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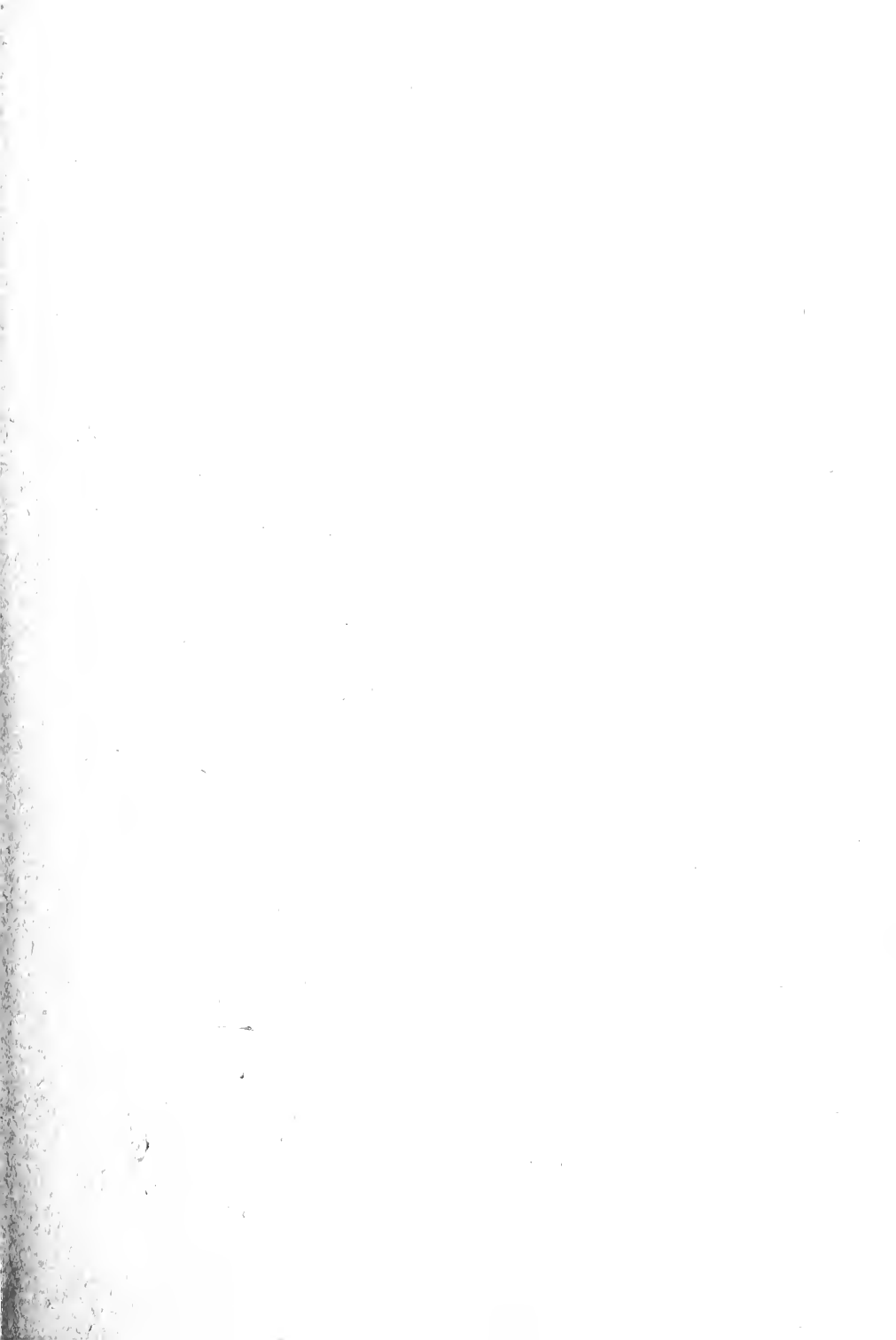
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THE GOLDEN GATE

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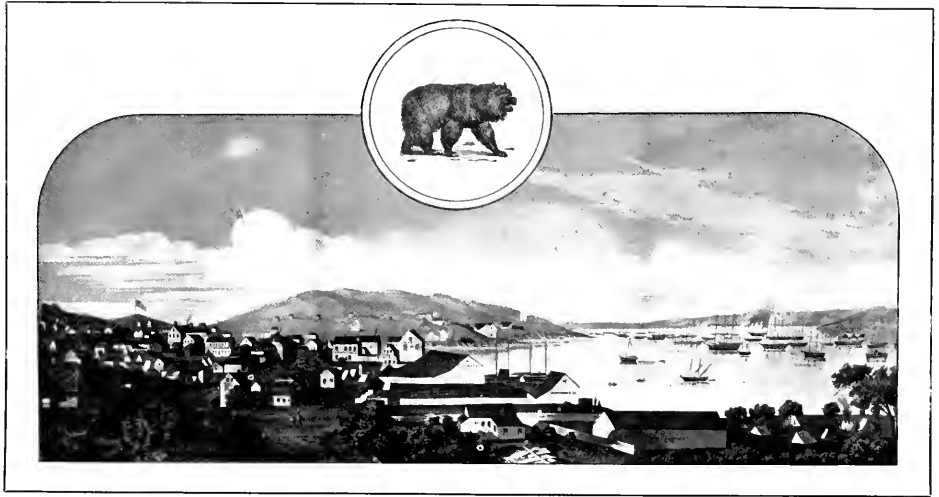
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PANORAMA VIEW OF SAN FRANCISCO.

## CALIFORNIA POLITICAL HISTORY.

By HON. WINFIELD J. DAVIS.

[Most of the following history was written by Hon. Winfield J. Davis, Historian of the Sacramento Society of California Pioneers, and Corresponding Secretary of the Historical Society of Northern California.]

**T**HE PRIMARY TITLE TO CALIFORNIA.—Spain held the first title to California, and our right to the country, following the chain through Mexico back to Spain, was derived from the Treaty of the Partition of the Ocean of 1494. The islands found by Columbus in his voyage in 1492 were supposed to lie in the immediate vicinity of Asia, and their discovery was the result of an endeavor to reach the shores of India by a western course. With that same object the Portuguese had explored the Atlantic coast of Africa for a passage to the Indian Ocean, and were encouraged by a bull of Pope Nicholas V., issued in 1454, that assured to them the exclusive right of navigation, trade, and conquest of all lands they might find in that course. They had not reached the southern extremity of Africa when Columbus returned from his first voyage, but had discovered the Azores and Cape Verde Islands, and on the strength thereof claimed that the countries found by Columbus belonged to the crown of Portugal. Spain referred the matter to Pope Alexander VI., and on May 3, 1493, he determined the controversy by drawing an imaginary line of longitude one hundred leagues west of the Azores, and granting to Spain all countries

which it had discovered or might discover lying to the west, and to Portugal all those lying to the east of that line. Upon this decision was afterward founded the Treaty of Partition of the Ocean, concluded at Tordesillas, in Spain, June 7, 1494, between the governments of Spain and Portugal. By this treaty the Portuguese were to enjoy and possess the exclusive right to all the seas and territories east of a meridian line passing three hundred and seventy leagues west of the Cape Verde Islands, and the Spaniards were to possess the same right to all the seas and lands west of that line. The two nations thus settled the conditions on which they were to appropriate nearly all the sea and land on the globe, without regard for the claims of other nations. The Spaniards planted colonies in the islands newly found beyond the Atlantic, to which they gave the collective name of West Indies, and so on ascertained that they were at the borders of a vast continent. How far south it extended and whether it was united in the north with Asia remained to be determined, and with those objects they persevered in their examinations, in which they were encouraged by the assurances of the natives respecting the existence of a great sea, and rich and powerful nations toward the setting sun.



PANORAMA VIEW OF SAN FRANCISCO

*Ignorance of early Geographers Respecting California.*—After the Spanish conquest of Mexico by Cortes in 1520-21 expeditions by sea were sent to explore the western coast of North America, but it was not until two hundred and fifty years afterward that anything approaching a correct idea of the geography of the coast of California became known. In the Gazetteer by Laurence Echard, published in London in 1711, this reference to California appears: "California, a vast island of America, in the S. Sea, which reaches to New Spain, or Granada, and is separated from them by a Branch of the Sea, in Length about 6 or 100 Lgs. from N. to S. from the Prom. called the White Cape, the Cape of St. Sebastian, Cabo Mendocino, to the Prom. called Cabo de St. Lucar. It is now subject to the King of Spain."

In another book, "The Young Man's Book of Knowledge," printed in London in 1794, New Mexico, including California, is described as lying "between 23 and 43 Degrees of N. Latitude, and extends from 91 to 126 Degrees of W. Longitude; it is bounded by unknown Lands on the N. by Old Mexico and the Pacific Ocean S. by Louisiana E. and the Pacific Ocean W., being about 2,000 miles long and 1,600 broad. This country has a most delightful Climate, and a soil productive of every Thing for Profit and Delight. It has rich Mines of Silver, and some of Gold, which are worked more and more every Day; and it produces precious Stones of several Kinds. The Dew that falls in California, and lights on the Rose Leaves, candies and becomes hard like Manna, having the Sweetness of refined Sugar. And in the Middle of the Country are Plains of Salt, firm and clear as Crystal, which, considering the vast Quantities of Fish found on its Coast, might render it an invaluable Acquisition to

any industrious Nation. California is a Peninsula finely situated for Trade, and has a Pearl Fishery of great Value. It was first discovered by the great Conqueror of Mexico, Fernando Cortes. Our famous Admiral and Navigator, Sir Francis Drake, took Possession of it in 1579; and the principal King formally invested him with the Sovereignty. But the Government of Great Britain has not hitherto attempted to vindicate this Title."

John W. Dwinelle, in an address on the acquisition of California by the United States, delivered before the Pioneer Society in San Francisco, September 10, 1866, gave these facts: "It was only by accident, after all, that Columbus discovered the vast region of continents and islands which are now called America. He was not in quest of new continents, nor of the golden-fruited gardens of the Hesperides. Believing, from inductive reasoning, that the earth was round, but with very imperfect notions of its magnitude, he was firmly persuaded that by sailing in a westerly direction from the coast of Spain, he would in due time arrive on the coast of China, which was then classed as a portion of the Indies; and when he discovered the first American islands, believing that he had already reached the Indies, he gave to the natives the name of Indians, which inaccurate classification they have ever since retained. Looking over the books and maps of the old geographers, it is curious and wonderful to observe how much they did know, and how much they did not know, of the geography of the north-western coast of America for more than two hundred years after the discoveries made by Columbus. Although Cortes, when he fell into that inevitable disgrace with which the kings of Spain have always rewarded their greatest benefactors, sent out various expeditions from Mexico for the exploration of the

northwestern coast, and even accompanied some of them as far as La Paz, in Lower California, and although the viceroys who succeeded him sent out various expeditions within fifty years after the conquest of Mexico, both by sea and by land, which must have penetrated as far north as the 42d degree of latitude, yet the physical geography of that region remained in the most mythical condition, and the very existence of the bay of San Francisco was contested as fabulous by the Spanish viceroys of New Spain less than a hundred years ago. There is in the possession of the Old Fellows' library of this city an engraved map of the world, published at Venice in the year 1546, which is remarkable for its general accuracy and for the beauty of its execution, but on this map, at the latitude of San Francisco, the American continent is represented as sweeping around in a large circle, and forming a junction with that of Asia, while the Colorado, the largest river in the world, rising in the mountains of Thibet, and meandering through a course of 15,000 or 20,000 miles, pours its vast volume of waters into the Gulf of California. In the year 1588, a Spanish captain of marine, named Lorenzo Ferrer Maldonado, published an account of a voyage which he pretended to have made from the Atlantic Ocean, through the Northern sea, to the Pacific, and thence to China, giving all its geographical details and personal incidents. This apocryphal voyage proved a delusion and a stumbling-block to historians and voyagers for more than two hundred years, and it was not until the year 1591 that two Spanish frigates, sent out for that purpose by authority of the King of Spain, by a thorough exploration of the extreme northwestern coast, established the fact that a passage through the North Sea did not exist, and that the pretensions of Maldonado were utterly false. It is only within a comparatively recent period that the fact has been generally received in modern geography that California was connected with the main continent, and was not an island. In Olguivie's 'America, being the latest and most accurate account of the New World,' a most elegant and luxurious folio, published in London in 1671, California is laid down as an island, extending from Cape St. Lucas, in the tropic of Cancer, to the 45th degree of latitude, and including the famous New Albion of Sir Francis Drake. The same map is reproduced by Captain Shelyoek, of the royal navy, in his account of his 'Voyage Around the World by way of the South Sea,' in His Majesty's ship of war, published in London in 1726; and in a geographical work published in London in the same year, by Daniel Cox, Esq., an account is given of a new and curious discovery and relation betwixt the river Meschachebe (Mississippi) and the South Sea, which separates America from China by means of several large rivers and lakes, with a description of the coast of the said sea to the Straits

of Uries, as also of a rich and considerable trade to be carried on from thence to China, Japan and Tartary. I cannot ascertain that California was relieved of its insular character among geographers until the publication of a map by Father Begert, a missionary of the Society of Jesus, in an account of Lower California which he printed at Mannheim in 1771, on his return to Germany after his order had been expelled, in 1769, by order of the King of Spain, from the missions which they had successfully established among the Indians of Lower California. Even after it was admitted that California was not an island, but a part of the main land, the most indefinite notions prevailed as to the extent to which the Gulf of California penetrated toward the north; and to the very last of the Spanish and Mexican dominion, when any specific description was given to California in official documents, it was spoken of as a peninsula."

