Mr. Jenkins' prompt personal attention, while he can be called at any hour, day or night, out of business hours, at No. 148 Lexington Street, East Boston, or by telephone, Nos. 23-4, East Boston. Mr. Jenkins is a native of Portsmouth, N. H., in the active prime of life, an accomplished engineer and a reliable, successful and popular business man.



**G**EORGE LANZENDOERFER & CO., Chemists, No. 960 Dover Street.—The medical community are, after crucial test and thorough experiment, unanimous in their acknowledgment of the great value of malt extracts in cases of impaired digestion, slow convalescence, mal-assimilation, sleeplessness and general debility. Of the various forms of malt extract upon the market at the present time there is none more valuable or more efficacious in its action than the "Noris Extract of Malt," manufactured by Messrs. George Lanzendoerfer & Co., of No. 280 Dover Street. The business was established during the year 1890, at the present address, by Mr. George Lanzendoerfer, the existing owner. The "Noris" extract is named after the town of Nuremberg, the German home of the proprietor of the business, the word "Noris" being the Latin equivalent for the name of the city. The extract has received the enthusiastic and unqualified approval of the medical community, and it is used exclusively in a number of public institutions, among which is the New England Hospital for Women and Children. An inspection of the facts deduced upon analysis of the extract serves to emphatically prove the valuable combination of the commodity. The following is the result of the analysis: 32.2 phosphoric acid, 8.1 sulphates; carbonic acid in combined form, 0.29; active diastase, 0.35. The connection of the firm extends throughout the entire section of New England and is highly valuable and constantly increasing; the members of the same being principally druggists. The premises occupied by the firm comprise an area of 40 x 50 feet and a staff of six employees is constantly maintained. Mr. Lanzendoerfer is a young man and an expert chemist, his residence in Boston covering a period of ten years.



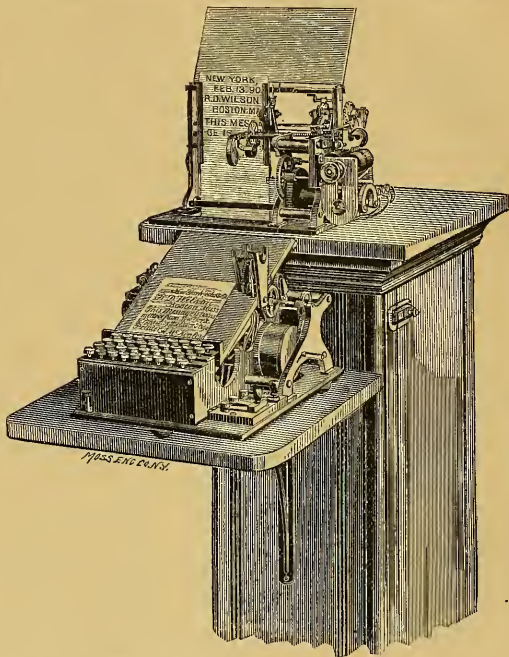
**A**& E. BURTON & CO., Manufacturers and Importers of Brushes and Feather Dusters, No. 21 Exchange Street.—This old and honored house was founded in 1844 by Messrs. Harvey Burton & Co., and, after some changes, the present style was adopted in 1876. Mr. A. Burton, who had been a member of the original firm, died July 27, 1889, after a long and honorable business career, and his son, Mr. Anson Burton, was then admitted to the firm, as partner with Mr. Ezra Burton, who has been in the firm since the fifties, and Mr. F. H. Carter, who came into the firm in 1872. Their factory is located at Cambridgeport, and contains three floors, 60 x 125 feet each, where employment is given to seventy-five skilled hands. The range of manufacture includes a full line of every description of brush, from the fine camel's hair variety to a horse brush; also feather dusters of every size, shape and color. The firm is recognized as authority upon the various kinds of bristles, and imports and uses only the best of every grade. Fine coach and marking brushes, stencil brushes, etc., are made in the most superior manner, the bristles being fastened in such a way as to make it impossible for them to become loose or push through. The department devoted to artists' brushes is also complete as to every style and grade, including all the requisites for sign painters and decorators, and the best camel's hair, ox hair and sable brushes. Here is also headquarters for silver-plate or jewelers' brushes, and all grades and styles of brushes for shaving, and for the teeth, nails and flesh; besides clothes and hat brushes, heavy brushes for kalsominers, scrubbing brushes, and all kinds for heavy use. The spacious warehouses of the firm are stocked to repletion with a complete line of all brushes made by them, besides a fine assortment of imported goods from the most celebrated manufacturers of Europe. The goods bearing the trade-mark of this house are the best sellers in the market, and are in heavy and permanent demand in all parts of the United States. Mr. Ezra Burton is a native of Vermont. Mr. Anson Burton is a Bostonian by birth and training, while Mr. Carter was born in Lancaster, Mass.



**C**OLLINS & CO., Real Estate, Mortgages and Loans, No. 23 Central Street.—These popular real estate agents established this business in 1877, and have steadily and closely applied themselves to a faithful performance of every duty devolving upon them. They make a specialty of the business of buying, selling and exchanging city property, also the negotiation of mortgages; and make the most satisfactory and profitable investments on behalf of capitalists. They deal in Florida timber land and orange groves, also city and suburban property. They are also organizers and promoters of stock companies and promoters of patents. They are always prepared to meet the demands of the public, and never subject their customers to unnecessary delay. Their charges are ever reasonable and their work well done. Mr. Collins, the active member of the firm, is a native of Tompkins Co., New York, but has been a resident of Boston twenty years. He is a middle aged gentleman, has always borne the highest reputation, and is one of the most reliable and experienced real estate agents in the city.

**N**EW ENGLAND PRINTING TELEGRAPH COMPANY, Offices 99-101 Milk Street.—The accompanying cut shows the telegraph instrument used by this company. The system is known as the Essick Page Printing Telegraph, and is owned by the Essick Printing Telegraph Company, of No. 171 Broadway, New York. This is the parent company, of which the New England Printing Telegraph Company is a sub company, and licensee of the system for the New England States. This is the first sub company that has yet undertaken commercial business with the new system; but it will be only a short time when other companies are formed to operate in different parts of the country, holding franchises for certain portions of the territory. The New Eng-

land Company commenced to build a line from Boston to New York and had, up to January 1, completed it only as far as Providence, R. I., passing through Woonsocket and beyond to Danielsonville, Conn. At these three places there are established offices and a regular telegraph business is done with Boston. The tariff rate is fifteen cents for ten words and one cent for each additional word, signature and address free. This is not only a great reduction from the regular telegraph rates, but the system offers extra privileges to the public in that it secures absolute accuracy in both the transmission and reception of the messages. A regular key-board, closely resembling that of a typewriter, is the means of transmission, and the message is printed simultaneously in the presence of the sender and the receiver, on a strip of paper four inches wide, as it is being transmitted, it is impossible for mistakes to pass unnoticed and absolute accuracy is thus attained. Skilled operators are made with a few days' practice, as one has only to become familiar with a simple key-board. The maximum speed of the system is double that of the best telegraph operators on the Morse system. The system can be worked over circuits of unlimited extent—even two or three thousand miles; while 350 is the ordinary limit of direct line work of Western Union circuits. An unlimited number of instruments may be operated on a single circuit by one transmitting instrument, thus especially commending the system to the use of the Associated Press and other companies which collect and disseminate news, and also on railroads. This system is the only page printing telegraph system in commercial use and on investigation it will be found to possess more advantages than any other system used for communicating at a distance, either by telephone or telegraph. It can best be understood and its real value comprehended by personal observation, and one will be well repaid by a visit to either of the offices named above, where the instruments may be seen and examined at any time. It is the purpose of the New England Company to extend its line on to New York at the earliest possible date, and it is safe to predict a prosperous business for a system so far in advance of all others. Capital, \$1,500,000; par value, fifty dollars—organized under laws of West Virginia.



**O**HN A. ROLLINS, Dealer in Pork, Lard, Hams, Bacon, Sausages, German Sausages, Bologna, Tripe, Honey Comb Tripe. Dried Beef, Pressed Ham, Pigs' Feet, Lambs' Tongues, etc., No. 31 Quincy Market.—One of the long established and well-known dealers in Quincy Market is Mr. John A. Rollins, who has carried on business at stall No. 31 for twenty-four years. He handles a great variety of merchandise, including pork, lard, hams, bacon, sausages, German sausages, Bologna sausages, tripe, dried beef, pressed ham, pigs' feet, lambs' tongues, etc. He does both a jobbing and retail business, supplying dealers, hotels, restaurants, etc., in Boston and the immediate neighborhood. His stock is always complete in every line, and the goods are carefully selected from the best sources of supply, both Western and near by. He employs four salesmen and conducts a large and flourishing business. Mr. Rollins was born in London in the State of New Hampshire and resides in Cambridge, Mass. As a representative of the market interest he is widely and favorably known, and is a member of the Boston Chamber of Commerce and the Fruit and Produce Exchange.



**W**E. & C. W. SMITH, Dealers in Fruit and Produce, Canned Goods; Telephone 945; Nos. 103, 105, 107 and 109 Faneuil Hall Market.—Messrs. W. E. & C. W. Smith, dealers in fruit, produce and canned goods, and having their premises at Nos. 103, 105, 107 and 109 Faneuil Hall Market, Boston, have been in joint control of the flourishing business since the commencement of the year 1891. The foundation of the house was the work of Mr. Whitman B. Smith, the father of the existing partners, and on the death of that gentleman, which occurred in 1887, the existing senior partner assumed possession and he was subsequently joined by his brother, the foundation of the firm, as mentioned, being the result. The business conducted by the house is both at wholesale and retail and a heavy volume of trade is transacted in the supply of families, hotels, restaurants, etc., the connection being in the city and vicinity of Boston, family trade being made a speciality. The original scene of the firm's operations was Nos. 97 and 99 Faneuil Hall Market and, in 1881, the house changed to Nos. 103 and 105; and, during the currency of 1890 added numbers 107 and 109 to its premises, the exigencies of the business thus requiring a steady accretion of space to meet the growth and expansion of the connection. The premises occupied by the house present in their management a most creditable example of systematic harmony and Messrs. Smith employ a staff of six able and courteous assistants. The partners are both young men, possessing the unquestioned confidence of the community and they are both esteemed and prominent members of the Fruit and Produce Exchange of Boston.

**E**BEN H. CAIN, Dealer in Diamonds, and Manufacturer of Diamond Jewelry, No. 465 Washington Street.—A well-known house in a special department of the jewelry business is that of Mr. Eben H. Cain, No. 465 Washington Street, up-stairs. He is a dealer in diamonds and manufacturer of diamond jewelry. He makes a specialty of Masonic emblems, badges, chains, etc., of which he has a full line constantly on hand; also past masters' and past high priests' jewels, Knight Templar charms, etc. The goods of his manufacture are elegant in design and workmanship, and meet with a large demand, principally local. This business was established some twenty-five or thirty years ago by Mr. Benjamin A. Hersey, to whom Mr. Cain succeeded May 8, 1890. He had previously been connected with the house for fourteen years and is thoroughly experienced in the business. Mr. Cain is a young man, a native of Hingham, Mass., and still a resident of that town. He is a prominent member of the Masonic fraternity.



**J.** GRACE, Millinery, No. 134 Tremont Street.—In every branch of mercantile activity in a large community there is one house that is justly and popularly spoken of as the representative of its class. In the metropolitan city of Boston in the life of the finest imported millinery, the position of supremacy is held by the "Bouquet" French millinery store of Mr. J. J. Grace, at No. 134 Tremont Street. This enterprise was inaugurated in 1868, on Washington Street, and has occupied the present site for the past ten years. The store is one of the most attractive in this fashionable neighborhood, being fitted up with every convenience and appliance that capital and science can devise, including electric lights, cash railway, full length mirrors and other appointments, while the charming distribution of stock combines to present a claim for beauty and finish rarely equalled in the city. Mr. Grace is a direct importer of the finest millinery goods from the most celebrated houses in Paris and London, going to Europe each year to make his selections, and the "Bouquet" is consequently the leading retail emporium in the fine French millinery trade of the city. To still further accommodate the increasing tide of custom, the "La Mode" was opened, as a branch establishment, at No. 26 Temple Place, in 1888, which is presided over by Mrs. Grace. The exigencies of the business require the services of seventy-five skilled assistants in both stores, and at each place is to be found a choice and extensive assortment of hats and bonnets of the latest styles and shapes, both trimmed and untrimmed; flowers and feathers, laces and ribbons, and millinery merchandise of every description. Mourning bonnets are kept on hand and promptly made to order, while the imported hats and bonnets of this establishment are seen every day worn by the most fashionable members of society in Boston and adjoining cities. All goods handled here are unsurpassed for quality, style, elegance, freshness and general excellence, while the prices quoted are in all cases as low as the lowest. Mr. Grace is a native of St. Johns, N. F., a resident of Boston since 1865, and one of its most expert importers and talented merchants, whose business success has been honestly won and is well deserved.



**ALBERT DRAPER & CO.** Lumber, No. 242 Albany Street.—For a period of thirty honored and prosperous years, the business owned and controlled by Messrs. Albert Draper & Co., of No. 242 Albany Street, has been an active factor in the commercial development of the city. The title of the concern at the date of the foundation of the house, in the year 1861, was Messrs. A. & G. Draper, the locality wherein was situated this firm's premises being on Harrison Avenue. The firm, in 1870, became Hamm & Draper Bros.; subsequently Bailey & Draper and, eventually, in 1888, the existing title was assumed and the present conditions came into being. Messrs. Draper & Co. are dealers in black walnut, cherry, ash, oak, birch, bass, whitewood and other hardwood lumber, also eastern pine, spruce, hemlock, southern, Michigan, and Canada pine, as also pine and spruce laths and pickets and all kinds of shingles, pine, spruce clapboards, etc. The house controls a large and expanding city trade and the wharf and yard controlled by the concern covers an area equivalent to one acre. Mr. Draper is a native of Dedham, Mass.



**HAZELTON & GODDARD,** Decorators, Furniture, Upholstery and Draperies, No. 152 Boylston Street.—The furniture, upholstery and decorating trade of the metropolis of New England has a prosperous representative in Messrs. Hazelton & Goddard, of No. 152 Boylston Street. The business was established in the year 1887, and the connection enjoyed by the house is of highly valuable and expansive character. Messrs. Hazelton & Goddard take contracts for fitting up everything connected with the interior of a building. They engage extensively in decoration, painting woodwork, upholstery and furnishing of premises; the specialty being high class work at reasonable prices. The business area circumscribed by the operations of the house embraces the entire New England section and extends to the State of New York; the principal trade, however, being drawn from the city and suburbs, the patrons being the better element of the vicinity. The premises occupied by Messrs. Hazelton & Goddard comprise an office and warehouses, covering an area of 40 x 65 feet. Such premises are ably managed and suitably equipped, being eligibly situated upon the first-floor of the building and approached by an elevator. A staff of four assistants is constantly employed, and the house carries a large, choice, varied and complete assortment of samples, the trade being transacted chiefly from samples and designs. The firm has the most enviable reputation for the tastefulness and excellence of the work it executes, as well as for its promptness. The partners are Mr. Joseph T. Hazelton and Mr. Henry Goddard, both able and courteous gentlemen enjoying the unlimited confidence of their patrons. Mr. Hazelton is a gentleman of middle-age and a native of Boston, his experience in this business covering a term of many years. The junior partner is a young man hailing from the State of Maine, his residence in Boston having commenced with his boyhood, and he formerly was a member of the Heliotype Printing Company, of No. 311 Tremont Street.



**HENRY B. NEWHALL CO.,** Jos. Henderson, Manager, Shipping and General Commission Merchants, No. 47 Pearl Street.—Among our leading shipping and general commission merchants, a prominent place should be assigned to the eminent house of the Henry B. Newhall Company, located in this city at No. 47 Pearl Street. The extensive business of this enterprise consists chiefly in the handling, on commission, of all kinds of merchandise; more especially railroad supplies, fence wire, heavy hardware and ships' chandlery; in all of which a large and flourishing trade is transacted; being the direct result of the sound business methods upon which the company is conducted, its consummate skill in dealing with goods in the most expeditious and satisfactory manner, and its many facilities for obtaining direct from manufacturers and producers, the various merchandise handled, and for its disposal in ready and safe channels. These advantages, based upon long practical experience and sound discretion, and pursued consecutively for a number of years, have accrued to the house an enduring support from both purchasers and sellers in all parts of the country, whose unlimited confidence is secured by the same means. The business received its inception over 80 years ago, and in 1865 was duly incorporated under the laws of the State of New Jersey, with a capital of \$100,000; its office in the Empire City being situate at No. 105 Chambers Street. The officers who are responsible for its very able and highly successful direction are: Mr. Henry B. Newhall, president; Mr. Charles L. Phipps, treasurer and Mr. Joseph Henderson, manager. To this latter gentleman is entrusted the sole control of affairs in this city; and the large trade now controlled from here, is to be mainly attributed to the highly efficient manner in which he has conducted every detail of the business during the time he has so ably acquitted himself as the company's manager. The premises in Boston are located at the corner of Pearl and Franklin Streets, one square south of the Mutual Life Insurance building, office, salesroom and store all being admirably adapted to the requirements of the business. Mr. Henderson is now of middle-age, and is, it needs scarcely to be said, a prominent figure in commercial circles, and as a merchant and successful trader has an unsullied record.





**NATHAN A. FITCH**, Poultry and Game, No. 10 New Faneuil Hall Market.—One of the most attractive displays in New Faneuil Hall Market is that at Stall No. 10, where Nathan A. Fitch carries on a large wholesale and retail business in poultry and game. Everything in this line will be found here in the season, shipments being received from all parts of the country. Particular attention is given, however, to articles from New England sources of supply and a specialty is made of the very finest quality of poultry. The sales are large to hotels, restaurants, steamers, etc., and an extensive trade is also done in supplying families with first-class goods. Mr. Fitch established this business in 1885 and has been successful in securing a most desirable class of patronage. He is thoroughly experienced, having been for twelve years a member of the firm of Messrs. Swain, Fitch & Co. He was born in New Bedford, Mass. and is a resident of Somerville.



**D. WILSON & CO.**, Electric Securities, Rooms 21 and 22, No. 113 Devonshire Street.—This firm commenced business in 1888 as dealers in electric securities exclusively. They were pioneers in that department of the stock business, for there had never been any handling of electric companies' stocks or bonds, outside of the stockholders themselves. The corporations were privately handled and capitalized for small amounts; but the business of manufacturing electric lighting and power apparatus was so rapidly increasing that the companies demanded more working capital, a broader field for placing their stock, and the co-operation of the public in their immense business enterprises. This firm therefore entered the promising and untried field to create a demand for electric securities with the investing public. Their success is best shown, perhaps, by the fact that within a few months of the time they first started, the stocks of the principal electric companies in Boston were listed on the Boston Stock Exchange, placing them thus in the channels where the greatest distribution would result, and establishing their character as worthy of the confidence of investors. Not being members of the Stock Exchange the handling of these stocks was done mostly by the regular brokers, and Messrs. Wilson & Co. became identified with the promoting of new electrical enterprises. The one of greatest value that they have undertaken, and are now working upon with success, is the Essick Page Printing Telegraph System, operated in Boston by the New England Printing Telegraph Company. As promoters of an enterprise of this value and size, they have naturally met with many strong opposing forces, but have displayed an indomitable will, and have successfully advanced the company to a condition of doing a regular telegraph business. The article on another page will make clear the advantages of the new telegraph system which they are introducing. Their long experience in handling electric securities gives the firm exceptional facilities for doing any business in this line, and information on all such securities may be obtained from them.



**E. JENNINGS**, Real Estate and Insurance Broker, No. 26 Globe Building.—One of the busiest men in Boston is Mr. C. E. Jennings, who is a real estate and insurance broker and auctioneer, and operates in all branches of the real estate business, buying and selling, negotiating mortgages, etc., and gives his personal attention to the entire management of real estate. He also sells real and personal estate at auction in any locality. He gives particular attention to real estate transactions in Everett and vicinity. In the insurance department of his business Mr. Jennings represents the following fire insurance companies: American and Massachusetts Mutual, of Boston; the Mutual of Abington, Worcester Mutual of Worcester, Mass.; New Hampshire and Peoples', of Manchester, N. H.; Phenix, of Brooklyn; Agricultural, of Watertown, N. Y.; Warwick Union, of England. Mr. Jennings has been a resident of Everett for twenty years, and is one of its most respected citizens. He is a member of the Water Board and for a year has filled the office of Justice of the Peace. It is about two years since he turned his attention to real estate and insurance, and his business has assumed extensive proportions. For reference as to his ability and standing he names the following well-known gentlemen; Hon. T. N. Hart, Mayor of Boston; Waldo Adams, Manager Adams Express Company; Wm. H. Hill, President Boston and Bangor S. S. Co.



**BOSTON CONSERVATORY OF MUSIC**, No. 154 Tremont Street.—One of the important and noteworthy institutions of this city is the Boston Conservatory of Music, located at No. 154 Tremont Street, opposite Boston Common. Established in 1867, by the present Director, Mr. Julius Eichberg, it has given instruction to upwards of twenty thousand pupils scattered over the country, who are standing references and exemplars of the character of the musical training here afforded, and who unite in naming this conservatory as an institution which really does what it professes, to wit: That it furnishes the best possible instruction in every branch of musical science and art. Mr. Eichberg, who was recognized in Europe among leading musicians at an early age, and who is known as a composer as well as educator, has been for many years the head of the Department of Musical Instruction in the public schools of Boston. Anticipating the steady elevation of taste and the increasing exigencies of the musical public, he early laid his plans to establish such courses of instruction as would make the institution worthy of its name. His arrangements are such that every branch of musical art and science, from the beginning to the highest point of advancement, is taught after a plan whose excellence has been testified to by many years of experience, as well as by the favorable judgment and emphatic approval of many of the world's greatest artists. Instruction is given at the option of students, either in private, or in strictly limited classes of four pupils; while reading at sight, notation and harmony are taught without charge, and students have also free admission to all the concerts, matinees and lectures of the conservatory. Instruction is given upon the piano, the cabinet organ, the violin and violoncello and the pipe organ, and in vocal music, by competent teachers; while instruction in the higher branches of musical science, such as fugue, counterpoint and composition, will be given at the usual rates. The numerous concerts, lectures, and musical reunions given each term by the Conservatory, are widely known for their excellence and interest. These important aids to musical culture are free to pupils and their friends. Advanced pupils are selected from time to time to perform on these occasions in order that they may acquire the confidence and self-reliance so indispensable to an artist. The Director has frequent opportunities for providing situations as organists and church directors to competent students, and any aid in his power is most cheerfully extended. Diplomas are granted to students who have completed a full course of instruction, to the satisfaction of the Director; while special talent is recognized in pupils, and the Director will advise conscientiously as to the right course for development. Mr. Eichberg graduated at the Brussels Conservatory of Music at an early age, and for the past quarter of a century has been an important factor in making this city recognized as the chief musical center of America.



**B. KNAPP**, Diamonds, No. 197 Tremont Street.—One of the leading members of the trade in diamonds is Mr. W. B. Knapp, whose elegantly appointed store is conveniently located at No. 197 Tremont Street and is one of the most attractive features of that busy thoroughfare. This successful enterprise was inaugurated by Mr. Knapp in 1884, and he is recognized as being a most widely experienced member of the trade. He has devoted himself conscientiously and with enthusiasm to selecting and importing only the choicest stones of pure water and of the greatest inherent fire and brilliancy. He carries an immense stock of loose and mounted diamonds and carries on the most extensive business in this special line in New England. Mr. Knapp is an admitted authority and expert and we can assure our readers that they will secure substantial advantages by dealing with him and that the stones sold by him will be found to be as represented. He has the largest stock to be found in the city. His trade is both wholesale and retail and extends to all parts of New England. Mr. Knapp is a native of New York City, an honorable and reliable business man, highly esteemed by all who know him and very popular with his many patrons. He is a member of the F. and A. M., the Royal Arcanum and the Ancient Order of United Workmen, besides several other organizations.



**W** P. MARBLE & CO., Brass Finishers, No. 35 Sudbury Street, Corner Portland Street.—In the decoration of first-class dwellings at the present day ornamental brass work is a feature of much prominence, and one requiring great skill for its successful execution. Very superior work in this line is done at the establishment of Messrs. W. P. Marble & Co., brass finishers, No. 35 Sudbury Street, corner Portland Street. The workshop is large and spacious in dimensions, supplied with steam-power and completely fitted up with new machinery of the best description, and all the requisite tools and appliances. Five mechanics of skill and experience are employed, and none but high-class work is turned out. The firm make a specialty of grilles, railings, and all descriptions of ornamental brass work. They also manufacture lifts, hat hooks, draw pulls, furniture trimmings, etc., and have a special department for the repairing, repolishing or bronzing of chandeliers, curtain fixtures, brass beds and all kinds of brass work. The establishment of this business dates from 1839, and it is constantly growing. Mr. Marble was born in Chelsea, Mass. He is one of the youngest business men in this city, but is an expert, having had thirteen years' experience at his trade, and still works at the bench. He is thoroughly energetic, enterprising and successful and a member of the I. O. O. F. and of the A. O. U. W.



**D**ESK EXCHANGE, Headquarters for Roll Top Desks, Office and Library Furniture, Etc., No. 35 Portland Street.—The advance of modern refinement, cultured taste and wealth, hand in hand, has created an enormous demand for the highest achievements of the cabinet maker and decorator, in the fitting up and furnishing of offices, libraries and business houses. This advanced circle of the furniture trade is best represented in Boston by Mr. Benjamin James, Jr., proprietor of the Desk Exchange, at No. 35 Portland Street. This gentleman has been engaged in the business here since 1887, making a specialty of roll-top desks, in which branch of trade he is the acknowledged leader. The premises occupied comprise six floors, 25 x 100 feet each, all of which splendid floor space is utilized in the disposal of the immense and varied stock here constantly carried. The assortment embraces new style flat top and standing desks, and all kinds of office and library furniture; while second-hand desks, safes and office fixtures are bought, sold and exchanged. Among the specialties for which this house is widely noted is the new roll-top desk, made in walnut, oak and cherry; handsome in design, elegant in finish and containing every modern convenience. This house is also supplying the trade with an article for which there has been a universal call for years; that is, a low-priced roll-top desk, well made and finished. It can be furnished in walnut, cherry and oak, and every desk is guaranteed to be entirely satisfactory to the purchaser in point of style, construction and finish. The house also furnishes office tables, library or study desks, low-priced davenport desks, parlor desks, cylinder desks, umbrella stands, music racks, new cylinder secretaries, open book-cases, high book-cases, dwarf book-cases, "Goldsmith Maid" sideboards, and sideboards in various styles. All work is guaranteed to be satisfactory in every respect; the prices are the lowest possible, consistent with first-class work; and comparison is gladly invited with the goods and prices of any reliable dealers. Mr. James is a native Bostonian, prominent for some years in the insurance business, and a young man of large experience, wide acquaintance and eminent popularity. He has called to his aid Mr. J. L. Colcord as manager of the Desk Exchange, and under his expert and popular direction the enterprise has won a reputation and a trade thoroughly national in extent and eminently creditable in character.



**F**INN & KELLEY, Gloves, Hats and Umbrellas, Coolidge Building, Bowdoin Square, Opposite Revere House.—The largest hat store in the city devoted to the retail trade exclusively, is that of Messrs. Finn & Kelley, Coolidge building, Bowdoin Square, opposite the Revere House. The business of the firm is confined to the sale of hats, gloves and umbrellas, of which they carry an immense stock; handling none but the finer grades of goods from leading manufacturers. The concentration of their attention upon these three specialties gives them advantages which can hardly be enjoyed where these goods are but so many items in a miscellaneous assortment. The store is 25 x 100 feet in dimensions, has a very fine front, artistically tiled entrance, elegant fixtures, and is lighted by electricity. Ten clerks and salesmen are employed, and a very large amount of business is done, the trade being principally in the city and suburbs, although many goods are sent to all parts of the United States. The firm buy directly from the manufacturer, thereby bringing the consumer into direct communication with the manufacturer, which enables this enterprising concern to give their patrons the benefit of prices which are far below those of an ordinary retail dealer for the same class of goods; in fact their hats are put upon the market at what is generally termed the wholesale price. This business was established April 18, 1885, by the firm as now organized; the members being Mr. John B. Finn and Mr. Charles A. Kelley, both young men and natives of Boston. Both gentlemen have had a long and valuable experience in this line and are superior judges of the articles in which they deal. Mr. Finn having been in this line all his life, having had thirty years' experience with Hart, Taylor & Co., while Mr. Kelley has had an experience of over fifteen years at this same location, having entered the employ of the American Hat Company, who formerly occupied the premises, when but a boy at a salary of \$3.00 per week. They are thoroughly energetic business men and have a strictly original method of advertising their business. Mr. Finn is a member of the Knights of Honor; Mr. Kelley of the Benevolent and Protective Order of Elks.



**B**RIGHAM & SPOFFORD, Architects, Offices, General Business, No. 22 Beacon Street, State House Extension, No. 27 Mount Vernon Street.—For some of its finest structures erected within the past few years, Boston is indebted to the skill and good taste of Messrs. Brigham & Spofford, one of the leading firms of architects of the city. The firm was organized in 1888, the members being Mr. Charles Brigham and Mr. John C. Spofford. They employ twenty-five skilled assistants, and are prepared to submit plans for the construction of buildings of all descriptions, making a specialty of those of large dimensions. They are the architects for the State House extension in this city, a piece of work that will cost in the neighborhood of \$3,500,000. Their office in connection with this operation is located at No. 27 Mount Vernon Street. Among other buildings recently designed by them at various places in this State are the following: town hall, public library and Greek temple at Fair Haven; inebriate asylum, at Forbora; the Watertown Savings Bank, Watertown; two schoolhouses at Everett. They also designed an extension to the State House in Augusta, Me., two years ago. Mr. Brigham is about fifty years of age, a native of Watertown, Mass., and president of the Watertown Corporate Bank. He has been for several years chairman of the Board of Selectmen and also chairman of the Board of Trustees of the Public Library of that place. Mr. Spofford was born in Maine, but came to Massachusetts when a boy. He resides in Everett. The firm are members of the American Institute of Architects and Mr. Brigham has a creditable war record, having served in the Fifth Massachusetts Volunteer Infantry as Sergeant of Company K, and is a member of Isaac P. Potter Post, G. A. R. He is also master of Pequotset Lodge, F. & A. M.



**W**ILLIAM ROBINSON & CO., Sail Makers, No. 31 Commercial Street.—A very important industry in connection with our merchant marine is the manufacture of sails and one of the best known concerns in this line is that of Messrs. William Robinson & Co. They occupy the fifth and sixth floors, each 25 x 100 feet in dimensions. The upper loft is used for the storage of stock, more than 10,000 yards of sail duck being constantly on hand. The lower floor is the manufacturing department, where fifteen skilled hands are employed. A specialty is the making of sails for heavy vessels in the coal trade and orders are received from points all along the Atlantic Coast. The business of this house was established in 1860 by Messrs. William Robinson and George F. Kingham. The death of the latter took place in 1873 and Mr. Robinson has continued the business, the firm title remaining the same. He is a native of Boston and when a boy worked at this business, as long ago as 1833, on the same block where he is now located. He is a prominent Mason and a member of the Massachusetts Charitable Mechanics' Association, being one of the trustees. Mr. Robinson is a resident of Chelsea and represented that city in the Legislature in 1877-78. He is also trustee of the city library of Chelsea and ex-president of the Review Club of that city and is universally popular.



**F. McDONALD**, Patent Steel Automatic Odorless Sanitary Dump Cart, also, Manufacturer of Patent Wooden Coal and Ash Cart, No. 151 Pearl Street.—The handling and disposition of the refuse of large centers of population has, until recently, been one of the vexed problems taxing the ingenuity of the student of hygiene, and the problem has substantially found a solution in the appliance known as the Patent Steel Automatic Odorless Sanitary Dump Cart constructed by Mr. P. F. McDonald, of No. 151 Pearl Street. Mr. McDonald is the builder and exclusive agent of the cart for the New England section, and some idea of the excellence of the vehicle may be formed when it is known that it has been adopted by the Board of Public Works of the city of New York. The body of the cart is made of sheet steel plates, joined and riveted together in a manner that will effectually prevent any leakage of liquid substances, such as are contained in garbage, slush and other refuse matter, and is provided with a cover hinged to the foretop portion of the body, and so arranged that the driver may raise the same without leaving his seat. When the cover is down, the cart is closed, water and air tight. Pressing the foot on the lever will cause the body of the cart to turn and dump its contents, while, by means of a lever chain and sprocket wheels located on the opposite side of the cart, the body is again thrown into its original position. Mr. McDonald manufactures patent wooden coal and ash carts, and prepares every conceivable description of forging. His business premises consist of a large shop, covering an area of 10,000 feet, the same being located upon the ground floor of the premises, Nos. 314-316-318 Dorchester Avenue, South Boston. The carts are shipped to all the principal cities in the United States, where their excellence has won for them the most enthusiastic admiration, and they have recently been adopted in St. Louis, Mo., and Milwaukee, Wis. The management of Mr. McDonald's premises evinces an encouraging example of systematic harmony and commendable precision, and a staff of fifteen employees is constantly maintained. Mr. McDonald is a gentleman of middle age, a native of Boston and a practical master of the many complexities of his business.



**JOHN C. ROBBINS M'FG. CO.**, Manufacturers of Baggage Checks, Badges and Door Numbers, No. 142 Harrison Avenue.—The most widely known concern engaged in the manufacture of baggage checks, badges, door numbers and kindred devices in Boston is that of the John C. Robbins M'fg Co., No. 142 Harrison Avenue, and it is also one of the oldest established and foremost, being in existence for more than thirty-five years. Besides everything in the line above indicated, the company are also manufacturers of employees' time checks, carriage, machine plates, etc., and are general engravers on metal, turning out a distinctly superior class of work. Their productions command extensive sale throughout the United States, Canada and the Provinces, and their trade, which is both wholesale and retail, affords evidence of steady increase. Mr. Robbins, who is the sole proprietor, is a gentleman of middle age and a native of this city. He is a man of practical skill and thorough experience, and is master of his art in all its branches, having served his apprenticeship with his father, John Robbins. He established business in the present place in 1801. The quarters occupied as office and shop here are commodious and well-equipped, and half a dozen expert workmen are employed. A large and varied assortment of checks, badges, numbers, figures, plates, etc. is constantly kept on hand, baggage checks being a specialty, and all orders are promptly attended to, while engraving on metal is done and checks, badges, etc. made to order, at short notice, and at very reasonable prices. Mr. Robbins is a member of the I. O. O. F. and the K. of P.



**B. PARKER & SON**, Kansas City and Chicago Dressed Beef, No. 101 Elackstone Street.—In no feature of business progress has enterprise been displayed to such purpose of late years as in the construction of appliances and devices for preserving fresh meat. At the present day, we have meat killed and dressed, direct from the great Western ranches, placed upon our markets without having in the remotest degree lost its freshness, flavor or quality in transportation. Indeed it possesses important advantages over home-killed stock, in that the cattle have not suffered from weeks of overcrowding and stifling in the cars during transit eastward; Chicago dressed beef has a national reputation for superiority of quality and is sold to the trade throughout Boston and her environs by Messrs. A. B. Parker & Son of No. 101 Elackstone Street. Mr. Parker primarily engaged in the retail branch of the trade in meat products at Medford in 1855, five years later removing to Boston and turning his attention to the wholesale handling of Chicago and Kansas City dressed beef. The premises occupied comprise a spacious and commodious floor, 25 x 75 feet in dimensions, equipped with cold storage and other accessories for the advantageous prosecution of the business. All orders are promptly and carefully filled, and the exigencies of the widespread city and suburban trade require the constant service of five assistants. The firm consists of Mr. A. B. Parker and his son, Edgar A. Parker, who was admitted to an interest in 1883. The senior member of the house is a native of New Hampshire, a prominent member of the Chamber of Commerce and the A. O. F. and A. M. His son was born in this State in 1839, and is likewise identified with the Masonic Fraternity.