*Origin of the Name California.*—It is only in recent years that the origin of the name California has been satisfactorily ascertained. In the winter of 1862 Edward E. Hale encountered for the first time the Spanish romance of the "Sergas Esplandian," that is sometimes cited as the fifth book of Amadis of Gaul, but is by Garcia Ordonez de Montalvo, the translator of Amadis. "Coming to the allusion, in this forgotten romance," writes Mr. Hale, "to the island of California, very near to the Terrestrial Paradise, I saw at once that here was the origin of the name of the State of California, long sought for by the antiquarians of that State, but long forgotten. For the romance seems to have been published in 1510—the edition of 1521 is now in existence—while our California, even the peninsula of that name, was not discovered by the Spaniards till 1526, and was not named California till 1535." Mr. Hale called the attention of the American Antiquarian Society of this derivation of the name; in March, 1864, translated for the Atlantic Monthly all the parts of the romance which relate to the Queen of California—Calitia—and in 1873 published a small volume on the subject, in which he said:

"The name of California was given by Cortes, who discovered the peninsula in 1535. For the statement that he named it, we have the authority of Herrera. It is proved, I think, that the expedition of Mendoza, in 1532, did not see California; it is certain that they gave it no name. Humboldt saw, in the archives of Mexico, a statement in manuscript that it was discovered in 1526; but for this there is no other authority. It is certain that the name does not appear till 1535. No etymology of this name has been presented satisfactory to the historians. Venegas, the Jesuit historian of California, writing in 1758, sums up the matter in these words: 'The most ancient name is California, used by Bernal Diaz, limited to a single bay. I could wish to gratify the



THE NEW CITY HALL.

The magnificent New City Hall of San Francisco covers four acres of ground, and the huge dome is of great interest. It took twenty years to build this hall, at a cost of \$6,000,000.

reader by the etymology and true origin of this name; but in none of the various dialects of the natives could the missionaries find the least traces of such a name being given by them to the country, or even to any harbor, bay, or small part of it. Nor can I subscribe to the etymology of some writers, who suppose the name to be given to it by the Spaniards, on their feeling an unusual heat at their first landing here; that they thence called the country California, compounding the two Latin words *calida* and *fornax*, a hot furnace. I believe few will think the adventurers could boast of so much literature. Clavigero, in his history of California, after giving this etymology, offers as an alternative the following, as the opinion 'of the learned Jesuit, D. Giuseppe Compoi': He believes that the name is composed of the Spanish word *cala*, which means 'a little cove of the sea,' and the Latin *fornix*, which means 'the vault of a building.' He thinks these words are thus applied, because, within Cape St. Lucas there is a little cove of the sea, towards the western part of which rises a rock, so worn out that on the upper part of the hollow is seen a vault, as perfect as if made by art. Cortes, therefore, observing this cala, or cove, and this vault, probably called this port California, or cala and fornix—speaking half in Spanish, half in Latin. Clavigero suggests, as an improvement on this somewhat wild etymology, that Cortes may have said *Calá fornax*, 'cove furnace,' speaking as in the Jesuit's suggestion, in two languages." \* \* \*

"Towards the close of this romance of the Sergas of Esplandian, the various Christian knights assembled to defend the Emperor of the Greeks and the city of Constantinople against the attacks of the Turks and Infidels. In the romance, the name appears with precisely our spelling, in the following passage:

"Sergas, ch. 157: 'Know that, on the right hand of the Indies, there is an island called California, very near to the Terrestrial Paradise, which was peopled with black women, without any men among them, because they were accustomed to live after the fashion of Amazons. They were of strong and hardened bodies, of ardent courage, and of great force. The island was the strongest in the world, from its steep rocks and great cliffs. Their arms were all of gold; so were the caparisons of the wild beasts which they rode, after having tamed them; for in all the island there is no other metal. They lived in caves very well worked out; they had many ships, in which they sailed to other parts to carry on their forays.'

The name appears in several distinct passages in the book. Mr. Hale adds: "This romance, as I have said, is believed to have been printed first in 1510. No copies of this edition, however, are extant. But of the edition of 1519 a copy is preserved; and

there are copies of successive editions of 1521, 1525, and 1526, in which last year two editions were published—one at Seville and the other at Burgos. All of these are Spanish. It follows, almost certainly, that Cortes and his followers, in 1535, must have been acquainted with the romance; and as they sailed up the west side of Mexico, they supposed they were precisely at the place indicated—'on the right hand of the Indies.' It will be remembered also, that by sailing in the same direction, Columbus, in his letter to the sovereigns, says, 'he shall be sailing towards the Terrestrial Paradise.' We need not suppose that Cortes believed the romance more than we do; though we assert that he borrowed a name from it to indicate the peninsula he found 'on the right side of the Indies, near to the Terrestrial Paradise.' \* \* \* In ascribing to the Esplandian the origin of the name California, I know that I furnish no etymology for that word. I have not found the word in any earlier romances. I will only suggest that the root Calif, the Spanish spelling for the sovereign of the Mussulman power of the time, was in the mind of the author as he invented these Amazon allies of the Infidel power."

*Early Expeditions of Exploration and Discovery.*  
—About the year 1537 Cortes fitted out several small vessels and sailed north to the head of the Gulf of California. His vessels were provided with everything requisite for planting a colony in the newly discovered region; but he encountered sands, rocks, and sterile mountains, and returned before he had crossed the line that marks the southern boundary of our present State. Soon afterward, the Viceroy Mendoza dispatched another expedition, by land and sea, in the same direction, but accomplished still less. In 1542 the same viceroy sent out Cabrillo, a Portuguese, with two ships, to survey the western coast of California. This expedition penetrated north and reached the 14th degree of latitude on March 10, 1543, and was compelled to return by want of provisions and the bad condition of the ships. On June 17, 1579, Sir Francis Drake landed on this coast, supposedly at a bay a few miles north of San Francisco, that still bears his name. His historian wrote of how the natives mistook them for gods, worshiped them, and offered sacrifices to them, much against their will, and of how Drake took possession of the country in the name of Queen Elizabeth. In his narrative he said: "Our necessary business being ended, our General with his Company traivailed up into the countrey to their villaiges, where we found heardes of deere by 1,000 in a companie, being most large and fat of bodie. We found the whole countrey to be a warren of a strange kinde of conies, their bodies in bigness as be the Barbarie conies, their heads as the heads of ours, the feet of a Want (mole), and the taile of a rat, being of great length; under her chinne on





FERRY BUILDING

either side a bagge, into which she gathered her meate, which she hath filled her bellie abroad. The people do eat their bodies and make great account of their skimes, for their King's coat was made out of them. Our General called this countrey Nova Albion, and that for two causes; the one in respect for the white banks and cliffes which lie toward the sea; and the other because it might have some affinitie with our countrey in name, which sometime was so called. There is no part of earth here to be taken up, wherein there is not a reasonable quantitie of gold or silver." Before he sailed away, "our General set up a monument of our being there, as also of her Majestie's right and title to the same, viz.: a plate nailed upon a faire great poste, whereupon was engraven her Majestie's name, the day and yeare of our arrival there, with the free giving up of the province and people into her Majestie's hands, together with her highness' picture and arms, in a piece of fivence of current English money under the plate, whereunder was also written the name of our General." It would appear that Drake knew nothing of Cabrillo's voyage, for the narrative says: "It seemeth that the Spaniards hitherto had never been in this part of the countrey, neither did discover the lande by many degrees to the southward of this place."

The Spaniards sent out other expeditions, but they proved fruitless until Count de Monterey, the Viceroy of New Spain, by order of the King, dispatched Sebastian Viscaïno, who sailed from Acapulco May 5, 1602, with two large vessels and a tender. This navigator had led an unsuccessful expedition in 1596. November 10 1602, he entered the bay of San Diego, and December 16th anchored in the bay of Monterey and named it after the Viceroy. The next day a church, tent or arbor, was erected under a large oak tree close to the seaside, and the priests said mass. This, however, was not the first Christian worship on these shores, for Drake had worshiped where he landed twenty-five years before. After leaving Monterey, in January, 1603, the vessels were separated in a storm, and the one that carried Viscaïno took refuge in the bay of San Francisco, which seems to have been known before, and search was made for a vessel which was supposed to have been lost there in 1595 on her voyage from the Philippines to Acapulco. Finding no traces of that ship, Viscaïno put to sea, and January 20th reached a high, white bluff in latitude of 42 degrees that he named Cape San Sebastian. By this time few of his men were fit for service, the weather was stormy, the cold severe, the provisions nearly exhausted, and as the small vessel from which he had been separated did not appear, he returned to Mexico.

*First Settlement of California—The Founding of the Missions.*—For more than one hundred and

sixty years after the expedition of Viscaïno, no attempt was made by the Spaniards to colonize the Californias, and beyond a few explorations by land and sea that contributed no important results, no effort was made to extend their discoveries. Attempts were made to establish colonies on the eastern side of the peninsula of California, but they failed for want of funds, from the extreme barrenness of the soil, and from the determined hostility of the natives. In the last of these attempts, under the direction of Atondo, and made in 1683, a number of soldiers, settlers, and Jesuit priests were taken out from Mexico and distributed at various points; but these stations were abandoned before the end of a year, and the authorities of Mexico determined that the reduction of Lower California by such means was impracticable. The Jesuits insisted that the political objects desired might be obtained by the conversion to Christianity and the civilization of the natives, and offered to undertake the task. Their proposition was not encouraged by the Mexican authorities, but they raised contributions in Mexico and in Europe, and in 1697 procured royal warrants of authority to enter upon the reduction of California for the King, but the work was to be prosecuted at their own expense. On receiving these warrants Father Salvatierra sailed with a few laborers and soldiers to the land that was to be the scene of their operations. He was joined by Father Kuhn (a German, called by the Spaniards Kino), and by others of the order. In November, 1697, the first establishment at Loreto was founded. The Jesuits continued their work for three quarters of a century, and until their expulsion. In November, 1767, a decree was issued by Charles III. of Spain for the immediate banishment of the Jesuits from the Spanish territories. In Mexico the members of that order were, in July following, sent off to Europe. As to Lower California, the Viceroy placed its execution in the hands of Captain Gaspar de Portala, and appointed him at the same time governor of the peninsula. Portala took over fifty armed men and fourteen Franciscan monks to succeed the Jesuits. He found there was no occasion for the employment of force, for the sixteen Jesuit Fathers submitted to the order and left California February 3, 1768. Father Junipero Serra was then appointed president of the missions in California. He arrived at Loreto on the first of April following, and the next year became the first great pioneer of what is now the State of California. Josef de Galvez, who represented the person of the Spanish monarch in the province, had been invested with powers to visit the missions of Lower California, and had a royal order to send an expedition by sea to rediscover and people the bays of San Diego and Monterey. He reached the peninsula June 6, 1768. Galvez determined to send a land expedition to the



LOOKING UP MARKET STREET FROM KEARNY

Mutual Savings Bank Building on the right and Claus Spreckels Building on the left

north as well as the one by sea. This idea was concurred in by Father Junipero, and they decided that three vessels should sail to meet the expedition by land at San Diego. They agreed that three missions should be established—one at San Diego, another at Monterey, and a third at San Buenaventura. On January 9, 1769, the vessel San Carlos left La Paz, and the San Antonio sailed from San Lucas on the 11th. A smaller ship, the Señor San José, left Loreto June 16th. On these vessels were loaded the ornaments, sacred vases, and other utensils of the church and vestry, together with all kinds of household and field implements and seeds, as well those of old as of new Spain, and two hundred head of cattle. Galvez divided the expedition by land into two parts so as to save one if the other was destroyed by the natives. Portala was appointed commander-in-chief of the land expedition, and Captain Fernando Rivera y Montcada, his second in command, was to take charge of the first division. Montcada's division arrived at San Diego May 14, 1769, after fifty-two days' travel from Loreto. The second division, under the charge of Portala, with whom was Father Junipero, arrived on the first of July, after forty-six days' travel. They found in port the San Antonio, which had arrived on the 11th of April, and the San Carlos, which reached San Diego twenty days later. The Señor San José not having been heard from it was presumed that it was wrecked. On the arrival of the second section with Father Junipero a salute was fired to commemorate the union of all the parties, and the beginning of the work of settlement, conversion, and civilization on the soil of Upper California. July 1, 1769, marks the era of this State. On the 16th, Father Junipero founded the Mission of San Diego at the port of that name. The dates of the foundation of the missions of California are as follows:

Mission of—

San Diego, in San Diego County, founded under Carlos III., July 16, 1769.