**ORIN WEEMAN**, Violins, Etc., No. 544 Washington Street.—Few save those directly interested have any conception of the consummate art required in the manufacture of the properly constructed violin. Experience has shown that the minutest details of form and proportion, and the material of which each separate part is made are matters of vital importance to the quality of these instruments. In such connection we make due reference to a thorough exponent of the art of violin manufacture in the person of Mr. Orin Weeman, whose business premises are located at Room No. 4, No. 544 Washington Street. This gentleman has now been engaged as a dealer in and repairer and manufacturer of violins, handling also violin strings and kindred musical merchandise, for the past thirteen years, a specialty being made of repairing old violins. He learned his trade with the well-known violin maker Mr. A. W. White, and Mr. Weeman in his productions has attained to acoustical qualities of high perfection, which his careful workmanship and extreme dexterity enable him in all cases unflinchingly to reproduce. Mr. Weeman was born in Maine and has worked in Boston since boyhood, residing in the adjacent city of Lynn.



**HODGKINS & HODGKINS**, Tailors, No. 27 School Street.—The Messrs. Hodgkins are direct importers, handling only the finest productions of English, Scotch and French manufacturers or makers, and turn out a class of work of exceptional excellence, catering exclusively to a high-class trade, every garment bearing their name being absolutely A No. 1, alike as to style, design, cut, fit, finish and fabric. They are by general assent the foremost merchant tailors of this city, and their patronage, which is of a most substantial and influential character, extends all over the New England States and throughout the principal cities of the country. The firm is composed of Messrs. Wm. E. Hodgkins and Edward W. Hodgkins, father and son respectively, both of whom are expert cutters and tailors and masters of their art in all its branches. Mr. Hodgkins, the elder, is a native of Plymouth, Mass., where he learned the business with his father, the leading tailor of that place for thirty years, and has been in Boston since 1849. He was one of the organizers of the Boston Merchant Tailors' Exchange, and the first president of the same, and was also second vice-president of the National Merchant Tailors' Exchange. He was with the firm of Chas. A. Smith & Co., altogether some forty years, half of which period he was a partner, while Mr. Hodgkins the younger, who is a Bostonian by birth, was formerly with Chas. A. Smith & Co., also for thirteen years. The firm of Hodgkins & Hodgkins was established in March, 1890, and from the inception the enterprise has been attended with signal success. The quarters occupied in the Niles Building are spacious, commodious and tastefully fitted up, and an exceedingly fine assortment of goods is here displayed, while an efficient staff is employed on the premises in addition to forty or fifty first-class bands outside.



**C**RONIN & MCGONAGLE, Plumbers, No. 108 Staniford Street.—One of the youngest, and at the same time one of the most enterprising and prosperous concerns in their line in this city, is the firm of Messrs. Cronin & McGonagle, No. 108 Staniford Street. They commenced business as plumbers in 1888, both having a thorough practical knowledge of the trade, which they had followed since boyhood. Their specialty is sanitary engineering in accordance with the most approved modern scientific principles, and their aim is to execute none but strictly first-class work. The premises occupied by their office and workshop have an area of 35 x 40, and the establishment is well-equipped with tools and appliances of the newest and most improved description. Twelve skilled mechanics are employed, and orders receive the most prompt attention. They carry a good stock of plumbing materials and are prepared to execute jobbing at short notice. They have a large first-class city and suburban trade, and the business is constantly growing. The members of the firm are Mr. C. H. Cronin and Mr. W. F. McGonagle, both young men and natives of Boston, Mr. Cronin having had an experience of thirteen years and Mr. McGonagle twenty-eight years in the trade.



**A**GE & SHAW, Best Candies, Fine Chocolates, Etc., No. 9 West Street.—The scene of the primary efforts of the founder of the firm of Page & Shaw, of No. 9 West Street, Boston Mass., (the gentleman being the senior in the existing firm) was laid in Lowell, Mass., the date of such effort being in the year 1864. The operations of the proprietorship were conducted subsequently at the respective locations of Lynn and Philadelphia, the Boston business having been established eighteen years ago, the date of the formation of the present partnership being in 1888. The business is that of candy-makers of a superior order, the house manufacturing a comprehensive miscellany of goods, the salient feature permeating all its operations being excellence unqualified. The premises occupied by the firm are well located and excellently appointed and consist of a shop and store, the management of which evinces a creditable example of systematic harmony and business-like precision. The trade is purely at retail and the patronage is drawn from the better element of the locality, and the house employs constantly a force of twelve assistants, a number of whom are of the skilled class. Mr. D. L. Page is a native of Lowell Mass., while Mr. C. N. Shaw hails from the city of Boston. They are both gentlemen of middle age and both enjoy the possession of a series of highly commendable personal and business qualities.



**G**EORGE W. MOORE, Piano Hardware, No. 15 Chardon Street.—Not one in his line in Boston enjoys a better reputation for fine work, or for promptness and reliability in executing orders than the gentleman whose name heads this sketch. He was formerly of the firm of Moore & Dailey, established in 1881, and succeeded the same as sole proprietor about two years later, conducting the business alone since with uninterrupted success. Mr. Moore, who is about fifty-one years of age, and a native of this State, is a thoroughly practical workman himself, of many years' experience. He bears a very creditable war record, too, and took part in three of the fiercest engagements of the "late unpleasantness," though but a mere youth at the time. He served in the Fifty-first Massachusetts Regiment and Fourth Heavy Massachusetts Artillery and is a member of Gettysburg Post 191, G. A. R. Mr. Moore occupies a 50 x 50 feet shop, and employs twelve to fifteen skilled workmen. He manufactures piano hardware of all kinds; also piano-forte makers' and turners' tools to order and keeps on hand always a large, first-class stock. He turns out the finest grade of work, making the very best tools for the purposes above indicated in Boston.



**W**ALKER & CO., Manufacturers and Dealers in Oils, No. 40 Clinton Street.—Messrs. Walker & Co. established this business in 1858 and are manufacturers of and dealers in oils, cylinder oil, naphtha and gasoline; their operations being with sperm, lard, spindle, mecca, and lubricating oils, the house being sole manufacturers of "Diamond Flame" and light test "water-white" safety oil. The factory consists of a three-story building, covering an area of 1,500 feet. The business is entirely at wholesale and a large stock of goods is kept on hand, the same being choice, varied and complete. The sales of "Diamond Flame" oil last year exceeded the encouraging figures of 20,000 barrels. Mr. Walker is a native of New Hampshire, and has resided in Boston a period of forty years. He is a gentleman esteemed and honored by all and a member of the Oil Trade Association.



**H**E E. B. HORN COMPANY, Wholesale and Retail Dealers in Watches, Diamonds, Jewelry and Silverware, No. 429 Washington Street.—A time-honored and notable Boston jewelry house is that of the E. B. Horn Company, which for over half a century has maintained a prominent place in its line. This flourishing business was established in 1839 by E. B. Horn, (deceased), who conducted the same up to 1873, when he died and was succeeded by his son E. B. Horn, Jr., who continued it alone until 1891, when the concern was duly incorporated under the laws of the State of Massachusetts, with a capital of \$18,000, and the present style adopted. The place of business was originally on Hanover Street, and later on Court Street, whence it was moved to Winter Street, and has been at the location now occupied for the past fourteen years. Messrs. E. B. Horn, C. A. Woodsome, and W. A. Whittemore, the proprietors and respectively president, treasurer and secretary of the company, are natives of this city. They are all practical watchmakers and jewelers, of thorough experience, as well as men of energy and excellent business ability. They are wholesale and retail dealers in watches, diamonds, jewelry, silverware, etc., handling everything in this line; and their trade, which is very large, affords evidence of steady increase. Every article sold here is fully warranted, and all work done is guaranteed to render satisfaction, fine watch repairing being a specialty, while diamond mounting, engraving, chasing, etc., are executed in the highest style of the art, at short notice. An exceedingly fine stock is constantly kept on hand, including elegant gold and silver watches of all leading makes, superb diamonds, rubies, sapphires, emeralds, hostonstones, onyx, pearls and kindred gems, exquisite novelties in jewelry, beautiful silverware, handsome plated goods, art novelties, opera-glasses, spectacles, etc. The store, which is 25 x 100 feet in dimensions (with shop up-stairs), is tastefully fitted up and attractively arranged, and six to eight of a staff are employed.



**C**L. PEIRSON & CO., Iron Merchants, No. 44 Kilby Street, Boston and No. 16 Exchange Place, New York.—The business of this widely-known concern was founded about a quarter of a century ago by Stevenson, Peirson & Co., and continued by them until eight years since, when the present proprietors came into the control, the co-partners being Messrs. Charles L. Peirson and J. Brooks Fenno, Jr. The former is a native of Massachusetts and has long resided in Boston. Mr. Fenno is a native of this city, and for seven years was a clerk in this establishment before he became a partner eight years ago. The firm deal in pig iron only, and their trade is with foundrymen and other consumers throughout New England, New York and New Jersey. They are selling agents for the Glendon Iron Company of Easton, Pa.; pig iron; Coleraine Iron Company, of Pennsylvania, Pulaski Iron Company, of Virginia, coke pig; Graham Iron Company, of Virginia, Woodstock Iron Company, of Alabama, Clifton and Shelby Iron Companies, of Alabama, charcoal pig iron. These iron manufactures are so well-known to the trade for the superiority of their products, that praise in this connection is rendered superfluous. Shipments are made direct from the furnace works, and the long established connections of the house enable the proprietors to meet all the demands of the trade upon the most acceptable terms.

**G**EOERGE H. ELSON, Watches, Clocks and Silverware, No. 9 Park Street.—One of the most skillful watchmakers in Boston, if not in the entire country, is Mr. George H. Elson, whose establishment is at No. 9 Park Street, in the old Ticknor House. The business was founded in 1830 by his father, Mr. Julius Elson, whom he succeeded in 1876. After acquiring a thorough knowledge of the trade under his father's instruction, Mr. Elson went to Europe and enlarged his information in Switzerland, France and England, graduating at the National School of France, finally becoming an acknowledged expert in watch-making and repairing. He received a diploma for fine watches at Geneva in 1872, and at Paris in 1881. His store is 20 x 100 feet in area, and contains a large stock of watches, clocks and silverware. He is a large importer of fine goods in this line, and visits the principal European cities every year in order to secure new ideas, novel designs, etc. He employs six clerks and salesmen and caters to the highest class of trade exclusively. Mr. Elson was born in Boston.

**E**DMANDS' ART SUPPLY STORE, No. 16 Bromfield Street.—The business of this well-known house was inaugurated ten years ago, at No. 12 Bromfield Street, by the present proprietor, Mr. Charles J. Edmands, a gentleman now in the middle-age of life, and he possesses a thorough knowledge of all the requirements of the vocation in which he is engaged. He has acquired a large, first-class trade, and enjoys an excellent reputation as an enterprising, reliable business man, liberal and equitable in all his dealings. The store occupied is amply commodious, attractive in its appointments, and is filled with a large, superior stock of artists' materials and art novelties, etchings, engravings, paintings, photo-engravings and photographs, of all kinds, both of foreign and American production. Particular attention is given to picture framing, all styles being made to order at shortest notice. Mr. Edmands employs ten assistants, and is prepared to promptly meet all wants in his line.

**R**OBERT BRIGGS & CO., China, Crockery, Glass, Lamps, Etc., No. 325 Washington Street.—This firm are manufacturers' and importers' agents, and their business connections, which are widespread, are of a very substantial character, selling extensively to jobbers and large retailers throughout New England. The quarters occupied as office and showroom are commodious and well-arranged, and an exceedingly fine sample stock is constantly kept on hand, including superb china in new and exquisite designs, beautiful and serviceable stoneware and crockery, artistic productions in glassware, magnificent lamps, shades, etc., and a splendid assortment of novelties. The firm represent several large potteries of East Liverpool, Ohio, in crockery, yellow and Rockingham ware; T. E. Powers of Chicago, in fancy lamps, shades, and large variety of lamps, and they are in position to offer exceptional inducements to the trade, quoting manufacturers' prices. Mr. Briggs, who is the sole member (the "Co." being nominal,) is a gentleman in the full prime of life and a native of this city, and prior to going into business on his own account here in April, 1891, had been a traveling salesman and buyer for manufacturers in this line for some fifteen years.

**C**HADWICK & STILLINGS, Builders, No. 31 Equitable Building, Corner Milk and Devenshire Streets.—This business was established by Messrs. Chadwick & Stillings, in 1876 and by indefatigable energy, careful consideration for the best interest of patrons, and a thorough knowledge of all the details and intricacies of their occupation, they speedily took rank with the oldest builders in the city. They buy unimproved land and erect buildings thereon. They have built about one hundred first-class residences in the Back Bay district which have sold for from \$15,000 to \$75,000 each. Their books contain three times a great number of desirable houses and lots for sale and lease, including many choice business sites, and special advantages are possessed for rendering very valuable service. Mr. O. L. Stillings is a native of Berwick, Maine, and has been a resident of Boston for the past twenty-five years. Mr. N. H. Chadwick is a native of Vermont and has also resided in Boston for the past twenty-five years.

**W**M. T. FOSTER & CO., Brass Founders and Finishers, Ship Fastenings and Trimmings, Nos. 178 and 180 Commercial and 155 Fulton Streets.—This house was founded in the year 1863, the title of the partnership at that time being Messrs. Foster & Roby. The latter gentleman retired in 1876, leaving the existing conditions. Messrs. Foster & Co. are brass founders and finishers and manufacturers of ship fastenings and trimmings, the business embracing voluminous operations in ingot copper, yellow metal, copper sheathing and bolts, spikes, bells, water closets, steering gear, etc. The house carries a large stock of old metal of every description, and the specialty of the concern is a trade with ships. The house executes all kinds of brass work, the cellar of its premises being arranged as a foundry; the same being well-appointed and equipped. The store occupied by Messrs. Foster & Co., presents an inspiring example of perfect management, the same covering an area of over 3,000 feet; the premises running through the block. The connection enjoyed is highly valuable and expansive and a staff of ten assistants is maintained. Mr. Foster is a native of Boston.

**H**W. UPHAM, Book Binder, Book, Paper and Card Gilding, No. 611 Washington Street.—The gentleman whose name heads this sketch was formerly of the firm of Ford & Upham, established in 1884, and succeeded the same as sole proprietor about a year later. The business was originally located at No. 339 Washington Street, and subsequently on Hawley, being removed to the present commodious quarters in January, 1890. The premises occupied here at No. 611 Washington Street comprise over 3,500 square feet of floor space, and are equipped with ample steam power, all the latest improved machinery and perfect facilities, while upward of twenty expert hands are employed. Book and pamphlet binding of every description is done in the most expeditious and superior manner, and satisfaction is guaranteed, fine work being a specialty. Albums, scrap-books, blank and printed books and portfolios are made to order, at short notice, and book, paper and card gilding is executed in the highest style of the art. Particular attention is given to the binding of large illustrated works, while stamping and lettering are done also in the most excellent manner. Mr. Upham is a native of this city and resides at Melrose.

**B**OSTON BANK NOTE AND LITHOGRAPHING COMPANY, Franklin and Hawley Streets.—The Boston Bank Note and Lithographing Company was incorporated under the laws of the State of Massachusetts in May, 1887, with a capital stock of \$30,000. The business embraces every class of work, including the manufacture of merchants' and bankers' fine commercial blanks, bonds, debentures, certificates of stock, labels and show-cards. The business premises consist of a capacious floor which contains three presses of improved make and is supplied with steam power. The trade area, within which are the operations of the firm, extends throughout the New England section and the West, the connection being drawn from the better class consumers, and a staff of thirty skilled assistants is maintained. The president of the company is Mr. Geo. P. Johnson, a native of Manchester, N. H. The treasurer is Mr. H. A. Harrington, of Hathaway, Soule & Harrington (Inc.), the celebrated shoe manufacturing concern.



**DAVENPORT, JR.**, Foreign and Domestic Leaf Tobacco and Cigars, Nos. 96 and 98 Broad Street.—The wholesale trade in leaf tobacco and cigars has an old established exponent in Boston in the house of Mr. J. Davenport, Jr. The business of this widely-known concern was founded in 1857 by Mr. J. Davenport, Jr., and in 1860 Mr. Legg became his partner. In 1867 the firm name of Davenport & Legg was adopted, and in 1884, when the latter retired, Mr. Davenport adopted the present firm name. The trade extends to all sections of New England, and is with cigar manufacturers and first-class dealers. The premises occupied for the purposes of the enterprise consist of a four-story building, 25 x 75 feet in dimensions, and conveniently appointed throughout. Mr. Davenport is the owner of this desirable property. He carries on a general trade as importer and wholesale dealer in foreign and domestic leaf tobacco, and wholesale dealer in cigars, which he has made for him under contract by first-class manufacturers. A heavy stock is carried. Mr. Davenport is a native of Boston and favorably known in commercial circles.



**HOS, J. M. SMITH & CO.**, Printers, Nos. 148-152 Purchase Street.—An old-established firm, and one deserving special mention in this review of the business interests of the city is that of Thomas J. M. Smith & Co., located at Nos. 148-152 Purchase Street, corner of Pearl Street. The business was established by the present proprietors in 1852. The firm are widely known and in their speciality of fine newspaper presswork cannot be excelled in this city. They have kept steadily abreast of the times and the improvements of the age, and have been eminently successful in every department of their work. The establishment is equipped with seven cylinder presses, five folding machines and five cutting machines operated by steam power, and employment is furnished to twenty-two expert printers. The firm were at one time printers of the *Youth's Companion* and sold a part of their plant to the proprietors of that popular paper. Their work is universally considered as equal to anything at home or abroad in its artistic merits and good taste. The house has been too well and favorably known for many years to need any special praise which these pages may bestow. Mr. James N. Smart has been a member of the firm since 1856. He is a practical printer, a member of the Master Printer's Club, an honorary member of the Typographical Society and is well and favorably known in business and social circles. Mr. Thomas J. M. Smith has been an invalid for many years and is not now an active member of the firm.



**G. CLARK & CO.**, Importers of Laces and Embroideries, No. 56 Bedford Street.—A reliable firm engaged in this city, and occupying a prominent position among dry goods commission merchants is that of Messrs. B. G. Clark & Co. Importers of laces and embroideries, who have in a relatively short period accrued a large and fast-increasing connection among retail dealers and other representative wholesale consumers in and around Boston, as well as in a somewhat smaller volume to various parts of the New England States. The business was initiated in 1859 by Messrs. Tracy & Clark, and on the retirement of the former gentleman one year later, Mr. B. G. Clark, the present proprietor assumed sole control of affairs. Mr. Clark brings to bear upon the practical working of affairs an experience in the dry goods business of eight years. He is a native of Vermont.



**THE FRATERNITY PUBLISHING CO.**, No. 36 Bromfield Street.—A splendid "History of Freemasonry and Concordant Orders" is that issued by the Fraternity Publishing Company, whose headquarters are at No. 36 Bromfield Street, this city, who have a branch at No. 16 Great Queen Street, London, and have between 200 and 300 agents in the United States and elsewhere. The company was organized in 1880, under the state laws of New York, the office being opened in New York City, and in 1890 a removal to Boston was effected. The officers of the company are L. Clafin Hascall, president, a native of Boston; and J. T. Rumsey, treasurer, a native of Chicago. Mr. Hascall is one of the Masonic Order and other societies, and has been engaged in the book business for the past eleven years. He was the publisher of the "History of Odd Fellows," of which 75,000 copies have been sold. The "History of Freemasonry and Concordant Orders" has been sold to people in all parts of the world, over 25,000 copies of the work having been sold. The Fraternity Publishing Co., also handle the "Farmers' Alliance History and Agricultural Digest." The book contains 752 royal octavo pages, and has 35 full-page engravings.



**J. KEENAN**, Importer of and Dealer in Wool, Nails and Wool Waste, Etc., No. 56 Fulton Street.—Mr. Keenan established this business here in 1875, and steady enlargement of trade has characterized his mercantile career down to the present time. He occupies three buildings, five stories high and 30 x 66 feet in size, for storage purposes, and handles annually immense quantities of foreign and domestic wools, nails and wool waste; camel's hair tops and noils, shoddies, flocks, and woolen rags of all colors and grades. He is a direct importer from England, and also deals in all grades and qualities of domestic growths, from California and Oregon, eastward. He exercises sound judgment and careful methods in sorting and grading, and all bales of wool sold by him can be relied on to tally with the sample. He sells largely to the leading mills of New England, supplying shoddy mills with such waste as are brought from cotton and woolen mills, and has an extensive trade connection all over the United States. The exigencies of the business require the constant services of thirty assistants, and orders are invariably filled with promptness and scrupulous care. Mr. Keenan is a Massachusetts man by birth and training, of large practical experience in the wool trade, and reliable and responsible in all his dealings.



**SHEPARD & CO.**, Importers of and Dealers in Iron, Steel, Ties and Bagging, No. 147 High Street.—An important and influential house, is that of Shepard & Co., who are extensive dealers in iron, steel, ties and bagging, and have been established in the business here since 1878. The active member of the firm, Mr. Chas. V. Shepard, is a skilled expert in all matters connected with iron and steel working, making a speciality of structural iron and steel, cotton ties and cotton bagging; a very large and influential trade has been built up in structural steel with contractors and others, and in hoop and bagging with parties in the South. Only reliable and standard supplies are handled. Mr. Shepard has been connected with this line of trade since 1865, being formerly with Gay, Manson & Co., of this city, and is still in the prime of life, enterprising and progressive in all his business methods, and highly esteemed for his ability and integrity.



**CHADWICK IRON WORKS**, A. R. Chadwick, Proprietor, No. 22 Harvard Place.—The Chadwick Iron Works were established twenty-two years ago, by Mr. A. R. Chadwick, the existing proprietor, the premises at the date of the foundation of the concern having been in Dover Street, the occupation of the existing quarters dating from 1880. The business embraces the manufacture of iron, steel and copper forging, as also of all tools used by mechanics, also tools for wood and iron working machinery, the house making, among an infinite variety of appliances, the following—brick hammers, brick sets, brick jointers, hod irons, pick axes, plumbers' tools, copper hammers, soldering cutters, slater's tools, swivel and straight copers, and the like. Mr. Chadwick's business premises comprise two well appointed floors, covering an area of 1500 feet; the same being equipped with steam power and fitted with all the necessary improved machinery used in the business; a staff of eight assistants being constantly employed. Mr. Chadwick is a practical man and a native of New York, and rejoices in that enviable human condition familiarly called "The prime of life." He is one of the most skillful adepts at his business, and can make over four thousand separate and distinct tools himself, having had thirty-one years' experience.



**PARKER BUNTIN**, Chiropodist, Room 36, No. 7 Temple Place.—Of the many ills that attack "suffering humanity" none are more provocative of pain or irritation than the insidious corn, which plants itself in the feet of the unoffending. But the only sure way of ridding one's self from the attacks of the enemy is by having it removed, roots and all. A leading establishment in Boston engaged in this line is that of Dr. J. Parker Buntin, the widely known chiropodist, whose offices are located at No. 7 Temple Place. This business was founded here in 1887, as a branch of Dr. P. Kenison's establishment, formerly at No. 18 Temple Place, and on the latter's death in January, 1891, the place became the property of Dr. Buntin, a cousin of Dr. Kenison, and who had been that gentleman's assistant for twenty-one years. Dr. Buntin is a native of Boston, has had over a quarter century's experience in his profession, and is thoroughly skilled in all questions pertaining thereto. The premises occupied comprise nine operating rooms, excellently appointed. Eight assistants are employed, five of whom are expert operators. Dr. Buntin personally directs affairs, and all troubles of the feet arising from corns, bunions, ingrowing nails, etc., are treated by the latest approved methods. Manicuring the finger nails is also made a specialty. The prices are eminently reasonable, and satisfactory services are guaranteed in every instance.



**E. MARTELL**, New England Representative of the Samuel Hano Company, Manufacturers of Duplicate and Triplicate Order Books, Etc., No. 91 Bedford Street.—One of the thoroughly representative industries of Boston is that conducted by the Samuel Hano Company, as manufacturers of duplicate and triplicate order books for salesmen and other manifold order and letter books, under the management of Mr. A. E. Martell, as New England representative of the company. This enterprise was inaugurated in 1879, by Messrs. Samuel Hano & Co., and in 1887 the present company was incorporated, under the laws of the State of New Hampshire, and is now officered by J. W. Sanders, president; Lewis Hano, treasurer. The works of the company are the largest and best equipped of the kind in the world, and steady employment is given to one hundred and eighty skilled hands. This company are the sole manufacturers of the Eureka Combination Ledger and Bill Book, the best thing in the world for retail dealers; also, letter books for obtaining letter and copy at one writing; shipping books, bill books and tissue blocks; the "Peerless" manifold letter books, to use with pen and ink; manifold duplicate order books for wholesale jewelers, writing with a stylus; manifold books, all tissue, unruled, to use with your own letter heads, writing with pen and ink or stylographic pen; while books are printed and ruled to order of any style or size desired, a specialty being made of books to order. Books are manufactured by this company which make anywhere from one to twelve impressions. A complete stock is kept on hand by Mr. Martell. Mr. Martell, the New England representative, has been connected with the company for the past eight years, during which time he has acquired a foundation understanding of all the details of the business and the requirements of the trade.



**LLANDALE SPRING CO.** No. 57 Bromfield Street.—This company has for its object the supplying of the community with absolutely pure, unadulterated water, the aqua pura of the chemists; and when we consider that many of the most terrible diseases that afflict mankind are caused by the water that is consumed, and that all natural water is more or less polluted and saturated with poison-laden germs, we must recognize that the objects of this company are of the utmost sanitary value and importance. This company was organized in 1876, acquiring control of fifty acres of land in West Roxbury, on which is located the spring, flowing pure and sparkling through the fissure of a rock, some thirty feet or more, especially protected from all surface or impure drainage, and has no equal in purity or curative and prophylactic benefits. It is especially desirable as a pure drinking water, yet is highly beneficial as a curative of dyspepsia, diabetes and all ailments of the alimentary organs. This water is furnished fresh daily from the spring to any resident of Boston or vicinity, in stone or glass vessels, in quantities of three to thirty gallons, at \$2.00 per barrel, ten cents per gallon, \$3.00 for thirty-two gallons delivered in small quantities. The manager of the company is Col. C. G. Fisher, a well-known real estate agent, who has been established in business here since 1885. He is a Massachusetts man by birth and training, but at the opening of the war was in St. Louis, where he enlisted as a private in the First Missouri Volunteer Infantry. He soon after became commander of a company in the Third Missouri, was later made captain in the Mississippi Marine Brigade, and finally promoted to the position of Lieutenant-colonel of the Second Mississippi Volunteers. He was wounded before Vicksburg, and after the war was over, was, for many years, engaged in the cotton and real estate business in New Orleans. He is a prominent member of the National Department of the G. A. R. and an honored member of J. A. Perkins Post, No. 156, of Everett, Miss. He is in the active prime of life, and does a large and influential business in Government claims and the real estate line; buying, selling and leasing property of all kinds, taking the entire management of estates, and negotiating loans on bond and mortgage. He has a large business acquaintance and correspondence west and south.



**J. BOYCE**, Manufacturer of Diamond Mountings, No. 383 Washington Street.—A foremost Boston house engaged in this line, is that of Mr. E. J. Boyce, which has been a jewelry factory for the past thirty years. The business of this establishment was founded in 1881, by Messrs. Boyce & Wainwright. The latter's death occurred in 1884, and the enterprise has since been directed under the sole control of Mr. Boyce. This gentleman was born in Birmingham, England, but has resided in Boston for the past twenty years. He is a thoroughly experienced jeweler, and an expert in the manufacture of diamond settings, to which specialty he confines his operations. He also sets diamonds for the trade. This is a business which requires a vast amount of skill, for upon the manner in which it is set, depends in a great measure the appearance of the stone, and many a gem of purest ray serene, has had the effect it should have produced utterly spoiled by being improperly set. Mr. Boyce employs sixteen skilled workmen, his factory is equipped with first-class machinery, driven by steam power, and all demands made upon his resources are met in the most satisfactory manner.



**GEORGE H. EATON & CO.**, Manufacturers of Presses and Tools for Working Sheet Metals, No. 10 Mt. Washington Avenue.—The well-known house of Messrs. George H. Eaton & Co., manufacturers of presses and tools for working sheet metals, was inaugurated in 1889, and the firm have quickly acquired a reputation and a trade thoroughly national in extent and eminently creditable in character. The works comprise a shop and basement, 75 x 100 feet each, with a foundry adjoining, 125 x 30 feet, while the equipment includes the newest and most improved machinery and appliances for turning out a superior class of work, and steady employment is given to fifty skilled and expert hands. A specialty is made of both heavy and light presses, and the output is one of great variety and value. The success of this firm lies in the complete knowledge possessed by its members concerning every detail and process of manufacture. The co-partners, Messrs. George H. Eaton and Charles A. Perkins, are both practical manufacturers, and give their business the benefit of their close personal attention. For standard and reliable productions in their line they challenge competition. Agencies are established in Chicago, St. Louis and Cincinnati, and the wants of purchasers in any part of the country are met at fair and equitable prices. The partners are both native Bostonians, and gentlemen of experience, skill and integrity.



**BENJAMIN FRENCH & CO., Dealers, Importers and Manufacturers of Photographic Materials, No. 319 Washington Street.**—This well-known house was established in 1846 by Benjamin French, at No. 109 Washington Street, a removal to the present address being effected thirty years ago. Mr. French is a native of New Hampshire, but has resided in Boston the greater part of his life. He possesses a thorough practical knowledge of the art photographic in all its branches, and is a recognized authority on all questions pertaining thereto. He is a valued member of the National Photographers' Association, also of the Photographers' Association of Boston. In 1881 Mr. French admitted to partnership his son, Wilfred A. French, who was born in Boston, and has long been engaged in his father's establishment. The firm are sole agents for Voigtlander & Son's and the Darlot lenses, also for the Trapp & Münch albumen paper, and carry on an active business as dealers, importers and manufacturers of photographic materials, including cameras, lenses, dry-plates, and every variety of goods in this line, a specialty being made of amateur photographic outfits, the trade supplied extending all over the United States and Canada.



**WASON, PIERCE & CO., Wholesale Grocers, Nos. 61, 62 and 63 Chatham Street.**—One of the oldest and foremost houses in this line is that of Wason, Pierce & Co., which has been in operation for upward of a half century. The business was founded in September, 1837 by Henry Pierce and Elbridge Wason, as Wason & Pierce, and in 1839 Rufus Clement becoming a member of the firm, the title of Wason, Pierce & Co. was adopted. Mr. Clement retired in 1847. From 1833 to 1865 Mr. Geo. A. Wadley was a member of the firm, retiring in the latter year. In 1841 Mr. R. B. Wason entered the house, becoming a partner in 1848. Henry E. Pierce, son of Henry Pierce, was admitted to the firm in 1865 and died in 1881. In August, 1887, Mr. Elbridge Wason, one of the founders of the house, died, after a long and highly honorable career. The surviving and present members of the firm are Messrs. Henry Pierce and R. B. Wason. The former is a native of Waltham, Mass., the latter of New Boston, N. H., and both are accounted among this city's foremost and most representative merchants. They are members of the Wholesale Grocers' Association of the United States. The business has always been carried on at the same address, the building occupied having five floors and basement, 50 x 45 feet in dimensions, and it is completely filled with an immense stock of staple and fancy groceries of every description, both of foreign and domestic production. The trade extends all over New England.



**H. OSGOOD & CO., Manufacturers of Weather Strips and Wire Screens, No. 57 Bromfield Street.**—Draughty houses and business places in winter, are prolific of many colds, disease and suffering; open places in summer time invite house flies, mosquitos and other pests; to guard against both, is therefore a manifest duty, if we have health and comfort in consideration. The means wherewith to do so are within easy reach, and at little expense. In order to attain the desired protection, it is only necessary to patronize the house of H. H. Osgood & Co., manufacturers of weather strips and wire screens, whose salesroom is at No. 57 Bromfield Street, Boston, while their factory is at No. 9 Water Street, Charlestown, Mass. This enterprise was founded in 1891, by the present proprietors, Messrs. H. H. Osgood, W. O. Prince, and S. W. Doe, under the firm title of H. H. Osgood & Co. All three gentlemen are natives of Maine, and have had mature experience in their present vocation, Messrs. Doe and Prince having been engaged in this line fifteen years, Mr. Osgood twenty years, and the latter was formerly manager for the Underwood Weather Strip Company. The factory at Charlestown covers an area of 80 x 80 feet, and is equipped with all requisite tools and machinery. The firm manufacture a superior line of weather strips and wire screens, made of the best materials, and their goods enjoy a standard reputation in the market for their general excellence and manifest good qualities. The trade extends all throughout New England and New York State.



**T. E. MOSELEY & CO., Boots and Shoes, No. 469 Washington Street.**—The leading headquarters for fine boots and shoes in this city, is generally recognized, by old residents and those familiar with Boston's principal stores, to be the establishment of Messrs. T. E. Moseley & Co. This representative house was founded in 1847, by Mr. Thomas E. Moseley, at No. 233 Washington Street. The present head of the firm, Mr. George S. Merrill, entered the employ of the house in 1849, and in 1856, he was admitted to partnership. About 1865, Mr. Charles H. Spencer entered the employ of the house, and in 1881 was made a partner in the firm. The honored founder and head of the house died in June, 1890, after a long, honorable and successful career, and the business has since been continued by the surviving partners, under the old familiar firm name. Their very desirably located premises are thoroughly spacious in size, and are fitted up with every convenience which the advanced requirements of the times demand. The amplitude of the stock which is here displayed, embracing nearly every make of goods known to the boot and shoe trade, ranks this house as the leader in this line. Boots, shoes, rubbers and slippers for gentlemen, ladies, misses, youths, boys and children, in all the various styles, grades and sizes to suit the tastes and needs of all classes of customers, are always to be found here, while many of the styles are peculiar to this house, and, being manufactured expressly for it, are not to be obtained elsewhere. There are separate departments for ladies and gentlemen, a repair shop up-stairs, and employment is given altogether to thirty-five hands.



**ENTERPRISE PLATING COMPANY, Electro-Plating, Metal Polishing and Buffing of Every Description, John McCombie, Proprietor, No. 71 Sudbury Street.**—The Enterprise Plating Company, of No. 71 Sudbury Street, was established in 1887 and from the first the venture has been a positive and permanent success. They are electro-platers, metal polishers, etc., and turn out a distinctly superior class of work. The facilities are ample and excellent, and the business is constantly growing. Mr. John McCombie, who is the sole proprietor, was born in Nova Scotia. He is a man of practical skill and thorough experience, and is master of his art in all its branches. His shop, which is commodious, is equipped with steam power, electric appliances, and all the latest improved devices and tools pertaining to the business, and half a dozen expert hands are employed. Electro-plating, metal polishing and buffing of every description are done for the trade in the most expeditious and excellent manner, and satisfaction is assured, all work executed being warranted to be strictly first-class. Fine silver-plating is a specialty, and all orders are promptly attended to.



**F. W. BARBOUR, Real Estate and Mortgages, Investment Securities, No. 178 Devonshire Street, John Hancock Building.**—Conducting an essentially high class business as a real estate broker and dealer in investment securities, Mr. F. W. Barbour, of No. 178 Devonshire Street, in the new John Hancock Building, controls a growing connection among capitalists, investors, property owners and a large number of financial and mercantile houses in and around Boston, for whom all branches of the profession are equally undertaken, and receive the greatest care and consideration. Thus, in the purchase, sale and exchange of all kinds of realty, particularly Boston business property and Brookline real estate, which constitute the leading feature of the business, Mr. Barbour invariably acquits himself to the entire satisfaction of patrons, and also in the negotiation of loans upon bond or mortgage. Mr. Barbour commenced business in 1885, at No. 28 School Street, the office now occupied having been assumed on October 1, 1891. Mr. Barbour is a native of the Bay State, still a young man, and is a resident of Newtonville.