San Luis Rey, San Diego County, Carlos IV., June 13, 1798.

San Juan Capistrano, Orange County, Carlos III., November 1, 1776.

San Gabriel Arcangel, Los Angeles County, Carlos III., September 8, 1771.

San Buenaventura, Ventura County, Carlos III., March 31, 1782.

San Fernando, Los Angeles County, Carlos IV., September 8, 1791.

Santa Barbara, Santa Barbara County, Carlos III., December 4, 1786.

Santa Ynez, Santa Barbara County, Carlos IV., September 17, 1804.

La Purisima Concepcion, Santa Barbara County, Carlos III., December 8, 1787.

San Luis Obispo, San Luis Obispo County, Carlos III., September 1, 1772.

Miguel Arcangel, San Luis Obispo County, Carlos IV., July 25, 1797.

Antonio de Padua, Monterey County, Carlos III., July 14, 1771.

La Soledad, Monterey County, Carlos IV., October 9, 1791.

El Carmel, or San Carlos de Monterey, Monterey County, Carlos III., June 3, 1770.

San Juan Bautista, Monterey County, Carlos IV., June 24, 1797.

Santa Cruz, Santa Cruz County, Carlos IV., August 28, 1791.

Santa Clara, Santa Clara County, Carlos III., January 18, 1777.

San José, Alameda County, Carlos IV., June 11, 1797.

Dolores, or San Francisco de Asissi, San Francisco County, Carlos III., October 9, 1776.

San Rafael Arcangel, Marin County, Fernando VII., December 18, 1817.

San Francisco Solano, Sonoma County, Fernando VII., August 25, 1823.



# THE MISSIONS OF CALIFORNIA.

By *HON. JOSEPH R. KNOWLAND,*

President California Historic Landmarks League, and State Senator from Fourteenth District.

The remains of the old Spanish missions recall a most interesting period of California's picturesque and romantic history. No one can view these beautiful ruins and fail to become keenly interested in the story of the establishment of the twenty-one Franciscan missions, stretching from San Diego in the south to Sonoma in the north. The Franciscan missionaries were the original pioneers of California, sowing the first seeds of civilization and establishing the first permanent settlements.

It was in the year 1769 at San Diego that the first mission was established. Monterey was the next spot selected. Thus the work continued until a chain of missions had been established, located in such proximity that a traveler could start on foot from San Diego and nightly enjoy the hospitality of a different mission until Sonoma was reached. San Francisco Solano (Sonoma) mission was the last to be founded, 1823 being the date of its establishment.

Of the original twenty-one mission establishments there to-day remain ruins of nineteen. Every vestige of Santa Cruz and San Rafael missions has disappeared. A few crumbling walls mark the spot where once stood Soledad mission. The rains of successive winters beat down upon the exposed adobe walls, and the day is not far distant when even these walls will entirely disappear. San Diego, the mother mission, is in poor state of preservation. An unsightly Indian school now adjoins these ruins. La Purisima, five miles from the town of Lompoc, in Santa Barbara County, is a hopeless ruin. San Francisco Solano mission at Sonoma is in need of immediate attention. The church is used as a hay barn. One of the most beautiful and less frequently visited missions is located in Monterey County, twenty-six miles from King City. This is mission San Antonio de Padua, a most picturesque ruin. Formerly one of the largest and most beautiful of the mission establishments, it is now crumbling to dust. The roof of the imposing chapel has fallen and the rains of each winter are disintegrating the adobe walls. The California Historic Landmarks League is determined to save this mission. More than half of the amount necessary to re-roof the chapel has been raised and additional funds have been promised.

The beautiful arches will soon become ruined heaps. These interesting ruins cover several acres of ground. At San Luis Rey the chapel is in good state of preservation, but the arches, of which there were originally thirty-two, ornamented with latticed railings, which supported the long corridor, are year by year crumbling away. At San Juan Capistrano the chapel was years ago destroyed by an earthquake, but a number of other buildings remain. San Gabriel mission, ten miles from the city of Los Angeles, is in use, services being held within this old structure every Sunday. Twenty miles north from Los Angeles stand the remaining buildings belonging to San Fernando Rey. The chapel is filled with hay; the long building with the arched corridors serves as a boarding-house for the farm hands. The Southern California Landmarks Club has re-roofed the chapel. Santa Barbara and San Buenaventura missions are in a very satisfactory state of preservation. This is likewise the case with Santa Ynez, in Santa Barbara County. The missions of San Luis Obispo and San Juan Bautista, located respectively in San Luis Obispo and San Juan, have been disfigured by the erection of modern church steeples. What little remains of Santa Clara mission has been modernized. The mission near the old town of Monterey, San Carlos Borromeo, has been restored with a vengeance, a peaked shingle roof destroying, to a great extent, the original beauty of this structure. Little remains of mission San José. The old mission of San Miguel, in the town of like name, is most interesting, the interior of the church still showing the decorations made by the Indians. Dolores mission, in San Francisco, with the modern church structure adjoining, strikingly contrasts the past with the present.

These old missions are to be preserved. Over one hundred years have come and gone since the death of the mission system, and each year Californians are becoming more impressed with the importance of preserving these reminders of the days when Spain ruled this territory. They should stand as monuments to those self-sacrificing padres who labored unceasingly for the betterment of the Indians, facing the greatest difficulties, enduring hardships, and in many instances sacrificing their lives.



MERCHANTS' EXCHANGE BUILDING.

California Street, between Montgomery and Sansome Streets. Taken from the architect's plans.  
Will be completed early in 1905.



RIALTO BUILDING.  
Cor. Mission and New Montgomery Streets.



ON THE BAY.

## SAN FRANCISCO.

**T**HE first white settler in San Francisco was Wm. A. Richardson, an Englishman, who, in 1835, was appointed Captain of the Port by the Mexican Governor Figueroa, and granted a 100-vara lot on the west side of Dupont, near Clay. Here he built the first house (or shanty) of San Francisco, then called Yerba Buena (meaning good herb). Jacob P. Lease, an American, was granted the adjoining 100-vara lot on the north, and on the 4th of July, 1836, opened the first general store (frame building), celebrating the day in it with all the Americans and Californians then around the bay (60 in all). In August, 1847, a census gave San Francisco 187 houses and 456 persons, half being Americans. The gold fever of '48 and '49 brought an estimated population of 100,000 whites into the State by December, 1849, about 10,000 being then in San Francisco. In '49 the Custom House, a one-story adobe, was on the present northwest corner of Portsmouth Square, Washington street, near Kearny; close by was the Post-office; near the southeast corner was the City Hotel, a one-and-one-half-story adobe; on the east side of the Square or Plaza, a two-story frame building, the Parker House, was built at a cost of \$30,000, and rented for \$15,000 per month for a gambling house. The chief boat landing was at the corner of Broadway and Battery. Montgomery street was then the water front. The city of San Francisco is situated in 37 degrees 47 minutes 22 seconds, 55 north latitude and 122 degrees 25 minutes 10 seconds, 76 west longitude, at the end of a peninsula which has the Pacific Ocean on one side and the Bay of San Francisco on the other. The width of this strip of land within the city limits is six miles, and its entire

length about twenty-six miles. San Francisco county and city are the same, covering in area 12 square miles. The Bay of San Francisco is reached from the ocean through the Golden Gate, a strait about five miles long and averaging one mile in width, with a depth of thirty feet on the bar at the entrance and from seventy-five to one hundred feet within. The bay, which extends past the city in a south-southeasterly direction for about forty miles, is seven miles wide in front of the city, while its greatest width is twelve miles. Connected with the Bay of San Francisco on the north, by a strait three miles wide, is San Pablo Bay, ten miles in length and nine miles in breadth, having at its northerly end Mare Island, where the Navy Yards are located. This bay again is connected by the Straits of Carquinez with Suisun Bay, eight miles long by four miles wide. The total length of these bays and connecting straits is sixty-five miles. The two great rivers of California, the Sacramento and the San Joaquin, flow into this great inland water, that is sheltered and navigable by the largest vessels.

The Bay of San Francisco affords one of the largest, deepest and safest harbors in the world. It can accommodate the navies of the entire world. A trip around the bay by boat will disclose many points of interest. Among them Goat Island, recently created the United States Naval School of the Pacific; Alcatraz Island, containing a military prison, and commanding a magnificent view of the entrance to the Golden Gate; Angel Island, containing the national quarantine station; Mare Island, the Pacific naval station; Fort Mason, Fort Winfield Scott and Lime Point—all combine to fortify the bay. The suburban towns to be seen are Sausalito, Belvedere, Tiburon, Berkeley, Oakland and Alameda. In the





CLIFF HOUSE.

Bay of San Francisco are Alcatraz Island, containing thirty acres, and strongly fortified; Angel Island, of eight hundred acres, also fortified, and Yerba Buena, or Goat Island, of three hundred acres. The Presidio, or fortified settlement of San Francisco, was founded in September, 1776, and the Mission San Francisco de los Dolores in October of the same year, but it was not until 1846 that an American man-of-war took possession of the place, and the first legislature of California granted a charter of this city May 1, 1850. Since then the growth of this place has been phenomenal, and can be placed to her unrivaled commercial enterprise, the salubrity of her climate, her magnificent geographical position, the superiority of her railway and water communications, and the excellence of her harbor. These alike render San Francisco peculiarly fortunate and successful in every avenue of trade and commerce, while her vast industrial and manufacturing facilities supplement the accumulation of capital and foreign and domestic merchandise. This city's supremacy is assured for years to come, and should there be no decline in the rapidity of her progress, her population at the expiration of this next decade will far triple that of any other city in the West. This city is today one of the greatest, wealthiest and most prosperous in the country, and every day of her existence proves herself more and more entitled to her proud position as the undisputed metropolis of the West; and, being admirably situated for the prosecution of all departments of manufacturing, and with a boundless profusion of food products at hand for the sustenance of every possible increase of population, and with a market comprising the West, North and South, she is at once a vast inviting field. The Philippines, those islands of the Southern Seas, with their 10,000,000 inhabitants, which came to us as an unsought condition, which are rich in boundless resources, will contribute much to the creation, not only of fresh fields of enterprise, but as a matter of course will prove a prominent factor in the upbuilding of

the cities of this coast, and San Francisco in particular. Then there is Hawaii, China, Japan and South Africa, with which we are at present trading more largely than ever before. Taking as a basis of computation the phenomenal strides that San Francisco has made up to date, it is not an easy matter to speak of the future with calmness. In order to avoid the suspicion of excessive optimism, it is necessary to employ temperate language. It would seem hazardous to predict the height of progress to which this city may soar commercially and industrially. No one, however, who watches the growth of communities and takes into consideration the energy and intelligence which characterize the people of San Francisco, can dispute the fact that right here is located the principal manufacturing and commercial and residential city of the twentieth century world.

San Francisco has always been noted for the refinement of her people, and whether in pursuit of business or pleasure, there is observable a marked avoidance of excessive greed on the one hand and of indolence or vulgarity on the other. Hospitality is everywhere to be found, and people from other States have frequently remarked that we are always in close sympathy with their aims and projects, and that they find no one better posted, regarding the possibilities of the different sections of the country, than the average San Francisco business man. Social life is upon a high plane here, and is frequently made to play an important part in cementing the bonds of friendship and business between outside sections and the city. San Francisco is not surpassed by any other city in America as a musical center. There are numerous local organizations engaged in the cultivation and the performance of good music. The leading artists of the world always include San Francisco in their travels, and the finest operas are rendered here. Besides the numerous private tutors in music, there is a fine conservatory, having all the advantages for the most perfect exposition of this de-

lightful art. The very atmosphere of San Francisco breathes of art, and it seems as if one were transported to one of the old centers of art in Europe when he moves in this society here. Space will not permit to enlarge upon the subject of literature here. But it is sufficient to say that many writers of renown make this their home, and the colleges and schools all tend toward the cultivation of a pure ideal in literature, as in art and music. But, aside from these, the local press stands as the best monument of progress in letters, for it has men of superior ability in the editorial chairs, and wields an influence that is of the most extensive and potent character. Building for permanence, the founders of San Francisco from the first recognized the beneficial influences of education, and provided the means of cultivating the intellect. The city abounds in educational institutions of all kinds, and the development is carried on beyond the schools in the establishment of a magnificent public library, and the numerous scientific clubs that conduce to a broadening of intellectual vigor and the fostering of the exegetical and inventive genius of the populace.

The pride of the city centers, however, in the public school system, which is unsurpassed by that of any other city in the country. The public schools are supported with a surprising liberality, and the curriculum is worthy the attention of the most intelligent educators of America.

It would be difficult to find a city having greater advantages as a place of residence than San Francisco. Natural situation, which has been such an important factor in the development of its commerce and the acquiring of such a degree of supremacy over some of the richest sections of the country, has contributed greatly to the healthfulness, diversity of elevation and general beauty of those sites for homes which are to be found in so many directions, each with competing advantages, almost bewildering the investor with the variety from which he has to choose. The gradual rise in elevation from the bay gives exceptional advantages for natural and artificial drainage, which have been utilized to the utmost. The monotony of many of our Western cities is entirely absent in San Francisco, the elevated character of the ground in all directions giving delightful views of the bay, city and county.

Many facts already have an important bearing upon the city as an eligible place of abode. Education has been shown to be fully abreast of the times, rapid transit facilities are nowhere better, prices of realty are moderate, amusements are numerous and well patronized, and everything that tends to make a city attractive and pleasant is to be found strongly in evidence here.

Our parks have justly excited the admiration of visitors, and as they can be easily reached by street cars, they are directly beneficial to the health and

welfare of all classes of citizens. The inception of a policy on the part of our railroads to encourage the building up of near-by residence towns, which has been carried out with great success in Eastern cities, adds greatly to the attractions of San Francisco from the homeseekers' point of view, as few cities in the world can offer so many noble situations for residences etc.

The residences of our wealthy citizens are models of elegance and architectural skill, being thoroughly modern in design and grouped with the most artistic taste, and yet are quite without the display of uncultivated extravagance. The homes of our workmen are neat and comfortable, and for the most part are kept in excellent order, and the workmen as a class are contented and happy.

It is doubtful if there is another community on the face of the earth which presents so abundant and propitious a field for jobbers and wholesalers as San Francisco. She commands the trade of the Orient, with which she is connected by half a dozen regular packet lines, as well as hundreds of tramp steamers and sailing vessels. Around her stretches for hundreds of miles to the east, north and south, a region fabulously rich in mineral and agricultural wealth, covered with prosperous and populous cities and towns, which draw their supplies from her merchants and manufacturers, while Alaska and the Klondike are also heavy patrons. Many great railroad lines center here, whose systems reach every market of importance on the American continent, and facilitate commercial intercourse between the East and West. With such facilities and the possession of an unusually large number of great enterprises, representing every branch of trade and manufacture, ably and energetically promoted, it is not strange that San Francisco should assume a position of first importance in the commercial world as a distributing point and center of supply, which, with practically inexhaustible resources, whose development is rapidly being pushed with all the vigor of Western enterprises, is every day becoming greater and more prominent.

Though our commercial ranks are ever reinforced by new and valuable business undertakings, few close out, and the result is a steady increase which is rapidly bringing San Francisco forward in the mercantile world, and supplying the growing demands which an ever-multiplying population creates.

San Francisco leads the entire West as the center of the tanning business, and San Francisco leather has become a household word. It is unquestionably the best in the market, and always brings the highest prices, and the tanners who have built up this reputation are deserving of the very highest praise. The city has nineteen tanneries, owned by practical tanners. They have developed the industry from the smallest beginnings, and their great success is due



DEWEY MONUMENT IN UNION SQUARE PARK.  
Erected by the Citizens of San Francisco,  
ST. FRANCIS HOTEL.

to their careful methods, close application and thorough knowledge of the business, and their product is used all over the country.

It is said that a tree is known by its fruit. To no community can this truism be more appropriately applied, both in a literal and figurative sense, than San Francisco, whose trade in canned goods generally, and canned fruits especially, has given it a fame which is as wide as it is lasting; which has permeated every nook and corner of the trading world and shone there as the refulgence of the dazzling orb with which the enterprise of our people, the resources of our country, and the trend of evolution, have endowed our commercial sky. California's fruits are noted for their size and delicious flavor, while favorable climatic conditions allow the growth of many semi-tropical varieties; oranges, lemons, grape fruit, etc., being grown with the greatest success both as to quality and quantity. These products, as well as many kinds of canned meats, fish, etc., are shipped not only throughout the entire American continent, but find a ready market in Europe, Asia, Africa, Australia and the principal islands of the Atlantic and Pacific. For their preparation hundreds of great canneries are operated in all portions of the State, which employ thousands of men and women, while the raising of fruit, the slaughter of cattle and the sea fisheries afford an occupation to an equally large number of people. The center and distributing point of this great industry is San Francisco. From her docks and freight depots are daily shipped large cargoes and trainloads of every description of canned goods. Through our commission houses these products are distributed to the principal markets of the world, and their sale and production constitute a source of much revenue and prestige to our city.

The nature and character of our exports consist of every description of provisions, food products, machinery, clothing, lumber, manufactured goods, animal products, metals, minerals, hardware, etc. Our city is gradually expanding and developing its resources, reaching out for wider fields of operation, and increasing its facilities to meet the ever-growing demands which these conditions entail. With her commanding position, inexhaustible resources and the active promotion of her interests by a highly intelligent, progressive and public-spirited people, she is fitted perhaps better than any other American city to meet the exigencies of the future, and to become known to the world as a shipping point of the very first magnitude.

Our population is increasing with great rapidity. On every side tall buildings are going up, new residences are being built all over the city, labor is in demand, and the streets are full of people.

## COMMERCE AND SHIPBUILDING.

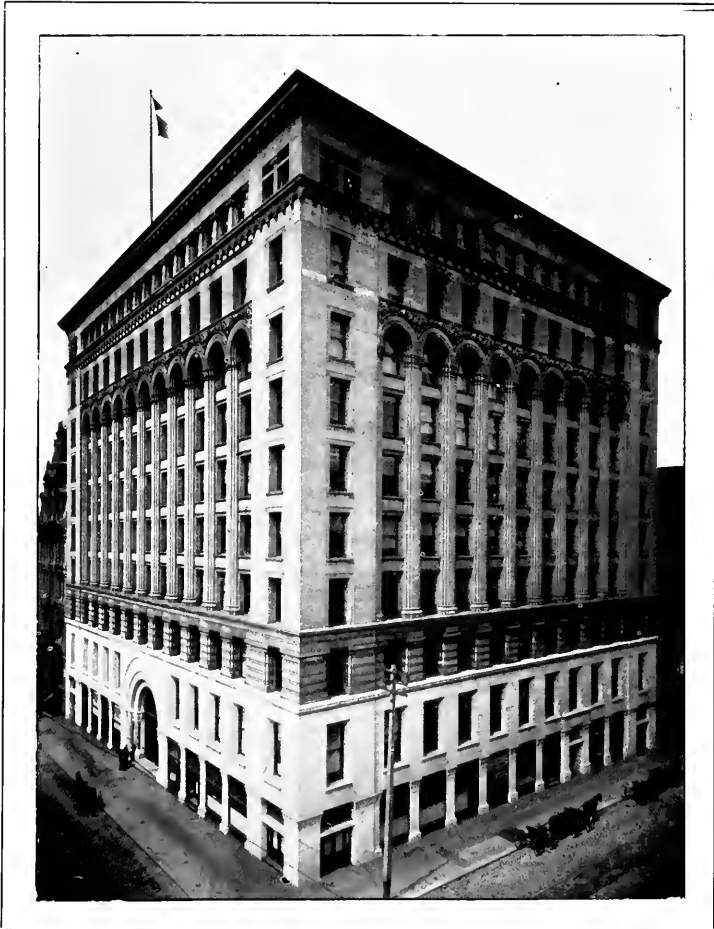
It may be said, without exaggeration, that the marvelous growth of this city and the development of her export and import trade within the past decade forms one of the most remarkable features in the history of gigantic enterprises and phenomenal growth. He would have been a bold prophet ten years ago to prophesy that San Francisco would become the great commercial center she is at present; who could have dreamed that to-day our wharves accommodate a fleet of 100 vessels. We have an unexcelled harbor frontage; our hundreds of vessels engaged in coast and deep water traffic are nearly all of home construction, and comparatively few foreign and Eastern built ships are entered in the permanent register of the port.

A considerable and constantly increasing commerce is carried on between this port and ports in the Hawaiian Islands, the Philippines, Alaska, China, Japan, Australia, South America, Mexico and the South Pacific islands, while colonization and emigration are abetted by modern systems of passenger service. It has been erroneously believed that we could not compete with the East because of our geographical location. But we are outliving this doubt and drawback. Handicapped in a measure by our isolation from the great manufacturing centers of the East, shipbuilding, on the other hand, has been abetted by that very isolation which has made the transportation of Eastern-made vessels at once inconvenient and costly. When China, Japan, the South Sea Islands, Tahiti, Hawaii and South America have mastered the methods of commerce, it is hard to imagine the magnificent fleet of vessels that will steam to and fro through the Golden Gate.

Following is a list of new vessels built on the Pacific Coast and documented at San Francisco for the past ten years:

YEAR.	VESSELS.		TONNAGE.	
	Steam	Sail.	Gross	Net.
1894	3	14	2,577	2,095
1895	6	16	1,584	1,359
1896	7	8	3,393	2,384
1897	4	6	961	705
1898	39	8	17,337	10,532
1899	13	7	6,675	5,701
1900	33	18	29,221	22,779
1901	25	16	11,519	9,669
1902	21	21	26,226	20,095
1903	21	4	21,025	14,210

San Francisco has the most accessible and the largest available harbor on the Pacific Coast. Puget Sound is a vast body of deep water, but it cannot be said to be an equally vast or available harbor, and ports lie far away from the sea coast. Ships can anchor in safety in almost any part of the 460 square miles constituting the Bay of San Francisco, including the tributaries of San Pablo and Suisun.



MILLS BUILDING  
Cor. Montgomery and Bush Streets.

POPULATION.