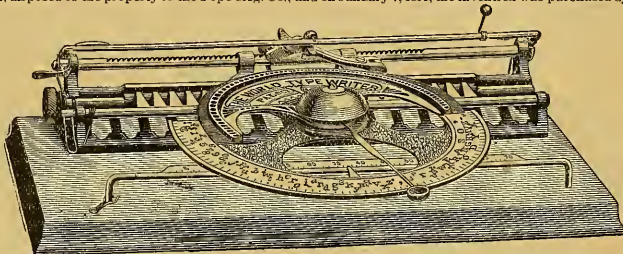




**G**ILPATRICK, Carpenter and Builder, No. 125 Merrimac Street.—One of the most experienced, skilful and enterprising of the carpenters and builders of this city is Mr. J. W. Gilpatrick, whose place of business is at No. 125 Merrimac Street, where he occupies the second floor, 24 x 83 feet in area, and employs from six to ten experienced mechanics. He makes a specialty of the fitting up of offices and stores, putting in the fronts and executing the interior finish in first-class style. All branches of hard-wood work receive the most careful attention, and he turns out none but A No. 1 work, all done by hand in the best possible manner. Mr. Gilpatrick has had an experience of over twenty-five years, and is also a machinist by trade and puts up shafting and does general machinist's work in fitting up manufacturing plants, etc., when desired. He also makes to order all such articles as refrigerators, counters, desks, tables, window and door screens, etc., and attends promptly to jobbing of all descriptions in and out of town. Mr. Gilpatrick is also a thoroughly competent builder, and is prepared to furnish plans and specifications for the erection of buildings of any class, his facilities for operations of this kind being very complete. He is a native of Biddeford, Me., but has lived in Boston for twelve years past. Previously he carried on business in Fall River for ten years. Seven years ago he established his present business near the place now occupied, to which he removed in 1891. Mr. Gilpatrick is a member of Iron Hall, Knights of Honor and the Golden Cross and is an energetic and enterprising business man.



**T**HE TYPEWRITER IMPROVEMENT CO. No. 4 Post Office Square.—One of the most useful inventions of the age is that of the typewriter, and no business house is complete without one of these devices. There are many different varieties of these machines in the market, but for compactness, durability, excellent work, and above all for cheapness of price, there is none that can approach the "New World Typewriter," of which about 75,000 are now in use in all parts of the globe. The "World" is manufactured by the Typewriter Improvement Co., of this city, whose office is at No. 4 Post Office Square. The first patent on this device was issued to the inventor, Mr. John Becker, October 12, 1886. Later on, in the same year, he sold out to the World Typewriter Company, who, in turn, disposed of the property to the Pope Mfg. Co., and on January 7, 1891, the invention was purchased by the Typewriter Improvement Co., who were incorporated under the State laws of Maine with a capital stock of \$100,000. They also purchased from Mr. Becker the Canadian patents on the invention. The president of the company is Mr. A. F. Butterworth, attorney; treasurer, Horatio Gore, contractor; secretary, Geo. W. Lovering. Directors, Daniel Allen, Jr., John Clark, and the three gentlemen above. The company have 400 agents throughout the United States. The western office is at No. 164 La Salle St., Chicago. The trade supplied extends to all parts of the civilized world, and shipments of over 100 typewriters was recently made to Bombay, India. The World Typewriter is made in five styles in single cases, and one style in double case, the prices being \$10.00 for single case and \$15.00 for double case. They may be had not only in the English language, but also in German, French, Swedish, Italian, Russian and Spanish. Illustrated catalogues containing full information are sent free to any address on application. In addition to handling the World Typewriter the Typewriter Improvement Co. also buy and sell improvements in typewriters and aid typewriter inventors. They are liberal in all dealings, and all communications addressed to P. O. Box 2882, will meet with prompt response.



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**A**N. HARDY, Artist Photographer, No. 493 Washington Street.—Special complimentary mention is due Mr. A. N. Hardy, one of the oldest as well as one of the foremost exponents of the photographic art in Boston, and his patronage, which extends throughout New England, is very large. Mr. Hardy was born in Maine, but has resided in and around this city for twenty-eight years, his residence being at Somerville. He is an expert photographer of long and varied experience, a man of exceptional skill, and is, in a word, thorough master of his art, and has received several prize medals and won the special medal from the National Photo. Association in 1889, the only one that was given to a Boston photographer. Mr. Hardy established himself in business in August, 1883, at No. 302 Washington Street, and later was at No. 29 Winter Street, moving to the present location about fourteen years ago. The quarters here occupied as reception parlor, operating-room, etc., are commodious and fitted up in first-class style, with printing department on the roof embracing a space of 1000 square feet, and fifteen to twenty competent assistants are employed. Photography in all its branches is executed here in the highest style of the art, and satisfaction is guaranteed, fine portraits being a specialty.



**B**ARNABAS CLARKE, Importer of, and Wholesale Dealer in, Wines and Liquors, Also Distillers' Agent, Nos. 148-158 Kneeland Street.—It is now some twenty years since Mr. Clarke established business operations, and during the period intervening he has built up a splendid trade with dealers and consumers in all parts of New England. He is a direct importer of the choicest foreign wines and liquors and transacts a business of considerable value and volume as a distillers' agent. Both a wholesale and family trade is supplied. The premises occupied wherein Mr. Clarke conducts his business comprise two floors, each 75 x 100 feet in area and appointed in an admirably tasteful manner. An immense stock is carried of foreign and American wines, liquors, cigars and malt beverages, while there is also a department devoted to the sale of pure teas, coffees and spices. The crowning feature of the place, however, is a large ice vault, which was devised and recently built by Mr. Clarke and on which he has applied for a patent. This is the first and only vault of the kind ever constructed. Its dimensions are: height, 19 feet; length, 30 feet; width, 5 feet. It consumes five tons of ice weekly in summer, two tons weekly in winter, and 924 gallons of ales can be stored in the original packages or fourteen hogheads of sixty-four gallons each. The interior arrangement is most ingenious, while the exterior presents an elegant appearance, the woodwork being of the finest polished cherry. In this vault the following ales, in original packages, are kept on hand: Smith's Philadelphia Ale; Bass' Pale Ale; Bass' No. 1 Strong Burton Ale; McCormick's India Pale Ale; McEwan's Scotch Ale; Highland Spring Ale, and Guinness' Stout. In Mr. Clarke's patent vault these ales are kept in the highest order of excellence. Although born abroad Mr. Clarke has resided in Boston since boyhood. He is a prominent member of the Boston Liquor Dealers' Association and also of the National Liquor Dealers' Association.



**C**ARL WEHDE, Manufacturer of Piano Cases, No. 50 Thayer Street.—At the date of Mr. Carl Wehde's embarkation in business, which event occurred in 1881, the scene of his operations was upon Wareham Street, Boston, his removal to the present address, No. 50 Thayer Street, occurring in the year 1884. Mr. Wehde is a manufacturer of piano cases for the trade, his specialty being high-class workmanship. His connection is located in Boston, and comprises a number of the foremost piano manufacturers of the city. The premises occupied by Mr. Wehde consist of a shop, covering an area of 50 x 60 feet, such premises having all the equipments necessary to the successful conduct of a large business, and Mr. Wehde keeps in constant employment a staff of ten assistants. Mr. Wehde is a native of Germany, his residence in this country covering a period of twenty years.



**A**L. HOOD, Watchmaker and Jeweler, No. 4 Bromfield Street.—Mr. A. L. Hood is a well-known dealer in watches, jewelry and silverware, and has had seven years' practical experience in this line. He learned the trade of Mr. O. D. Everson of Whitman, Mass., and established business on his own account at No. 4 Bromfield Street in 1891. In watches the house has taken the lead in keeping those of the finest movements, including imported chronometers, stop and split seconds and the best of Swiss and American makes, in every variety of plain and fancy gold cases; also sterling silver watches at such a wide range of prices that every one can be suited. A large stock of jewelry is also kept, notable for the richness and originality of styles, for elaborate workmanship and low prices. Mr. Hood is an expert at repairing watches and jewelry, and keeps several experienced assistants employed. He is a native of South Monson, Mass., and is a resident of Whitman.



**F**REDERIC DEXTER & CO., Cotton Buyers, No. 95 Milk Street.—One of the leading firms of cotton buyers in the southern markets for New England mills is that of Messrs. Frederic Dexter & Co. The business was founded in 1884 and has developed an active trade and influential connection with leading New England mills. The firm occupies spacious and commodious quarters at No. 95 Milk Street, having all the facilities at command necessitated by the requirements of their trade. No firm in the United States has such desirable connections in the southern cotton markets as this, and none but the best growths are handled by them. Mr. Frederic Dexter has been in the cotton business since the war, alone, and as a member of other firms. The firm of Frederic Dexter & Co. is considered as an authority in its line and no house more thoroughly understands the needs of the New England mills than this. The individual members of the firm, Messrs. Frederic Dexter and J. C. Inches, are both natives of Boston and are highly esteemed in business circles. Mr. Dexter served his country in a Boston regiment during the war of the Rebellion.



**H**ENRY WHITE, Musical Instruments, Strings, Clarinet Reeds, Etc., Musical Boxes Repaired, No. 89 Court Street.—Mr. J. Henry White has been established since 1869, as a dealer in musical instruments, and has since enjoyed a first-class patronage. Mr. White has had long and thorough experience at his profession, and is a master hand at repairing and making reed and string instruments of all kinds, such as flutes, clarionets, musical boxes, violins, etc. All work is given the same careful attention, being executed in the most finished manner, while the prices charged are of a uniformly reasonable character. Musical instruments and strings, clarinet reeds, etc., are sold by Mr. White at the smallest margin of profit. Mr. White is a native of Massachusetts, held a resident of Boston. His trade extends throughout the United States and to Halifax and Montreal, and he refers with pride to all the prominent music dealers in the city, as he has done work for all of them.



**O**RIENTAL COFFEE HOUSE COMPANY, "Alhambra," Nos. 11 to 15 Green Street.—The Oriental Coffee House Company was organized in 1881, the officers being: President, O. J. Briggs; treasurer, A. Ybarra; superintendent and general manager, J. W. Gordon. Mr. Gordon, who is in active charge of affairs, was born in Maine and has resided in Boston the past twenty-three years. He was the originator of the plan of business carried on by this company. This is the combining of a restaurant, cigar stand and pool and billiard-room in one, and the idea has proved immensely popular, as it is shown in the great patronage enjoyed, the company's patrons reaching over 2,400 per day, the restaurant being open every day in the week. The great success of this enterprise has been due to the sedulous care exercised by the management in keeping their goods up to the standard. Their prices are extremely moderate when taking into consideration the exquisite quality and flavor of the articles served. Oriental Male Berry Java Coffee sells at two, four and six cents a cup, while their exquisite Yarba Chocolate, from Caracas, comes direct to the house and from 5,000 to 6,000 cups of it are sold every day. A fine bouillon is made here which is sold for five cents a cup and fifteen cents per quart. The company's headquarters, the "Alhambra," at Nos. 11, 13 and 15 Green Street, have dimensions of 80 x 100 feet, and a seating capacity for 125 persons. The company also own the "Casino," No. 985 Washington Street, the "Branch," No. 10 Columbus Avenue, and the "El Dorado," at No. 8 Federal Street. About one hundred hands are employed in the four establishments. The menu includes the choicest of everything the market affords cooked under the supervision of a skilled chef.



**W**A. HAM, Real Estate and Loans, No. 21 School Street.—One of the best informed real estate agents and brokers in this city is Capt. W. A. Ham, whose office is located at No. 21 School Street. Captain Ham was for several years chief inspector of the Boston Police Force and has a wide acquaintance and a high repute in business circles. He established himself in the real estate business in 1885, bringing to bear an intimate knowledge of property and values in this community. These qualifications enabled him to promptly secure a large and influential patronage and to carry through to a successful issue many heavy and important transactions. He transacts a general real estate business including the collection of rents, the negotiations of loans on real estate and approved collateral, the investment of money and the management of estates. His knowledge of every section of the city is of that personal character which adds greatly to the value of the advice he offers to his clients. He has a wide circle of patrons and fully sustains an honorable business record in the real estate market of this city. Captain Ham is a native of Maine and is a member of the Pine Tree State Club, of the K. T. of the F. and A. M., and will be found reliable in all his transactions.



**G**B. HOUGHTON & CO., Commission Merchants, and Dealers in Foreign and Domestic Fruits, No. 50 Clinton Street.—One of the most noteworthy of the houses in this line opened in 1891, is that of G. B. Houghton & Co. Mr. Houghton, the active proprietor of the business, is a native of Massachusetts and has worked in the fruit and produce market since boyhood, being for several years of the firm of T. J. T. McHenry & Co. As a business man he is a hustler, understands fully all the requirements of the trade, and is painstaking in advancing all the interests of his many patrons. Mr. Houghton carries on a flourishing business as a commission merchant and wholesale dealer and jobber in foreign and domestic fruits of all kinds, making a leading specialty of oranges, lemons, and bananas, of which he disposes of very large quantities. Frequent consignments are being received, the stock always being kept up to the highest standard of completeness and efficiency, and all the demands of the trade are met promptly in the most acceptable manner. Mr. Houghton is a member of the Fruit and Produce Exchange, also of the F. and A. M.



**J. MAGUIRE & CO., Military Tailors, No. 243 Washington Street.**—The house of P. J. Maguire & Co., which is well-known throughout the United States, was founded in 1833 by Messrs. Maguire & Jacobs; in 1874 the firm became Maguire & Sullivan; in 1887 Mr. Sullivan retired, when Mr. Maguire became sole proprietor, and has since directed affairs under the firm name of P. J. Maguire & Co. His reputation as an expert custom tailor is second to none, and in his leading speciality of army and navy, military, band, police, firemen's and livery work, he stands without a peer. Mr. Maguire has supplied uniforms for Gov. Ames' staff, Gov. Russell's staff, and bands in all parts of the United States, also for the West Point classes, of from 1878 to 1888, and in every instance where his talented services have been called into action, the work rendered has proved eminently satisfactory. Employment is found for some seventy-five hands, and fine custom clothing or uniforms are made to order at shortest notice. Mr. Maguire's birthplace was in Ireland, but having lived in Boston for over forty-five years, all his interests are identified with this city. He is an active member of the National Merchants Exchange.



**DOOLEY'S HOTEL, John Howlett, Proprietor, Nos. 57 and 59 Portland Street.**—This is an old-time and well-kept hostelry, and occupies a niche in the esteem of the travelling public of moderate means almost entirely its own. It is conveniently located to horse cars to and from all depots passing the door, and is open all night to receive guests. The house accommodates gentlemen only, and has a large patronage, both transient and permanent. The hotel contains sixty commodious, airy, comfortable rooms, and is neatly furnished throughout, everything being clean, tasteful and inviting. The house is provided with all modern conveniences, is excellently lighted and perfectly ventilated, and ten or more in help are employed, the proprietor exercising close personal supervision over the entire establishment. There is a well-appointed bar and café in connection, "Dooley's" being conducted on the European plan, and the liquid refreshments are of the finest brands. The service and attendance are first-class, and the accommodations of a very superior character. The terms are certainly most reasonable, and nowhere else in the city are such excellent lodgings offered at the same figures, the rates for fine single rooms being 50 cents, 75 cents, and \$1.00. This well-known and popular hostelry was established in 1848, where the old Post Office was located on State Street, and in 1859 came into control of Henry Dooley, who conducted it up to 1891, when he was succeeded by John Howlett, the present proprietor, under whose capable and efficient management the business has since been conducted with increased success.



**LOUIS H. ROSS & CO. Musical Merchandise, No. 62 West and No. 6 Mason Streets.**—A noted and popular Boston music house, is that of Louis H. Ross & Co., No. 62 West and No. 6 Mason Streets. They are publishers of and dealers in sheet music, music books, and general musical merchandise, and are agents for the justly famed Bruno guitar, mandolins and other instruments. The firm, who are successors to the retail department of the White-Smith Music Co., have a very large and flourishing patronage, their trade, which is both wholesale and retail, extending throughout New England and other sections of the United States. The warehouses are spacious, commodious and well-appointed, and an extensive assortment is constantly kept on hand here, while half a dozen or more clerks and salesmen are employed. The stock, which is of a comprehensive and superior character, embraces the favorite Mathushek & Son pianos, and the Bruno guitars, mandolins etc., zithers, violins, cellos, banjos, and a great variety of musical instruments, popular, classical and sacred sheet music, both vocal and instrumental, music and instruction books, strings and, in short, everything in this line, mail orders receiving immediate attention. Every instrument sold by this responsible firm, is fully warranted, while the very lowest consistent prices are quoted, liberal discounts being offered to teachers, etc. Mr. Ross, who is the sole proprietor, is a native of this city. He is a man of thorough experience in the music line, as well as of entire reliability in his dealings. He established himself in business at No. 3 West Street, in 1886, and about three years later bought out the retail department of the White-Smith Music Co.



**T. BIRD & CO., Society Stationers and Engravers, No. 23 West Street.**—The progenitors of this firm were Messrs. Danforth & Davis, who commenced operations in the spring of 1885, Mr. Davis purchasing the entire business the following year, and conducted it under the firm name of W. W. Davis & Co. After two years of close attention to business, Mr. Davis' health failed, and he was succeeded by the present owner, Mr. T. Bird. The business comprises the manufacture of fine stationery and fancy goods. A heavy and artistic assortment of small leather goods is produced and an important department of their business is high grade copper and steel plate engraving and printing, the specialty being society printing and stationery. The retail trade area of the store comprises 25 x 65 feet, and a staff of six assistants is constantly maintained. The house to-day is much enlarged, and in a very prosperous condition, standing among the leaders of its kind in the city, owing to the strict attention to business, unremitting energy, and indomitable perseverance of Mr. Bird.



**S. CROWN & CO. Watches, Clocks, Diamonds and Jewelry, No. 186 Washington Street.**—A prosperous Boston house maintaining an excellent reputation for the liberality of its management, is that of W. S. Crown & Co. The business was founded in 1883 by Messrs. W. S. Crown and C. S. Hart, the co-partnership continuing up to 1888, when the former retired, and Mr. Hart has since remained in sole possession. He employs ten assistants, four being traveling representatives, and the active, large trade that has been developed extends all over the New England States. The premises occupied for business headquarters are equipped with burglar proof safes, and all conveniences requisite for the handling of stock and trade. The heavy supply of goods constantly carried embraces a choice assortment of gold and silver watches, parlor clocks, diamonds and other valuable gems, and jewelry in profuse variety, all of the best workmanship and most reliable manufacture. Mr. Hart is a native of New York, and has resided in Boston twenty-two years. For eighteen years of this time he carried on a drug business in this city. Mr. Hart is a prominent Mason, a member of the American Legion of Honor, also of the Order of United Friends.



**HASKINS & MONTAGUE, Commission Merchants, Cotton, Wool, Hides, Etc., No. 309 Atlantic Avenue.**—One of the oldest among the most prominent of the houses engaged in this line is that of Messrs. Haskins & Montague, which was originally founded in 1853 by Messrs. Pierce & Haskins, the firm becoming Haskins & Co., in 1854, and Haskins & Montague in 1859. In February, 1889, Mr. Montague retired, when the present firm was organized, the co-partners being Mr. Horace Haskins, his son, Mr. Charles E. Haskins, and Mr. Charles E. Joslin. The senior member of the firm is a native of Vermont, but has resided in Boston since 1852, and has long been identified with the commercial progress and prosperity of the community. His son, Mr. Charles E. Haskins, was born in Charlestown, and Mr. Joslin hails from New Hampshire, and came to this city in 1867. The building occupied by the firm was erected in 1875 for their special uses, and it possesses an area of 6,000 square feet, the frontage on Atlantic Avenue being 140 feet. The firm are general commission merchants in domestic cotton, southern wool and hides, and general dealers in scrap-iron, metals, rubber and paper makers' supplies.



**M**ILES & THOMPSON, Publishers, Importers and Dealers in Foreign and American Sheet Music, No. 13 West Street.—Messrs. Miles & Thompson are publishers, importers and dealers in foreign and American sheet music, and their trade, which is both wholesale and retail, is very large, extending throughout the United States. They carry on hand always, a vast and varied assortment, including all the standard publications, both vocal and instrumental, and make a specialty of selections for teachers and colleges. Their stock of piano, organ and sacred music is of a most comprehensive character, best foreign editions being a leading specialty, and particular attention is given to mail orders. The firm occupy two commodious floors, which are well ordered and neatly arranged, and a staff numbering thirteen is employed. They publish classic and popular sheet music, having their printing done by contract. Catalogues are furnished upon application and all orders are attended to in the most prompt and trustworthy manner, while the prices quoted are exceptionally low, liberal inducements being offered to the trade. This flourishing business was established about eighteen years ago by Arthur P. Schmidt & Co., whose retail department, in July, 1859, passed into control of the present proprietors. Messrs. Jonas M. Miles and Charles W. Thompson, the individual members of the firm, are natives of this city, and both gentlemen are thoroughly conversant with the wants of the trade.



**D**OLL & RICHARDS, Fine Arts, No. 3 Park Street.—A representative and reputable fine art store is that owned and controlled by Messrs. Doll & Richards. The foundation of the concern occurred during the year 1839, the present proprietors succeeding John Sowle. In 1866 the business title of the firm became Hendrickson, Doll & Richards and during the continuity of 1871, the name as used at present was adopted; the existing condition of affairs coming into operation in 1880. The business is that of importers of and wholesale and retail dealers in works of art; the trade of the house extending all over the United States. The firm carries a large stock of etchings, engravings, oil paintings, water color drawings, etc., and an important department of the business is that devoted to a trade in original American paintings; the house handling none but the very highest class productions. The premises occupied comprise a large and commodious store, well equipped and located, covering a ground area of 50 x 75 feet, and a staff of twenty-five employees is maintained. The sole proprietorship and the major proportion of the management of the business devolves upon Mr. J. D. Richards, who has devoted the greater part of his life to this trade. He is a native of this city and a prominent member of the Boston Art Club.



**S**T. JAMES HOTEL, E. F. McIntire, Manager, Nos. 69 and 71 Beach Street.—The St. James Hotel has been founded many years and has always borne the enviable reputation for excellence it now holds. Since the date of the establishment of the house its proprietorship has passed through many hands, the present conditions having come into operation during the currency of the year 1891, when Mr. E. F. McIntire took charge. The house contains thirty neat, clean rooms, excellently furnished and appointed; the charges for which vary from 75 cents to \$1.50 per day. The patronage of the establishment is made up chiefly of the better class of drummers and traveling salesmen visiting the city, and the management caters to a transient trade, the hotel being open all night. Every modern convenience is in constant use, and every care for the insurance of the comfort of guests is zealously exercised, a staff of ten able assistants being maintained. Patrons of the hotel are enthusiastic in their appreciation of the choice wines, liquors and cigars provided. Mr. McIntire is a native of Maine, and a middle-aged man of lengthy and continuous experience in his business. His residence in Boston covers a lengthy period.



**C**E. WOODWARD & CO., Druggists, No. 52 Bromfield Street.—The pharmacy conducted by Messrs. C. E. Woodward & Co. was founded in November, 1836, by the present proprietors, Messrs. C. E. Woodward and F. Gilbert. Mr. Woodward is a native of Boston, born in the Roxbury district, and learned the pharmacists' profession in the drugstore of his father, Mr. W. E. Woodward, who was for many years engaged in the drug trade. Before the present firm was organized Mr. C. E. Woodward was for ten years a member of the firm of Woodward Brothers, his partner being his brother, Mr. H. E. Woodward. Mr. Gilbert was born in Maine, but has lived in Boston the greater part of his life, having come here forty-four years ago, when but eight years old. He has had thirty-seven years' experience in the drug trade, and for a long time was employed in the establishment of William E. Woodward. The store occupied is of commodious proportions and admirably fitted up throughout, while it is filled with an immense stock of proprietary medicines, toilet and fancy goods, fresh drugs, pure chemicals, herbs, roots, pharmaceutical specialties, surgical appliances, physicians' supplies, liquors for medicinal purposes, etc. A staff of twelve assistants is employed, and particular attention is given to the compounding of physicians' prescriptions, which are put up at an immense reduction from the regular drugstore price, while accuracy is assured in every instance.



**C**O-OPERATIVE FARM AGENCY, Real Estate Bought, Sold and Exchanged, Clark & Hazeltine, Managers, No. 178 Washington Street.—The inception of this concern dates from 1855, the projectors being Messrs. C. Hazeltine & Son, who adopted the trade-name of the Co-Operative Farm Agency. In 1858 Mr. Hazeltine's son retired and Mr. Sidney P. Clark was admitted to partnership. Mr. Hazeltine is a native of Vermont, and was for some time engaged in the tannery industry in that State. He has long resided in Boston, and for five years before embarking in his present venture, carried on operations as a stock broker at No. 178 Devonshire Street. Mr. Clark is a native of Massachusetts. Both gentlemen possess a thorough knowledge of the value of realty in both city and country, and make a leading specialty of farm and suburban property, buying and selling houses, lots or farms in any part of New England. They also place insurance in any company desired, through the agency of John C. Paige. Loans are negotiated at favorable rates on bond or mortgage security, and careful attention given to all branches of the real estate business.



**A**W. RICE & CO., Manufacturers and Commission Merchants, Dry Goods and Notions, No. 109 Kingston Street.—At the date of the inception of the business owned and controlled to-day by Messrs. A. W. Rice & Co., of No. 109 Kingston Street, the name of the firm was Coleman, Mead & Co., formerly Lewis, Coleman & Co., the company being represented by the chief partner in the house under review. The scene of the early operations of the projectors of the business was upon Federal Street, but, in 1859, in which year Mr. Rice retired from the firm of Coleman, Mead & Co. to establish the present business, the quarters at present in occupation by the house were taken up. Messrs. Rice & Co. are commission merchants and jobbers, the goods handled being chiefly dry goods and notions, the specialty being small wares and ladies' and gents' furnishings. The Boston premises consist of the entire second floor of the building. They are excellently equipped and suitably managed, and cover a superficial area of 10,000 square feet. The firm owns also two large dry goods stores at Waltham and Warren, Mass., and employs a staff of over forty assistants. The control and possession of the business reposes mainly in Mr. A. W. Rice, a gentleman of the soundest business ability and judgment. He is a native of Hardwick, Mass., resides at Newton, and during 1858 and 1859 he served as a member of the City Government of that place, declining renomination on the completion of his term of office.



**ARTHUR BENJ. BROWNE**, Analytical and Consulting Chemist, Assayer, and Mining Engineer, No. 119 Water Street.—Experimental and practical chemistry has in recent years made very rapid progress, not alone in the domains of art, but in immediate relation to mining and manufacturing, the old rule of thumb methods giving place, with an ever-increasing speed, to scientific systems of production, to the manifest advantage of the entire community. This calls, in increasing degree, for the services of the consulting and analytical chemist, such gentlemen as Mr. Arthur Benjamin Browne, whose training has been of a thorough character, and whose studies have rendered them really highly qualified, being in exceptionally strong request. Practicing for four years with Dr. Smith, the state assayer, Mr. Browne has had unexcelled opportunities of acquiring a complete mastery of his profession, and has availed himself of those with so great assiduity and with such eminently satisfactory results, that he has obtained an enviable recognition and is much sought by the more progressive manufacturers of Boston and its vicinity, as well as mine owners from all parts of the country. The conducting of tests and experiments, and the making of assays in all branches of chemical manufacture, and in any factory or mining works where chemicals play or should play a part, comes within the range of Mr. Browne's professional duties. The professional business was established in 1838, with headquarters at No. 119 Water Street, and has met with a success which places its proprietor among the most eminent consulting chemists of Boston. He is a young man born in Cambridge where he now resides.



**WILLIAM F. LOW**, Manufacturer and Dealer in all kinds of Oils, Steamship and Engineers' Supplies, No. 34 India Square.—This widely-known establishment was founded eighteen years ago by the present owner, and his subsequent success is well-known to the trade, the influential and permanent patronage that has been developed being derived from all over the New England States. Mr. Low carries on an active trade as a manufacturer and dealer in all kinds of lubricating and machinery oils, steamship and engineers' supplies. Only the best and most reliable products are handled, while all goods are sold under a guarantee to be exactly as represented, no competition being ever entered into with low grade and inferior oils, which their injurious effects on machinery. The largest orders are filled with ease and facility, and the wants of all classes of trade met with success. Mr. Low is a native Bostonian, and is a merchant of entire reliability in his dealings.



**JOHN W. SHAW & CO.**, Real Estate Agents and Mortgage Brokers, Nos. 104 Washington, 29 Devonshire and 14 State Streets.—John W. Shaw & Co., conduct a general business as real estate agents, buying, selling, leasing and making exchanges; and also do a large business as brokers in the negotiation of mortgages. They are well posted in regard to real estate values, and in their specialty of placing mortgages have more than ordinary advantages. The firm is composed of Mr. John W. Shaw and Mr. Jas. M. Shaw, and was established in 1862, in their present business. Previously they were commission merchants in cotton and rice, that line of business having been commenced by Mr. John W. Shaw in 1846. He was joined in it by Mr. Jas. M. Shaw in 1855, their location being on Milk Street. Since the war they have confined their attention to real estate affairs. The senior member of the firm is a native of New Hampshire, his partner was born in Maine.



**H. LONG**, Practical Machinist, No. 164 High Street.—Of the practical machinists in Boston who have made a reputation for skill and ability, none stands higher than J. H. Long, who established his enterprise three years ago, and who brought thorough practical skill to bear in his management of affairs. The trade has steadily grown, and now the services of thirty expert workmen are required to keep up with the orders constantly coming in. The premises used comprise two floors, each 50 x 100 feet in area, supplied with ample steam power, and completely equipped with the most superior machinery and facilities for insuring rapid and perfect work. Mr. Long gives his close personal attention to general machine work, all kinds of experimenting, model making, etc., and to the repairing of light and heavy machinery, marine and stationary engines, etc. Designs and plans for machinery of every kind are executed in the most accurate and reliable manner, and machines and mechanical appliances of every description are constructed in the highest style of the art. Mr. Long is a native of this State and resides at Melrose, and is popularly known in trade circles.



**M. THURLOW**, Suspender Webs, No. 42 Thayer Street.—This business was founded in 1838 by the American Webbing Company, the scene of that firm's operations being the present address; Mr. Thurlow's succession to the control of the concern occurring in 1891. The business is the manufacture of suspender webs of all kinds as a specialty, and a general line of elastic webbing; which goods the house disposes of throughout the entire United States. The selling agents of the concern are the E. Reed Goodrich Manufacturing Company, of Newport, R. I., which house furnishes all the material used by Mr. Thurlow in his business. The premises wherein the gentleman conducts his business consist of a shop, covering a superficial area of 5,600 feet; the same being appointed with every necessary adjunct of the industry, a powerful volume of steam included. Mr. Thurlow is a practical workman hailing from the State of Maine. He has been a resident in Boston during a period of ten years and is a prominent member of the F. and A. M.



**TURNER & BROWN**, Boots, Shoes, Slippers and Rubbers, No. 136 Court Street.—An establishment that has passed through an honorable career of a half century, during which period it has supplied an extensive trade all throughout New England, is the wholesale and retail shoe emporium of Turner & Brown, whose headquarters are at No. 136 Court Street, this city, with branch store at No. 164 Court Street, and who also have branches at Keene, N. H., and Lowell, Mass. The firm handle the entire products of several factories, furnishing the capital to cover the cost of manufacture. The business of this widely-known house was founded some fifty years ago, by Mr. Geo. E. Turner, on Merrimac Street, and conducted by him under the firm title of Geo. E. Turner & Co. Thirty-five years ago a removal to the present quarters was made. In 1877, Mr. Oran Brown, who had worked in the establishment for six years prior to that, was admitted to partnership, and in 1891 the firm name of Turner & Brown was adopted. Mr. Turner has now reached an advanced age of life, and the active management of the business devolves upon Mr. Brown. Both gentlemen are natives of New Hampshire, but have resided in Boston since boyhood. Their stores contain heavy stocks of the choicest goods in boots, shoes, slippers and rubbers of every description, in all grades, sizes, and styles.



**D. BROWN & SON**, Cotton Buyers, No. 35 Congress Street.—One of the well-known houses engaged in this line, is that of Messrs. A. D. Brown & Son. The senior member of this firm is one of the oldest and most experienced cotton men in Boston, having been identified with the cotton interest for upward of a half century. From 1840 to 1868 he was connected with a number of cotton mills, holding various positions, the last capacity served in by him being that of treasurer. He is prominently known to the trade and is recognized as an expert judge and buyer of cotton. Mr. Brown established his present business in 1868 and in 1877 admitted to partnership his son, Mr. L. M. Brown, who is also possessed of a thorough knowledge of the cotton trade, and is a business man of enterprise and ability. The firm are buyers for New England cotton manufacturers and possess unexcelled facilities for promptly meeting the requirements of the trade.



**H**AGOP BOGIGIAN & CO., Importers and Wholesale Dealers in Rare and Artistic Persian and Turkish Rugs, Antique Silver Jewelry and Brass Goods, Art Fabrics and Hangings, Corner of Park and Beacon Streets.—Messrs. Hagop Bogigian & Co. are importers, wholesale and retail dealers in Persian and Turkish rugs, antique silver jewelry, brass goods, art fabrics, hangings, etc. The firm are the largest importers in their line in the city and carry an immense stock in all departments, the assortment of Oriental rugs being especially large and attractive. Many of these goods are exceedingly rich and beautiful, adapted to the highest class of trade. The local business of the firm is large and they also send goods all over the United States. The warehouse is a spacious double store, 50 x 100 feet in dimensions, with basement one-half the size. The establishment is very elegantly fitted up and the display of rare and curious articles, rich fabrics, etc., is exceedingly brilliant. Mr. Bogigian is a native of Turkey, but has lived in this country for thirteen years and established this business at its present location in 1885. He makes yearly trips to the Orient and personally selects the fabrics, etc., for which his house is so deservedly popular.



**G.** BRIDGE & CO., Commission Merchants, Dealers in Hides, Calf Skins and Sheep Skins, No. 45 N. Market and 11 Ferry Street. — One of the representative establishments which convincingly demonstrates the mercantile supremacy of this city, is that of Messrs. J. G. Bridge & Co., located at No. 45 N. Market and No. 11 Ferry Streets, who are extensive dealers in hides, calf skins, and sheep skins. The house was founded by Messrs. C. M. Barrett & Co., in 1878 at No. 230 Congress Street, and in November, 1890 the present proprietors succeeded to the control. The premises occupied are spacious and commodious, and every convenience and facility is at hand for the transaction of a large and active business, and no similar concern in the city is more thoroughly prepared for taking proper care of its extensive and still growing interests. The house commands all the advantages that are naturally accumulated through long years of identification with a business, and is thus enabled to render the most valuable service to those who commit their interest to its care. The firm receive some goods on commission, but buy direct mostly. They buy green hides and pack and salt for the tanner and a splendid stock of these products is constantly carried, carefully selected from the best sources of supply by a member of the firm, and calculated to command the attention of careful and discriminating buyers. The trade, which is constantly increasing, extends to all the New England States. Its resources are large and ample, its facilities are unsurpassed, and its connections the most influential, while the substantial inducements it offers to the trade cannot readily be duplicated elsewhere. Mr. J. G. Bridge, the active member of the firm, is a native of Massachusetts, is Past Regent of R. A., Past Master of F. and A. M. and Past Grand Master of I. O. O. F., and has held all the offices in the K. of H. He is accounted among those young, vigorous and progressive business men upon whom the continued development of the city rests.



**D**R. SEYMOUR M. VAN ALSTINE, Trusses, Etc., No. 106 Tremont Street.—The alleviation and cure of physical deformities, weaknesses, and defects, by the use of scientific appliances and instruments, is made a specialty of by Dr. Seymour M. Van Alstine. He has in stock a large assortment of the latest novelties in trusses, patent cork pads, special applications for every variety of hernia, abdominal supporters, elastic stockings, knee caps and anklets; rubber bandages for relief of varicose veins, inflamed and weak joints, ladies' special appliances for abdominal weakness, instruments for curvature of spine, club feet, bow legs, knock knees, etc.; improved shoulder braces, magnetic belts, crutches, suspensory bandages, syringes, hearing instruments, etc. Appliances are made to order for special cases. Dr. Van Alstine gives special attention to rupture, in the treatment of which he is eminently successful. He established this business in 1876, and in 1879, the firm of Van Alstine & Howe was organized, the sale of optical goods being added. In 1888, the partnership was dissolved, Dr. Van Alstine retaining the truss business; Mr. Howe that in optical goods, and a division of the premises was made. The business was originally located under Tremont Temple, but removed to the present place in 1880. Dr. Van Alstine was born in New York State, coming to Boston in 1876. He is thoroughly conversant with his profession and seems to have inherited his ability, his father, grandfather and great-grandfather having all been skilled practitioners.



**S**AGE'S TRUNK DEPOT, No. 638 Washington Street.—The best known trunk manufacturer and dealer in the city of Boston is Mr. O. F. Sage, proprietor of Sage's Trunk Depot, and the establishment has patrons in all parts of the country. This business was founded in 1862, near the present address, a removal being made here in 1876. Mr. Sage has therefore had ample experience in his vocation. The superior quality of his products have won for them an enviable reputation. The premises occupied comprise a four-story building having four floors, each 50 x 75 feet in dimensions. The first floor is used as a salesroom, the remaining floors for manufacturing purposes. These floors are equipped with the most improved machinery, driven by steam power. Fifty hands are employed. The products include ladies' and gentlemen's trunks, travelling and shopping bags, fancy leather goods and tourists' articles of every description, a leading specialty being made of basket trunks. A heavy stock is carried.



**Q.** ADAMS & CO., Subscription Books, No. 25 Bromfield Street.—This firm handle a number of valuable works, and have a trade extending all throughout the New England States, furnishing employment to one hundred agents in the various tributary sections. The business of this establishment was founded in 1806, by Messrs. Adams & Curran, at No. 48 Winter Street, the firm afterward becoming Adams, Putnam & Co., and seven years since a removal to the present quarters was made. Mr. J. Q. Adams, two years ago, became sole proprietor, adopting the firm name of J. Q. Adams & Co. The premises occupied are amply commodious and contain a full supply of the publications handled. These include the following works: Webster's International Dictionary, subscription edition, Encyclopaedia Britannica, The American Nation, The Standard Atlas of the World, Teachers' Bible, subscription edition, The Royal Gallery of Poetry and Art, Masters of the Situation, The Best Family Bibles, The Best Family Encyclopaedia of Medicine, The Best Line of Albums. A leading specialty is made of the Webster International Dictionary, a successor to the authentic unabridged, and which is published by G. & C. Merriam & Co., of Springfield, Mass. Mr. Adams is sole agent for Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut. The book is sold only through canvassers, for cash or on easy installments. Mr. Adams is a native of New York State, but has long resided in Boston. He is a member of the G. A. R., and has an excellent war record, having served in the war as a non-commissioned officer of the 147th Regiment, New York Volunteer Infantry, and captain of the 30th U. S. C. Troops.



**A**RTHUR H. PRAY, Diamonds, Etc., No. 376 Washington Street.—Though but a comparatively short time established as a dealer, Arthur H. Pray, diamond merchant and importer of precious stones, No. 376 Washington Street, has built up an extensive trade. He was for many years with The Morse Diamond Cutting Co.—known throughout the world—and about two years ago embarked in the present line alone, the venture proving a highly successful enterprise from the start. The quarters occupied by him as office and salesroom (on the second floor) are compact, ample and well appointed, and an exceedingly fine assortment is constantly kept on hand here of diamonds and other gems. Orders from the trade are filled in the most expeditious and trustworthy manner, and the very lowest prices consistent with quality of goods are quoted, while cutting, polishing and mounting are attended, likewise, at short notice, in first-class style. Mr. Pray is a native of Boston, and a practical and expert diamond cutter and polisher.



**BECKFORD'S PHOTO. STUDIO**, No. 43 Winter Street.—A leading establishment in this line in Boston is Beckford's Photo. Studio. This house was established over twenty years ago and was conducted for some years by the Chickering Photo. Company, who were succeeded by the present proprietor in 1888. The establishment is now one of the best in the country, and the fine quality and low prices of its productions in crayon, pastel, water colors, India ink and oil portraits are unsurpassed by any other house in New England. Fine portrait work is a specialty, and the most admirable facilities are possessed for producing work of the highest character. Four assistants are employed. Mr. D. C. Beckford is a native of the Isle of Jamaica, who came to Boston twenty years ago and was with the Chickering Photo. Company for several years.



**BOSTON BRASS ANDIRON AND POLISHING COMPANY**, Manufacturers of Brass Andirons, No. 78 Kingston Street.—Prominent among the successful business enterprises of this city may be mentioned that of the Boston Brass Andiron and Polishing Company, of which Mr. A. Pearce is the popular proprietor. The business was founded by Mr. Pearce in 1883 on Hawkins Street and was moved to the present location in 1888, which is fully equipped with every convenience and facility, and employment is furnished to a corps of skilled workmen. All kinds of polishing is done here in a highly satisfactory manner, and the goods manufactured are in great demand by the trade. Mr. Pearce is agent for C. Bucholtz's wrought iron fireplace trimmings. He is a native and resident of Boston, and is an able and experienced manufacturer. He is a practical brass finisher and has personal supervision over all the details of the business.



**WALKINSHAW & VOIGHT**, Commission Merchants in Woolens, Thomas P. West, Manager, No. 56 Summer Street.—So important is the trade of this house that many out of town houses find it profitable to be represented here. One of the leading concerns of the number is that of Walkinshaw & Voight, whose headquarters are at Nos. 47 and 49 Worth Street, New York, and whose Boston branch is at No. 56 Summer Street. This branch, which supplies the firm's New England customers, was opened four years ago, and for the past two years has been under the management of Mr. Thomas P. West, who has had many years' experience in this line of trade. Messrs. Walkinshaw & Voight are selling agents for the Lippitt Mills and Thorndale Mills, of Rhode Island; the Corona Mills, of Philadelphia; and S. and G. of Austria. Mr. West personally represents the following firms: W. E. Tiltonson, Pittsfield, Mass.; W. H. Crawford, woolen manufacturer, Hicks Bros., manufacturers' agents, and M. Arnold & Co., all of New York City. Both foreign and domestic woolens are handled, a heavy stock is always kept, and orders are filled at shortest notice upon the most acceptable terms.



**WHEELER BROTHERS**, Children's Lace Caps, Hats and Cloaks and Suits, No. 544 Washington Street.—Messrs. Tuch Brothers are represented in Boston by Mr. George H. Wheeler and N. C. Wheeler at No. 544 Washington Street. This branch was opened here eighteen months ago and has built up an extensive and steadily increasing trade throughout its territory, comprising the New England States. The trade-mark adopted by Messrs. Tuch Brothers is widely recognized by the trade everywhere, as the sure guarantee of uniform excellence and exquisite taste, while the firm conform their claim to leadership by originating exclusive new styles, which are accepted by the elite as en règle, and to which the homage of the trade is rendered by close imitation. The Messrs. Tuch are leading authorities as designers and manufacturers of children's fine lace hats and caps; there are few their equals, none their superiors. They select their materials with the utmost care, having special fine grades of lace made by the thousand yards to their order, so that their special brand is always a standard of quality, fashion, fit and fabric. They are also agents for fine cloaks and suits. Messrs. G. H. and N. C. Wheeler are natives of Maine and residents of this city for the past twenty-three years, and are young men of wide business experience, tried ability and personal worth.



**MACDONALD BROTHERS**, Manufacturers of Awnings, Tents, Flags, Etc., No. 168 Lincoln Street.—The pushing and prosperous firm whose name heads this sketch, was established in 1839, and from the start has been steadily growing in favor and patronage. The MacDonald Brothers turn out a distinctly superior class of work, being not surpassed in this respect by any in their line in Boston. Every article made by them is warranted as to workmanship and material, and while their awnings, tents, flags, etc., are noted for beauty of design and pleasing effect. Messrs. Alexander and G. Archibald MacDonald, were born in Prince Edward's Island, and have been in this city for a number of years. They are both thoroughly practical and expert workmen, and are masters of their art in its every detail. The quarters occupied by the firm are well-equipped, and a large first-class assortment of awnings, canopies, water-proof wagon covers, tents, flags, lawn tennis specialties and canvas goods in quite a variety being constantly kept in stock, and half a dozen skilled hands are employed. Fancy window and door awnings for cottages, etc., English and American flags, banners, lawn canopies, wall and camping tents, wagon covers, etc., are manufactured to order here, also, in the most prompt and excellent manner, while carpets are covered for dinner parties, etc., and canopies, tents, etc., furnished for all occasions, at short notice and very moderate terms.



**M. WADE**, Real Estate Agent and Auctioneer, No. 10 Tremont Street.—There is perhaps not one among the many solid citizens of Boston engaged in the handling of realty who is better known or stands higher in public esteem than J. M. Wade. He is a general real estate agent and auctioneer, and enjoys a large and influential patronage, numbering in his clientele some of the most extensive property owners in the country. Mr. Wade is a native of Charlestown, and of large experience in the purchase, sale, leasing and renting of houses, stores and land, and prior to embarking in business on his own account in 1870, had been associated with a Mr. Porter for several years. He bears a creditable war record, too, serving in the U. S. Navy, in the Gulf Squadron during the "late unpleasantness," and is an active member of Abraham Lincoln Post, G. A. R., of Charlestown. Mr. Wade is prepared to engage in all classes of business as above indicated, including the buying, selling and exchanging of city and country property, and gives personal attention to the management of estates and the collection of rents. Mortgages are negotiated, likewise, and loans effected, while insurance is placed with responsible fire companies and sales at auction conducted at any part of the State at short notice.



**THE DREWSSEN FRENCH CLEANSING AND DYEING COMPANY**, No. 32 West Street.—One of the foremost concerns in Boston in this line is that of The Drewssen French Cleansing and Dyeing Company. This enterprise was founded in the Spring of 1891, and has had a wonderful growth in the time it has been in existence. Mr. Drewssen is thoroughly skilled and practical, having been for years engaged in the industry. The company have opened some 200 agencies in all parts of New England. Their extensive dyeworks are located at Watertown, Mass., and are equipped with superior machinery, driven by steam power, and employment is found for a large force of operatives. Goods of all kinds are cleansed and dyed in the best manner, at shortest notice, being returned in less than a week if desired. Dresses are dyed and cleansed without ripping, blankets and curtains cleansed, shine is removed from coats, vests or trousers without extra charge, while the company also have a first-class laundry run in connection with the dyeing establishment, in which clothes are washed and ironed after the French method.



**S. POTTER**, Representing the Edison Electric Illuminating Company of Boston, No. 9 Quincy Row.—For a term of three prosperous years Mr. J. S. Potter has been established in business. He is an electric light expert and he has charge of 4,000 to 5,000 lights of the Edison Electric Illuminating Company's plant for the downtown district. He has been engaged for fifteen years in the business of supplying steam power for working the elevators of no less than thirty city stores. He employs a staff of fifteen skilled assistants in the electric line and he owns an engine of 150-horse power and a boiler of 100-horse power capacity. The business premises occupied by the gentleman comprise one floor covering an area of 1,500 feet. The same are excellently managed and in the matter of equipment they are perfect, every necessary improvement designed to facilitate the conduct of a heavy volume of transactions being employed, including telephone connection, the telephone number being 3,965. Mr. Potter is a native of Massachusetts.



**S. BURKE**, Authorized United States Claim Agent, No. 50 School Street.—Under the liberal terms of the new pension law all soldiers disabled in any way from full performance of manual labor, regardless of the origin of disability, are entitled to pensions; also widows and dependents. Mr. Burke is an authorized United States claim agent, and prior to establishing himself in business here in 1887 had had eight years' experience in the Pension Office at Washington. He is a man of entire probity of character, as well as thorough experience, being an expert in pension matters, and all interests entrusted to him are certain to be attended to in the most careful, capable and satisfactory manner. Mr. Burke, who is a native of Boston, bears a creditable war record himself, serving in the Rebellion from June 1861 to July 1864, during which he shared the checkered fortunes of the Twelfth Massachusetts Volunteers. He has a branch office in Washington, and enjoys exceptional facilities for securing recognition for clients, while he gives advice free.



**P. RICHARDSON**, Marine and Stationary Engines and Boilers, Steering Wheels, Propellers, Shafts, Bearings, Etc., No. 392 Atlantic Avenue.—Mr. A. P. Richardson deals in new and second-hand marine and stationary engines and boilers; also steering wheels, propellers, shafts, bearings, etc. The repairing of all such machinery is a specialty to which careful attention is given. Mr. Richardson is a skilled practical machinist and engineer, and is also an expert in steam and gas fitting and plumbing, and gives particular attention to yacht plumbing in all its branches. Mr. Richardson was formerly with J. H. Maginley, in Post Office Square, and has been established in business on his own account about one year. He is a young man, and was born in Boston.



**M. CUNDALL**, Manufacturer of Piano Covers and Scarfs, No. 43 West Street.—This well-known gentleman established business as importers' agent in Irish and English linen for housekeeping and art purposes in 1867. In 1889 he added to the business that of manufacturing piano covers and scarfs. His trade, both wholesale and retail, is extensive and constantly increasing. He is a selling agent for New York importers. He keeps a full assortment of samples of linen and is thoroughly experienced in this business, possessing a complete knowledge of the wants of the trade. He was with the T. D. Whittey & Co. linen store for fifteen years, and is a thoroughly reliable business man. Retailers and jobbers throughout New England will do well to call on Mr. Cundall and examine his goods and prices before leaving orders elsewhere. His stock of material for piano covers and scarfs is complete, and he has displayed some elegant ones handsomely embroidered in new and original patterns. Mr. Cundall is a native of Connecticut and a resident of Readville, Mass.



**W. BABCOCK & CO.**, Independent Illuminating Oils, No. 4 Custom House Street.—At the date of the inception of the business prosperity of Messrs. F. W. Babcock & Co., having its Boston office at No. 4 Custom House Street, the sole quarters of the house were located in Providence, R. I., at the present time the head center of the business. The date of the foundation of the house occurred in the year 1882, the establishment of the Boston branch taking place just two years ago. Messrs. Babcock & Co. are dealers in independent illuminating oils, and the connection of the concern embraces within its sphere the entire section of New England. The barreling stations of the house are located in Somerville, Mass., Providence, R. I., Lowell, Mass., and New Haven, Conn., and the storage capacity of the concern is 5,000 barrels at the former. The original location of the business premises of the house was No. 153 Milk Street. Some time ago, however, more commodious quarters became a matter of absolute necessity, and the existing address was taken up. Telephone connection, the number of the house being 1424-4. Mr. Babcock is a native of Rhode Island. He is a member of the Boston Oil Trade Association, and prior to entering upon the business of his present enterprise he was actively identified with the firm of J. L. Pierce, of Providence, R. I.



**HOYT & TRIPP**, Mechanical Draughtsmen, Pattern and Model Makers, Turning, Jig, Band and Circular Sawing, No. 17 Chardon Street.—Messrs. Hoyt & Tripp, mechanical draughtsmen, pattern and model makers, certainly rank among the foremost representatives of the branches of art indicated in this city, and have a large and flattering patronage throughout New England, and turn out a distinctly superior class of work, special attention being given to the construction of machine patterns and working models. Messrs. F. A. Hoyt and B. F. Tripp, the individual members of the firm, are natives of New Hampshire and Maine respectively. Both are men of exceptional skill and thorough experience. They have been established in business as at present about four years, and from the first have been rapidly pushing their way to the front. They occupy a floor 60 x 70 feet, with steam power, all the latest improved appliances, tools and appurtenances, including electric light, and employ eight expert hands, theirs being the very best equipped establishment of the kind in this city. Patterns and models of every description are designed and made in the most expeditious and trustworthy manner, while turning, jig, band and circular sawing is done also in first-class style at short notice.

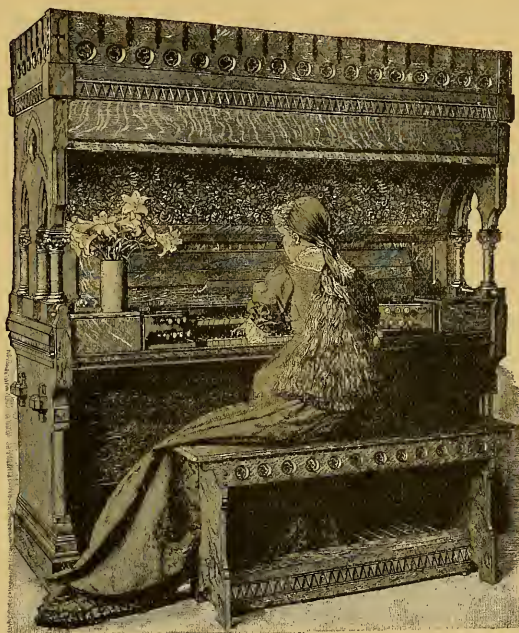


**WILSON & SILSBY**, Sailmakers, Nos. 320 to 328 Atlantic Avenue.—This business was founded in 1884 by Mr. Adrian Wilson, who came here from Port Jefferson, N. Y., his native place, for that purpose. Mr. Wilson has been familiar with the sail-making trade since youth, his father having been engaged in the industry at Port Jefferson from 1836 up to the time of his death, when his sons succeeded him. Two years ago Mr. Wilson admitted to partnership Mr. Frederick S. Silsby, a native of Maine, who has resided here the past six years, and who is also a skilled practical sailmaker. The firm employ some twenty-five hands, and occupy premises having an area of 5,000 square feet. Messrs. Wilson & Silsby make sails of every variety, but make a leading specialty of the manufacture of yacht sails, in which line they have done notable work, having made the sails for the following: in schooners—the Volunteer, Gitanra, Mobican, Sea Fox, Fortuna, O'Euone, Rebecca, Phantom, Foame and Frolic; in sloops—the Gioriana, Gossoon, Beatrix, Mineola, Owenee, Sardiniana, Saraceni, Saladin, Hawk, Shark and Fancy; open race boats—True Blue, Eureka, Volante, Ida, M. L. 1, Marole, Psyche, Miragè, Bay and Mab, and all the leading racing boats of the day. They have patrons from all parts of the country, the excellence of their work being its best recommendation, and they are amply prepared to promptly fill all orders at shortest notice.





**M**ASON & RISCH, Manufacturers of the Vocalion, Worcester, Mass., Boston Warerooms, No. 151 Tremont Street, Chickering Hall—The Vocalion manufactured by Messrs. Mason & Risch, at Worcester, Mass., is thoroughly typical of the greatest degree of progress in the production of true pipe tones from the common reeds. The New England agency for the sale of this marvelous instrument is entrusted to the hands of Mr. J. W. Follett, whose headquarters are located at Nos. 151 and 153 Tremont Street, (Chickering Hall). This agency was opened here in September, 1891, and immediately took a front rank position in the musical instrument trade. The Vocalion is an organ constructed on the principles of the pipe-organ. In its method of producing tone, as well as in its construction, the Vocalion is a patented invention, and is the outcome of many years of labor and experiment, involving large expenditure. The idea is copied from nature's method of producing tone—the method that is undeniably the best—and which, as far as is practicable, is embodied in the Vocalion. This will be clear by instancing the tone-making apparatus of the human throat. The lungs are the bellows; the muscles which inflate the lungs are represented by the foot-treadles or the bellows-lever of the organ; the vocal chord or the larynx of the throat is a reed; the tube or throat which contains the vocal chord develops the tone and delivers it to the mouth; there it is reinforced and further qualified before its final emission. Tones produced on this plan have purity, beauty and variety, as well as power, carrying property and intrinsic musical value. These qualities are peculiarly the property of the Vocalion, which serve to make it a rival in the variety and excellence of its registration and tonal qualities, of a richly-voiced pipe organ costing more than double its price and for the reasons already given, is in many respects superior to a pipe organ of equal capacity. Its advantages over the



pipe organ are its cost, which is one-half the price of a good pipe organ of equal capacity; the little space required, being one-quarter that occupied by a pipe organ of similar capacity; its construction, so that each reed, having its own separate tone-chamber, can be removed with ease, and without disturbing the action; its fifty-eight notes to each tone in the manuals, and the fact that no tone borrows from another for the lower fourteen tones, as is frequent in pipe organs; its being ready for use on being unpacked. For the above reasons the Vocalion is better than any pipe organ for churches of moderate size, or houses remote from pipe organ builders. In designs and architectural proportions the Vocalion is so artistic that it harmonizes with the interior of the most beautiful church or chapel, while, on the other hand, the solidity and churchly character of its design fit it for an auditorium of the simplest style of architecture. It is highly endorsed by such eminent authorities as S. B. Whitney, organist of Church of the Advent, Boston; Clarence Eddy, organist of First Presbyterian Church, Chicago; Ad. Neuendorf, orchestral conductor and composer, Boston; Walter J. Damrosch, leader of Grand Opera, Metropolitan Opera House, New York; S. B. Whiteley, organist of Church of the Holy Spirit, New York; Dr. Eberhard, Grand Conservatory of Music, New York; Dr. A. H. Messiter, organist of Trinity Church, New York; Frederic Archer, Esq., concert organist and composer, Loudon, Eng.; Henry M. Dunham, Esq., organist of Ruggles Street Baptist Church, Boston; S. B. Mills, the well-known pianist, New York, among many others. The Vocalion is recognized by musical critics everywhere as duplicating in small compass and low cost the most magnificent and powerful achievements of the great pipe organs found only in churches and halls, while combining a melody, tone, diversity of expression and durability that is possible in no other musical instrument. Mr. Follett, the New England agent, is thoroughly experienced and familiar in the music trade, and a business man of marked executive capacity, sound judgment and sterling worth, with whom it is always pleasant and profitable to deal.

**E** C. WILLISON, Importer and Wholesale Dealer in Marble, Granite and Statuary, No. 160 Boylston Street.—A foremost Boston importer and wholesale dealer in marble, granite and statuary is Mr. E. C. Willison, whose office is at No. 160 Boylston Street. Mr. Willison established his enterprise in 1888, previous to which he had been manager for W. C. Townsend, whose marble and granite house was located at the corner of Beacon and Park Streets. Through the expert knowledge of the industry exercised by him, he has met with the most substantial success, building up a large, first-class trade all throughout the United States and the lower Canada provinces. He makes a leading specialty of the finest class of work, his facilities enabling him to produce monuments of the most artistic design and finish. His Willison has a branch office on the corner of Eighth and Delaware Streets, Kansas City, Mo., and a purchasing office at No. 74 Union Street, Aberdeen, Scotland, while his granite works are at South Quincy, Mass., and at Montpelier, Vt. At the Boston salesroom a fine display of sample work is shown and orders are also filled from designs. Mr. Willison is an importer of Scotch granite, Italian marble, statuary figures and finished monuments and he makes a leading specialty of fine granite monuments and polished columns for buildings. All orders are filled at lowest quotations. Mr. Willison is a member of the Boston Wholesale Granite Dealers Association, also the Quincy Wholesale Dealers Association and is popularly known in both business and social circles.

**C** HARLES LAWRENCE & CO., Commission Merchants, Importers and Wholesale Dealers in Foreign and Domestic Fruits and Produce, No. 103 Commercial Street.—Among the representative merchants who sat at table at the Chamber of Commerce banquet at the Vendome on February 4, 1889, were the Lawrence brothers, Charles and William W. They are well-known North Market produce dealers, the former being in the firm of Charles Lawrence & Co., and the latter in the firm of Farnum & Co. There are two more of the Lawrence brothers on North Market Street—George H. of the firm of Curtis & Co., and Frank M., a salesman with another provision firm. The brothers were all born and raised on the Lawrence farm in Lexington. Their father, still hale and hearty in spite of his almost fourscore years, generally comes into town on a Saturday to see his boys on North Market Street. They are good examples of the hundreds and thousands of country bred boys who have come to the city and have become successful business men, and whose muscle and brawn and ability and prosperity have contributed so largely to the city's prosperity. Charles and William Lawrence began business in a modest way in Boston in 1853. They were successful. After a year and a half William Lawrence entered the employ of Curtis & Co., where he remained until the firm of Farnum & Co., of which he became a member, was formed. His brother George succeeded William at Curtis & Co.'s, of which he is a member to-day. The Lawrence brothers are among the best known men in the wholesale produce commission business. Their special references are the Fourth National Bank and all the mercantile agencies, but the best reference they can produce is the honorable record accredited to their establishment the past third of a century. The enterprise of the house is well-known, and none of its contemporaries are better equipped to meet all the demands of the trade. The Messrs. Lawrence are active members of the Chamber of Commerce and Boston Fruit and Produce Exchange, and have an expert knowledge of all the requirements of the trade in which they are engaged. As business headquarters they occupy a store and basement, 25 x 90 feet in dimensions, but also have unlimited storage facilities in the public warehouses. The firm are commission merchants, importers and wholesale dealers in foreign and domestic fruits of every description, making leading specialties of oranges, lemons, grapes, bananas and similar favorite fruits, receive very extensive consignments, and make a specialty of selling by the carload lot, their trade extending to all parts of New England. Liberal advances are made to consignors when desired, and returns are made without delay, a ready sale for all goods being found at highest market quotations.

**P** EABODY BROTHERS, Commission Merchants and Dealers in Country Produce, No. 22 Mercantile Street, and No. 37 Concord Avenue.—One of the very well-known and highly esteemed produce commission houses in the city is that of Messrs. Peabody Brothers, No. 22 Mercantile Street and No. 37 Concord Avenue. They receive on consignment a great variety of produce from New England, New York and New Brunswick; making cash advances; and reporting the best prices in their account sales, which are always promptly rendered. They carry at all times a large stock, especially of potatoes, apples and cabbages; and in their season have a full line of Florida oranges and other fruits from all sections of the country. They supply dealers at wholesale only, and have a large first-class trade. Their store and loft are 35 x 50 feet in area, and their employes number five. The members of the firm are Messrs. T. H. and J. D. Peabody, natives of Vermont and gentlemen of middle age, who have been associated in business since 1880. The former has lived in Boston since 1868, and is well-known, aside from business relations, being a member of the Masonic order and the Knights of Honor. Mr. J. D. Peabody has been a resident of this city since 1876, and is a member of the Fruit and Produce Exchange.

**L** ANE & ROWELL, Tailors, 160 Boylston Street.—To Messrs. Lane & Rowell of 160 Boylston Street, belongs the distinction of having brought the art of tailoring to a condition as nearly approaching perfection as possible. The business was founded in 1867, by Lane & Mitchell, on Tremont Street. Mr. Lane having had a practical experience as a tailor since 1856. In 1869 the firm changed to Lane & Hubbard, and in 1880 the style was changed to A. T. Hubbard and in 1890 to the present firm name, Mr. Rowell having been with the house since 1870. The character of the business is essentially high class, the specialty being fine custom work. The house handles none but the finest and most tasteful imported goods and possesses unusual facilities for furnishing patrons with the latest fashions, both in the matters of cut and pattern. The premises occupied by Messrs. Lane & Rowell consist of an elegantly appointed store covering an area of 2500 square feet; the premises being well located upon the second floor of the building. A large, choice, varied and complete stock of goods is constantly maintained, and the major proportion of the making up is executed outside. The partners are Mr. D. H. Lane and Mr. C. A. Rowell, both gentlemen of middle-age, and both practical adepts at the art of cutting and of lengthy experience in the other details of the business. Mr. Lane is a native of the State of Maine, while Mr. C. A. Rowell hails from Warner, N. H., both partners, however, having been residents of Boston for many years.

**G** EORGE W. SWETT, Wholesale Druggist, No. 245 Washington Street.—This house has a first-class trade that extends all over New England and wherever known its reputation is a No. 1 in every respect. The business was originally founded in 1836, at No. 106 Hanover Street, by William Johnson, by whom it was conducted up to 1862, when he was succeeded by the present proprietor, Mr. George W. Swett, who removed to his present address eighteen years ago. Dr. Swett is a regularly graduated physician, having won his title of M. D., at the University of New York. He was born in Massachusetts and is one of Boston's oldest and most respected citizens. The spacious premises used for business purposes comprise a store and basement, each 22 x 110 feet in dimensions, and the place is admirably systematic in its arrangement, the stock being disposed in the most convenient manner. A heavy supply is carried of drugs and chemicals of every description, a leading specialty being made of botanic medicines. Particular attention is given to the selection of medicinal roots, barks, leaves, herbs, flowers and seeds, the stock being strictly fresh and reliable. Dr. Swett is proprietor of Dr. J. W. Polands' White Pine Compound, Humor Doctor and Fellows' Worm Lozenges, remedies that are widely known for their efficacy in curing the complaints for which they are prepared.



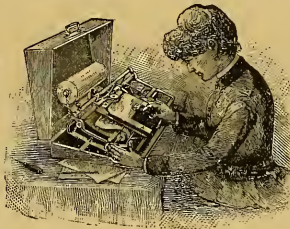
**F. WILSON**, Real Estate Broker, No. 247 Washington Street.—Owing to its stability no class of financial investment in any progressive community offers such safe and substantial returns as realty, as it is the last commercial element to be affected by general depression and the first to be enhanced by indications of a revival of business prosperity. It is for this reason that the shrewd and sagacious everywhere pin their faith to real estate in preference to any other forms of speculation. One of the most reliable real estate dealers and brokers in Boston is Mr. J. F. Wilson, whose office is eligibly located at No. 247 Washington Street. This gentleman has been engaged in this business since 1871 and numbers among his permanent patrons many of the solid citizens and wealthiest property owners in the city.

He transacts a general real estate business, buying, selling, renting and exchanging houses, lots and business property; negotiating loans on bond and mortgage, managing estates, collecting rents and making investments. He buys, sells and builds houses, selling them on easy payments. His operations in real estate are principally in Somerville, Cambridge and Dorchester, in 1890-91, eighty houses were built by him with prices ranging from \$2,000 to \$6,000. He is the agent in Somerville for the Imperial Insurance Office, of England, having an office at No. 47 Alpine Street. He conducts all operations on the strict basis of business integrity, gives his personal attention to advancing the best interests of his clients, makes his charges eminently fair and reasonable, and no one in this line is more worthy of enduring success. Mr. Wilson is a native of Boston, Mass., and is eminently popular in real estate, commercial and financial circles.



**NATIONAL TYPEWRITER COMPANY**, No. 611 Washington Street.—There are numerous machines that are being extensively advertised, but for a machine that will do any and all kinds of work, in the very best manner, and in all languages in the known world, there is none in use that can compare favorably with the New Model Hall Typewriter, manufactured by the National Typewriter Company, whose headquarters are located at No. 611 Washington Street. This company was incorporated, July 9, 1889, with a capital of \$1,000,000, and having purchased the special tools and all the patents, foreign and domestic, issued on the Hall Typewriter, are now prepared to furnish the public with the very best typewriting

machine, all things considered that has reasonable price. It has triumphantly stood practical typewriter for a low price in existence ago said should be brought out, light and securing great speed, yet being so simple in the blunders, blurs and slovenly work that New Model Hall has many elements of superlateness, variety, capacity, durability, speed styles of English, and change at will to Greek, Norwegian, Portuguese, Dutch, Danish, Russian any other style made to order. No scholar finest built writer made. The best of material put together with the greatest accuracy and typewriter in the land. Possessed of sterling requirements of customers, and manifesting a typewriters in the van of the market the National Typewriter Company sell their machines in all parts of the civilized world. Those who contemplate the purchase of a typewriter, should communicate with this company. They will save money and obtain as good service through this honorable corporation, with its magnificent facilities, as by dealing with any other in the United States. The officers of the company are F. H. Henshaw, president; L. S. Hapgood, treasurer. The management of the office in Boston is placed in the hands of Mr. Hapgood, the treasurer, who is thoroughly experienced in the business, and is reliable and painstaking in meeting every demand.



ever been placed on the market for a the test of time, and is to-day, the only one. It is the ideal of what everybody had handy, yet durable and precise in its work, operation as to enable the operator to avoid characterizes haste on other machines. The priority, including simplicity, portability, compactness and cheapness. You can write in various German, Italian, Spanish, French, Swedish, sian, Armenian, Bulgarian, Bohemian, etc., or will fail to appreciate this. The Hall is the only used, and every part is fashioned and care. Quality considered, it is the cheapest enterprise, alert to meet the most exacting determination to maintain their splendid



**S. BROWN**, Carpenter and Builder, No. 84 Chardon Street.—The enviable position of leading builder and contractor in his own ward now enjoyed by Mr. T. S. Brown, carrying on his operations at No. 84 Chardon Street, has been attained almost entirely by the high principles upon which the business is conducted and the fact that none but strictly A. No. 1 work of the most satisfactory nature is executed. Mr. Brown, who is a thoroughly practical man and has devoted his whole life to the building industry, commenced business in 1872, at the West End, removing hither in 1876, and the progress he has made has been gradual and steady, each succeeding year witnessing a material development in his operations. Building, carpenter-work, jobbing of every description; the complete fitting up of offices, stores, saloons, etc., and particularly all kinds of fancy wood work are equally undertaken and executed in a manner that, alike, does credit to the builder and renders the greatest measure of satisfaction to patrons; no job being too small, none too large to be undertaken, and all receiving equally the same care and attention. He is also a builder to a considerable extent, having built several schools, hotels, mercantile buildings and a large number of dwellings and compartment houses. Mr. Brown's services are now called into constant requisition to all sections of the city and surrounding districts, mainly by architects, whose plans he invariably interprets with an accuracy born of long experience. At the address indicated above, a spacious shop, 35 x 75 feet in area, is maintained, fitted with machinery actuated by electric power, for turning out the best descriptions of work, and a force of skilled mechanics is employed, varying from fifteen to forty. Estimates are cheerfully furnished upon application, as well as plans and specifications when so desired. Mr. Brown is a native of Maine, now in the prime of life and has resided in Boston for the past twenty-five years. He served eighteen months in the Eleventh Volunteer Infantry during the Civil War and also in the Navy and is now a member of G. A. R., Post No. 36 and the Veteran Club. He is also a member of the F. and A. M. and the Royal Arcanum.



**WELCH BROTHERS**, Wholesale and Commission Dealers in Cut Flowers and Florists' Supplies, No. 165 Tremont Street.—The love of flowers is almost universal. Flowers are the very poetry of nature—the language whereby our tenderest sentiments are most fittingly expressed; hence no wedding or obsequies—those occasions which call out our deepest emotions, of joy on the one hand, of grief on the other, is complete without them. The most extensive Boston establishment, engaged in the wholesale and commission trade in cut flowers and florists' supplies of every description, attending to all branches of the business, 165 Tremont Street. The firm began business thirteen years ago, at No. 147 Tremont Street, removing to their present address six years since. The trade that has been developed by their energy, enterprise and liberal business policy now reaches to all sections of the United States and Canada. The premises occupied for the industry have an area of 30 x 110 feet and are equipped with all modern improvements, including electric lighting. Employing fifteen experienced assistants the firm carry on an active series of operations as wholesale dealers and commission merchants in cut flowers and florists' supplies of every description, attending to all branches of the business. Fresh flowers are carefully packed and shipped to all parts of the United States on order. Consignments of flowers are received from prominent nurserymen, and the resources of the firm enable them to make ready sales and immediate returns in every instance. The co-partners, Messrs. P. D. and E. J. Welch, are native Bostonians, practical florists of ability, and they enjoy an excellent reputation as reliable, progressive business men.