The population of San Francisco has increased so rapidly that even the best posted people can only approximate the number, for so many new and permanent residents are locating here every day that it is impossible to keep track of them all. The recent school census shows that there are 407,398 scholars enrolled in the schools of the state, and of this number San Francisco has 97,353, which, according to the usual method of computing or estimating popu-

As definitely fixed, the municipal budget and the tax levy for city purposes for the fiscal year 1901-1905 are as follows:

Funds and Accounts.	Estimated Expenditures.	Tax Rate.
General fund .....	\$4,958,050	.8416
Fireman's Relief .....	20,000	.0040
School .....	1,361,000	.0640
Library .....	75,000	.0150
Park .....	350,000	.0700
Interest and redemption.....	628,336	.1254
Totals .....	\$7,392,386	1.12

Climatological Chart comparing San Francisco to other towns and cities in California, compiled for the year 1903.

STATION.	COUNTY.	ELEVATION, FEET.	TEMPERATURE DURING PERMANENT.			PRECIPITATION, INCHES.		Number Rainy Days.	SKY.			REGION OF STATE.		
			Annual Mean.	Highest	Lowest	Total Rainfall.	Total Snowfall.		Clear Days.	Partly Cloudy Days.	Cloudy Days.			
Auburn	Butte	1,360	63.0	101	26	35.82		41	221	81	69	Northern.		
Chicago	Butte	193	61.2	106	20	22.70		44	187	88	90	"		
Coring	Tahama	277	62.6	106	30	18.28		44	240	18	807	"		
Marysville	Yuba	67	60.9	109	27	19.48		41	217	67	81	"		
Napa	Butte	60	57.5	108	26	18.60		48	223	75	67	"		
Oroville	Napa	188	60.4	111	23	24.44		45	205	38	120	"		
Red Bluff	Tehama	307	61.5	118	27	22.91		61	239	71	61	"		
Rocklin	Tehama	249	62.0	105	28	27.70		46	267	37	71	"		
Sacramento	Sacramento	71	59.4	102	29	14.70		51	206	82	77	"		
San Jose	Santa Clara	95	58.3	100	25	11.79		42	211	101	88	"		
Vacaville	Solano	175	60.5	109	27	21.27		51	231	111	23	"		
Willows	Colusa	139	60.3	104	25	16.81		36	203	85	77	"		
Woodland	Colusa	63	59.8	100	20	11.30		37	216	64	75	"		
Hakersfield	Kern	404	61.7	100	21	3.67		34	271	24	62	Central.		
Fresno	Fresno	293	62.2	108	25	6.19		41	218	52	75	"		
Perrisville	Tulare	401	62.4	107	24	5.79		36	217	103	45	"		
Stockton	San Joaquin	273	58.1	103	24	15.16		46	275	34	59	"		
Eureka	Humboldt	64	51.8	85	28	47.50		117	90	105	161	Coast		
Oakland	Alameda	36	57.0	98	37	26.80		54	158	128	79	"		
San Francisco	San Francisco	155	55.5	95	37	15.33		57	178	108	79	"		
San Luis Obispo	San Luis Obispo	201	58.5	98	20	14.31		37	246	64	55	"		
Santa Barbara	Santa Barbara	130	60.2	95	37	13.66		27	160	137	59	"		
Santa Cruz	Santa Cruz	118	55.5	96	31	20.28		38	268	22	55	"		
Santa Rosa	Sonoma	180	56.2	107	21	20.66		66	184	102	79	"		
Suisun	Solano	20	55.3	100	28	14.66		42	215	71	79	"		
Watsonville	Santa Cruz	23	58.4	95	24	17.28		30	151	124	90	"		
Boca	Nevada	5,531	40.1	88	—	10.82		15	260	13	83	Mountain		
Bodie	Mono	8,748	35.8	85	—	7.34		61	50	150	127	82	"	
Greenville	Plumas	3,600	—	103	—	11.35		29	78.5	61	337	47	61	"
Hayward	Alameda	3,071	19.1	90	14	9.00		33	113	111	66	66	"	
LaPorte	Plumas	5,000	45.2	87	10	77.04		211	3	76	217	93	55	"
Quincy	Plumas	3,400	48.0	92	—	40.60		55	214	86	65	"	"	
Nasos	Siskiyou	3,555	49.5	101	2	33.88		66	235	0	139	"	"	
Summit	Placer	7,017	42.3	—	—	40.50		59	176	0	89	"	"	
Susanville	Lassen	4,193	45.4	93	—	15.14		65	50	174	163	28	"	"
Tehachapi	Kern	3,664	55.7	91	0	3.85		24	0	249	3	120	"	"
Truckee	Nevada	5,219	43.4	94	—	27.69		130	0	37	237	0	148	"
Avalanche	Orange	134	65.0	101	29	14.32		25	145	90	130	130	Southern	
Imperial	San Diego	—65	74.6	124	26	—	34	—	3	268	87	10	"	"
Los Angeles	Los Angeles	293	62.2	67	31	14.77		30	148	168	40	"	"	"
Redlands	San Bernardino	1,357	61.1	108	25	13.00		44	247	61	61	"	"	"
Riverside	Riverside	851	61.4	105	24	10.43		31	249	68	48	"	"	"
San Bernardino	San Bernardino	1,054	62.6	110	22	14.12		41	282	95	48	"	"	"
San Diego	San Diego	93	61.1	85	35	6.09		33	247	65	53	"	"	"

lation, would give this city a permanent population of 186,000. One great thing about the people who come here is that they are generally people of means, who come here to make this city their permanent home, being attracted by the magnificent and healthful climate, the vast natural resources and the many excellent opportunities offered for men of enterprize and energy to engage in profitable occupations. San Francisco is a truly cosmopolitan city, where people from all over the world are to be found and a democratic spirit is noticeable in all walks of life.

The following table shows the growth of San Francisco for a number of years, taken from the official census reports:

POPULATION.	
1846	600
1848	1,000
1852	34,900
1860	56,802
1870	149,473
1880	233,959
1890	298,997
1900	375,000
1904 (estimated)	450,000



HAYWARD BUILDING.  
Cor. Montgomery and California Streets

## MERCHANDISE EXPORTS.

The values of San Francisco's merchandise exports to all the Oriental countries during 1903, were as follows:

To—	Exports.
China .....	\$2,423,985
Hongkong .....	3,683,798
Russian China .....	138,466
Siberia .....	114,992
Japan .....	3,460,687
Philippine Islands .....	772,747
East Indies .....	135,701
Korea .....	83,153
Guam .....	21,968
Midway Island .....	10,651
<b>Total .....</b>	<b>\$10,846,151</b>

The imports from all the countries at San Francisco during 1903 were as follows:

From—	Imports.
China and Hongkong .....	\$5,808,195
Japan .....	10,182,218
Philippine Islands .....	432,345
East Indies .....	2,791,741
<b>Total .....</b>	<b>\$19,214,492</b>

A comparative summary of the trade of San Francisco with China and Japan during 1903 makes the following showing:

Shipment.	CHINA.	
	Exports.	Imports.
Merchandise .....	\$6,246,249	\$5,808,195
Treasure .....	1,868,229	18,721
<b>Totals .....</b>	<b>\$8,114,478</b>	<b>\$5,826,916</b>
Shipment.	JAPAN.	
	Exports.	Imports.
Merchandise .....	\$3,460,687	\$10,182,218
Treasure .....	1,646,609	2,149,287
<b>Totals .....</b>	<b>\$5,107,297</b>	<b>\$12,331,505</b>

## VALUATION OF EXPORTS.

The total monthly valuations of exports from San Francisco to non-contiguous territory of the United States, embracing Alaska, Hawaii, Tutuila, Guam and Midway Islands during the year were as follows:

Months	1903.
January .....	\$806,676
February .....	844,559
March .....	1,030,393
April .....	2,572,281
May .....	1,298,483
June .....	995,372
July .....	1,036,285
August .....	1,291,523
September .....	806,747
October .....	938,496
November .....	964,554
December .....	948,380
<b>Total .....</b>	<b>\$13,534,719</b>

## SUMMARY OF EXPORTS.

Classified the exports from San Francisco by sea during 1903 were as follows:

	1903.
Domestic Merchandise .....	\$31,772,113
Foreign Merchandise .....	878,135
To Hawaii .....	10,518,555
To Alaska .....	2,934,626
To Atlantic States .....	5,368,252
To Tutuila .....	47,946
To Guam .....	21,968
To Midway Island .....	10,651
<b>Total .....</b>	<b>\$51,552,249</b>

## PACIFIC COAST TRADE.

The foreign trade of the Pacific Coast ports as shown by Custom House statistics during 1903 shows a decided increase over five years before, 1898, and is as follows:

District.	EXPORTS.	
	1898.	1903.
Alaska .....	\$64,419	\$1,614,378
Hawaii .....		38,897
Humboldt, Cal. ....	151,594	673,877
Los Angeles, Cal. ....	8,614	733
Oregon .....	257,365	43,843
Puget Sound, Wash. ....	15,649,512	27,450,507
San Diego, Cal. ....	144,928	314,616
San Francisco, Cal. ....	31,998,805	32,650,248
Southern Oregon .....		9,277
Willamette, Or. ....	12,801,913	9,965,904
<b>Totals .....</b>	<b>\$61,077,150</b>	<b>\$72,762,280</b>
District.	IMPORTS.	
	1898.	1903.
Alaska .....	\$231,106	\$526,894
Hawaii .....		3,643,699
Humboldt, Cal. ....	1,241	8,201
Los Angeles, Cal. ....	620,585	1,379,392
Oregon .....	23,837	20,598
Puget Sound, Wash. ....	4,969,506	12,133,230
San Diego, Cal. ....	249,440	433,835
San Francisco, Cal. ....	36,057,958	36,552,187
Southern Oregon .....		
Willamette, Or. ....	1,538,887	2,708,677
<b>Totals .....</b>	<b>\$43,692,620</b>	<b>\$57,406,563</b>

## CUSTOMS RECEIPTS.

The monthly receipts of customs duties paid into the United States Treasury at San Francisco during each month of 1903 compare with the two preceding years as follows:

Months.	1903.	1902.	1901.
January .....	\$677,441.60	\$736,246.31	\$606,396.20
February .....	694,807.97	508,299.00	472,861.43
March .....	686,363.87	568,626.59	518,488.34
April .....	626,211.34	717,753.94	586,721.52
May .....	570,816.75	643,121.63	575,359.75
June .....	625,488.05	594,193.10	585,360.82
July .....	572,971.28	680,197.77	657,026.63
August .....	729,714.24	593,578.07	577,945.03
September .....	549,364.61	710,139.17	595,835.43
October .....	667,216.10	656,086.92	695,251.74
November .....	575,058.87	533,369.33	564,122.03
December .....	654,702.34	686,822.00	609,003.43
<b>Totals .....</b>	<b>\$7,621,157.05</b>	<b>\$7,648,433.83</b>	<b>\$7,044,372.35</b>





NEW FLOOD BUILDING.

Cor. Market, Powell and Ellis Streets. Built on the site where formerly stood the Bablin Hotel.

**CUSTOM HOUSE IMPORTS.**

The custom house classification of the imports during 1903 were as follows:

Months.	Free.	Dutiable.
January	\$1,568,249	\$1,310,929
February	2,758,152	1,491,806
March	2,090,347	1,359,128
April	1,382,532	1,286,932
May	1,389,784	1,260,243
June	1,099,571	1,198,448
July	1,441,992	1,022,633
August	1,655,095	1,740,881
September	2,145,850	1,908,311
October	1,704,460	1,603,452
November	1,659,423	1,379,677
December	1,676,836	1,377,456
Totals	\$20,572,291	\$15,949,896

The disposition of the imports received during the year, as entered at the custom house was as follows:

Months.	Immediate Use.	For Warehouse.
January	\$2,563,788	\$315,390
February	3,775,591	384,457
March	3,055,944	393,531
April	2,309,821	459,643
May	2,929,333	420,694
June	1,920,317	377,792
July	2,203,714	260,911
August	2,961,510	434,466
September	3,000,346	153,815
October	2,823,149	481,763
November	2,642,928	396,172
December	2,599,312	454,980
Totals	\$31,985,663	\$4,536,524

**JULY CUSTOMS DUTIES.**

The collections of customs duties in this district during the month of July, at the time of going to press with this volume, were as follows:

Impost	\$399,765.40
Warehouse withdrawals	201,879.30
Re-warehouse withdrawals	11,737.98
Total	\$613,382.68
July, 1903	572,971.28
Increase	\$40,411.40

During the first seven months of 1904 and 1903 the collections were as follows:

Months.	1903.	1904.
January	\$677,441.60	\$632,147.54
February	694,807.97	619,119.43
March	686,363.87	687,493.61
April	626,211.34	579,984.30
May	570,816.75	465,887.38
June	625,488.05	696,731.12
July	572,971.28	613,382.68
Totals	\$4,454,109.86	\$4,234,746.06

**INSURANCE STATISTICS.**

In all matters relating to insurance, San Francisco is, and will continue to be, the western headquarters for all the great insurance companies of the world. The list includes the largest and most enterprising companies in every line of business, while San Francisco underwriters are ever foremost in enterprise, energy and every method to enlarge and improve the business. To the insurance companies San Francisco is greatly indebted for the protection afforded her commercial interests and the aid rendered widows and orphans. The close margin upon which business is now conducted will not allow the individual to hazard his person or his property to any possible loss without taking some additional protection, and therefore we have insurance provided not only for loss caused by death, by fire, by the perils of navigation, but also by bodily injuries, by explosives, steam boilers, by the breakage of plate-glass windows, by lightning and by burglary. Considering the millions of dollars of insurance held in San Francisco, and the thousands of dollars paid annually in premiums, statistics show that in no city on this continent are risks lighter, rates likely to continue easier, or protection so well assured.

Statistics of the fire and marine insurance business transacted in the State last year as reported to the Insurance Commissioner, are as follows:

FIRE INSURANCE.		1903.
Amount written		\$522,928,503.00
Premiums on same		8,288,354.90
Losses paid		4,342,785.60
Ratio of losses to premiums		52.4

MARINE INSURANCE.		1903.
Amount written		\$210,567,904.00
Premiums on same		1,511,365.30
Losses paid		1,634,522.92
Ratio of losses to premiums		68.4

This business was apportioned as follows:

TO COMPANIES OF THIS STATE.	
Fire Insurance—	
Amount written	\$38,016,887.00
Premiums on same	669,681.04
Losses paid	315,569.93
Ratio of losses to premiums	47.1
Marine Insurance—	
Amount written	\$31,541,270.00
Premiums on same	271,580.87
Losses paid	142,228.54
Ratio of losses to premiums	52.4

TO COMPANIES OF OTHER STATES.	
Fire Insurance—	
Amount written	\$254,571,365.00
Premiums on same	4,036,864.07
Losses paid	2,123,241.19
Ratio of losses to premiums	52.2
Marine Insurance—	
Amount written	\$11,527,261.00
Premiums on same	135,715.77
Losses paid	82,349.04
Ratio of losses to premiums	60.7



CLAUS SPRECKELS BUILDING.  
Cor. Market and Third Streets.

## TO COMPANIES OF FOREIGN COUNTRIES.

## Fire Insurance—

Amount written .....	\$230,350,251.00
Premiums on same .....	3,581,809.79
Losses paid .....	1,903,947.48
Ratio of losses to premiums.....	53.2

## Marine Insurance—

Amount written .....	\$167,199,373.00
Premiums on same .....	1,104,068.66
Losses paid .....	809,845.34
Ratio of losses to premiums.....	73.3

## UNITED STATES MINT.

The largest Mint in this country is located in this city, at Fifth and Mission streets. The Mint was established here in April, 1854, and the total coinage to December 31, 1903, was \$1,476,194,753.75, divided as follows:

Double Eagles .....	\$1,004,337,520.00
Eagles .....	113,134,560.00
Half Eagles .....	112,099,540.00
Three Dollars .....	186,300.00
Quarter Eagles .....	1,861,255.00
Dollars (gold) .....	90,232.00
Standard Dollars .....	107,219,073.00
Trade Dollars .....	26,647,000.00
Half Dollars .....	23,969,435.50
Quarter Dollars .....	9,445,534.25
Double Dimes .....	231,000.00
Dimes .....	5,643,188.00
Half Dimes .....	119,100.00
Pesos .....	11,361,000.00
20 Centimes .....	30,316.00
10 Centimes .....	120,000.00
Total .....	\$1,476,194,753.75

The United States Mint in this city coined during the month of July \$205,519 in silver half dollars and 1,284,000 Philippine pesos.

During the first seven months of 1904 and 1903 the Mint in this city turned out United States coins in the following amounts:

Months.	1903.	1904.
January .....	\$4,376,000	\$4,017,000
February .....	1,240,000	21,796,000
March .....	5,132,386	33,113,500
April .....	57,000	509,000
May .....	28,000	14,360,000
June .....	500,000	.....
July .....	57,000	205,519
Totals .....	\$15,509,386	\$74,090,519
Increase .....	.....	\$58,581,133

In July, 1903, the coinage was 1,224,000 Philippine pesos and \$57,000 in quarter dollars and dimes. This year the coinage on Philippine account has been of several denominations and equivalent to 4,416,000 silver pesos.

The coinage in March, 1904, was the largest in the history of any of the world's Mints.

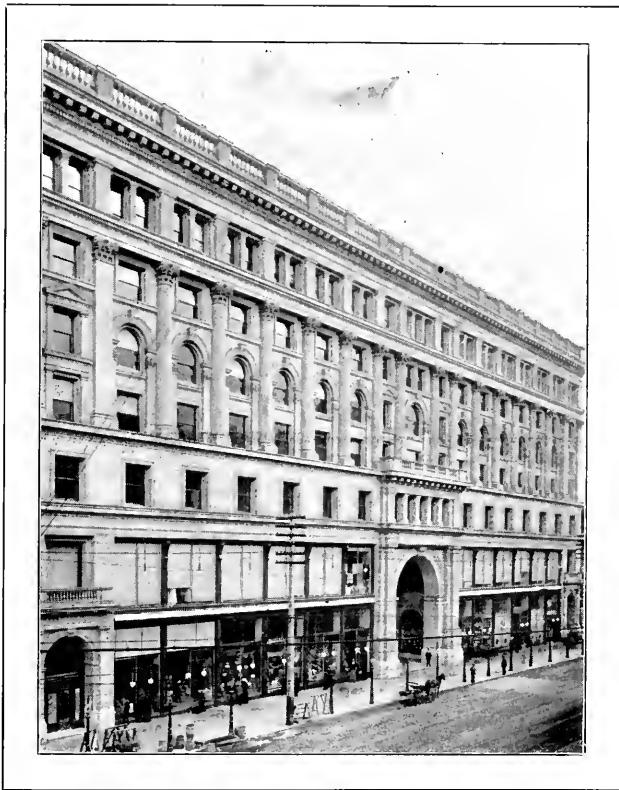
## TONNAGE MOVEMENT.

The following shows the registered net tonnage entered at the San Francisco Custom House during the year 1903 from foreign and Atlantic ports, the actual carrying capacity being largely in excess of the given figures:

Arrivals From—	No.	—STEAM—		—SAIL—	
		Tons.	No.	Tons.	
Great Britain .....	2	1,866	43	85,511	
Germany .....	10	31,918	14	24,130	
Belgium .....	4	12,260	12	21,012	
Sweden .....	.....	.....	2	2,791	
France .....	5	14,870	21	38,610	
Italy .....	1	2,746	1	1,921	
Australia .....	18	69,509	84	171,406	
Hawaii .....	51	113,753	178	164,724	
Mexico .....	4	9,888	1	1,792	
Hongkong .....	62	160,980	6	8,814	
Japan .....	2	1,916	2	3,440	
China .....	15	38,630	.....	.....	
Alaska .....	12	17,251	31	55,161	
Pacific Islands .....	10	21,328	3	3,816	
British Columbia .....	138	245,332	10	9,230	
Philippine Islands .....	20	52,972	1	1,773	
Siberia .....	.....	.....	1	870	
Central America .....	.....	.....	2	2,960	
Chile .....	12	39,862	2	4,038	
Peru .....	6	14,534	3	6,130	
Brazil .....	3	10,112	.....	.....	
Colombia .....	10	35,914	1	1,223	
South Africa .....	.....	.....	4	7,680	
India .....	2	2,084	1	1,483	
Russia .....	.....	.....	1	2,380	
Atlantic States .....	36	95,984	12	19,586	
Elsewhere .....	6	14,250	9	11,630	
Totals .....	422	1,019,959	445	652,021	
Coasting .....	.....	1,423,330	.....	273,414	
Grand Totals .....	.....	2,443,289	.....	925,435	

## EXPORTS OF FLOUR, WHEAT AND BARLEY.

The export trade in flour, wheat and barley from San Francisco with China, Japan, Hawaii and Pacific islands, East Indies, Siberia, Mexico, Central and South America, Australia, Alaska and other ports of call is one of the most important of the local commercial industries. The exports for the past four cereal years ending June 30th, respectively, are as follows: In 1899-1900, wheat, 6,519,771 cents; flour, 1,195,783 barrels; barley, 4,251,236 cents. In 1900-1901, wheat, 7,990,186 cents; flour, 1,091,681 barrels; barley, 1,317,132 cents. In 1901-1902, wheat, 9,671,107 cents; flour, 1,178,215 barrels; barley, 4,281,182 cents. In 1902-1903, wheat, 5,252,851 cents; flour, 988,864 barrels; barley, 3,544,859 cents.



PARROTT BUILDING.  
Market Street, opposite Powell.

## BANKING INTERESTS.

San Francisco has forty-two banks, nine being savings, twenty-six commercial and seven national, to say nothing of the admirable building and loan associations and trust companies. The gentlemen who head the existing institutions are famous the country over for their conservatism and sagacity. The confidence they enjoy at home is complete. The San Francisco commercial banks render valuable assistance to the mercantile and manufacturing trades, and are large holders of Government bonds. The national and savings banks make large aggregate loans on real estate.

The bank clearings for the six months ended June 30, 1904, of the nine cities which are grouped by Bradstreet's under the title of "Far Western," amounted to \$1,366,976,184, against \$1,362,711,266 in the same period in 1903, a gain for this year of \$3,364,918. Of the total clearings, San Francisco shows \$121,421,342, or considerably over half the total amount. The following is a statement of the clearings for the six months ended June 30th:

	1904.	1903.
San Francisco .....	\$727,121,342	\$737,654,049
Los Angeles .....	153,666,758	146,125,245
Denver .....	107,066,619	112,181,907
Seattle .....	101,543,777	95,656,972
Salt Lake City.....	79,906,070	72,833,852
Portland, Or.....	83,531,175	82,689,423
Spokane, Wash.....	55,965,063	52,163,968
Tacoma .....	50,928,745	49,023,957
Helena .....	15,013,635	11,381,953
Totals .....	\$1,366,976,184	\$1,362,711,266

In 1903 this city ranked seventh in bank clearings. Her position in comparison with the leading cities of the United States last year is shown as follows:

Cities	1903.
New York .....	\$65,970,337,955
Chicago .....	8,813,892,917
Boston .....	6,717,416,678
Philadelphia .....	5,811,639,726
St. Louis .....	2,510,479,245
Pittsburg .....	2,356,875,351
San Francisco .....	1,520,200,682
Baltimore .....	1,172,474,002
Cincinnati .....	1,151,647,600
Kansas City .....	1,074,878,589
New Orleans .....	827,710,850
Cleveland .....	802,198,031

## JULY BANK CLEARINGS.

The operations of the San Francisco Clearing House in July, compared with the same month in 1903, were as follows:

In—	Clearings.	Balances.
1901 .....	\$123,352,200.96	\$13,656,681.91
1903 .....	127,302,287.90	11,386,035.65
Decrease .....	\$3,950,086.94	\$729,353.74

During the first seven months of 1901 and 1903 the operations of the San Francisco Clearing House were as follows:

Clearings	1903.	1904.
January .....	\$128,095,689.64	\$127,163,873.16
February .....	115,788,786.72	108,451,949.51
March .....	129,046,292.19	126,304,737.63
April .....	127,788,493.20	121,241,991.01
May .....	119,410,418.83	119,208,296.46
June .....	117,491,341.56	125,050,586.69
July .....	127,302,287.90	123,352,200.96
Totals .....	\$864,956,340.04	\$850,773,545.42

## LUMBER INTERESTS.

San Francisco is one of the greatest lumber markets in the world, and is the distributing point for the output of the big forests of the north which ship many millions of feet by water annually. There is, and has been, a steady drain on the forests of California, Washington and Oregon, but there seems to be no diminution of the supply, and the cleared land is proving to be very valuable for horticultural and agricultural purposes. The varieties of timber most in demand are the famous redwood of this State, sugar pine, spruce, yellow pine, cedar and fir. The total 1,000 feet of all kinds of lumber produced in the State of California the last six years is: In 1898, 604,916,767; in 1899, 581,488,895; in 1900, 650,981,012; in 1901, 621,770,893; in 1902, 663,119,680, and in 1903, 852,638,179.