**OTT GRANT, Wooden Boxes and Box Shooks, No. 28 Kilby Street.**—Mr. Jott Grant represents the leading box manufacturers of New England. He started in business here two years ago and by strict attention to the requirements of his customers and fair, liberal and honorable methods, he has succeeded in building up a large, influential patronage. He represents P. H. Garman, Boston, H. W. Smith, Bangor, Me., A. M. Howard, of New Hampshire, and others. He takes and promptly fills orders for boxes and shooks of every description, a specialty being made of lock-cornered wood boxes of all kinds with hinges or side covers. These are printed to order with any device to suit purchasers. Owing to Mr. Grant's intimate relations with the manufacturers he represents, he is enabled to offer advantages in the way of goods and prices that it would be difficult to duplicate elsewhere. Mr. Grant is a native of the State of Maine, formerly a well-known inventor, having devised some valuable patents.



**P. ELLICOTT & CO., Ship and Insurance Brokers and General Commission Merchants, No. 12 Central Wharf.**—To Messrs. J. P. Ellicott & Co., of No. 12 Central Wharf, Boston, ship and insurance brokers and general commission merchants, emphatically belongs the honorable distinction of being one of the oldest and most reputable business houses having operations in the capital city of the Bay State. The business was established in the year 1817, the authors of its prosperity being Messrs. E. D. Peters & Co., who were succeeded by the existing firm sixteen years ago. Messrs. Ellicott & Co. own extensive interests in vessels, and engage largely in the chartering, freighting, selling, purchase, clearance and entrance of vessels. The partnership is made up of the names of two estimable gentlemen—Mr. Joseph P. Ellicott and Mr. Morris W. Child. The former is a native of Maryland, his residence in Boston having commenced nearly half a century ago. He is a gentleman in the prime of life and, prior to entering upon the duties of his present business, he was engaged in the general commission business. Mr. Child is a native of Connecticut, his residence being at Medford. His identification with the house covers a period of sixteen years, the date of his admission to the partnership commencing two years ago.



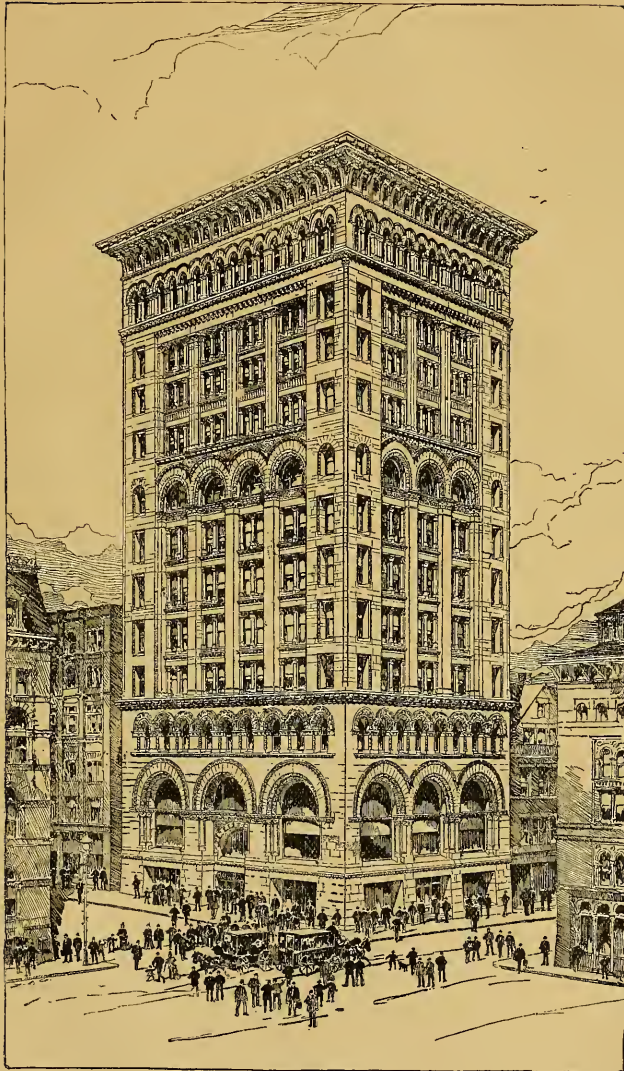
**S. LAWRENCE CLOTHING COMPANY, Nos. 2301-2311 Washington Street.**—The most popular and excellent store devoted to the sale of male apparel in the Boston Highlands is without compare the spacious and elegant emporium of the H. S. Lawrence Clothing Company, located at Nos. 2301-2311 Washington Street. This is one of the leading and best equipped establishments of the kind in the city, as it is also one of the oldest, and for nearly forty years has maintained an enduring hold on public favor. The house, in short, is a thoroughly representative one, and its patronage is at once of a substantial and influential character. The various departments are replete with all the newest styles and latest novelties in men's, boys', youths' and children's outfit, and an uncommonly fine assortment of suits of fashionable cut and elegant material from which the most fastidious in dress can make selection is here displayed. Every garment is warranted too, as to style, make, finish and fabric, and perfect fit is assured, no pains being spared to render the fullest satisfaction. The prices prevailing are notably moderate, likewise, being in fact, exceptionally low, quality of goods and character of workmanship considered, and purchasers can rely upon getting first-class value and satisfactory treatment in every instance. The store, which is eligibly situated, is 90 x 100 feet in dimensions, and is very handsomely fitted up and tastefully arranged, while upwards of twenty efficient assistants are in attendance. The stock is exceedingly large, and embraces ready-made clothing in all sizes, shapes, styles and patterns in finest and medium grades; novelties in house wear, bath and dressing robes, dress suits, etc.; also white and fancy colored shirts, underwear, neckwear, gloves, hose, umbrellas and everything comprehended in gentlemen's furnishing goods. This flourishing business was established in 1854 by H. S. Lawrence, and in 1891 was duly incorporated under the laws of the State of Massachusetts.



**JOSEPH H. WHEELER, Ye Plate Printer, Etchings, Photo-Gravures, No. 299 Washington Street.**—Mr. Joseph H. Wheeler, the plate printer, established his enterprise in 1886 and has developed a large, first-class trade which now extends to all parts of the United States, but is particularly heavy in Boston and New York. He is agent for the Brentzden Photo-Gravure Company, of Boston and Malden, makers of etchings and photo-gravures, and he also produces a similar line of goods himself. The premises occupied for the industry comprise two floors, each 25 x 100 feet in dimensions, equipped with sixteen hand-presses and mechanical appliances adaptable to the business and employment is found for eighteen expert workmen, whose labors are personally supervised by Mr. Wheeler. A leading specialty is made of a high grade of work, both plain and colored, for publishers and book houses, the finest effects being produced in everything undertaken. Mr. Wheeler is a native of Boston and an energetic, progressive young business man.



**J. HOLT & CO., Metal Platers, Manufacturers of Saddlery Hardware, Etc., No. 5 Portland Street.**—Although of but recent establishment—dating only from 1889—the firm of Messrs. O. J. Holt & Co. have built up a large and flourishing business, owing to the excellence of the work they execute and the superiority of the goods they manufacture. They are gold, silver, brass, copper and nickel platers, and also manufacturers of saddlery hardware, letters for harnesses, badges, etc. They execute plating in all its branches, both electro and close, and have every facility for the repairing and plating of carriage lamps, the plating of tableware, house furnishings, carriage and sleigh trimmings, etc., and oxidizing and buffing for bank and office fixtures is done. In both departments of the business they turn out only the highest grade of work. Their factory premises are 25 x 75 in area, supplied with electric power and well-equipped with the latest improved machinery. The trade is chiefly in the city and suburbs, but goods are also sent throughout New England. Mr. Holt seems to have inherited his mechanical ability, his father and grandfather having followed the same line of business. He is a thoroughly skilled, practical workman, although one of the city's youngest business men. He was born in Illinois, and has lived in Boston for ten years.



AMES BUILDING.



**THOMAS & WADSWORTH, Printers' and Bookbinders' Machinists, No. 390 Federal Street.**—The inception of this establishment dates back to 1870, the enterprise being founded by Messrs. Charles H. Thomas, James T. Wadsworth, M. Wagner Brush and Joseph F. Carroll, under the firm title of Thomas, Carrol & Co. In 1875 Mr. Brush retired; in 1891 Mr. Carroll did likewise, and Messrs. Thomas & Wadsworth have since carried on business under this firm name. Both gentlemen are natives of Plymouth, Mass., have resided in Boston for many years, and sustain a very favorable reputation in the community. Both are expert practical machinists, and employ only thoroughly competent workmen. The premises occupied comprise two floors, each 60 x 75 feet in dimensions, equipped with superior machinery, driven by steam power, and the firm carry on a general business as manufacturers of printers' and bookbinders' machinery, and tailors' presses. Their products are of the most superior character, being made from the best materials.



**S. HOOD, Scrap, Pig, Ballast Iron and Metals, No. 4 Liberty Square, Room No. 27.**—One of the largest houses engaged in this line is that of Mr. R. S. Hood, who has been established for six years, during which period he has, by his able business methods, developed a large and growing trade extending all throughout New England. He deals in scrap, pig, ballast iron and metals, buying in carload lots from the track, and also sells in the same quantity. Consignments are received from all parts of the United States, and the highest cash prices are paid for as much as can be sent along. Sales are made to iron and other metal workers and altogether a very brisk trade is carried on. Mr. Hood is a native of Nova-Scotia, and has resided in Boston for the past ten years. For nineteen years he was a sea-captain, his last command being "The Helen." Considering he had buffeted old Ocean's billows long enough, he retired from sea life to enter into his present commercial pursuit, in which he has met with favorable breezes and a brisk sea. His sales now amount to about 10,000 tons of metals of all kinds per year.



**R. C. WEBBER, Dentist, No. 149 A Tremont Street.**—Perhaps in no department of the healing arts has there been made more notable progress of late years than in dentistry. And this is true as regards both the mechanical and surgical branches of the profession, a degree of excellence akin to perfection having been reached in artificial teeth and accessories. Among Boston's leading dental practitioners, there is not one who sustains a higher reputation for skill and reliability than the gentleman whose name heads this sketch. He has been established for nearly half a century, being one of the very oldest as well as foremost in his line in the city, and has a large practice. Dr. Webber, who has a well-equipped office at No. 149 A Tremont Street, provided with all the latest improved appliances, is a man somewhat past the meridian of life, but active and energetic and was born in the State. He is a thoroughly expert dentist of long and varied experience, master of the art in all its branches, and is manufacturer of some highly meritorious preparations, notably "Sapodentia" and Hygienic Mouth and Tooth Wash. He is prepared to perform all operations comprehended in modern dentistry.



**JOSEPH A. JACKSON, Hatter and Furrier, No. 412 Washington Street.**—The house of Mr. Joseph A. Jackson, the representative Boston hatter and furrier, leads the trade in fine hats and furs in this city and throughout New England. Since 1873 Mr. Jackson has manufactured and sold the finest goods in this line to the fashionable public of Boston, Cambridge, Lowell, Providence, Worcester, Springfield, Lynn, Lawrence, Fall River, Newport, Portland, Biddeford, Portsmouth, Manchester, Concord, Fitchburg and all over New England. He brings to bear the ripened experience of the manufacturer as well as the designer and critic. Every hat in his stock is a gem of art and taste, and so well understood is this that his resources are taxed more and more every year to supply the growing demands at retail, through permanent channels, in city and country, as his hats are popular in all this section of the country. All that is best is embodied in their production, while that indefinable element, style, is always imparted. Here is shown the largest stock in the city, of gentlemen's fine hats of every description, likewise riding, tourists' and steamer hats, and other novelties in a profusion of styles nowhere else duplicated. The fur department is even of greater attractiveness, on account of the extent and value of the stock. Fashionable folks in this city, and all the way from Bangor, Me., to Burlington, Vt., have reason to remember the reliable fur store of Joseph A. Jackson. Every sort and sample of the furrier's art is carried—great carriage robes and dainty little ear-muffs, seal-skin saques and rich wraps enough to clothe a battalion of beauty one hundred thousand strong, and at prices which make an inquirer a purchaser in every instance. As Mr. Jackson selects his skins with the utmost care, the public can always secure here the most valuable sealskin jackets, dolmans, ulsters, newmarkets, capes, trimming and small furs, which can be implicitly relied on. Any style of fur garment is promptly made to order, and furs are cleaned, altered, stored and insured. Mr. Jackson enjoys the patronage of those most eminent in public life and prominent in society.



**FLEMING & CO., Bookbinders, No. 192 Summer Street.**—This is the largest book-binding in operation in Boston. The business was founded in 1855, on Cornhill, by Messrs. Fleming & Haskell, Mr. Edwin Fleming afterward becoming sole proprietor. Later on Mr. M. Bazin became his partner, the firm name changing to E. Fleming & Co., and on Mr. Bazin's death in 1881, Mr. Charles Laurie was admitted to partnership. Mr. Fleming is a native of England but has resided in Boston since 1844; Mr. Laurie hails from Montreal, Can., and came to this city twenty-eight years ago. Both are practical bookbinders of thorough expert skill, and are valued members of the Franklin Typographical Society. The premises occupied by the firm comprise two spacious floors, each having 10,000 square feet, and the entire place is equipped with the most approved machinery, while employment is found for one hundred and forty skilled operatives. Book and pamphlet binding of every description is executed in the highest style of the art, a leading specialty being made of cloth and leather binding.



**G. BOWDEN, Manufacturers' Agent, No. 33 Kingston Street.**—Prior to entering upon a business career on his own resources Mr. J. G. Bowden, manufacturers' agent, No. 33 Kingston Street, officiated as manager for Mr. J. W. Lynch, the founder of the concern. Eleven years ago, however, upon their removal of Mr. Lynch to Philadelphia, Mr. Bowden purchased the business, which he has since controlled. As he distributes the products of several very large mills he is necessarily headquarters for his line of goods. Mr. Bowden makes large contracts with the underwear, hosiery and blanket mills all over the country for supplying them with bindings throughout the year, and as his goods are always up to the standard and his deliveries prompt, this department of his business is constantly increasing and he has long since obtained the reputation of being the largest operator in his line in New England. Among the almost infinite miscellany of commodities handled by the gentleman, mention is due of the following: Prussian binding; Petersham, slipper, blanket, carpet, awning and tent bindings; bed lace, tapes, pins, webbing, tennis tapes, galloons, cotton braid, worsted braid, shoe laces, etc. The worsted goods department includes cardigan jackets, leggings, mittens, gloves, infants' shirts, etc., the gentleman being manufacturers' agent also for the products of the American Worstod Company, and for the celebrated "Star" tapes. The business area over which Mr. Bowden has operations comprises all parts of the United States and Canada, and he is represented upon the road by two efficient drummers. Mr. Bowden is a native of Marblehead.



**NOW FLAKE AXLE GREASE COMPANY,** Manufacturers of the Celebrated Snow Flake Axle Grease; Dealers in Harnesses, Etc., Nos. 151 and 153 Canal Street.—To carriage owners one of the most important items for their consideration is the securing of an axle grease that shall give entire satisfaction, but, heretofore, this has been a difficult thing to obtain. With the advent of the Snow Flake Axle Grease Company however, this difficulty has been banished, and Snow Flake Axle Grease is coming into widespread, general use. The company's office, salesroom and laboratory are at Nos. 151 and 153 Canal Street, the place being adjacent to the Lowell, Eastern, Fitchburg and Maine depôts. This enterprise was founded seven years ago at this address, by Mr. F. P. Bruce, and in 1889 the present proprietors, Mr. S. H. Shannon and his son, Mr. Charles B. Shannon, succeeded to the control, since conducting affairs under the present existing company title. Both gentlemen are natives of Ohio, but are well-known in the Eastern States. Mr. S. H. Shannon was formerly engaged in the oil trade, and has a wide commercial acquaintance, while the junior member of the firm is also an experienced business man. The quarters occupied are equipped in the most thorough manner with all requisite conveniences, a full staff of assistants is employed, and the company manufacture the famous Snow Flake Axle Grease in great quantities, shipping it to all parts of South America as well as every section of this country. The evidence is unanimous with all users of this grease that it will run a light buggy or a heavy wagon one third longer than any other grease, not excepting castor oil; and it has no sticky or gummy properties. For oiling a harness it surpasses any oil ever used, making the harness as soft as a kid glove. It is the finest and best preparation in the world for horses' feet. It makes the hoof smooth and tough, causes it to grow, removes all fever from the foot, cures quarter-cracks, sore heels, contracted feet, brittle hoofs, thrush, scratches, caulks, and hard swellings, as well as sore back and neck, and during the same time you are able to work your horse. The Messrs. Shannon also deal in harnesses, blankets, whips, stable tools, etc., carrying a large stock, and they are prepared to quote the most favorable prices.



**R. MCKAY, D.D.S.,** No. 3 Hamilton Place.—Dr. G. R. McKay, D.D.S., located in this city at No. 3 Hamilton Place, was first established in business in 1888, at Union City, Pa., and in June, 1890, he came to Boston and purchased the connection of Mr. C. C. Twitchell, who then retired after having been practising for over thirty-five years. Thus Dr. McKay succeeded to a practice of considerable magnitude, which, to his credit, he has succeeded in not only preserving intact, but has materially added to the already long list of regular patrons. Added to skill, Dr. McKay has embraced every facility and all modern devices for undertaking any branch of dentistry, with a minimum of pain and discomfort to patients—a fact which has considerably augmented his reputation. Dr. McKay was born in Canada, and was graduated at the Philadelphia Dental College in 1888, and is a member of the Alumni of the same.



**CHARLES F. CHASE,** Insurance, No. 82 Devonshire Street.—One of the most active and successful fire insurance underwriters in Boston is Mr. Charles F. Chase, whose office is at No. 82 Devonshire Street, and who brings to bear that wide range of practical experience so essential to the best interests of the public at large. He represents solid and honorably managed companies that afford every safeguard to the policy holders and invariably meet promptly all just claims. His business has grown to proportions of much importance. Besides his Boston business Mr. Chase has sub-offices in Brookline and Orange where he is agent for a number of first-class companies, including the old and reliable *Ætina*, the North American of Boston, the Continental of New York, Lancashire of England, the First National of Worcester, Connecticut of Hartford, Rochester German of New York, Peoples of New Hampshire, and several of the best mutuels. His facilities for conducting an insurance business in this city are such as can apply only to those who are prominent as underwriters and who enjoy the confidence of insurance corporations and the entire public. Mr. Chase is a native of Massachusetts, a resident of Boston, a valued member of the Boston Board of Underwriters and the Board of Fire Insurance Brokers, and he is highly esteemed in social, business and financial circles. In addition to his fire business, Mr. Chase also gives considerable attention to life and liability insurance. He represents the leading companies in these very important branches.



**EDWARD E. CLARK,** Art Stationer, No. 41 West Street.—There are few places more attractive to persons of taste and refinement than such an establishment as that of Mr. Edward E. Clark. He deals in the most elegant and artistic goods in the line of fine stationery, including the choicest imported and domestic productions; also high-class engravings, a full line of fancy articles, etc. He has every facility for the execution of steel and copper plate engraving and fine printing, employing from six to eight skilled workmen. The premises comprise the ground-floor and basement, 30 x 100 in area, and the stock of goods is very large and varied. Mr. Clark has carried on this business for over thirty years, having bought out Mr. Mordy, by whom it was established in 1852. For twenty years Mr. Clark was located at Bedford and Washington Streets, removing to his present place some ten years since. He is a native of Boston, and is president of the Boston Stationers' Association.



**M. S. HILLS COMPANY,** Flour and Produce, No. 243 South Street.—This is one of the oldest and leading concerns in the line indicated in the city, and for the past forty-three years has been a prominent factor in the trade. Its history has been an unbroken record of progress, being conducted at the present location during the entire period since 1849. The company receives immense quantities of flour direct from mills in New York State and the West, and are heavy jobbers in general farm produce, supplies of the latter coming from all parts of the country. Their transactions are conducted on a scale commensurate with the distinct prominence of the concern, shipping extensively throughout the New England States. This widely and favorably known house was established in 1849 by the gentleman who is still at the head of the business, and was afterwards incorporated under the laws of the State and the present firm name adopted, Wm. S. Hills, the founder, being president of the company; A. L. Ireland, treasurer, and G. C. Gardiner, secretary. The building occupied as office and warehouse is a four-story structure, 140 x 25 feet in dimensions, and fifteen to twenty of a staff are employed. A vast and varied stock is constantly kept on hand, the specialty being Collins Purify Flour, and all orders by the wholesale are attended to in the most prompt and trustworthy manner. The company are in a position to offer special inducements on car lots, and all their transactions are characterized by the most liberal and honorable methods.



**B. REED & CO.,** Manufacturers of Fine Boots and Shoes, No. 5 High Street.—This firm are extensive manufacturers of fine boots and shoes, making a specialty of men's fine shoes, with office and salesrooms at No. 5 High Street, and factories at South Weymouth, Mass. The business was founded in 1848 by Mr. Josiah Reed, and in 1879 his sons, Messrs. H. B. and F. S. Reed, succeeded to the control under the present name and style. The plant of the firm has been specially designed and constructed with a view to the most convenient and successful prosecution of the business, and gives steady employment to from two hundred and fifty to three hundred skilled hands. In the selection of raw material as well as in the many processes through which the shoe passes previous to completion, a most thorough system of inspection and supervision is employed, resulting in the highest standard of stock, workmanship and superiority of finish. No concern in the country is more reliable in this respect. The average output is sixty dozen pairs daily, which includes a general line of male footwear, while the finer grades are equal in every respect to the best custom work in fit, finish, elegance and fashion. These goods go to all parts of the country. Orders of whatever magnitude are filled promptly, and terms and prices are made invariably satisfactory to the trade. Mr. Reed is a native of Massachusetts, and a young man of experience and ability.



**GEORGE G. HACKETT**, Broker, No. 74 Tremont Street.—Mr. George G. Hackett has been established in Boston as a broker for a period of a century. The business embraces the purchase and sale upon commission of a general line of stocks, bonds and investment securities, besides operations in real estate and patents. The present premises have been occupied by him for the past five years. They are excellently located, appropriately appointed and ably managed and comprise two capacious rooms situated at the above address. Mr. Hackett is a perfect master of all the complex details incident to the practice of the "Profession of Finance." He is a Bostonian and is the general manager of the Trussell Automatic Refriger-

ating Company.



**EASTMAN CHASE**, Paintings, Etchings and Frames, No. 7 Hamilton Place.—Among those who have contributed in no small measure to the development of refined and correct taste in this direction is Mr. J. Eastman Chase, who deals extensively in paintings, etchings, and frames. He occupies a store and basement, each 20 x 40 feet in area, and has in the rear a picture gallery of the same dimensions. The salesroom is very handsomely fitted up. On the top floor of the building is the frame factory, in which a number of skilled workmen are employed in the manufacture of picture frames of all sizes and descriptions, from the plainest to the most ornamental. In all, there are from eight to ten persons employed in the establishment. Mr. Chase is a direct importer of pictures and works of art, and makes a specialty of fine goods, his stock being large and very attractive. This business was established by Mr. Chase at the present location in 1831. He has had much experience in this line, having for fifteen years been with the well-known firm of Doll & Richards. He is a native of New Hampshire, and resides in Brookline.



**STEPHEN TILTON & CO.**, Tobaccos, No. 10 Central Wharf.—The tobacco trade in this city has many long established representatives, one of the oldest being the house of Messrs. Stephen Tilton & Co. Under the present firm-name this concern was founded in 1836, as general commission merchants in flour, tobacco and other articles of merchandise. In later years their attention became concentrated upon tobacco. Mr. Stephen Tilton died in 1857, and was succeeded by his sons, Stephen, James B. and Charles T., all of whom have since deceased. The present firm is composed of Messrs. George H. Tilton, a son of Stephen Tilton—the founder of the house, and a partner in it since 1871—and Charles H. Tilton, a grandson of the founder. Both gentlemen were born in Boston and have a wide acquaintance in business and private circles. For more than forty years this house has been the New England agents for Messrs. P. H. Mayo & Brothers, (Inc.) Richmond, Va., and carry in stock a full line of their manufactured tobaccos, including all the well-known brands—Mayo's genuine United States Navy, the Clarence Smoking, Eglantine, Ivy, Holly (sweet chewing), Mayo's cut plug, "I. C." cut plug, Constellation, Heavy Hitter (smoking), etc. All these brands are well-known to the trade as staple goods of the highest quality. The warehouse of Messrs. Tilton & Co. comprises four floors, each 25 x 75 feet in area and the stock of goods is at all times large and complete. The trade of the house extends to all parts of New England and they make large shipments to the British Provinces, South America and Africa.



**QUIMBY & COMPANY**, Stock Brokers, No. 244 Washington Street.—Of the many noteworthy firms that have come to the front in financial circles in Boston within recent years, few have been more fortunate in securing a clientele than that of Quimby & Company. They deal in investment securities, making a specialty of buying and selling national bank stocks, municipal, gas, water and other bonds, and have a flourishing business. All operations are conducted on sound and conservative principles and those having dealings here are assured of finding the same of an entirely satisfactory character. Messrs. H. B. and G. Quimby, (brothers) who compose the firm, are gentlemen in the prime of life and natives of this city. They are men of the highest personal integrity and of excellent business ability, thoroughly conversant with the purchase and sale of stocks, bonds and general securities and enjoy an enviable reputation in financial and commercial circles. They have been engaged in the line above indicated for the past three years and from the first have been steadily winning their way to public favor and patronage.



**JOHN STEBBINS & CO.**, General Transfer Agents, and Forwarders for Boston and Albany Railroad, No. 192 Lincoln Street.—The firm is one of the oldest as well as one of the foremost of the kind in this city, having been established for thirty-seven years and its patronage is exceedingly large, handling and shipping an immense amount of freight and miscellaneous merchandise. The business was established in 1855 by John Stebbins, who, in 1891 took into partnership his son, George F. The senior member is a gentleman of about seventy, but active, energetic and devoted to his business, and was born in New Hampshire, Mr. Stebbins the younger, who is a man in the prime of life, being a Bostonian by birth. They occupy a commodious, well-ordered office, and employ a staff of twenty all told, giving close personal attention themselves to every detail of the business. The Messrs. Stebbins have in service a number of trucks, wagons and teams of every description, and have superior facilities for transferring and shipping heavy machinery. They give special attention to forwarding freight for the Boston and Albany Railroad, receiving goods here in transit, and forwarding the same as marked, or ordered, with care and despatch; while notice of transfer is given and bills of lading remitted, if desired, and all orders receive immediate attention.



**JOHN E. MARSHALL**, Manufacturer of Saratoga Potato Chips, No. 44 Clinton Street.—Mr. John E. Marshall is a manufacturer of Saratoga potato chips, and his business was founded in the year 1833, by Mr. G. W. Sibley, who maintained control of the same until 1886, during which year the present proprietor assumed possession. The goods manufactured by Mr. John E. Marshall are of the highest order of excellence, and they are packed in cases of two dozen half-pound boxes, and in kegs and barrels. Mr. Marshall justly claims to manufacture a higher grade of goods than any other on the market, and the major proportion of his operations is with the wholesale grocers of New England and the West, his sales for the year 1890 amounting to 100,000 half-pound boxes and 500 barrels of Saratoga chips. The house maintains a staff of twelve assistants. Mr. Marshall is a native of New Hampshire, his residence in Boston covering a period of ten years. He is a member of that influential organization—the Pilgrim Fathers' Association, and a prominent associate of the Masonic fraternity.



**D. W. DESMOND**, Real Estate and Mortgages, No. 21 School Street.—Mr. D. W. Desmond established his business here in 1871, and by faithful and conscientious zeal for the best interests of his customers, he has secured a very superior clientele. He is familiar with both present and prospective values in and around Boston, and has always on his books many desirable bargains in business, residential and manufacturing sites, while he makes a leading specialty of loans on real estate and personal property. In the latter branch of business he is of the utmost service to both borrower and lender, securing to the one ample funds with which to extend his enterprise, and to the other, a profitable and perfectly safe investment. The properties which Mr. Desmond handles are absolutely perfect as regards their title, and no real estate is dealt in except that which is thoroughly safe as an investment. Mr. Desmond is a native of New York State, a resident of Somerville, and is a gentleman of ability and experience, who is well worthy of every trust and confidence.





**S**AGE & CO., Jobbers of Rubber Boots and Shoes, Nos. 100 and 102 Federal Street.—The leading headquarters for rubber boots and shoes in Boston is the establishment of Messrs. Sage & Co., located at Nos. 100 and 102 Federal Street. This firm are agents for the Candee Rubber Company, receiving a large part of their product, and are New England agents for the Colchester Rubber Company, of Colchester, Conn. They sell to both jobbers and retailers, and theirs is the largest exclusive rubber boot and shoe house in the world. They established their business here in 1883, and occupy an entire six-story building, 35 x 125 feet in dimensions, giving ample accommodation for supplying the most extensive demand. The companies represented by this firm are making a quality of goods that are rapidly winning their way to the favor of the boot and shoe trade of the country, and are widely preferred by dealers over all other makes on account of their great salability and solid merits. These goods are being made in such attractive styles, and in so durable a manner that they are having an extensive sale in the rubber-using sections of the country, and are fast working their way into the South, where, until recently, rubbers have been practically tabooed. The specialties are all strictly first-class, and the styles are many of them novel and original. The facilities possessed by Messrs. Sage & Co. for meeting the great and growing demands of the trade are of the most complete and perfect character. Their stock is unequalled in either extent, variety or value, and a corps of twenty-seven talented salesmen represent the interests of the house to the trade in the different sections of the country. The business is immense and influential, requiring in its transaction the services of some seventy-five clerks and salesmen, and orders of whatever magnitude receive prompt and perfect fulfillment, while terms and prices are quoted that smaller houses cannot afford to duplicate. Mr. W. L. Sage, the active member of the firm, is a native of Rochester, N. Y., and a well-known citizen of Boston; a director of the Colchester Rubber Company, a member of the Boston Boot and Shoe Club, and a gentleman of large experience in the trade and a foremost representative of its growing interests in this busy metropolis.



**W**L. RUTAN, Contractor and Builder, Room No. 75, Phillips Building, No. 120 Tremont Street.—Judging from the many important and significant contracts, which have been entrusted to Mr. William L. Rutan, contractor and builder, located in this city at No. 120 Tremont Street, it is only just to assume that all work undertaken by him is executed in the most highly satisfactory manner both as to the materials used and the workmanship employed, and it is a generally accepted fact in the trade that in the exact interpretation and materialization of architects' plans and specifications he is thoroughly reliable, capable and worthy of every confidence. The business was established in 1887 by Messrs. Rutan and Fraser, and on the retirement of the latter in 1891, the present proprietor assumed sole control of affairs. During its establishment, the house has been entrusted with a number of notable jobs; among others being Saint Barnabee Church, Falmouth, Mass.; the Town Hall, Lincoln, Mass.; and the Exposition Building, at Denison, Texas; thus illustrating not only the far-reaching nature of the business, but the thorough ability of the proprietor as a contractor and builder. Moreover, mason and carpenter work of every description is undertaken and executed by expert mechanics with that degree of satisfaction which is a marked characteristic of the house. The able proprietor, Mr. William L. Rutan, is, himself, a thoroughly practical mason and carpenter of wide knowledge and ripe experience, and personally conducts all work with which he is entrusted. He is a native of Massachusetts and has resided in Boston for the past eleven years.



**T**HOMAS WHITE & CO., Manufacturers of Boots and Shoes, No. 28 High Street.—One of the most remarkable records of successful progress and development in the New England boot and shoe industry is that of the house of Messrs. Thomas White & Co., whose main office is located at No. 28 High Street. For every essential and every feature of elegance, style and comfort, their line of men's fine shoes are recognized as leaders in the market, and are in growing demand with the best class of trade throughout the entire United States. The business was founded in 1839 by Mr. Thomas White, and in 1869 he admitted his two sons, Messrs. T. Edgar and Henry M. White, to partnership. These gentlemen unite every possible qualification, bringing to bear the widest range of practical experience, perfected facilities, and influential connections. Their business has grown upon the legitimate basis of demand and supply, to proportions of great magnitude, and they now have in active operation two large factories, situated in Holbrook and Brockton, Mass., which are thoroughly equipped with the latest improved machinery and appliances, and which give employment to some six hundred skilled hands. The output includes men's, boys' and youths' calf boots, and men's, boys' and youths' calf and buff shoes, of both fine and medium grades, in hand sewed Goodyear welt and McKay sewed. The product embraces every feature of excellence in design, workmanship and finish. The co-partners give their personal supervision to every branch of the business, selecting their leather and findings with the utmost care, introducing all the latest popular styles, employing the most skilful cutters and foremen, and guaranteeing the quality of every pair of shoes leaving their factories. The trade can select at their warehouses on High Street from one of the finest and most comprehensive stocks of boots and shoes in Boston, and rely upon securing the most liberal terms, prompt service and entire satisfaction. The demand for these goods is rapidly enlarging in all sections of the United States, a sure indication of their superiority. The senior partner and founder of the business is one of the most experienced shoe manufacturers in the country, beginning business before the great revolution was effected in boot and shoe making, and aiding largely, throughout his business career of fifty-three years, in the development of the industry to its present grand proportions. He and his sons are Massachusetts men by birth and training, experts in the shoe trade, and combine ripe experience and vigorous enterprise to form a firm of commanding influence, wide popularity and solid worth.



**M**ARK ANDREWS & CO., Manufacturers and Wholesale Dealers in Overcoats, Reefers and Ulsters, No. 46 Summer Street.—The prosperous business controlled by Messrs. Mark Andrews & Co., manufacturers and wholesale dealers in spring, fall and winter overcoats, reefers and ulsters, at No. 46 Summer Street, was established thirteen years ago at Belfast, Me., the character of the house at that date being that of wholesale manufacturers and retail dealers. The occupation of the present premises and the adoption of the existing conditions occurred during the year 1891. The goods handled by the house are of the highest order of superiority and the connection extends throughout the entire New England section. The premises occupied cover a superficial area of 2,500 feet and their management is the perfection of systematic control. A staff of six skilled employees is maintained, Mr. Andrews being himself a practical cutter and clothing manufacturer, and the connection of the house is visited by a corps of efficient drummers. Mr. Andrews is a native of Maine.



**C**OHN CONLON & CO., Importers of and Wholesale Dealers in Wines and Liquors, Nos. 198 and 200 Lincoln Street.—This house has been established since the year 1853, Mr. Conlon himself having been the founder of the business, the original title John Conlon & Co., having always been in use, notwithstanding the fact that the founder had never associated with him a partner in his enterprise. In addition to conducting an importing business of extensive volume, Messrs. John Conlon & Co., transact a heavy business as wholesale dealers. Every choice brand of goods engages the attention of the firm, the specialty being "Old Elm Whiskey." An immense stock of choice goods of all kinds is constantly kept and the house ships goods to all parts of the Union; the major proportion of the operations of the concern, however, being confined to New England. The premises occupied cover an area of 25 x 75 feet, and comprise three well-appointed and arranged floors. They are excellently located near the Boston and Albany Depot and a staff of ten assistants is required in the management. Messrs. Conlon & Co. take just pride in the excellence of the goods they handle and furnish exhaustive price-lists upon application.



**A. MOORE**, Commission, Boots and Shoes, No. 116 Summer Street.—In no branch of trade is sounder judgment, wider experience and greater care required than in that devoted to boots and shoes. It is also apparent that nowhere in the world so greatly as in Boston—the very heart and center of the American boot and shoe industry—is the trade educated up to such a high and critical standard; thus it reflects the greatest credit upon the ability of Mr. J. A. Moore, the well-known commission merchant in this line, at No. 116 Summer Street, to control a trade of such a character as he does. This gentleman has been identified with the shoe trade for the past twenty years, and is now the selling agent for Parker & Peakes, of Bangor, Me., manufacturers of men's, boys' and youths' medium grade shoes, who employ 400 hands and turn out 200 cases per day; also for the Mount Holly Shoe Company, of Mount Holly, N. J., children's machine turned shoes, who do a business of \$150,000, per year; and the Taber Felt Boot Company, of Fredonia, N. Y., having a capacity of seventy-five cases a day. Mr. Moore handles the entire product of these three factories, the proprietors of which never lower the quality of their goods but always seek to raise it. Jobbers are supplied in quantities to suit direct from the factory and at the shortest possible notice, while a full line of samplers are carried here, where the trade can readily make their selections. The largest orders are filled with promptness and care, and goods are shipped to all parts of the United States, a permanent and influential demand having been created from Bangor, Maine, to Portland, Oregon, and from Baltimore to New Orleans. Mr. Moore is a native of Western New York, and has been established in the commission trade here since 1881. He is a member of the Boston Boot and Shoe Club and the Fifty Associates, and enjoys the esteem and confidence of a wide circle of manufacturers and dealers throughout the country.



**M. BULLOCK**, Real Estate and Business Chances, No. 325 Washington Street, Room A.—Few among the number engaged in the handling of realty and kindred interests in Boston are better known or stand higher in public esteem than the gentleman whose name heads this sketch. He has been established in the sphere of activity above indicated for over fifteen years, and has acquired an extensive and substantial patronage, numbering in his clientele some of the largest property owners in and around the city. Mr. Bullock, whose office is at No. 325 Washington Street, (Room A), is a man of middle age, born in this State and resides at Franklin, Mass. He is a gentleman of strict integrity in his dealings, as well as of energy and thorough business experience, and enjoys an enviable reputation in real estate and commercial circles. Mr. Bullock is a general real estate and business agent and broker, buying and selling all kinds of city and country property, including private residences, lodging-houses, stores, etc., and has some desirable farms for sale. Rents are promptly collected, and estates taken in charge and judiciously managed, while appraisements are made for intending purchasers and investments desirably placed. In short, all classes of business pertaining to the purchase, sale, care and management of realty are engaged in, and those having dealings with Mr. Bullock are assured of finding the same both pleasant and profitable.



**GEORGE H. HAYES**, Ship, Derrick and General Iron Worker, No. 207 Commercial Street.—This concern was established in 1888 by the Eastern Block Company, the present proprietor succeeding in March, 1890. The premises occupied comprise a shop 25 x 50 feet in dimensions, equipped with everything necessary for the successful prosecution of the business. From four to six skilled workmen are employed. Anything in the line of general ship forging is done here, including iron blocks, chains, small anchors, etc. Mr. Hayes is a practical workman, gives to the business his personal supervision and has thus far been eminently successful in meeting all the demands of the trade. Mr. Hayes is a native of Bath, Maine, and has been in Boston thirteen years and has had many years' experience in this line, having been for ten years with the Bagnall & Loud Block Company.



**N. SNOW & SON**, Provisions, Groceries, Etc., No. 253 Atlantic Avenue.—Few mercantile houses have enjoyed more uninterrupted prosperity during a long career, than that of Messrs. J. N. Snow & Son, the well-known dealers in provisions, groceries and general ship stores, located at No. 253 Atlantic Avenue. This representative house was established in 1857 by Mr. J. N. Snow and in October, 1890, the present firm was organized by the admission of Mr. I. W. Snow to partnership. The premises occupied for trade purposes are spacious in size and thoroughly fitted up for the proper handling and preservation of the choice and valuable stock. The business is both of a wholesale and retail character and the prices and quality of goods are always such as to command a very brisk trade. The supplies are received direct from manufacturers and first hands and command their own merits to the confidence and patronage of critical and discriminating buyers. Orders by telephone No. 3083, by telegraph and mail receive immediate and careful attention, and goods are promptly delivered at any of the docks or railroads in the city or in the suburbs. Prices are placed at the lowest figures and the greatest care is exercised to meet the wants of all classes of patrons. The senior partner was born on Cape Cod and has resided in this city for the past thirty-five years. The son is a native Bostonian and combines his vigor and ability with the ripe experience of his father to form a firm of eminent popularity and solid worth.



**HARVEY MANUFACTURING CO.**, No. 29 Temple Place.—The Harvey Manufacturing Company was organized and incorporated in 1891, under the State laws of Maine, with a capital stock of \$500,000, and was an outcome of the business originally founded in 1883 by Mr. S. B. Harvey. The officers of the company are: President, Geo. L. F. Harriman; secretary, J. F. Rowell; treasurer, S. B. Harvey, inventor of the Ladies' Delight Tailor System, and of the United States Standard Adjustable Form, which the company are putting upon the market. The Form combines the best features of all figures that have ever been manufactured. It can be elevated to any required height and made to revolve at will; so that the artist can sit while at work on the bottom of the skirt. It is on casters, and is of solid construction and intended for use. It is guaranteed against imperfections in material or manufacture. The figure is without a rival. The neck opens by drawing up on the cylinder head, and adjusts the neck and bust perfectly to any size. At the company's salesrooms at No. 29 Temple Place will be found the largest assortment of forms and skirt forms in New England. The prices range from two dollars and upwards. Harvey's system of dressmaking can be learned in from two to three months, taking two lessons per week, the price per lesson being one dollar. The company receive pupils from all parts of New England and the West, and some forty are at present receiving instruction. Garment and dressmaking and millinery work are executed in all their branches, in the highest style of the art.



**H. BISHOP**, Merchant Tailor, No. 34 School Street.—This is probably the oldest house of the kind in Boston, having been founded in the early '20's by Mr. L. A. Huntington, who continued for many years at the head of affairs, when he was succeeded by Messrs. Hoyle & Kingsbury. In 1876 Mr. Bishop became the proprietor. He had entered the establishment in 1858, and had been in the employ of both Mr. Huntington and Messrs. Hoyle & Kingsbury. He is an expert practical cutter, and famous for the excellent fitting clothing made by him. One of his assistants has been employed in this house for the past fifty-nine years, and is the oldest active tailor in Boston. Mr. Bishop is a direct importer of French and English fabrics and at all times carries a full stock of the newest novelties in patterns and designs, and a perfect fitting garment is guaranteed in every instance. Mr. Bishop is a native of Bath, England, but has resided in Boston the greater part of his life. Here he is familiarly known as a straightforward, oldfiling, painstaking business man.



**JOSEPH CLEVE & CO.**, Foreign and Native Wines and Liquors, Nos. 9 and 11 Cambridge Street.—Those who appreciate fine wines and liquors can rely upon always obtaining goods of absolute purity at the warehouse of Mr. Joseph Cleve & Co. They handle only the highest grades of foreign and native wines and liquors, and supply first-class family trade exclusively; doing the largest business in this particular line of any house in the city. They sell at retail only and conduct their business upon a strictly cash basis. They employ five salesmen and fill orders from all parts of the city and suburbs. The store is 40 x 50 feet in dimensions, with storage cellar of the same size. The stock is at all times very large and complete. The imported wines comprise many old and famous vintages; and those of domestic production are from the most celebrated sources of supply. Fine whiskies constitute a specialty in which the stock is unsurpassed. Mr. Cleve established this business in 1872, at its present location. He was formerly in the grocery and provision trade in Roxbury, Mass. He was born in Germany, but has lived in this country since boyhood.



**HADBOURNE & MOORE**, Manufacturers and Jobbers of Shoe Goods, Woolens a Specialty, No. 130 Bedford Street.—Although established as at present only since January, 1891, Messrs. Chadbourne & Moore, wholesale dealers in shoe goods, No. 130 Bedford Street, have already built up a flourishing business. They make a specialty of fine goods for the shoe trade and sell extensively to shoe manufacturers throughout New England and the West. Mr. J. H. Chadbourne, who is a gentleman in the prime of life and a native and resident of Watertown, Mass., has had ten years' experience in the business. The firm is selling agent for the Glendale Elastic Fabrics Co., the Hopedale Elastic Fabrics Co., and the Russell Manufacturing Co. Mr. W. B. Moore, his partner, who is also a comparatively young man, born at Ware, N. H. and residing at Lynn, Mass., has been connected with the shoe trade for twelve years. Both are men of energy and enterprise, as well as of ample experience. They occupy commodious quarters as office and salesroom, and keep on hand always a large and first-class stock, while an efficient staff is employed. The assortment in-ludes all kinds of fabrics used in footwear manufacture, and every article sold by this responsible house is fully warranted. The prices quoted, too, are maintained at the very lowest figures consistent with quality of goods, the firm being in a position to offer substantial inducements to shoe manufacturers, and all orders are attended to in the most expeditious and trustworthy manner.



**B. HUMPHREY**, Importer of Diamonds, and Diamond Cutter, No. 383 Washington Street.—A branch of industry in which the most delicate judgment and most expert skill must be exercised is that of diamond cutting. At every stage of the process the utmost care must be used to prevent any waste of the precious material and to preserve those perfect proportions upon which the brilliancy of the finished gem depends. Although but comparatively few American workmen have acquired the art, which for centuries was known only to the Dutch Jews, and by them most jealously guarded, their native skill and ingenuity has enabled them to so far improve upon the foreign methods of cutting, that in this, as in many other branches of mechanical industry, America now leads the world. Among the first to engage in the business in Boston was John B. Humphrey, whose factory at No. 383 Washington Street is now the only one of its kind in New England. Mr. Humphrey established his enterprise in 1876, on Bromfield Street, and removed to his present quarters five years ago. He is a thoroughly experienced diamond cutter, and employs a staff of ten competent assistants. The commodious premises occupied are equipped with the finest special machinery, operated by steam-power. Mr. Humphrey carries on a general business as a diamond cutter, giving special attention to recutting, matching and repairing. He is, also, a direct importer and dealer in fine diamonds, at all times carrying a stock of the choicest stones. The trade of the house extends all throughout New England and the Western States. Mr. Humphrey is a native of Maine and for twenty-five years a resident of Boston.



**SANFORD & SONS**, of New York Carpets, Harry B. Richmond, Representative, No. 523 Washington Street.—Messrs. S. Sanford & Sons, Carpet Manufacturers, of Amsterdam, New York, are probably the second largest in this important industry in the world, and their goods, now well-known in both hemispheres, are popularly regarded in the trade as of the highest standard of make and quality. This eminent undertaking was founded in 1838, and its annual output now aggregates one hundred and thirty-five thousand pieces of fifty yards each; all of which are either tapestry or fine velvet-pile carpet; although Axminster carpet will soon be turned out; the firm's manufactory—containing three hundred and twenty-five looms—now being enlarged for that purpose. Branch offices are maintained at No. 869 Broadway, New York City, No. 188 Wabash Avenue, Chicago, Ill. and in this city at No. 523 Washington Street. This latter was inaugurated two and a half years ago by the present representative, Mr. Harry B. Richmond, under whose very able and skilful direction its every detail is conducted. The trade from this city reaches among jobbers, dealers and other wholesale consumers throughout the New England States. Mr. Richmond is a native of New York, has been engaged in this line for the past ten years and was formerly engaged with Messrs. Arnold, Constable & Co., of New York.



**B. HOSMER**, Commission Merchant, and Dealer in Foreign and Domestic Fruit, Basement, No. 9 North Market Street.—No house in the fruit trade on North Market Street is better known or maintains a higher commercial standing than that of C. B. Hosmer. It was established many years ago by F. W. Mitchell, who was succeeded by Euslin & Trow, who were in turn succeeded by Littlefield & Euslin, the firm name later becoming Littlefield & Hosmer, under which style the business was conducted up to 1859, when the gentleman whose name heads this sketch assumed sole control. Mr. Hosmer is a commission merchant and wholesale dealer, handling all kinds of foreign and domestic fruits, and makes a specialty of bananas and handles oranges and lemons. He receives from various points, and ships throughout Maine, New Hampshire and Massachusetts. The quarters occupied are commodious, ample and well-appointed, and a large stock is constantly kept on hand, all orders receiving immediate attention; and relations once formed with this responsible house are reasonably certain of leading to an enduring business connection. Mr. Hosmer was born in Maine, but has been in this city some twenty years, and is a well-known member of the Boston Fruit and Produce Exchange.



**WILLIAM K. CRAIG & CO.**, Machinists and Engineers, No. 9 Quincy Row.—Messrs. William K. Craig & Co., machinists and engineers, are manufacturers of and dealers in boilers, engines, elevators, shafting, pulleys, etc., and give particular attention to the inspection of elevators and the repairing of machinery in general. They also construct coffee roasting machinery, with all the necessary connections. Their establishment is well-equipped, and they have in their employ twelve skilled mechanics. The firm was organized and commenced business at the present locality three years ago, occupying the second floor, 30 x 50 feet in dimensions. The partners are William K. Craig and William J. Donovan, natives of this State; the former of middle age, the latter a young man. They are both thoroughly skilled and experienced machinists and engineers, Mr. Craig having been foreman for George T. McLaughlin for ten years, while Mr. Donovan worked for the same concern eight years. Mr. Craig devotes his attention to the inside work of the establishment, while Mr. Donovan looks after outside affairs and makes personal inspection of elevators. He is a member of the city government and is identified as an active member of the American Order of Foresters and other societies.



**ADAMS HOUSE**, George G. Hall, Proprietor, No. 553 Washington Street.—The Adams House is one of the representative institutions and a valued feature of Boston, combining in the most perfect manner every comfort, elegance and convenience with the refined and quiet atmosphere of the best circles of home life. It occupies the site of its predecessor of half a century ago and was opened to the public September 20, 1883, by Messrs. Hall & Whipple, the present proprietor, Mr. George G. Hall, succeeding to the sole control in 1886. It has ever been a favorite stopping-place for the eminent in every profession and those most prominent in public life. Repeated enlargements of this magnificent hotel have at different periods been necessitated to meet the growing demands of the public and it is now one of the largest on the continent. With its superb accommodations, elegant appointments and expert management, the Adams House is known at home and abroad as one of the best kept, most luxurious and popular hotels in the country. It is a noble specimen of architectural achievement, its solid and ornate marble front being a conspicuous feature in a neighborhood of massive and imposing business structures. The main building is erected of white Vermont marble, six stories in height, while the additions made in 1887 and 1891 are of stone and brick and five stories each. The accommodations for guests embrace fifty-five suites of parlor, bedroom and bath, and 405 single rooms, with two large dining-rooms on the first floor, seating 400 people, all conducted on the European plan. Every modern accessory of the decorator, cabinet-maker and upholsterer have been utilized and the entire house is a beautiful and artistic exhibit of the most advanced achievement in the above lines. Marble wainscots and staircases, mosaic-tiled floors, frescoed ceilings, mahogany finished and decorated walls, with furniture and furnishings in keeping, characterize the apartments and corridors of this palatial hotel. It embraces every modern improvement, including electric lights, two passenger elevators, steam heat, electric bells, a spacious billiard hall, a well-managed barber-shop and a finely stocked bar, while there are two public parlors and a reception-room on the second floor and a ladies' reception-room on the office floor. The cuisine of the Adams is made the constant study of the most expert caterers and an experienced staff of assistants meet the demands of the elaborate bills of fare for which this house is so widely noted. The most celebrated statesmen, diplomats and railway magnates of the present day are guests of the Adams when in Boston, and it is recognized as the bean ideal home for gentlemen, while its praises are sung by both sexes all over the world. Mr. Hall, the esteemed proprietor, was born in Bristol, R. I., and has resided in Boston since boyhood. He is a member of the National Hotel Men's Association and a host among a thousand, one who understands how to meet the wants of the most critical and fastidious of guests; and, with the able assistance of his brother, Mr. A. D. Hall, as assistant manager, Messrs. Jno. J. Warden and Gains Sampson as room clerks and Mr. E. D. Plummer as cashier, has made the Adams House the "Mecca" for all who appreciate good living.



**MUTUAL RESERVE FUND LIFE ASSOCIATION**, George L. Lewis, Manager, New England Branch, No. 130 Tremont Street.—The three generations of the mighty American public now mingling in the mortal arena—the young man just across the threshold of the business world, the man in his prime who has about gauged the extent of his capacities and the elderly man whose increasing years and lessening strength warn him that life's day has a limit—all are equally interested in the mighty problems involved in life insurance. This age finds the community largely one of thoughtful and intelligent men, who have full knowledge of the value and benefits of life insurance and are educated up to the duties inherent upon them to protect their families, but who are apt to become bewildered as to which is the company and scheme best adapted to meet their requirements. Among the companies whose methods and plans have been examined, the Mutual Reserve Fund Life Association, of New York, seems to offer most substantial inducements. This association is represented in Boston by Mr. George L. Lewis, as manager for New England, with headquarters at No. 130 Tremont Street. It is the largest purely mutual life association in the world and provides perfect insurance at the lowest cost consistent with the greatest security, or at about one-half the usual rates charged by the old-system companies. Its reserve fund now amounts to \$3,179,730.64, while its total death claims, paid to the widows and orphans and beneficiaries of deceased members are \$12,030,141.59. The admission fee, payable once only and the annual dues for expenses of management, are limited to a fixed charge per \$1,000 of insurance, payable in advance and is uniform for all ages. The Mortuary Fund to pay death claims is collected separately and kept distinct. Applicants for \$30,000 or more must not be over fifty-five years of age and be recommended by two physicians on separate examinations. On the first week day of the months, of February, April, June, August, October and December, mortuary calls are made upon the living members for the sum required to meet the approved death claims, including the Reserve Fund. The sum required from each member is according to age and amount of insurance held. Members desiring to pay, annually or otherwise, in advance, may do so at the maximum rate, and the amount not required during the year will be applied to reduce the next payment. The pillars of strength of this association are a reserve fund, graded rates, selected risks, the tontine system, an open ledger and a Trust Company to protect the reserve fund. It has a million dollars of insurance in force in Boston, on 1,500 members, while its annual business averages \$50,000,000. Its total policies in force now aggregate \$215,207,910. Its executive officers are Edward B. Harper, president; John W. Vrooman, treasurer; F. T. Braman, secretary; Louis Y. Manning, assistant secretary; all of whom are expert authorities in life insurance matters and stand high in the financial world. Mr. Lewis, the manager for New England, is a native of Connecticut, in the prime of life, an experienced and successful life underwriter and a reliable, responsible business man.



**WOONSOCKET RUBBER COMPANY**, Lincoln and Essex Streets.—As a source of supplies for every kind of manufactured goods the city of Boston possesses advantages and facilities to meet the wants of the country equal, if not superior, to any other city in the Union. Numerous and varied as are the industries here represented, they are ever multiplying, happily as the city expands itself and the population increases. One of the enterprises which have gained a permanent establishment in our midst and assumed the leading position in its line is the agency of the Woonsocket Rubber Company, located at Lincoln and Essex Streets, under the management of Mr. E. H. Cutler, as selling agent. This company has a reputation and a trade practically world-wide, as manufacturers of rubber boots and shoes, with factories at Woonsocket, R. I., and Millville, Mass. where they give employment to a thousand hands, and conduct one of the leading industries of New England. The company was incorporated in 1867, and is officered as follows; Joseph Banigan, president; Frederick Cook, treasurer; and W. S. Ballou, general manager; all of whom reside in Providence, R. I., while the main offices of the company are at Providence, Boston and New York. The Boston office was opened about 1870, on Pearl Street, and in 1875 Mr. Cutler took the management. In 1889 the present premises were occupied, consisting of a warehouse, 50 x 150 feet in dimensions, with a basement of the same size, for storage, and every facility is at hand for promptly supplying the most extensive demand. The house has pursued a thoroughly successful career, and vigilance, push and the highest commercial integrity have been its characteristics from the outset. The stock carried is immense and comprehensive, embracing, as it does, every grade, style and size of rubber boots and shoes, and which are recognized wherever introduced as the highest type of perfection as regards both quality of material, reliability of workmanship and uniform excellence. Receiving his supplies direct from the manufacturers and in immense quantities, Mr. Cutler cannot be undersold in the market, while he is able to offer terms with which no other house in the trade can possibly compete. The goods of this company are shipped to all parts of the United States, the British Provinces, England, France and Germany, Mexico and Switzerland, and are the standard the world over. Mr. Cutler, the selling agent, is a native Bostonian, who has always followed this line of trade, and is a young man of large business experience, wide acquaintance and sterling personal worth.



**WILLIAM J. DINSMORE**, Manufacturer of Regalia and Supplies, No. 521 Washington Street.—The manufacture of society regalia, badges and jewels is an important industry, owing to the great number of fraternal orders that exist, and a leading representative of the industry in this city is Mr. William J. Dinsmore, whose place of business is at No. 521 Washington Street. Mr. Dinsmore has long been favorably known in business and social circles. Having had thorough experience he, in June, 1857, established business at No. 15 Harrison Avenue Extension, removing to his present address in 1888, and he has always met with the most substantial success in his enterprise. The quarters occupied for the business are equipped with all requisite facilities, and employment is found for ten to eighteen skilled hands. Mr. Dinsmore manufactures and deals at wholesale and retail in every description of society regalia, badges, jewels, regalia and supplies for the orders of Masonry, I. O. O. F., Red Men, K. of H., U. O. G. C., A. O. U. W., etc., and designs and manufactures goods in this line for new societies. Estimates are furnished at shortest notice, and satisfaction is guaranteed in everything ordered from this establishment, while the prices are of the most reasonable character. Mr. Dinsmore is a member of the Masonic Order, also of the Red Men and other fraternities, and enjoys the esteem of all who know him. He has recently enlarged his shops and facilities for handling his growing business and published the most elaborate and comprehensive catalogue of badges, banners, trimmings and general society supplies that has ever been issued. It contains over eleven hundred illustrations, showing some of the latest novelties as well as the older and standard patterns of the various lines of goods listed. Mr. Dinsmore attributes his success to giving personal attention to business, making reliable goods at correct prices and serving his customers promptly.



**REYNOLDS & HALEY**, Wholesale and Retail Dealers in Beef, Pork, Lard, Hams, Sausages, Tripe, Pigs' Feet, Bologna Sausages, Etc., Nos. 78 and 80 Faneuil Hall Market.—The prosperous business owned and controlled by Messrs. Reynolds & Haley, of Nos. 78 and 80 Faneuil Hall Market, Boston, is an evolution of a concern founded in the year 1851, by one J. B. Severens. That gentleman was succeeded by the firm of Severens & Haley, which name in turn, gave place to that of A. S. Haley, the predecessor of the existing firm, Mr. J. D. Haley of the present firm being his brother. Messrs. Reynolds & Haley are wholesale and retail dealers in beef, pork, lard, hams, sausages, tripe, pigs' feet, bologna sausage, etc., the house handling largely Western goods, the connection of the concern being located in Boston and vicinity. The premises occupied by the house comprise two cellars and two stalls. These are models of completeness and able management, and form one of the attractions of the historic and flourishing Faneuil Hall Market. The partners are Mr. W. P. Reynolds and Mr. J. D. Haley, respectively, sound, able, courteous and conscientious men of business, meriting the respect of all. Mr. Reynolds has been at this stall for the past fifteen years, was allied with Mr. A. S. Haley during a period of twelve years, his sojourn in the market having commenced during the year 1877. He is a native of New Market, N. H., while Mr. Haley comes from Wolfborough, in the same State. His residence in Boston covers a period of ten years, five of which have been spent as an occupant of the market.



**A. TWOMBLY**, Florist, No. 161 Tremont Street.—One of Boston's best known and most popular florists is W. A. Twombly. He was formerly the junior partner of the firm of S. W. Twombly & Sons, established in 1874, and upon the retirement of his father and brother, in 1889, assumed sole control of the business. Mr. Twombly was born in this city, and is a practical and experienced florist, and is thoroughly conversant with every feature and detail of the business. He occupies a commodious and neatly appointed store and basement, and his place is fitted up with patent cash railway service, electric light and all conveniences, while an efficient staff of assistants is employed. A large and inviting stock is always kept on hand here, and includes choice cut flowers, fresh and fragrant roses, beautiful floral designs, elegant boutonnières and bouquets, wreaths, baskets, rustic work, mosses, grasses, plants in great variety, and everything in this line. Appropriate emblematic designs are made for all occasions at short notice, special attention being given to weddings and funerals, and all orders by telephone (315) will receive prompt attention. Cut flowers are a specialty, and floral decorations of every description are attended to in the most superior manner.



**GROSS & CO.**, Beef, Pork, Lard, Hams, Etc., Cellar No. 10 North Side, Nos. 62 and 64 Faneuil Hall Market.—This prominent house was founded by Messrs. Cook & Conant as far back as 1826. Upon the retirement of Mr. Cook, during the course of the year 1846, the firm name became Conant & Gross, and, in 1851, during which year Mr. Conant withdrew from the firm, the house was under the sole control of Mr. Isaac S. Gross. That gentleman died, deeply lamented, in 1873, and the business then came into the control of Mr. J. Gross, the present partnership of J. Gross & Co. being formed in 1885. The firm are dealers in beef, pork, lard, hams, etc., handling a full line of these goods, its transactions being with steamers, vessels, retailers and jobbers; the house, moreover, supplying families, hotels and restaurants, the operations of the firm being in native and Western goods. The premises occupied by the house are excellently located, Cellar No. 10, on the North Side, is used for storage and the house also owns a storage at No. 17 Fulton Street. The partners are Mr. J. Gross and Mr. C. M. Ryder, both of whom are members of the Chamber of Commerce, Mr. Gross being a native of Cape Cod, now residing in Somerville, and Mr. Ryder is a native of Prince Edward Island, but has lived in Boston for the past twenty years.



**KING & GODDARD**, Pipe, Fittings, Plumbers' Supplies, Pumps, Hose, Etc., Nos. 11 and 13 Wendell Street.—Though only a few years established, King & Goddard, wholesale dealers in pipe, fittings, pumps, hose, cotton and rubber belting, hydrants, plumbers' materials, etc., have already reached the fore-front rank in their line, and have an extensive and flourishing trade throughout the United States. The quarters occupied as office, salesroom, etc., are spacious, commodious, and well-equipped, and a staff of eight or more is employed in the concern. An exceedingly large and varied stock is constantly kept on hand here, and includes automatic fire extinguishers, bath tubs, brass pipe and fittings, belting, bibbs, cement-lined pipe, chain pumps, cistern pumps, copper pumps, corporation cocks, corrugated pipe, cotton belting, cotton hose, (Eureka) cucumber pumps, Douglas pumps, drive points, enameled pipe and fittings, filters, fire hose, fire pumps, fittings, force pumps, galvanized pipe and fittings, garden hose, gas pipe and fittings, grates, gauges, hair felting, hose, hose pipes, hydrants, iron pipe, iron pumps, Johnson pumps, lace leather, lawn sprinklers, linen hose, Lowell spray nozzles, mill hose, (Eureka) nozzles, all kinds of oil cups, packing, plumbers' materials, pipe and fittings, pipe hooks, (Eclipse) pumps, pump leather, rubber bucket pumps, rubber belting, hose packing, (Hamilton) service boxes, soil pipe and fittings, spiral pipe, steam pipe and fittings, hose pumps, tan liquor pipe, union pumps, valves, water pipe and fittings, wood pipe, wood pumps, woven hose, etc., etc., the following being leading specialties, "Perfection" lawn sprinklers, "Clean Sweep" sewer and gas traps, the "Lowell" and "Gem" hose nozzles, Thurston's automatic hose reel, and Hall's hose mender. Every article sold is fully warranted, and the prices quoted are maintained at the lowest consistent figures, liberal inducements being offered to the trade, while all orders are promptly and reliably attended to. Mr. C. W. King, who is a Bostonian by birth, was formerly with Fuller, Dana & Fitz, this city, for quite a time. Mr. W. M. Goddard was born in this State, and was for a number of years with Geo. Draper & Son, manufacturer of specialties, Hopedale, Mass.



COLONIAL HOUSE, J. F. & G. H. SMITH, ARCHITECTS.



F. & G. H. SMITH, Architects, No. 22 School Street.—Few, if any, among Boston's leading architects enjoy a better reputation for skill and reliability than J. F. & G. H. Smith, whose office is at No. 22 School Street, Room 10. The firm is certainly a thoroughly responsible one, and receives a highly flattering measure of recognition, its patronage extending throughout the State. The Messrs. Smith occupy well-equipped quarters at the address above noted, and employ several competent assistants. They are prepared to make plans for buildings of every description, giving special attention to residences, business blocks, church edifices and high-class structures, and guarantee the utmost satisfaction. Designs, specifications, etc. are furnished at short notice, while construction is personally supervised, and all work undertaken by these gentlemen is certain to be performed in the most expeditious, careful and superior manner. Mr. J. F. Smith, who is a gentleman of middle-age, born in Maine, has long been a prominent builder and contractor in this city, and Mr. G. H. Smith, his son and partner, is a comparatively young man and a Bostonian by birth. He is a thoroughly expert draughtsman and a skilful all-round architect, of ample experience in his profession, master of the art in all its branches. Mr. Smith the younger is a graduate of the Massachusetts School of Technology, and is a member of the Boston Architectural Club. He was formerly draughtsman for F. L. Smith, and prior to the inception of the present copartnership in June, 1891, was a member of the firm of Hill & Smith for several years.



MURPHY & MCCARTHY, Publishers and Manufacturers, No. 75 Essex Street.—The date of the foundation of this house, occurred in 1873, in Providence, R. I., the Boston office having been established in 1875 and the New York office in 1885. Messrs. Murphy and McCarthy are publishers and manufacturers; the specialty being Catholic and historical works; the leading book now published by the house being "Discourses from the Pulpit." A conception of the character and excellence of that work may be gathered from a perusal of a review of the same appearing in "The Pilot" for July 25, 1891. The following is an extract from such review: "In 'Discourses from the Pulpit' a remarkable volume is offered to the Catholic laity. Here are grouped sermons by Cardinal Wiseman, Cardinal Manning, Cardinal Newman, and Cardinal Gibbons; Archbishop Ryan, Bishop Conroy and Father Ryan, Father Merrick, Father Buckley, Father O'Keefe, Father Farrell, Father Maguire, Father Lambing and Father Brann \* \* \* The varied nature of the discourses, which range from the purely devotional, adapted to special seasons, to the controversial, especially adapts the volume to family use as it contains something to suit all tastes." The Boston office is the center for the New England trade; the house employing canvassers constantly traversing the region; the principle upon which Messrs. Murphy and McCarthy dispose of their works in Boston being the installment plan, the New York house being engaged at wholesale as well as installments. The control of the Boston office is in the hands of Mr. A. A. Moynahan, who has been in charge of the establishment since 1886, when he also opened the New York office. He is a native of Ireland, his residence in America dating from his boyhood.



**A**MERICAN CO-OPERATIVE ASSOCIATION, Manufacturers of Exclusively Hand-Made Fine Havana and Domestic Cigars, No. 150 State Street.—Though only a year or so established, this house has already built up a large and flourishing business. The secret of its prosperity is not far to seek, however. Turning out a distinctly superior article, prompt and reliable in filling orders and withal, exceptionally low in their prices, quality of goods considered, they have been enabled to achieve the success that has attended their well-directed efforts. Messrs. Edward J. Tomlin, H. Finkler and M. Harris, the proprietors, are all gentlemen in the prime of life and natives of Boston. They are all men of practical skill and thorough experience, as well as of energy and enterprise, and are active members of Cigarmakers' Union, No. 97, of this city. They occupy for manufacturing purposes, the whole of a 25 x 123 foot floor, with ample and complete facilities and employ a dozen or more expert hands. Their special brands, "A. C. A.," ten cent cigar and "150," five cent cigar, are made from carefully selected, thoroughly prepared and best available Havana and domestic leaf by first-class workmen, by hand entirely, and are noted for choice flavor, purity, finish and all other features of merit, being maintained at a uniformly high standard. A large and very fine stock is constantly kept on hand, all orders for the trade receiving prompt attention, while the most liberal inducements are offered to dealers, and relations once formed with the American Co-operative Association are reasonably certain of leading to an enduring business connection.



**A**M. McPHAIL PIANO CO., No. 167 Tremont Street.—Of the many characteristic and noteworthy piano manufacturing concerns in Boston not one has been more surely and deservedly successful than has the A. M. McPhail Piano Company, whose warehouses are located at No. 167 Tremont Street, with factory at No. 520 Harrison Avenue. This well-known house was established nearly fifty years ago by Mr. Andrew M. McPhail; and under his thorough, conservative and well-directed efforts the business has always rested on a firm basis, and there never has been a time in the history of the concern when the instruments have not borne an unimpeachable reputation for superior musical excellence and thoroughly honest construction. In the spring of 1891 the present company was incorporated under the Massachusetts State laws, with a cash capital of \$40,000, and with Mr. A. M. McPhail, president; Mr. William Barry Owen, treasurer; Mr. John C. Warren, secretary and general manager. Only the very highest grade of goods is manufactured by this company, it being the intention and business principle of the concern to constantly maintain the first-class reputation acquired for these instruments under Mr. McPhail's careful management. Although Mr. McPhail still retains his connection with the company as its president, yet from his advancing years it is, necessarily, not possible for him to keep up his active work in the business, and the responsibility of the development of the enterprise therefore devolves upon the remaining officers, who are, through many years of experience, thoroughly competent to conduct it to a successful issue. The results of last year's work have surpassed all expectations and have been exceedingly gratifying, as showing that a good piano can always be sold if it is properly presented to the public and pushed. With new factory facilities, which have already been acquired, being necessitated by the growth of the business during the last year, ample opportunity will be given for future development of the manufacture; and it is the intention to place these instruments at the head of the list where they belong. Unless all signs are at fault, the prosperity of this company is bound to be maintained and increased. The secret of its success is not far to seek, however. Turning out a class of instruments of unequivocal excellence, paying special attention to the character of each individual piano, rather than by promiscuous advertising and cheap devices to simply increase the amount of sales without special reference to the quality of the work turned out, and with a very fair and reasonable grade of prices, it is in the nature of things that the company should maintain the substantial and influential patronage it now so deservedly enjoys. The instruments are receiving unsolicited praise and very flattering recognition from the best judges and critics, who all unite in testifying to their superior merits as to tone, action, style of case, etc. In truth, these instruments are thoroughly superior in every respect, being handsome in design, very honestly perfect in construction, with very elastic touch, fine singing quality, purity and brilliancy of tone, with ample power and resonance. There is certainly no better piano in the market to-day. Their capacity for standing in tune is very remarkable, the cases being thoroughly braced by steel compressing rods which counteract the strain of the strings on the plate and case. All those who have tested the McPHAIL Pianos readily admit the merits noted. They have been repeatedly awarded the highest premiums by the Massachusetts Charitable Mechanics' Association, and other organizations, and speak most eloquently for themselves wherever exhibited. Mr. McPhail, the honored founder of the enterprise, is a Massachusetts man, and has always been recognized as a leading American piano maker, whose aim has ever been to produce an honest, reliable and superior instrument. His coadjutors in the management are experienced officers who exercise immediate personal supervision over every detail of the work, and by their energy and industry are bound to assure the future success and permanent prosperity of this enterprising corporation.



**T**B. BAILEY & CO., Perfumers, Etc., Nos. 130 and 132 Lincoln Street.—The pronounced success which attended the enterprise of Messrs. T. B. Bailey & Co., as manufacturers of perfumes and flavoring extracts, at Milford, Massachusetts, between the year of its inception in 1873, and the year 1884, was such as to render a wider scope and a more important center of operations imperative, and at the latter date the firm made Boston its headquarters for a wholesale trade, which embraces the whole of the Union within the territory it covers, and in all the busy centers of which it has patrons. The premises occupied consist of a second floor at Nos. 130 and 132 Lincoln Street, where every appurtenance which can be used to advantage in the production of choice perfumes of delicious bouquet at popular prices, and of the very numerous kinds of flavoring extracts, wholesome and appetizing in their character, is provided, thirly expert and qualified employes being regularly engaged under the personal direction of Mr. Bailey, the conscientious principal, who is zealous for the prestige of his house, and sedulous in his careful scrutinizing of every phase in the process of manufacture, lest any article should be permitted to leave the establishment which could tarnish its fame. The patrons of the house represent the most responsible drugstores and other dealers, from one end of the country to the other. While this general supervision of affairs is undertaken by the principal, his son, who has a thorough training in the business, directs the detailed work of the shops. Mr. T. B. Bailey is a native of Massachusetts, and lives in Boston, where he is honored as a skilled and practical chemist.