The value and number of feet of exported lumber from 1890 to 1898 from this city was as follows:

Year.	Feet.	Value.
1890 .....	19,170,000	\$418,024
1891 .....	19,931,500	470,276
1892 .....	21,332,600	495,502
1893 .....	14,732,100	291,376
1894 .....	18,428,300	354,366
1895 .....	17,671,100	300,084
1896 .....	33,620,000	650,412
1897 .....	26,057,484	476,813
1898 .....	22,080,922	413,195
Totals .....	193,024,006	\$3,900,078



CITY OF PARIS DRY GOODS COMPANY.  
Cor. Geary and Stockton Streets.

## MANUFACTURING.

San Francisco has every natural and acquired advantage for the successful prosecution of almost every important form of industry. To the north, east and south for hundreds of miles is a region superlatively rich in natural wealth, which produces raw material and fuel for the operation of our factories, and which contains hundreds of prosperous and popular cities and towns which draw their supplies from this source, thus affording us a ready market for our products. We have skilled labor in abundance; manufacturers whose enterprise and ability have not only gained them local fame and success, but who have competed successfully with their Eastern contemporaries and found a market for their goods in the principal trading points of the world. Local concerns have secured many Government and other large contracts for which Eastern houses have bid in vain. Local houses furnished many equipments for the use of the army in the Orient, and local products have won medals, prizes and awards at every national and international exhibition during the past quarter century. There is not a train or vessel which leaves here without large shipments of manufactured goods aboard, and not a year goes by that San Francisco does not produce goods to the value of over \$100,000,000, spend \$25,000,000 for industrial labor, and afford employment to more than 50,000 men.

The following table of the mechanical and manufacturing industries of San Francisco is taken from the Assessor's last report, for the fiscal year ending June 30, 1903:

Manufactories.	Number Employed.	Value of Manufactures or Products.
Agricultural Implements—1.....	50	\$175,000
Air Compressors—5.....	110	315,000
Artificial Stone—25.....	400	450,000
Axle Grease—3.....	30	72,000
Bags (Jute and Hemp)—3.....	190	1,500,000
Bags (Paper)—2.....	150	200,000
Barrels—25.....	400	800,000
Barbed Wire and Wire Nails—2.....	100	200,000
Bedding and Upholstering—16.....	310	500,000
Bed Springs—2.....	27	80,000
Bellows—1.....	10	20,000
Belting—5.....	50	200,000
Billiard Tables—4.....	30	75,000
Boat Builders—13.....	100	300,000
Bookbinderies—35.....	600	1,200,000
Brass Foundries—11.....	200	1,000,000
Boxes (Cigar)—5.....	140	85,000
Boxes (Paper)—10.....	220	190,000
Boxes (Wooden)—7.....	550	800,000
Breweries (Product 700,000 bbls)—31.....	1,150	4,000,000
Brooms—10.....	190	180,000
Brushes—11.....	125	150,000
Candles—3.....	80	85,000
Carrriages and Wagons—30.....	400	150,000
Coffee and Spices—24.....	300	2,200,000
Cider—6.....	40	75,000
Cigars—321.....	1,300	2,000,000
Crackers—4.....	400	1,750,000
Cars—3.....	80	150,000
Chemical Works—7.....	140	1,500,000
Clothing—30.....	1,050	1,500,000
Coppersmiths—8.....	50	100,000
Cordage and Rope—2.....	250	700,000
Cloaks—25.....	400	500,000
Confectionery—15.....	400	700,000
Coffins—3.....	50	150,000
Cutlery—4.....	40	100,000
Electric Machine Works—6.....	400	700,000
Electric Lighting Companies—3.....	600	3,000,000
Electric Supplies—20.....	180	340,000
Elevators—3.....	80	150,000
Fertilizers—8.....	100	330,000
Fireworks—1.....	24	50,000
Flour, Feed and Meal Mills—12.....	360	3,000,000
Foundries and Machine Works—121.....	8,000	8,000,000
Fringe—5.....	130	27,000
Fruit Canning and Preserving—11.....	2,850	3,700,000
Furs—6.....	100	310,000
Gas Works—4.....	600	3,500,000
Glass Works—2.....	175	1,300,000
Glass Staining and Cutting—5.....	50	200,000
Gloves—21.....	465	600,000
Gins—2.....	25	75,000
Harness—37.....	300	700,000
Hats and Caps—8.....	190	500,000
Ice—4.....	100	300,000
Ink and Enclage—1.....	15	60,000
Japanning and Galvanizing—3.....	40	110,000
Jewelry and Silverware—35.....	200	1,300,000
Lasts—3.....	14	15,000
Lead Pipe and Shot—1.....	55	600,000
Linseed Oil—1.....	60	170,000
Macaroni and Vermicelli—16.....	210	140,000
Malt Houses—6.....	120	750,000
Marble Works—22.....	300	500,000
Matches—4.....	80	65,000
Millinery—110.....	650	810,000
Musical Instruments—14.....	14	200,000
Neatsfoot Oil—1.....	5	5,000
Paints—8.....	90	600,000
Picture Frames—11.....	270	350,000
Pumps and Pumping Machines—14.....	400	800,000
Provision Packing Houses—11.....	1,100	6,000,000
Rubber Goods—3.....	100	300,000
Rubber Stamps—14.....	70	60,000
Safe and Vault Works—7.....	20	100,000
Saw and Planing Mills—17.....	800	1,000,000
Saws—32.....	700	750,000
Saws—10.....	50	200,000
Sashes, Doors and Blinds—11.....	250	305,000
Ship Yards—6.....	4,500	3,000,000
Salt Works—4.....	50	100,000
Shoes—16.....	950	2,300,000
Soup—15.....	150	550,000
Soda Water Works—11.....	70	150,000
Solder and Rabbit Works—3.....	35	80,000
Showcases—4.....	15	20,000
Sugar Refineries—1.....	700	14,211,516
Syraps and Cordials—5.....	100	500,000
Tanneries (Hides)—21.....	240	1,310,000
Tanneries of Sheep Skins—3.....	90	150,000
Tinware and Tin Cans—2.....	700	2,000,000
Trunks—8.....	100	200,000
Type Foundries—5.....	150	100,000
Tanks—23.....	30	60,000
Varnish—5.....	16	60,000
Veneering—2.....	35	55,000
Vinegar and Pickles—12.....	150	160,000
White Lead—3.....	75	300,000
Windmills—7.....	60	100,000
Wire and Wire Rope—2.....	300	1,500,000
Wooden Ware—4.....	65	90,000
Wooden Mills—1.....	145	350,000
Whips—3.....	25	75,000
Wood Turning and Carving—12.....	200	125,000
Waterwheels—3.....	70	300,000
Women's and Children's Underwear—22.....	770	750,000
Wool Scouring and Grading—9.....	300	2,000,000





MARKET MONTGOMERY AND POST STREETS.



MARKET STREET SHOWING PALACE HOTEL ON THE LEFT.

## THE POSTOFFICE.

An index of the prosperity and business activity of any city that must be regarded as infallible is the financial showing made by its Postoffice. According to the report for the fiscal year ending June 30, 1904, the receipts at this Postoffice were as follows:

1904.....	\$1,516,533.78
1903.....	1,378,113.00
Increase .....	\$138,420.78

The following table will show the number of hours required for letters in transit to reach given points from San Francisco:

	Hours.
Butte, Mont.....	56
Denver, Col.....	48
El Paso, Tex.....	47
Houston, Tex.....	84
Los Angeles.....	14
New Orleans.....	97
Portland, Or.....	35
Salt Lake City.....	29
Seattle, Wash.....	44

The time in transit to cities below is via train No. 2, leaving San Francisco at 10 A. M.:

	Hours.
Baltimore, Md.....	98
Boston.....	100
Charleston, S. C.....	117
Chicago.....	69
Cincinnati.....	80
New York City.....	95
Omaha.....	58
Philadelphia.....	98
Pittsburg.....	88
St. Louis.....	74
Washington, D. C.....	98

## FOREIGN MAIL.

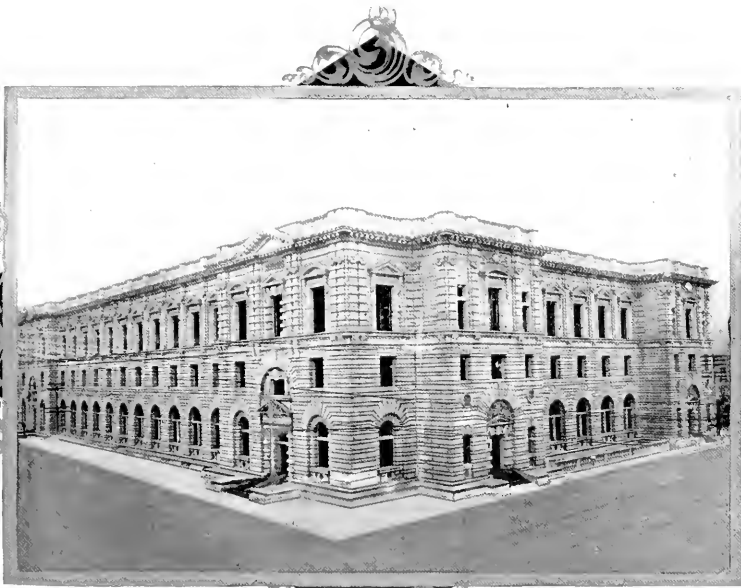
Number of days occupied from San Francisco for mails to reach the following foreign cities:

	Days.
Aden, Arabia.....	23
Alexandria, Egypt.....	18
Amsterdam, Holland.....	14
Apia, Samoa.....	14
Athens, Greece.....	17
Auckland, N. Z.....	21
Bahia, Brazil.....	26
Bangkok, Siam.....	38
Batavia, Java.....	39
Berlin, Germany.....	14
Berne, Switzerland.....	14
Bombay, India.....	29
Bordeaux, France.....	14
Brisbane, Australia.....	29
Brussels, Belgium.....	14
Budapest, Hungary.....	15
Buenos Ayres, Argentine.....	34
Cairo, Egypt.....	17
Calcutta.....	31
Cape Town, Africa.....	32
Christiania, Norway.....	15
Constantinople.....	16
Copenhagen, Denmark.....	15

Havana, Cuba.....	8
Hongkong, China.....	21
Honolulu, Hawaii.....	6
Kingston, Jamaica.....	12
London.....	13
Madrid, Spain.....	14
Manila, Philippine Islands.....	23
Mazatlan, Mexico.....	5
Melbourne, Australia.....	27
Mexico.....	7
Montevideo, Uruguay.....	33
Moscow, Russia.....	15
Munich, Bavaria.....	14
Panama, Colombia.....	16
Paris, France.....	13
Pont de Galle, Ceylon.....	31
Port-au-Prince, Hayti.....	12
Quebec, Canada.....	7
Rio de Janeiro.....	28
Rome, Italy.....	14
St. John's, Newfoundland.....	10
St. Petersburg, Russia.....	15
Santiago, Chile.....	43
Shanghai.....	22
Sydney, Australia.....	22
Valparaiso, Chile.....	35
Vicenna, Austria.....	15
Yokohama, Japan.....	15

## THE PANAMA CANAL.

The Panama Canal, which will cost the United States \$200,000,000, will prove of inestimable benefit to San Francisco, as well as the whole Pacific Coast, when the Atlantic and Pacific Oceans are joined together. The purpose of the canal is to shorten the water routes between the great waterways of the East and West, and thereby reduce freight rates and lessen the time. The distance from New York to San Francisco by the Straits of Magellan is now 13,714 nautical miles, and by the way of the Panama Canal will be 5,299 miles, making a saving of 8,415 miles. The distance from New Orleans to San Francisco is 14,114 miles now, and through the new canal will be 4,698 miles, which is a saving of 9,416 miles. The number of miles saved by the building of the canal from various points to San Francisco is as follows: Liverpool, 5,561; Hamburg, 5,582; Bordeaux, 5,559. This canal will place New York nearly 1,000 miles nearer Sidney, Australia, and 6,000 miles nearer to Wellington, New Zealand. This will greatly facilitate commerce and stimulate our manufacturing and industrial interests in a manner which will undoubtedly soon exceed the total cost of the canal, and will bring the two great seaport towns of this country—New York and San Francisco—into much closer trade relations, aside from the material reduction in freight rates and the safety accorded both sailing and steaming vessels.