**L**YMAN B. BROOKS, Designer, Engraver, and Lithographer, No. 103 Milk Street.—This house makes a leading specialty of bank checks, bonds and certificates of stock, and turns out a distinctly superior class of designs for commercial headings, labels, etc. Mr. Brooks is also manufacturer of Brooks' Pocket Safety Check-Book, an article of exceptional merit, and which has secured unequivocal recognition from bankers and business men everywhere throughout the United States. Mr. Brooks, who is a gentleman of middle age, was born in Salem, Mass., and learned his art with Jno. R. Jewett, in that city. He is a man of long and varied experience, as well as practical skill, and was formerly engaged in the wholesale stationery business for a number of years, embarking in this present line in 1875. He occupies commodious and well-equipped quarters, employing half a dozen expert assistants, and gives close attention himself, to every detail of the business. All kinds of copper, steel and wood-engraving and lithography are executed though the printing is done by contract; original designs, check-books, certificates, bonds, etc., are made to order, at short notice, and a large stock of vignettes, safety checks, designs, bank titles, etc., is constantly kept on hand. In short, all classes of work in the lines above indicated, are executed in the most expeditious and excellent manner, at reasonable rates, and all orders receive prompt and personal attention.



**CHIDSEY & PARTRIDGE**, Importers and Dealers in Surgical and Electrical Instruments, No. 169 Tremont Street.—This representative house was founded in 1887 by Messrs. Chidsey & Partridge and in May, 1890, Mr. Partridge retired, since which date Mr. R. G. Chidsey has continued the business as sole proprietor, without change in the firm name, bringing to bear his experience, marked ability and thorough technical knowledge. He has come to be recognized as an authority in every branch of his business. All the various specialties handled by him are of superior accuracy and are standard the world over. Nowhere can surgeons and physicians, electricians, dealers or consumers secure such reliable equipments at such moderate rates. A full and complete stock is constantly kept on hand and the trade is large and influential, at both wholesale and retail, extending to all parts of New England and other portions of the United States and Canada. Mr. Chidsey is a native of Connecticut, with an experience of fifteen years in this line of trade and is universally respected.



**CONANT & BEAN**, Commission Merchants and Dealers in Fruits and Produce, No. 15 North Side, Faneuil Hall Market.—The miscellany of Boston's more prosperous commercial houses does not include the name of one more justly entitled to a position of prominence upon the pages of this treatise than that of Messrs. Conant & Bean, of No. 15 North Side, Faneuil Hall Market. Messrs. Conant & Bean are commission merchants and dealers in fruits and produce. The foundation of their business was laid thirty-five years ago, by Messrs Furber, Conant & Co. The house receives consignments of produce from all over New England, New York State and the South, and the connection is located in the States of Massachusetts, Maine, Vermont, Rhode Island and Connecticut, extending also throughout the South and West. The specialty of the house is the trade in oranges and lemons and the firm prides itself upon the promptitude with which it disposes and makes returns of consignments. The directorate of the house comprises the names of Mr. H. S. Beap and Mr. H. H. Kendal, which gentlemen justly rank eminently among Boston's representative merchants. Mr. Bean is a native of Deerfield, N. H., and his identification with Boston's prosperity commenced a quarter of a century ago. His esteemed partner has been a member of the firm for fifteen years, his alliance with the house commencing twenty years ago, and he has lived in Boston thirty-six years.



**GEORGE T. McLAUTHLIN & CO.**, Machinery, No. 120 Fulton Street.—Results of **MACHINERY**.—Machinery may truly be said to underlie the great growth and general prosperity of not only the city and suburbs of Boston, but of the whole country. Almost everything that pertains to the development, the progress, the ordinary comforts and the luxuries of American life, has been fostered and made generally available through the aid of machinery. It is through our lead in mechanical invention, and the perfecting of machinery and adapting it to the needs of every industry that our country has made its unequalled progress and been able, almost in its infancy, to take its position as one of the foremost nations of the earth. The older nations have learned somewhat from us in the invention and applications of machinery, but have not been able to keep pace with our more ambitious mechanical geniuses. Imagine the condition we should be in, if one can approach a comprehension of it, had we made no greater progress in mechanical invention during the last one hundred years than the most progressive of European countries. Especially attempt to discern our condition and the world's condition, had the last century shown no advance in machinery, and compare with the progress that has been made. The mind cannot conceive the vast difference. We can only say that the history of material progress could have been written on one small page in one case, while in the other it would require many volumes. Boston has been a foster-mother in the advancement of the mechanical arts and the invention and manufacture of machinery and mechanical appliances. Her lead in these matters has been largely due to the ingenuity, energy and perseverance of her progressive mechanics. Among them is the subject of this notice, **GEORGE T. McLAUTHLIN** of No. 120 Fulton Street. He is of Plymouth County stock, and of ancestry of noted mechanical genius. He was born in Duxbury in 1836, within six miles of old Plymouth Rock. He was early and ever fond of study and the acquisition of knowledge pertaining to mechanics. The district school was his early educator, but desiring an academic education, he began the making of shoes at the age of sixteen by which he acquired means for that purpose. From seventeen years of age he employed help in his shoemaking business, which he carried on during vacations. When at school away from home he worked mornings and evenings to help pay expenses. At eighteen, he commenced teaching school, which he followed four winters with marked success, introducing many novel features. He especially taught his scholars how to learn, how to make study a pleasure, and how to govern the school themselves. In his shoeshop he developed the "gang" system, each man taking a special part. Great efficiency was soon acquired by each member in his special work, resulting in largely increased product. A few years later the "gang" system was rapidly coming into general use. In 1886—forty years after the gang commenced work—all the members still living, a reunion was held at Mr. McLaughtlin's house which led to a spontaneous recognition by the press of this initiatory progressive step in that branch of industry. Mr. McLaughtlin's ingenuity and mechanical taste, while it had served him in his work and in his teaching to great purpose, was not satisfied, and his longing for a business of wider scope and one in which his natural talent could reach a higher development, led him at the age of twenty-one into the machinery business, which he commenced at Marshfield, Mass., in the manufacture of such shoe machinery as was then known. This, now large industry, was then without a representation as a manufactory. In 1850 he moved to Plymouth, Mass., where he added water wheels and general machine work to his business. There he had a partner for a short time with the affix of " & Co." to his name, but he has ever since continued alone, using the same title. In 1853 he came to Boston and opened an office on State Street, where his business office remained till 1865, when he moved it into his works at No. 120 Fulton Street. In 1854 he moved his works to Boston and after the great Fourth of July fire of 1861 in East Boston, in the midst of which they were entirely ruined, he secured his present location. It is through a life of honest purpose, strict economy, hard work and indefatigable perseverance that he has acquired his present enviable position. He has applied himself to study, work, or business an average of nearly fifteen hours a day from boyhood up. He has spent much study and experiment on inventions and improvements. The reputation obtained for first-class work and honorable dealing, is a sufficient guarantee that business with the house has proved satisfactory to its patrons. It may be well to drop a caution here not to confound this house with any other. The name of this house is **GEORGE T. McLAUTHLIN & Co.**, and its only place of business is at No. 120 FULTON STREET, where it has been for the last thirty-one years. He issues a business card, free to all, containing on its reverse side such a mass of information as is rarely found in so small a space. Its value is so highly appreciated that many calls are made for it. Among the specialties of this house, aside from general machine work, are found the Hoadley Portable Engines, of wide reputation for highest economy and durability, McLaughtlin's Safety Boilers, highly commended by our best steam experts and by those who have them in use, The Test Turbine Water Wheels, the result of 5,300 automatic test experiments by aid of a mechanism with which results were shown within one-twentieth of one per cent. of absolute accuracy, Elevators of such utility and reasonable cost as to place them among the leaders of their class, Crushing and Pulverizing Mills, which produce impalpable powder or any coarser grade desired, and grind successfully many materials on which all other mills have failed, McLaughtlin's Bark Shaving Mills, of new invention and proving superior to any others, soon saving their cost through a larger percentage of tannin at reduced expense and time. The house is also far in the lead in the manufacture of fireproof or tinned shutters, doors, etc. Fire Escapes are a specialty on which a force of men are constantly engaged. Mr. McLaughtlin is now engaged on a line of Automatic Sight Alarm, and Recording Speed Indicators, a valuable acquisition to the engineering art.



**D**AVIS, CHAPIN & CO., Commission Merchants and Wholesale Dealers in Foreign and Domestic Fruits and Produce, Nos. 83 and 85 Faneuil Hall Market, Cellar No. 15, South Side.—The membership roll of that august and influential institution—the Boston Chamber of Commerce, does not include the name of a more prominent, time honored and reputable commercial house than that of Messrs. Davis, Chapin & Co., of Nos. 83 and 85 Faneuil Hall Market, commission merchants and wholesale dealers in foreign and domestic fruits and produce. The house had its origin sixty years ago. The foundation was laid by Mr. Davis, the title of the concern then being Davis & Wiggin. The firm name as at present existing, was assumed during the currency of the year 1833 and during the lengthy history of the house its course has been taken through the periods of sunshine and, alike, through those of commercial depression which from time to time has jeopardized our commerce, direct to the havoc of crowding prosperity. Messrs. Davis, Chapin and Wiggin were all highly esteemed men of business and they all died in harness, the firm to-day being controlled by Mr. Chapin, allied with Mr. J. A. Barker. The premises occupied by the house have been in their possession during the long course of the history of the concern. They consist of a floor and basement, excellently located and equipped with every convenience designed to facilitate the conduct of a large and expanding business, including telephone connection, the number of the house being 3236 and a staff of eight employees is maintained. The house receives consignments from every important productive center of the Union and its connection extends throughout New England, New York State and the South. Mr. J. A. Barker is a native of Charlestown and his identification with the house commenced fifteen years ago, his membership of the firm dating from 1887. He is a thorough and practical business man and one of Boston's representative merchants.

**E**. SEARS, Importer, Manufacturer and Dealer in Ladies' and Gentlemen's Fine Furs, Nos. 39 and 41 Summer Street.—The leading and best known fur emporium in Boston is that of Mr. E. B. Sears, located at Nos. 39, 41, 43 and 45 Summer Street. This representative house was established by Mr. Sears in July, 1885, occupying at the start one floor and basement and the proprietor has gradually increased his facilities and extended his premises until he now has four floors and a basement at Nos. 39 and 41 Summer Street, measuring 35 x 100 feet each, together with the ground floor and basement at Nos. 43 and 45, which are of similar dimensions and enjoy the distinction of possessing, not only the largest establishment in the fur trade in New England, but also the largest storage facilities, the handsomest store and the best stock of any furrier in Boston. He has not hidden away his splendid stock of sealskin garments in out-of-the-way corners of the city, where people who wear such costly robes will not venture but has solved the problem of attracting the public by securing this desirable site, convenient, alike, to the élite of the city and hotel sojourners, and fitting up his emporium in the most elaborate and recherché manner. The results are what might be expected. Mr. Sears is fast controlling the best American trade in fine furs. Being in the best possible location, he adopted at the outset the rule of having the very best goods and the most expert workmanship. He felt confident that this would best please the trade and bring, at a modest percentage of profit, a sure competency. Years have but proved the accuracy of his policy. Fashionable folks may prefer the Back Bay or Dorchester Heights to reside in, but they remember where the reliable fur store is. Every day brings old and new customers, and Cambridge and Somerville people make it their resort when in quest of fur goods. The establishment is fully stocked with every sort and sample of the furrier's art—great sealskin sacks and dainty little ear muffs, with furs and wraps enough for a battalion of beauty one hundred thousand strong, and at prices which make an inquirer a purchaser in every instance. Mr. Sears is the leading importer as well as largest manufacturer and dealer in this line, receiving the best raw sealskins direct and putting them through processes of the most elaborate character such as make them far superior to ordinarily prepared furs. After dressing them, he dyes them with the most famous dyes and Sears' seal goods can be relied upon to need no re-dyeing, because they do not fade. He manufactures, alters, stores and insures furs and his facilities in each of these branches are unequalled. The new storage department was added last fall and is fitted with every protection of the Boston Electric Protection Company. The ground floor is exclusively a retail fur store, where the most magnificent seal sacks, dolmans, paletots, ulsters, and wraps in the world are obtainable at very moderate prices; also fur capes, collars, boas, caps, gloves and other small furs. All goods here displayed are made of the very best material, by skilled and expert hands and beautifully trimmed and finished. The seal garment department exclusively is on the second floor, where are also ladies' reception and toilet-rooms, and storage facilities. The third floor is given up to storage-rooms and the tailoring department, while the general workshop is on the fourth floor. The house is protected throughout by the Automatic Fire Alarm System and all windows, doors and storage-rooms are provided for by the Boston Electric Protection Company. The main salesroom presents a claim for beauty and finish rarely equaled by any mercantile establishment in the city. It was closed to the public for four months during 1891, and was fitted up on a scale of magnificence that is highly creditable to the taste and enterprise of the proprietor. The main fixtures are of antique oak, hand-made and hand-carved and 9 feet in height; the pillars are covered with plush, and on each are handsome plate glass mirrors, and around the base are richly upholstered seats. The floor is covered with Persian rugs and the room is lighted by electricity, while the private office on this floor is provided with a long distance telephone. Mr. Sears is a Massachusetts' man by birth and training and has been in Boston for twenty-five years. From 1869 to 1872 he was a member of the firm of H. A. Goodrich & Co., at Fitchburg; and from 1872 to 1875 was in business alone in that city. He was, subsequently, for seven years, the fur buyer for Jordan, Marsh & Co., and in his present enterprise his success has been achieved in the face of extreme competition and one all the more creditable as, in every case, for every garment made or sold the public has obtained the full worth of its money. Mr. Sears is a member or officer of thirteen different organizations, being a thirty-second degree Mason; also proprietor of the "Wyming Kennels," and owner of the celebrated St. Bernard dog, "Sir Beividere," the winner of fifty-three first and special prizes in two years, and who was imported by Mr. Sears in February, 1891. Mr. Sears has the valued assistance of Mr. W. H. Davis in the manufacturing department, who has been engaged in the fur industry for twenty-five years and is an expert authority therein. The elaborate finish, the perfect cut and symmetry of all work emanating from this house has become justly celebrated and tends to bear us out in the trite, but truthful assertion that "merit tells."

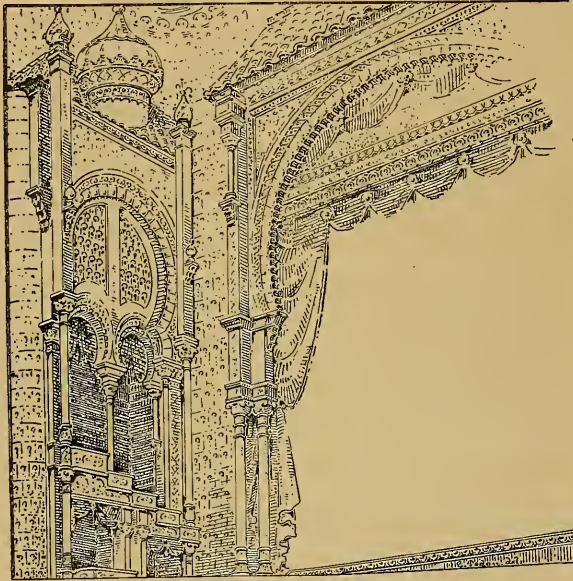


**T**HOMAS P. FROST, Forwarding Agent and Truckman, at Old Colony Railroad, Office No. 33 Dorchester Avenue.—There is, perhaps, not one among the many solid citizens engaged in the forwarding and trucking of merchandise in Boston, who is better known or more highly regarded than Thomas P. Frost. He is one of the oldest and leading representatives of the line indicated in this city and for forty years has been an important factor in transportation and commercial circles. Mr. Frost, who is now a gentleman somewhat past the meridian of life, was born in Maine, but has been in Boston since childhood. He is a self-made man, deservedly esteemed, both in his business relations and in private life, and has won success by deserving it. This business was originally established in 1820, by Deane & Co., who were succeeded in 1850 by Mr. Frost, who retired from active connection therewith in 1889, when his sons, Edwin T. and Charles B. assumed control, and under their efficient management it has since been conducted with uninterrupted prosperity in the father's name. The Messrs. Frost the younger, are gentlemen in the prime of life and natives of this city. They are men of thorough experience, as well as of push and energy, being associated with their father in running the business for a number of years and are members of the Master Teamsters' Association. They employ over twenty-five in help, including drivers, stablemen, etc., and have in service thirty-five horses and a great number of trucks and wagons. Merchandise generally is forwarded to all points with care and despatch, freight is carted and shipped by rail and water in the most prompt and reliable manner and steam-engines, boilers, beams, columns, machinery and heavy packages of every description are moved. Baggage, personal effects, etc. are transferred and teaming of all kinds is done, all orders receiving prompt and personal attention.



THE "STEREO-RELIEF" DECORATIVE COMPANY OF NEW ENGLAND, No. 239 Cambridge Street.—The growth of the business of the "Stereo Relief" Decorative Company of New England, while furnishing a striking example of the prompt recognition of merit, has been in keeping with the increasing demand in the United States for the finest decorative effects and that discriminating selection of the most perfect types of material and patterns that human skill and taste have been able to devise. The combination named is most happily presented in the productions of this house, whose specialty of "Stereo-Relief" ceiling and wall decorations has come to be recognized as pre-eminent in all the elements of permanency and beauty in ornamentation.

This company was organized July 5, 1890, with a capital of \$600,000, and occupies spacious and attractive quarters at No. 239 Congress Street. In all attempts to obtain the best artistic effects in decorating walls or ceilings, there is nothing which insures success with greater certainty than variety. To obtain this variety, the decorator must be familiar with all the decorative materials that can be placed at his command, and at the head of the list stands the "Stereo-Relief" decorations, as the recognized leader for all kinds of wall and ceiling ornamentations. The high relief in which this new composition can be produced forms one of its prominent features, an elevation of six or eight inches being as readily shown as one of half an inch. And, as the material is cast in flexible molds, a perfect under-cut—that great desideratum of artistic relief work—is obtained with ease. In representation of heads and figures a life-like resemblance is effected, and architectural details are also followed with a similar fidelity, while in fruits, vines and flowers, the grace, beauty and pose of nature are retained, and the stiffness and



preciseness of stamped work, such as the Lincrusta Walton or papier-mâché, are avoided. The material is manufactured for the trade in forms suitable for friezes, dadoes, panels, fillings, borders, moldings, wainscotings, vignettes, capitals, corbels, sign letters, ornamental center-pieces, carvings and brackets. The company have over three thousand new designs in all styles, including Rococo, Renaissance, Egyptian, Moorish, Grecian, Byzantine, Romanesque, Medieval, modern, etc., suitable for the purposes above named. Fruits, flowers and vines are brought out with a fidelity to nature in matter of form, and the work is particularly adapted to the scrolls and richness of design developed in the XVI. century. Besides modelling designs from architects' plans, this company carry constantly in stock a large variety of finely executed patterns of friezes, borders, panels, dadoes, capitals, rosettes, fleurs-de-lis, etc., from which the decorator can make selections and combinations, enabling him to lay out a plan of decoration without the necessity of delay in making to order. This is a new feature in relief decoration, which will be appreciated by decorators, as well as architects and builders. This company executed important contracts for the decoration of the Tremont House dining-room, Hotel Denmark, the American House billiard-room, the Columbia Theater, Waverly Hall, Hyde Park, Frost Brothers' dining-room, Silver Grill restaurant, John Stetson's residence and Albert Geiger's two flats on Commonwealth Avenue, and others in this city; also the Narragansett Hotel dining-room, Providence, R. I. Their "Stereo-Relief" is thoroughly fire-proof, durable and sanitary and admirably adapted for churches, theaters, public halls, hotels, restaurants and private residences; while, as a substitute for paint, paper, frescoing, kalsomining or other hard finish, it is infinitely more economical—quality and durability being considered. Correspondence is invited, especially from architects, builders and the trade generally. Orders by telegraph or mail will receive immediate attention. The officers of the company are Sidney F. Squires, president; Charles R. Mills, vice-president; William H. Stinson, secretary and treasurer, and Clarence F. White, general manager, gentlemen of well-known executive ability, so essential in the conduct of a business of this magnitude, and whose financial standing warrants them as abundantly able to meet all contracts that may be placed in their hands, with promptness and eminent satisfaction.



**A. STUBBS**, Wholesale and Retail Dealer in Oysters, Clams, Quahaugs, Etc., No. 154 Atlantic Avenue, Head T. Wharf.—For twenty-three years or more J. A. Stubbs, wholesale and retail dealer in oysters, clams, quahaugs, etc., has been engaged in the line indicated. He is one of the largest handlers of shellfish in Boston, and has a big trade, shipping extensively throughout New England, New York and the whole of the United States. He controls large oyster beds on Long Island Sound and in Virginia, and receives supplies from Norfolk, Warren River, Stamford, Providence, New York and other points. The premises occupied for business purposes are commodious, ample and conveniently situated, the facilities for receiving, packing, shipping, etc. being of a very superior character, and from twelve to fifteen in help are employed. A very large and choice stock is constantly kept on hand here including Blue Points, Saddle Rock and other favorite brands of oysters, clams, quahaugs, lobsters, crabs, mussels and shellfish of every variety in season; and all orders receive prompt attention, substantial inducements being offered to dealers and large consumers.



**BOLTON, KIDDER & CO.**, Wholesale Commission Merchants in Beef, Mutton, Lamb, Veal, Poultry, Butter, Eggs, Chicago Butts and Rolls, Basement, No. 22 Blackstone and No. 24 John Streets.—Messrs. Bolton, Kidder & Co. are wholesale commission merchants in beef, mutton, lamb, veal and poultry; also handling butter, eggs, Chicago butts and rolls, and deal quite extensively in general country produce, likewise. They receive from various sections of the country, East and West, and ship throughout the New England States. This reliable house was established in February, 1890. The quarters occupied are spacious, commodious and well-equipped, with ample and excellent receiving storage and shipping facilities, and eight in help are employed. A very large and fine stock is constantly kept on hand, and all orders by mail or express are attended to in the most prompt and trustworthy manner at lowest market-prices; while consignments placed here are certain to be judiciously handled. The individual members, Messrs. Charles J. Bolton, Charles A. Kidder and George J. Clark, are all men of thorough experience, Mr. Bolton having had an experience of eight years in this line, while Mr. Kidder's experience extends over fourteen years and that of Mr. Clark eighteen years.



**GEORGE W. HUNT & CO.**, Dealers in Steel, No. 48 Purchase Street.—One of the youngest, but also one of the most creditable establishments of its kind in the city, is that of George W. Hunt & Co. This business was organized in June, 1891, by the sole proprietor, Mr. Hunt, who brings to bear a solid knowledge of his vocation, having been engaged in the trade for the past twenty-four years, the greater part of the time with the house of Howe, Brown & Co. He is quickly acquiring a large, first-class patronage from all parts of New England. The store occupied has dimensions of 25 x 100 feet, and contains a large, very superior stock. Mr. Hunt is both a wholesale and retail dealer in the best tool steel for lathe, planer and other tools, best granite steel for drills, points, etc., spring steel of all sizes, Bessemer, open hearth and crucible machinery steels, soft forging and turning steel, lathe spindles and forgings to order, Bessemer screw rods, cold drawn machinery steel, and sheet steel and iron of all grades. He has influential connections with manufacturers of these products and can meet all the wants of the trade upon the most acceptable terms. A native of Boston Mr. Hunt has long been popularly known in its business circles.



**JAMES H. DILLAWAY**, Beef, Pork, Lamb, Ham, etc., Nos. 77 and 79 Quincy Market.—In Quincy Market there are to be found some of the finest and oldest stands devoted to the sale of fresh meats, among which may be mentioned Nos. 77 and 79 conducted by Mr. James H. Dillaway. The stalls are fitted up in a first-class manner and supplied with all the latest approved appliances for the preservation of meats and the speedy handling of supplies and the filling of orders. Mr. Dillaway established business here in 1880 and until 1890 only occupied stall No. 77. A very heavy stock of beef, veal, pork, lamb, hams, etc. is carried which can be relied upon for freshness and wholesomeness. His stalls are models of cleanliness and order, and always present an inviting appearance. He supplies some of our best hotels, boarding-houses, families and restaurants with meats and a large trade has been established which is constantly increasing. Mr. Dillaway is a native of East Cambridge and resides in Cambridge. He is highly esteemed for his thoroughly sound business principles, integrity and energy.



**HARRISON SWAN & CO.**, Poultry and Wild Game, No. 1 Faneuil Hall Market.—The inception of the prosperous business house of Messrs. Harrison Swan & Co., of No. 1 Faneuil Hall Market, dealers in poultry and wild game, was accomplished under the name of Messrs. Swan & Fitch, the date of the foundation of the house occurring during the currency of the year 1872. The title of the firm subsequently became Messrs. Swan & Valpey, then Swan & Co., and, ultimately, four years ago, the present cognomen was adopted and the existing condition of affairs came into being. The business is both at wholesale and retail and the trade area encompassed in the operations of the house includes the whole of New England. The commodities handled comprise both Western and native goods; the specialty being dressed poultry. The premises wherein Messrs. Harrison Swan & Co. conduct their operations are one of the attractions of the historic building in which they are located. They are ably and systematically managed and are equipped with every modern convenience, including telephone connection; the number of the house being 1623. The Senior partner in the concern is Mr. Harrison Swan, to whom belongs the honorable distinction of being one of the ablest of Boston's merchants. He is a native and resident of Arlington, while his esteemed partner, Mr. Stephen J. Moulton, who has been allied with the house for fourteen years, four of which have been spent as a member of the firm, is a native of Lawrence, his residence being in Boston. To engage in the preparation of a review of Boston's prosperity, and to omit from the pages of the work the name of the house of Harrison Swan & Co. were to occupy one's self with a futile task, such review being, at the best, incomplete. Indeed, it rather behooves one who has charged himself with the duty in question, to accord the firm a position of emphatic prominence.



**C. E. MORRISON & CO.**, Fruits and Produce, Faneuil Hall Market.—The confines of the historic Faneuil Hall Market, in the city of Boston, Mass., do not contain a more prosperous and reputable business house than that owned and controlled by Messrs. C. E. Morrison & Co. The house has been in existence during a period of thirty-five years, the business title having been the same throughout, and the address of the firm being always as at present. Messrs. Morrison & Co. are commission merchants and dealers in foreign and domestic fruits and produce. The trade area covered by the house extends throughout the entire country and a heavy export trade in apples is conducted, the point of destination being Liverpool, England. The connection of the concern is highly valuable and is constantly expanding; unqualified prosperity having been the lot of the partners in the concern since the foundation of their enterprise. The house makes a specialty of the promptitude with which it makes returns upon consignments, and the satisfactory manner in which goods are handled evokes the enthusiastic appreciation of parties shipping to the house. The partners are Mr. C. E. Morrison, a native of New Hampshire, Mr. F. E. Richardson, who hails from the State of Maine, and whose alliance with the house commenced seventeen years ago, the gentleman having been a member of the firm for five years, and Mr. R. T. Chamberlin, which gentleman claims Vermont as his birth-place. He has been identified with the house for a period of fifteen years and joined the firm three years ago.

**G**EORGE D. LAMONT, Choice Cnts Beef, Pork, Lamb, Poultry, Ham, Corned Beef and Bacon, Stall No. 7 Union Market.—This popular and responsible house was established in 1880 on Salem Street, whence it was removed to Prince Street, and has occupied the present quarters since 1890. The stall here occupied is ample, cleanly and well-kept, while a large and first-class stock is always carried, including choice beef, pork, mutton, lamb, veal, poultry and game in season, hams, corned beef and bacon. Goods are delivered free in every part of the city, several assistants being in attendance, and customers can rely upon receiving prompt and satisfactory service. Mr. Lamont, who is a native of this State, is a prominent and popular member of the I. O. O. F., having occupied several important positions.



**W**HASKELL & CO., (Successors to Parsons & Co.,) Wholesale Dealers in Fresh Fish, No. 132 Commerce Street.—A prominent, reliable and old-established house enjoying a most enviable reputation for dealing in only first-class goods is that of Messrs. W. Haskell & Co. This well-known house was founded originally in 1860, by Messrs. Parsons, Haskell & Langford, and some years afterward the firm title of Messrs. Parsons, Langford & Company was assumed, and the business was conducted most successfully by them on Commercial Street, when the firm of Parsons & Company took control of the business. Owing to the decease of Mr. Parsons in May, 1873, the concern passed into the control of Mr. Haskell, under the present firm title. Mr. Haskell was born in Rockport, Maine, in 1809, over four score years ago, and is without any doubt the oldest and longest experienced man in this business in Boston. He has been engaged in it ever since he was fifteen years old, and for thirty-five years followed the perilsous life of a fisherman on the New England coast and the banks of Newfoundland. The trade of the house is very large and influential, wholesale in its character, and extends throughout the New England and adjacent States. Shipments from the very best and most reliable fishing grounds are received daily and none but first-class goods are handled. The stock embraces every kind of fresh and salt water fish in season, lobsters, crabs, clams, oysters, etc. Every convenience for the healthful preservation of the goods handled is provided, and perishable supplies are shipped in the very best condition. Mr. Haskell devotes his personal attention to his business.



**J**AYNES & CO., Pharmacists, No. 50 Washington Street, Corner Hanover Street, No. 877 Washington Street, Corner Warrenton Street, No. 44 Beach Street, Corner Harrison Avenue.—The trading title of "Jaynes & Co." is one that has become a household word in all parts of the New England States. Messrs. Jaynes are by very far the largest retail druggists and pharmacists in New England. They obtain their supplies direct from the great manufacturing houses without the intervention of a middle profit, and put up a large number of popular and valuable preparations upon their own premises. The headquarters of the firm are at No. 50 Washington Street, and consist of four floors, each 25 x 60 feet in measurement; the ground-floor being fitted up and appointed in a style worthy of a high-class metropolitan pharmacy, and stocked in the most complete manner with everything incidental to the trade in the purest and most reliable qualities, while the top floor is provided with all things proper to a really well-equipped laboratory, and there five fully qualified assistants are ever busily employed in preparing and putting up Jaynes' "Balsam of Tar," "Sarsaparilla," "Dyspeptic Cure," "Catarrh Cure," "Kidney Cure," and a variety of other medicaments for which the house is famed. And the house, which manufactures in all no less than eighty specialties, has a staff of thirty-five qualified clerks. The business was founded in 1832 by Mr. Charles Jaynes, who now so ably conducts its affairs. His responsible association with the trade is of long standing, he having been for twenty-one years traveling salesman for important drug houses. He is a native of Connecticut, but has resided in Boston for twenty-four years, and numbers among his social affiliations membership of the Masonic fraternity.



**L**. GLOVER, Provision Dealer, No. 7 Blackstone Market.—One of the most reliable and well-known meat and provision dealers in this section of Boston, is Mr. J. L. Glover, who first established himself in this business in 1870, and for the past four years has been located at the present desirable site. The attractive stall occupied is fitted up with all the latest refrigerating facilities, etc., while an able assistant is constantly employed to attend to the needs of customers, and all orders are promptly and satisfactorily executed. The stock of food products dealt in is selected with great care, and includes Western and Brighton beef, veal, mutton, pork, lamb, poultry and game in season, etc., all of which are guaranteed to be wholesome when offered for sale, and may be purchased at fair prices. The general wholesale and retail trade, which has been developed, is both large, extensive and lucrative. Mr. Glover has acquired an expert knowledge of the provision trade, having been employed in this market for the five years previous to embarking in this enterprise for himself.



**A**LBERT HALLETT, Printer, No. 111 Arch Street.—From the time of Governor Winthrop to the present day this city has been one of the world's seats of learning, and that great educator, the printing press, has wielded a power in this center of intellectual activity which has been productive of incalculable benefit throughout the entire land. One of the most prominent printers of every variety of job and commercial work in this section of the city is Mr. Albert Hallett of No. 111 Arch Street, who began business in 1858, and in the comparatively brief intervening period to the present, has risen to an eminence in the trade which is highly flattering. His well-appointed establishment occupies the third floor of the building at the address indicated, equipped with electric motor and five of the latest improved presses. A corps of ten skilled and efficient operatives is employed, and a large amount of printing of all varieties is executed. Mr. Hallett does much work for the leading commercial houses of this quarter, and invariably gives entire satisfaction with regard to material, workmanship and price. He gives his entire time and personal attention to the interests of his patrons, and uses his utmost endeavors to please them in every respect. A special feature of this establishment is its imitation typewriter printing. The difference cannot be detected. Mr. Hallett is the only printer in Boston who does this "typewriter" printing.



**C**LARK BROS. & CO., Wholesale Commission Merchants and Dealers in Fruits and Produce, No. 112 Clinton Street and Nos. 1, 3 and 5 Essex Avenue.—One of the largest concerns among the produce commission houses of the city is that of Messrs. Clark Bros. & Co., No. 112 Clinton Street and Nos. 1, 3 and 5 Essex Avenue. They occupy a spacious stall and large office, employ twelve persons, and carry a heavy stock of merchandise. Consignments are received from the Eastern and Western States and the British Provinces. Liberal cash advances are made, and the firm has a well-established reputation for making quick sales at good prices. The office has complete telephone and telegraphic communication, and all other desirable facilities. The firm are heavy dealers in apples, onions, turnips, and a general line of produce; making a specialty of potatoes, which they supply in any quantity, from a bag to a cargo. Their sales of potatoes last year amounted to over 300,000 bushels. This business was established in 1869 by the firm of Clark Bros. Subsequently Mr. Elijah C. Clark became the sole proprietor, continuing the business under the present style of Clark Bros. & Co. Mr. Clark was born in Bangor, Me. He is a resident of Somerville, and was a member of the Board of Aldermen from 1879 to 1883 and also a member of the State Legislature from 1882 to 1884 and is at the present time a trustee of the public library of Somerville. He is a member of the Boston Fruit and Produce Exchange, and the Masonic Order. He served with distinction in the late war, but is not a member of the G. A. R.



**FRANCIS BATCHELDER & CO.**, Wholesale Commission Merchants, Beef, Mutton, Lamb, Veal, Etc., Nos. 55, 57 and 59 Blackstone Street.—An old established and prominent house in this city devoted to the business of receiving and dealing in butter, cheese, eggs, beans, beef, pork, lard, hams, etc., is that of Messrs. Francis Batchelder & Co. located at Nos. 51, 53, and 59 Blackstone Street. This house has a national reputation for the excellence of all goods handled and especially is this true of the celebrated Valley Falls Creamery Butter for which Messrs. Batchelder & Co. are sole agents. The business was established about 1869, and has occupied the present location ten years. The premises occupied for business purposes comprise 19,000 square feet. The business furnishes employment to twenty-five hands, and six traveling salesmen represent the interests of the house upon the road. Messrs. Batchelder & Co. handle butter on commission. They receive and deal extensively in Western and Brighton meats of all kinds, also keep a full line of canned goods, pickles, ketchups, etc. Messrs. Batchelder & Co. have opened a stall in Clinton Market for the handling of fresh beef and pork direct from the famous Cuddihy Beef and Pork Packing Co., which is fitted up with all improvements and is 20 x 40 feet in dimensions. The trade of the house is large in New England, but goods are shipped to all parts of the United States. Messrs. Batchelder & Co. do a business amounting to about three-quarters of a million per year. The house is conducted on sound business principles and its management is characterized by energy and sagacity; consignments placed here are sure to be handled in the most expeditious and trustworthy manner, while immediate returns are guaranteed in every instance. The house has excellent storage facilities and a heavy and fine stock is kept constantly on hand. Mr. Batchelder is a native of Massachusetts, is a member of the Fruit and Produce Exchange, the Chamber of Commerce and the Vermont Board of Trade, and maintains an A 1 standing in the trade. Mr. F. S. Snyder, the junior partner, is a young man, and has charge of the Hotel Purveying Department, spending his winters in Florida and summers among the mountains and at the seashore.



**ARNOULD & SARRÉMEIGNA**, Importers of Paris Millinery and Feathers, No. 20 Temple Place.—Among the extensive establishments that have been given a place in this volume none deserve more favorable consideration at our hands than the widely known house of Messrs. Arnould & Sarrémeigna. The premises occupied comprise a store and basement 25 x 75 feet in dimensions, the salesroom being elegantly finished with ebony fixtures and handsomely appointed. A full line of imported and domestic millinery goods is carried, the assortment embracing straw goods, flowers, feathers, ribbons, satins, velvets, silks, bonnets and hat frames, felt hats, etc., which are offered at most reasonable prices. The firm import direct, thus giving their customers advantages in goods and prices rarely obtained elsewhere. From fifteen to eighteen skilled and expert milliners are employed and all orders are promptly filled. The members of the firm, Messrs. J. C. Arnould and P. Sarrémeigna, were formerly with a New York house in this line. Both are practical men, and are natives of France. They are agents for United States and Canada for Lindaraja Balm, and have in successful operation a millinery establishment at No. 162 Bellevue Avenue, Newport, Rhode Island.



**F. DRISCOLL & CO.**, Wholesale and Retail Provision Dealers, No. 18 Blackstone Market.—This business was founded over thirty years ago by Mr. Hoogs, the present company having had sole control of affairs for the past decade. This representative and responsible house, under efficient management, has always been conducted upon the highest standard of commercial integrity, and a liberal and permanent trade, of both a wholesale and retail character, extending throughout the entire city and its environment, is enjoyed, while three assistants and two teams are in constant service. The very choicest and best class of goods is handled, including beef, veal, lamb, mutton, pork, salt, smoked and corned meats of all kinds, poultry and game in season, etc., and these are offered at fair, reasonable prices in every instance. Mr. Driscoll, the sole proprietor of this house, is a Massachusetts man by birth, and his well-merited success is due to his fair and equitable business methods. He is also a member of the firm at No. 44 Merchants Row.



**AYER & CO.**, Opticians, No. 130 Washington Street.—During the past half century a steady advance has been made in the interesting and important branch of activity devoted to the construction of devices for aiding and extending the power of vision. A leading source of supply for this class of goods in Boston is the establishment of Messrs. Ayer & Co., the well-known opticians, which is recognized as the leading exponent of the business in this section of the country, and has been established here since 1876. Mr. Ayer has devoted many years to the study and practical work of adjusting glasses to all classes of "eye invalids," and carries in stock the very best quality of pebbles and crystals in gold, silver, nickel, shell, and rubber frames at remarkably low prices; and is also prepared to repair spectacles and eyeglasses in the most skillful manner, and to carefully set oculists' prescriptions. After long and patient study on the subject Mr. Ayer is able to offer superior instruments of his own construction. He looks after blurred, weak and imperfect eyesight, and most perfectly fits and adjusts crystals. Ayer's perfection crystal spectacles and eyeglasses are the very best in the market. The house also carries a fine and well-selected stock of watches and jewelry, which are sold at rock-bottom prices. Mr. F. W. Ayer, the head of this successful firm, is a thorough master of his art in all its branches, mechanical as well as scientific.



**HARLES S. BINNER & CO.**, Makers of Manifold Letter and Order Books, and Printers, No. 137 Pearl Street.—This firm are makers of manifold letter and order books, printers and manufacturers of transfer paper for typewriters, and their patronage, which is very large, extends throughout the New England States. This flourishing business was established in 1888 by Binner, Kelsey & Co., who were succeeded in 1890 by Charles Binner & Co., under which firm name it has since been conducted with uninterrupted success. They occupy two spacious floors with ample and complete facilities, every department being equipped with the latest improved appliances and appurtenances; while some fifteen expert hands are employed in the concern, in addition to half a dozen traveling salesmen. Estimates are given on all classes of book and job printing, fine commercial work being a specialty. Binding is done also in the most superior manner, at short notice, and blank books of all kinds are made to order likewise. A large and first-class stock is constantly kept on hand here besides, and includes manifold letter and order books in great variety; typewriter specialties and a full and fine assortment of office ledgers and account books, special inducements being offered to the trade in prices. Mr. Binner, who is now the sole proprietor, is a native of Newark, N. J., and is a man of practical skill and experience.



**B. FAIRLIE**, Bakers' Supplies, Jams, Jellies, Mince Meat, Etc., No. 206 State Street.—The date of this gentleman's establishment in business occurred during the currency of the year 1889; Mr. Fairlie having been, prior to his initial embarkation upon the commercial highway, for eight years identified with Mr. Josiah Knights. The business conducted by the gentleman is purely at wholesale, and his connection, which is highly valuable in character, extends throughout the entire New England section of the Union. The business embraces the handling, as a dealer, bakers' supplies in heavy variety, the same comprising jams, jellies, mince meat, etc. Mr. J. B. Fairlie is a native of Scotland, his residence in Boston covering the space of ten years.

**F**RANK A. ANDREWS, Watchmaker, No. 377 Washington Street.—Prior to entering upon a business career on the basis of his own resources, which event occurred during 1890, Mr. Frank A. Andrews, of No. 377 Washington Street, (Room No. 4) was engaged in the important capacity of head watchmaker with the well-known house of Bigelow, Kennard & Co. Mr. Andrews has had over sixteen years' experience in his business. He served his apprenticeship at Lowell, Mass., and was subsequently identified with the business conducted by Mr. George W. Hazen, of Boston, Mass., and that of Quinche & Krugler of New York, which firm are importers of "Borel and Courvoisier" watches. During the continuity of 1890, Mr. Andrews bought out the business owned by Mr. Hiram W. Smith at the present address; that gentleman having been established for a period of forty years. Mr. Andrews conducts a general watchmaking business and engages extensively in the repairing of watches, chronometers and music boxes. He undertakes the repair and guaranty of repeaters, chronographs, (split seconds or flyback) calendar or any kind of plain and complicated watches; his specialty being the rating and fine timing of watches and the complete de-magnetization thereof. He also furnishes watches, jewelry and diamonds at lowest rates. His business premises are located upon the second floor of the building, and Mr. Andrews is assisted in the conduct of his business by a staff of three skilled assistants. He is a native of Lowell, Mass.

**L**A. WHITAKER, Wholesale Dealer in Fresh Beef, Basement, No. 23 South Market Street.—Thirty-three years of uninterrupted prosperity marks the business career of L. A. Whitaker, wholesale dealer in fresh beef, No. 23 South Market Street. He is one of the oldest established and one of the best known representatives of the line indicated in Boston, and his trade is very large, disposing of one hundred head of cattle per week on an average. Mr. Whitaker was born in Canada, and is a man of entire reliability, and enjoys the confidence and esteem of all those who have business relations with him. He opened a store at No. 78 South Market Street in 1858, and subsequently associated himself with Swift Bros. & Co., in Clinton Market, where he remained for a number of years, being at the present location since January 1, 1891. Mr. Whitaker occupies here a commodious, well-equipped basement, with a capacious ice-box, and employs several assistants. A large and prime stock of fresh beef is constantly kept on hand, and all orders receive prompt attention.

**F**P. NORTON & CO., Cigar Manufacturers, Factory No. 48 India Street.—Cigar manufacturing is carried on very extensively by the firm of Messrs. F. P. Norton & Co., No. 48 India Street, and their goods have a most excellent reputation. The factory comprises four floors, each 25 x 73 feet in area, and 150 skilled hands are employed. Among the leading brands are the following: Eye, Oliver Goldsmith, Bouquet de la France, Old State House, Boston Chamber of Commerce, Robert Fulton, La Real, Primas, Esposa, Casa Grande, and Infants. These are all ten-cent cigars, and will compare favorably with any of that grade in the market, both as to quality of the stock and style of workmanship. In the line of five-cent goods the favorite brands are Rajah and Buds. The "Eye" cigar has attained immense popularity with the best class of trade and the most appreciative consumers. From four to five millions of these cigars are manufactured annually, and of other brands the yearly production is from six to seven millions. The trade of the firm is largely with the wholesale grocers of Boston, but is also considerable among the dealers in all parts of New England. This firm was organized and the business established twelve years ago—formerly at No. 108 State Street, but for the past five years at the present location. Mr. Norton is a native of this city, and a skilled, practical cigarmaker.

**R**OAACH & CO., Wholesale and Commission Dealers in Fresh Fish, Salt and Pickled Fish, Lobsters, Etc., Nos. 30, 31, 32 and 33 Commercial Wharf and Nos. 69 and 70 Atlantic Avenue.—The prominent house of Mr. J. Roach & Co. was established in 1885 by Mr. John Mart, the present proprietors succeeding to the control in 1888. A store 50 x 75 feet in dimensions is occupied and the firm enjoy first-class facilities, have good shipping and packing accommodations. Their extensive trade is wholesale exclusively and fish of all kinds are sold on commission. They handle cod, herring, halibut, redsnapper, kingfish, salmon, etc., and can meet the most exacting requirements. They offer substantial inducements both as to price and quality, and not only hold their old customers but are steadily enlarging their trade. The members of the firm, Messrs. James Roach and B. C. Gilpatrick, are natives of Maine but have been in Boston nearly ten years.

**G**EORGE E. HOMER, Watches, Jewelry, Silverware and Diamonds, Wedding and Engagement Rings, Sterling Silverware, No. 45 Winter Street.—A thoroughly reliable house engaged in the jewelry business is that of Mr. George E. Homer. It was established in 1881 by Mr. James Homer who died in June, 1891 and was succeeded by his brother, the present proprietor, who was engaged in this business on Tremont Street for five years. Mr. Homer is a practical watchmaker and is thoroughly experienced in the business. The store occupied is of ample dimensions, handsomely appointed and provided with every facility. The stock carried embraces a most beautiful assortment of fine gold and silver watches for ladies and gentlemen, of the very best European and American manufacture, elegant diamonds, pearls, rubies, emeralds and other rare and precious gems mounted in the most unique and original styles; wedding, engagement and souvenir finger-rings; ear-rings and pendants; brooches and bracelets, bangles, necklaces, shawl-pins, cuff-buttons, watch-chains, charms, chatelaines and lockets; French, Swiss, and American clocks of all kinds, art novelties in gold, silver, bronze, brass, for use and ornament; solid silver, gold and plated wares; eyeglasses, spectacles, lenses, opera-glasses and other optical goods. A specialty is the repairing of fine watches, clocks and jewelry, also engraving. Mr. Homer is also agent for the genuine Rogers goods and makes a specialty of solid silver and plated ware. He manufactures a line of souvenir spoons which are general favorites with the public, including "Memorial Hall" spoons, the "Old South," "Bunker Hill," "Paul Revere" and "Mechanics Building," and the trade of the house extends throughout the United States. Mr. Homer is a native of Boston.

**W**JACKSON & SON, Importing Tailors, No. 818 Washington Street.—A prominent and emphatically better-class tailoring establishment is that conducted by Messrs. W. Jackson & Son, the foundation of whose house occurred in 1874. The title of the house at the time of its foundation was Gilbert & Jackson, the personnel of that firm being Mr. L. Gilbert, (who retired in 1882) and the present senior partner, the adoption of the existing name and the coming into being of the present conditions taking place in 1888. Messrs. Jackson & Son are importing tailors, the specialty being fine garments. A high-class trade is catered to and the connection is located throughout the city and suburbs. An elegant store is occupied, the ground area covering 2,000 feet. A staff of thirty employees is kept constantly and both partners take an active part in the cutting department of the business, they being respectively thorough experts in the art. The partnership comprises the names of Mr. W. Jackson and Mr. J. Jackson, both members of the Boston Merchant Tailors' Association. The former gentleman is a native of Germany, his residence in this country having commenced with his boyhood. He is a prominent member of the Masonic fraternity. His son is a native of New York.



**B**. F. BENNETT, Manufacturing Stationer, Commercial Printing and Lithographing, Estimates and Sketches Furnished, No. 6 Federal Street.—Mr. Bennett has been established in business since 1858, and has been at his present location since April, 1888. He deals extensively in every description of commercial stationery, and fills orders promptly and in the highest style of the art for commercial printing and lithography of every description. A specialty is made of blank books and check books which are made to any required pattern, and when required are supplied with the Cutter Tower Company's patent flexible slide binding. Owing to Mr. Bennett's wide and influential connection with the leading manufacturers of the country he is able to offer substantial advantages in the way of goods and prices, and business relations entered into with him are sure to prove pleasant and profitable.



**S**OUTH BOSTON IRON WORKS, Engineers, Founders and Machinists, Ordnance and Projectiles, No. 57 Foundry Street.—The South Boston Iron Works, widely known as engineers, founders and machinists, make a specialty of ordnance, pneumatic gun carriages, and all classes of projectiles and heavy machinery. The business was founded in 1807, by Mr. Cyrus Alger, on the present site, under the name of the Alger Foundry, and in 1837 the South Boston Iron Company succeeded to the control. In 1882 the present company was incorporated under the laws of the State of Massachusetts, with W. P. Hunt, president and treasurer; and W. P. Hunt, Jr., secretary and superintendent. The plant covers a ground area of 220,000 square feet, and the works are splendidly equipped with the latest improved machinery and appliances, operated by four steam-engines of 250-horse power, and three boilers of 300-horse power, while employment is given to from 350 to 400 skilled hands. The capacity of the foundry enables the casting of 125 tons in one piece. These works were kept at work day and night by the United States government during the late war, and their guns and projectiles formed an important factor in defending the Union and bringing hostilities to a successful close. Their guns sunk the Merrimac and the Alabama, and played a conspicuous part all along the coast from Norfolk to New Orleans. From March, 1863, to February, 1874, these works furnished the United States Ordnance Department with 580 guns, (190 of them weighing twenty-five tons each), and also the same number to the Navy Department. In 1880 they built the first all-steel gun made in this country, and have constantly filled the position of "advance guard" in all experiments and improvements looking to the betterment of our defenses in case of war. They are at present engaged in building forty-three breech-loading mortars for the government, and are also fitting out the steamer "Terror" with a complete system of pneumatic machinery for steering, working her guns and loading them. They are likewise filling a contract for the West End Electric Power Station, calling for six fly wheels, twenty-eight feet in diameter and ten feet wide, weighing sixty tons each, with speed circumference of  $1\frac{1}{2}$  miles per minute; while they are also building large quantities of ball boxes, stands, sole plates, etc., for jack shafts, and engine and dynamo belt tightners, and shipments are made to all parts of the United States. The president, Mr. W. P. Hunt, Sr., was born in New Hampshire, and has resided in Boston since 1847. He is also president of the Forbes Lithograph Manufacturing Company, a director of the Boston Lead Works, a trustee of the Home Savings Bank, and a substantial, public-spirited citizen. The secretary and superintendent, Mr. W. P. Hunt, Jr., is a native Bostonian, and a young man of large practical experience in this branch of industry. He has been connected with these works since 1878, serving five years at the bench, and is a member of the American Institute of Mining Engineers. The South Boston Iron Works are to move to Middleborough, Ky. next summer and have organized with \$500,000 capital under Kentucky laws.



**J**OSEPH BALCH, Wool, No. 64 Federal Street.—The house of Joseph Balch is a prominent representative of the wool trade. Only one year established, it has already exerted a powerful influence on the development of the wool trade with foreign countries. Mr. Balch buys on orders throughout the country, or sells at brokerage from samples, and handles domestic and foreign wools of the various grades, and the care with which he selects "clips" and grades as to quality, has ranked him among the most expert and responsible buyers in this section of the country. Many mills buy their wool through him, availing themselves of his more intimate knowledge of the market, and as the wool seller pays the brokerage commission, the extent of the trade through responsible brokers like Mr. Balch is very large. The rapid rise and success of this house is an illustration of what ability and perseverance, backed by honesty and intelligence as buyers, can accomplish in legitimate trade. Mr. Balch was brought up in the well-known houses of Harding, Martin & Coverly and Weston, Whitman & Co. He is a native of Massachusetts, and is a son of the late Joseph W. Balch, formerly president of the Boylston Insurance Co.



**A**LLEN, MORSE & CO., Commission Merchants in Fruits, Produce, Etc., No. 52 Faneuil Hall Market, Also No. 14 North Side.—The history of the prosperous business owned and controlled by Allen, Morse & Co., commences so remotely as the year 1826; the title of the house at the date of the inception of its fortunes being "Aldrich & Co." The date of the assumption of the existing name and the present conditions occurred just two years ago, the members of the partnership having had lengthy experience of their business. Messrs. Allen, Morse & Co. are commission merchants in fruits and produce; the house handling, moreover, in immense volume, butter, cheese and eggs. The business is both at wholesale and retail and a full line of goods is carried; the connection of the concern being located throughout the New England section. The house handles a full line of goods, and the reputation it enjoys, both for promptitude in handling and making returns upon consignments, is the marvel and envy of all with whom the house has dealings. The partners are Mr. Albert A. Allen, who is a native of Maine, and whose identification with the market fruit business covers a period of three years; the gentleman joining the firm in 1888. The second partner is Mr. Almon Allen, his brother, also a native of Maine, which gentleman has transacted business in the market for a period of six years, while the third element in the partnership is Mr. Almon S. Morse, a native of New Hampshire and a gentleman whose identification with the trade of Faneuil Hall Market extends over a period of forty-five years. He is a member of the Chamber of Commerce.



**H**. JOHNSON & CO., Wholesale, Retail and Commission Fish Dealers, No. 114 Faneuil Hall Market.—There is perhaps no firm engaged in the handling of sea food in Faneuil Hall Market which is better known, as few enjoy a more substantial patronage than that of F. H. Johnson & Co. They are wholesale, retail and commission dealers in all kinds of fresh, pickled, smoked and salt fish, and have a large trade throughout Boston and New England. This prosperous business was established many years ago by Ben. Hawes, who was succeeded by Joel Foster, and in 1873 passed into control of F. H. Johnson, who conducted it alone up to about seven years since, when he took into partnership his son, F. E. Johnson. The Messrs. Johnson occupy a commodious, well-equipped stall (No. 114), with ample and excellent facilities, and employ a staff of ten in help. They keep on hand always a large and first-class stock, including every variety in season, and all orders, wholesale or retail, are attended to in the most prompt and reliable manner, while the prices prevailing are maintained at the very lowest consistent figures, the most liberal inducements being offered to the trade and large consumers. Mr. Johnson, the elder, is a native of Nahant, but has resided in Boston for many years, his son being a native of this city. Both are men of thorough experience in this line, as well as of energy and business ability, and sustain an enviable reputation in the trade. The senior member of the firm has been in the fish business some thirty-five years, and prior to succeeding Joel Foster here had been with that gentleman for quite some time.



**B. BAILEY**, Specialities in Fine Chocolates and Bon-Bons, No. 45 West Street.—Attention is here directed to J. B. Bailey whose specialties in fine chocolates and bon-bons are noted for their purity, delicious flavor and choice quality, being maintained at a uniformly high standard. They are made from absolutely pure, best available ingredients, by expert confectioners, and Bailey's fine chocolates and bon-bons are, in fact, conceded to be the *NE PLUS ULTRA* of high-grade confections, and of the superiority thereof certainly no more unflinching criterion could be adduced than the extensive sale they command. Mr. Bailey is a native of Manchester, N. H., where he was in business for several years. He is a man of practical skill and thorough experience, and was formerly of the firm of Page & Bailey, established in 1869, at Lowell, Mass. He subsequently conducted a store at Lynn, and in November, 1873, established the flourishing business at the present location. The quarters here occupied as store and factory are commodious, neatly fitted up and well-equipped, and a dozen in help are employed and a very large and inviting stock is constantly kept on hand.



**BIGELOW & JORDAN**, Fine Picture Framing, No. 56 Summer Street.—These enterprising young gentlemen established themselves in this business in 1890, and by dint of skill, energy, and steady application they have built up a large and substantial trade in the manufacture and sale of the finer grades of picture frames and moldings. The premises occupied are supplied with everything necessary for the successful prosecution of the business. The firm carry a large and complete stock of goods in new and beautiful design and are prepared to manufacture anything in their line from designs submitted to them. They have in their employ designers as well as expert and accomplished carvers. An extensive wholesale and retail trade has been established. Messrs. Bigelow & Jordan were formerly with Mr. C. M. Thatcher in this line and are thoroughly experienced and practical young business men. Mr. Bigelow is a native of Vermont, and Mr. Jordan of Maine.



**HENRY MITCHELL**, Medallist, Seal and Gem Engraver, No. 110 Tremont Street.—This business was established by Mr. F. N. Mitchell over fifty years ago, and he was succeeded by Mr. Henry Mitchell in 1861. The demand upon this gentleman's services is of heavy and regular volume from all over the United States, emanating from a representative class of customers. The latest processes and inventions have from time to time been adopted and a full equipment of the most approved tools and accessories is now employed. Mr. Mitchell is a native of Massachusetts, and now of middle age. His trade is large and widely extended and the quality of his work is every where recognized as of the highest, while prices quoted, character of workmanship considered, are at the lowest point of moderation.



**F. T. CHURCH & CO.**, Apothecaries, Corner of Court and Howard Streets.—Ranking among the leading pharmacists in the city and the oldest in the ward in which they are located is the firm of Messrs. F. T. Church & Co. This pharmacy dates its inception back over forty years, when the present proprietor, Mr. F. T. Church, (the "Co." being only nominal) established it in the present location. From the first the venture has proven most successful and the trade now enjoyed is hardly second to none other in the city. Mr. Church sustains a high reputation for his knowledge and skill in the laboratory as well as for vigilance and accuracy in compounding and dispensing physicians' and family prescriptions, of which a specialty is made, as also for his valuable compounds in the form of tonics, sarsaparillas, tooth-powders, lotions, emulsions, etc., which he puts up from formulas entirely his own. In catering to the wants of his patrons he is assisted by a staff of four qualified pharmacists and their ability is taxed to the fullest to cope with the demands of the trade. The premises occupied comprise store and basement, each 25 x 50 feet in area, which are stocked to repletion with a full line of articles usually to be found in a first-class pharmacy of this character, besides many compounds of his own manufacture. The trade is both wholesale and retail. The sole proprietor, Mr. F. T. Church, is a native of Little Compton, R. I., but has been a resident here since early boyhood and has always been engaged in this line.



**D. J. MURPHY**, Plate Music Printing for Piano, Band, Banjo and Guitar, No. 27 Boylston Street.—The Hub Plate Music Printing Company was established twelve years ago by Mr. E. J. Fossitt, who was succeeded by the present proprietor in 1891. The first-class work executed here is not excelled in the city. Mr. Murphy, who was with the founder of the business ten years previous to succeeding to the control, has been eminently successful in maintaining the high reputation which the house has for years enjoyed. He is prepared to do all kinds of plate music printing and has a large and increasing trade with the music publishers of Boston. He employs several skilled assistants and all orders are promptly and satisfactorily filled at most reasonable prices. The house is supplied with all necessary machinery. In mechanical execution the work is unsurpassed. Mr. Murphy is a native of Boston.



**M. ASCHER**, Custom Tailor, No. 27 Boylston Street.—The gentleman whose name heads this sketch is one of Boston's leading and best known custom tailors. He turns out a very superior class of work, is prompt and thoroughly reliable in executing orders and receives an extensive patronage from clothing and tailoring establishments. Mr. Ascher, who was born in Peyseren, Poland, and went to London and remained ten years, has been in this city some twenty years. He is a practical cutter himself, of long and thorough experience and is master of his art in all its branches. He started in business on his own account in 1871, on Haymarket Square and later was on Pitts Street, then on Beverley Street, subsequently on Summer Street and Avery Street, whence he moved to the present commodious quarters at No. 27 Boylston Street, June 17, 1891. Mr. Ascher occupies here the whole of a 50 x 120 foot floor, with complete and perfect facilities, including electric motor power, fourteen machines, etc., and gives employment to between 100 and 150 hands. Suits, coats, pants and vests of every description are made for clothiers and merchant tailors in the most expeditious and excellent manner, at lowest possible figures. All orders receive prompt and personal attention, and all work turned out from here is certain to render satisfaction.



**C. P. CURTIS & CO.**, Produce Commission Merchants and Wholesale Dealers in Fresh Fish, No. 176 Atlantic Avenue.—The enterprise of Messrs. C. P. Curtis & Co., in its line is a prominent one and a large local trade has been established. The business was founded in 1887, under the above style of firm and has since become widely known throughout the producing sections of the country as one of the most reliable and enterprising commission houses in the city. The firm deal largely in eggs, poultry, fruit and berries, also vegetables of all kinds, and salt water fish, receiving large consignments from the Provinces, Cape Cod and Maine. The goods are received direct from producers, and consignments of goods however large are quickly placed and prompt returns are made. Goods are also shipped direct from producers on orders, inducements being offered in this direction unsurpassed by those of any other house in the trade. Mr. C. P. Curtis is a native of the Provinces, but has been a resident of Boston for thirty-seven years. He is a prominent member of the G. A. R., served in the U. S. Navy, was disabled and discharged.





**ANDREWS & STEVENS**, Provisions, Tremont Market, No. 47 Bromfield Street.—This business was originally founded in 1842, at No. 9 Bromfield Street, by Messrs. Andrews & Ward. A removal was made to the corner of School and Tremont Streets, later on a further removal to No. 20 School Street, and the present quarters were taken possession of over twenty years ago. On the dissolution of the co-partnership of Messrs. Andrews & Ward, Mr. Andrews continued alone for some time and then—twenty-one years ago—admitted to partnership Mr. Stevens, the present firm of Andrews & Stevens being formed, the copartners being Alonzo Andrews and C. E. Stevens. The former is a native Bostonian and has long been familiarly and favorably known to the public. Mr. Stevens was born in Hillsboro, Mass., and comes from an old Massachusetts family, he being a great grandson of Ami Andrews, who was with the expedition led to Quebec, Canada, by the traitor Arnold, in 1775. He has resided in Boston since 1834. Messrs. Andrews & Stevens occupy a commodious, neatly equipped store and carry a large stock of choice meats, poultry, game, fruits, vegetables and general produce.



**HOMAS E. BIXBY & CO.**, Commission Merchants, No. 3 Long Wharf.—Messrs. Thomas E. Bixby & Co. are commission merchants, largely engaged in the South American trade and that between Surinam, Dutch Guiana and Boston. They import sugar, cocoa and other tropical products, and export provisions, produce and general merchandise. The firm was established in 1871 under its present organization. Mr. Thomas E. Bixby is a resident of Francestown, N. H. His brother, Mr. Arthur N. Bixby, lives at Surinam. Both gentlemen were born in South America, of New England parents, their father having been in the South American trade many years ago. As one of the old and substantial concerns in their line of business this house stands high in the confidence and respect of the entire commercial community.



**W. E. POWERS & CO.**, Commission Merchants and Dealers in Produce and Provisions, No. 371 Merchants Row.—Among the old established and reliable produce commission houses of the city of Boston, a leading one is that of W. E. Powers & Co., located at No. 371 Merchants Row. This business was originally founded in 1865 by Messrs. C. P. Walker & Co., who conducted it up to 1889, when the present proprietors assumed sole control of affairs. The desirable premises occupied are large and commodious and are fitted up with every appliance and convenience for the handling and storing of the heavy stock at all times carried. Only carefully selected goods are dealt in and these include all the different grades of creamery and dairy butter, eggs, all kinds of meats and produce and provisions in general. Mr. Powers is always prepared to fill the largest orders at the lowest ruling market prices and his large trade extends throughout the entire city and State. He makes liberal advances on consignments of first-class provisions and his facilities and connections are such that quick sales are always secured, while his house has ever obtained an excellent reputation for promptness in making returns. Having resided in Boston for the past fourteen years, Mr. Powers is most widely and favorably known throughout this community, having been proprietor of a restaurant for a number of years before branching out in this enterprise, and he is highly regarded in trade circles for his just methods. He is a native of Vermont.



**FULLARTON & CO.**, Wholesale Dealers in Coffees, Teas, Spices, Cream Tartar, Mustard, Etc., No. 12 Blackstone Street.—Messrs. J. Fullarton & Co., of No. 12 Blackstone Street, wholesale dealers in coffees, teas, spices, cream tartar, mustard, etc., have been established in business since the year 1863. The progenitor of the business was Mr. J. Fullarton, who continued to conduct his operations in the field of commerce, alone, until 1880, when the present partnership was formed. The premises occupied by the house consist of three lofts, covering respectively an area of 1,875 feet. They are adequately supplied with steam-power and contain all the necessary improved machinery for grinding coffees, spices, etc. The house also owns a roaster of modern construction and a speciality of the business is roasting coffee for the trade. The premises are managed in a most able and commendable manner and a staff of five assistants is constantly maintained. The operations of the concern are entirely at wholesale and the connection is mainly composed of the jobbing trade of New England. A heavy stock of choice goods is constantly on hand and the house makes "excellence in quality" its standard precept. The partners are Mr. J. Fullarton and Mr. George E. Hanscom, the latter being a member of the Odd Fellows and the Ancient Order of Free and Accepted Masons.



**N. ALLEN & BERRY**, Label Printers, No. 39 Broad Street.—One of the prominent representatives of this industry is the firm of Messrs. J. N. Allen & Berry, label printers, No. 39 Broad Street, corner of Franklin Street, where they have been located for three years, after removal from No. 146 Franklin Street. They occupy three floors, measuring 50 x 75 feet each, well-equipped with ten power presses and all the necessary appliances for conducting the business upon an extensive scale. About thirty hands are employed and the production comprises every style, shape, quality and description of labels required by any and every line of business. The business of this house was established in 1875, and by the excellence of their work they have secured a large amount of trade with all sections of the United States and extending into Canada and South America. The members of the firm are Messrs. J. N. Allen and A. N. Berry. Mr. Allen is a skillful engraver and a designer of most artistic taste and originality. He was born in Concord, N. H. Mr. Berry is a practical printer of thorough experience. His native place is Lowell, Mass., but Boston has been his home for the past thirty years. They are members of the Master Printers' Club, of this city.



**IRVING & CO.**, Commission, Grain, Flour, Etc., No. 214 State Street.—This house has been established for a period of seven years and, during its career, the genius of prosperity has been the constant attendant of the firm. Every kind and grade of flour is handled, the house receiving from the New York and Western millers, subsequently disposing of the goods in car lots to the jobbing houses of New England. The premises occupied are excellently located and admirably equipped with every convenience designed to facilitate the conduct of a large and expanding business, including Long Distance Telephone connection, the number being 2879. The partnership is controlled by Kenneth Irving, who is a native of Picton, N. S., and a respected member of the Chamber of Commerce.

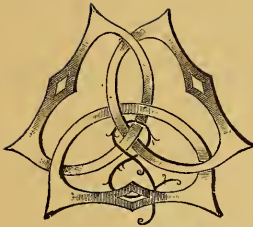


**W. H. RICHARDSON'S Ladies' and Gent's Custom Hand-Sewed Hygienic Boots and Shoes**, No. 25 Bromfield Street.—An old-established custom boot and shoe house is that conducted by Mr. Wm. H. Richardson. The business was founded in 1864, in Salem, but was moved to the present location in April, 1879. Mr. Richardson makes a speciality of ladies' and gentlemen's fine boots and shoes. He has made the foot and a proper fitting shoe a study, and is prepared to advise with those having trouble with their feet. He does custom work only and has customers in all parts of the United States, many families obtaining all their shoes from him. A corps of experienced workmen are employed. He has every facility for turning out the best of work, his employees being among the most expert in the city, the leather and other materials of first-class quality, and every attention being paid to workmanship and finish. Lasts are modeled for all kinds of feet and repairing is neatly done. Mr. Richardson is a native of Woburn, Mass., and a resident of Malden.

# PIKE MANUFACTURING CO.



PIKE MANUFACTURING COMPANY, Plumbers' Specialties, 69 Federal Street.—The leading house engaged in the manufacture of plumbing specialties and supplies represented in Boston is that of the Pike Manufacturing Company, whose salesrooms are located at Nos. 69 to 73 Federal Street. The foundation of this extensive business was laid by Mr. Paphro D. Pike, who came to Boston twenty-five years ago, from Stowe, Vt., and acquired a thorough scientific knowledge of the plumber's trade. In 1878 he established business for himself, and has since continued to lengthen and strengthen his stakes, extend his commercial relations, increase his facilities for doing business, and expand his popularity with the trade, until he has built up an establishment prepared to battle on even terms with its most formidable competitors in any part of the world. He had at one time a dozen different shops in this city, and his inventive genius and mechanical skill became known all over the country. In May, 1889, the present company was incorporated, under the laws of the State of Maine, with a capital of \$250,000, and with Paphro D. Pike, president; Chas. A. Bemis, vice-president; Otto B. Cole, treasurer. The plant of the company is located at Pell City, Ala., where the company have extensive and valuable possessions, and where they give steady employment to six hundred workmen. This company are specially deserving of notice as being the manufacturers of P. D. Pike's Plumbing and Ventilating System. This system has for its object the ventilation of sewer, soil and waste pipes, and their connections, and to prevent the siphoning of the traps. Maintaining a continuous current of air at all times to draw the gases and foul air from the pipes and receptacles and preventing them from being driven into the house by flushing. In the systems heretofore in use, the ventilation has been mainly into the soil pipe or chimney. When separate ventilating pipe has been used there has been no independent, continuous ventilating pipe, so connected to the soil pipe and receptacles that a continuous current of air was maintained at all times. Estimates and special fittings are promptly furnished and thorough satisfaction is assured in all cases. Pike's Improved Adjustable Traps are beyond question the cheapest and best, conforming to the strictest sanitary regulations. They can be adjusted to more positions than any trap in the market; they are easily placed, take up but little space, and where plumbing is left exposed they present a finished appearance. Their shape is such that they are most thoroughly flushed, and they hold such a body of water that they cannot be siphoned. The Pike Open Lavatory, made in various sizes and styles, of Italian or Tennessee marble, and elaborately decorated, is the acme of convenience, utility and substantial elegance. These and other specialties and supplies manufactured by this company are to be found at the Boston salesrooms, where a large and important trade is daily transacted. Mr. Pike, the president and general manager, resides at Lynn, and is largely interested in the industries and development of Pell City, Ala., being president of the Bank of Pell City, and one of its foremost organizers and promoters, as well as a director of the Pell City Land Company and the Pell City Globe. Mr. Pike is still in the early prime of life, and is a true type of the self-made man, who rises by his own industry, energy and skill to a commanding position in the business world.



Durkee,  
 Davis &  
 Drake,

L. C. DURKEE. W. L. DAVIS. M. W. DRAKE.

ALSO DEALERS IN  
 High Grade Domestic Liquors.

59 Causeway St. and  
 40 Lancaster St.

\*  
 Liqueurs.  
 IMPORTERS OF  
 Fine Wines, Brandies, Etc.  
 \*

Nearly opposite the Boston &  
 Lowell R. R. Depot. BOSTON.



AMONG the houses that have been active and prominent in the importation of and wholesale trade in fine liquors in this city, and whose success and enterprise have rapidly advanced them to general favor in business circles, is the establishment of Messrs. Durkee, Davis & Drake. This business was inaugurated in 1888, by the present co-partners, Messrs. L. C. Durkee, W. L. Davis and M. W. Drake. Mr. Durkee, who is a native of Montague City, Mass. has the misfortune of being blind. Mr. Davis, born in Maine, has resided in Boston since a boy, and is thoroughly conversant with the business. Mr. Drake, a native of the Old Bay State, started in the liquor trade twenty years ago with Ralph Smith & Co. The extent of the business requires the occupancy of an entire five-story building, 40 x 50 feet in dimensions and it is admirably appointed throughout. The first floor contains elegantly furnished business offices, in which customers are received. Employment is found for fifteen assistants. A very heavy stock is carried of the choicest foreign and domestic wines and liquors, a leading specialty being made of "Owl" brand, rye and bourbon whiskies, of which the firm have sold thousands of cases and have yet to hear of an instance in which the goods did not give the best of satisfaction. The trade of the house extends all throughout New England and all orders are executed with promptness and to the satisfaction of all concerned.



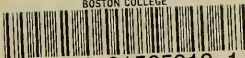


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