THE NEW POSTOFFICE.  
Cor. Mission and Seventh Streets.

**IRRIGATION OF ARID LANDS.**

When the arid lands of this State shall have been reclaimed through irrigation, this State will be one of the greatest in point of production and population of any of equal area. Thousands of acres of land now lie idle because of a lack of water, which would grow any fruit or vegetable that can be produced in the temperate and semi-tropical zones. Great preparations are now being made to irrigate these arid districts by reservoirs, ditches, wells, etc. The Sacramento and Colorado rivers will be used, and in the deserts in Inyo, Riverside and San Bernardino counties, where there is scarcely any rainfall, it has been discovered that flowing wells of the finest artesian water can be secured by boring to depths of 500 to

estimated at 71,000,000 acres, distributed among the States and Territories as follows:

States or Territories.	Total Number Acres.	Acres Irrigable.
Arizona	54,981,120	2,000,000
California	57,737,600	17,000,000
Colorado	42,837,760	8,000,000
Idaho	48,063,360	1,500,000
Montana	72,996,080	11,000,000
Nebraska	10,999,040	1,500,000
Nevada	66,925,440	2,000,000
New Mexico	54,593,280	4,000,000
North Dakota	21,177,600	2,000,000
Oklahoma	9,736,320	500,000
Oregon	35,767,680	3,000,000
South Dakota	16,130,560	5,000,000
Utah	43,067,120	4,000,000
Washington	20,961,480	3,000,000
Wyoming	53,532,160	9,000,000
<b>Totals</b>	<b>609,520,000</b>	<b>71,000,000</b>

**Table of Temperatures and Rainfall in California, 1883-1903.**

Year.	RED BLUFF.				SACRAMENTO.				FRESNO.				LOS ANGELES.				SAN FRANCISCO.			
	Mean.	Max.	Min.	Rainfall.	Mean.	Max.	Min.	Rainfall.	Mean.	Max.	Min.	Rainfall.	Mean.	Max.	Min.	Rainfall.	Mean.	Max.	Min.	Rainfall.
1883	61.5	107	19	13.76	59.9	104	22	13.43	.....	.....	.....	.....	61.6	104	28	14.14	55.6	95	36	15.43
1884	60.8	107	22	28.06	59.8	100	21	34.92	.....	.....	.....	.....	60.8	102	34	40.15	56.7	83	35	38.82
1885	64.4	108	33	29.53	62.5	105	34	20.72	.....	.....	.....	.....	63.0	108	36	10.55	57.8	87	43	24.99
1886	63.2	109	30	17.21	60.3	103	27	18.17	.....	.....	.....	.....	61.1	98	32	16.72	57.3	94	41	20.02
1887	64.4	112	27	13.60	60.3	100	28	13.43	.....	.....	.....	.....	61.7	100	34	16.02	56.5	97	33	19.04
1888	64.5	109	18	24.94	61.4	108	19	15.46	65.4	111	25	8.76	60.7	99	31	20.82	57.3	93	29	23.03
1889	63.3	111	26	32.87	60.9	104	31	27.48	64.3	112	27	12.27	63.0	103	32	33.25	57.9	89	39	36.94
1890	61.5	110	22	25.60	59.4	102	27	20.95	62.6	111	24	8.36	63.6	105	30	42.69	53.3	86	36	25.43
1891	62.4	114	26	23.04	60.6	106	26	15.63	63.0	114	26	8.94	63.0	109	33	12.84	56.6	100	37	21.11
1892	62.2	108	28	33.48	60.2	106	26	23.60	63.1	112	27	8.75	61.6	99	33	18.72	56.0	92	38	22.08
1893	60.6	106	27	24.36	58.8	103	28	16.59	61.0	109	28	9.40	61.5	92	31	21.95	54.3	90	36	17.91
1894	62.0	110	27	26.95	60.3	108	26	22.61	62.6	109	25	12.48	60.3	99	32	7.51	55.1	94	36	24.37
1895	62.2	108	28	22.57	60.2	102	28	17.38	62.5	110	26	10.39	61.7	100	34	12.55	55.6	89	38	17.13
1896	62.5	109	26	28.46	60.7	104	28	25.06	63.7	111	28	11.02	63.1	103	35	11.80	55.9	91	33	28.25
1897	62.0	109	27	20.08	59.5	105	24	15.32	62.3	110	23	4.41	61.8	97	30	14.28	55.0	92	38	16.40
1898	62.5	112	24	12.91	59.5	110	26	10.62	63.1	114	24	8.99	62.5	99	31	4.83	54.6	89	36	9.34
1899	62.4	109	26	28.07	59.6	102	30	21.14	62.6	111	24	10.53	62.0	100	33	8.69	55.0	94	34	23.23
1900	62.4	109	29	21.77	59.9	102	30	17.91	62.8	109	29	11.06	63.5	99	37	11.39	56.2	92	40	18.33
1901	63.1	111	25	25.44	60.1	105	26	18.82	63.5	110	27	8.07	62.1	97	31	11.96	55.2	91	37	19.75
1902	61.4	115	28	35.53	59.2	107	29	17.88	62.2	110	24	7.91	61.2	94	32	13.12	55.4	83	38	19.18
1903	61.5	108	27	27.93	59.4	102	29	14.70	62.2	108	25	6.19	61.2	97	32	14.77	55.3	96	37	18.33

800 feet, and surface water for pumping stations may be found at depths of 10 to 60 feet. The Government expects to reclaim the desert country along the Colorado river by a huge irrigating ditch between The Needles and Yuma, and similar efforts will be made to reclaim lands in Owens Valley, Sacramento Valley and in parts of the San Jacinto and San Joaquin counties. With plenty of water, these lands are very productive, producing grain, alfalfa, fruit, vegetables and melons in enormous quantities, of superior flavor and quality, and with the splendid freight facilities from here to Chicago, St. Louis, Kansas City and Omaha a market is assured in the East as well as in the Orient, Alaska and Australia.

The sixteenth annual report of the United States Geological Survey gives a general estimate of the irrigable area of the arid region, and number of acres in those States. The total thus shown is esti-

The duty of water, based on supply entering canal head in various countries is as follows:

Locality	Duty per 2d foot
North India	60-150
Italy	65-70
Colorado	80-120
Utah	60-120
Montana	80-100
Wyoming	70-90
Idaho	60-80
New Mexico	60-80
Southern Arizona	100-150
San Joaquin Valley, Cal.	100-150
Southern California, surface irrigation	150-200
Southern California, sub-irrigation	200-550

There is now in the sub-treasury about \$17,000,000 set aside for irrigation work. Contracts amounting to more than one million dollars have been let, and work is well under way near Truckee, and work will soon be begun in Salt River Valley, in Arizona.



PHELAN BUILDING.  
Cor. Market and O'Farrell Streets.

The United States contains 3,500,000 square miles, or 2,210,000,000 acres of land, of which 716,666,000 are arid, and 250,000,000 acres of this land will grow crops without irrigation. By means of reservoirs 100,000,000 acres of land can easily be reclaimed, leaving 100,000,000 acres of pastoral, mineral, timber and waste land. One acre of this irrigated arid land will produce more than ten acres of the average Eastern land, and it will probably be cut up into ten to forty acre tracts, providing homes for thousands of people desiring to engage in market and agricultural pursuits.

### THE WORLD'S FAIR EXHIBIT.

The California exhibit at the St. Louis World's Fair is attracting thousands of people, who are learning for the first time of the wonderful resources of California, and what a great variety of fruits and vegetables are raised in the fertile regions of this State. This exhibit is making a splendid fight against the worship of the foreign label product, and is in open and bold competition, challenging a comparison as to the quality and purity of the California and foreign products, thus impressing upon the people the fact that they have been frequently imposed upon by adulterated stuff carrying foreign labels. There is no reason why any appreciable quantities of cereal products grown in California, wine, olive oil, prunes, raisins, figs, etc., should be brought from the old country for consumption in America. California can always supply this country with these goods. There are some foreign wines, champagnes and oils that will always be in demand, but their use will not materially affect the California product. The olive oil made in this State is pure and free from cheap fillings of cottonseed and other oils. The constant supply of fresh fruit keeps the display away above the standard of other States. The San Franciscans are finding this city's building a good place to stop at in order to map out their plans for seeing the fair.

The following table of attendance on the opening day of the various expositions will show a favorable comparison in favor of San Francisco with that of other cities:

Place Held	Date of Opening	Attendance
Philadelphia	May 10, 1876	186,672
Chicago	May 10, 1893	128,965
San Francisco	Jan. 27, 1894	72,248
Atlanta	Sept. 18, 1895	10,994
Nashville	May 1, 1897	20,317
Omaha	June 1, 1898	27,898
Buffalo	May 1, 1901	17,461
Charleston	Dec. 2, 1902	22,101
St. Louis	April 30, 1904	187,793

### CALIFORNIA WINES AND BRANDIES.

California wines and brandies are now favorably known all over the world, and are in successful competition with the imported articles of this description in this country. The fruit growers make all kinds of brandies from apples, peaches, prunes and grapes, and also make white and red, and sweet and sour wines, claret, sauterne, port, sherry, Muscat, Malaga, etc., of the finest and purest quality, giving employment to many thousand people. The amount shipped by water was as follows: Tons of wine, 31,188.9, amounting to 3,118.9 carloads of ten tons each; tons of brandy, 582.5, equal to 58.2 carloads. Most of these liquors are produced in Central and Northern California, and the output will be increased in 1904. A comparative estimate of the wine shipped from the State by rail in 1903, from San Francisco, Oakland, San Jose, Stockton, Sacramento, Marysville and other points amounted to 50,602.7 tons; brandy, 3,413.2 tons; wine and brandy not segregated, 8,120.7 tons; and from Los Angeles and San Bernardino counties 8,313.7 tons of wine; 406.1 tons of brandy; wine and brandy not segregated, 953.4 tons. The total shipments of wine to foreign countries amounted to 5,890 tons. The value of California wines shipped from here by sea last year was \$2,567,228. The total receipts of California wines at San Francisco during the past four years were as follows: In 1900, 14,546,601 gallons; in 1901, 15,814,782; in 1902, 16,410,540; in 1903, 16,262,479 gallons. The receipts of brandies were: In 1900, 325,493 gallons; 1901, 417,205 gallons; 1902, 559,010 gallons; 1903, 514,175 gallons. The total receipts since 1881 to 1899, in gallons, are as follows: Wines, 187,149,120 gallons; brandies, 7,102,340.

### CANNING INDUSTRY.

California canned fruits are known all over the world, and San Francisco is not only the central shipping and exporting point, but much of the goods are canned here. The trade estimates of the pack of two-and-a-half-pound tins, in cases of two dozen tins each, every five years from 1863 to the first of 1904, is as follows: From 1863 to 1867, 88,500 cases; 1868 to 1872, 613,230 cases; 1873 to 1877, 1,206,133 cases; 1878 to 1882, 1,784,719 cases; 1883 to 1887, 3,183,800 cases; 1888 to 1892, 7,449,920 cases; 1893 to 1897, 8,132,769 cases; 1898 to 1902, 12,793,094 cases, and in 1903, 2,570,000 cases, making the magnificent total of 37,882,165 cases of fruit canned in this State in the forty-one years this industry has been in progress in this State.



SCENES IN GOLDEN GATE PARK.

Huntington Falls and Stow Lake.

The Observatory on Strawberry Hill

The Museum.

The Conservatory.

## EXPORT AND IMPORT DUTIES.

With the finest and safest harbor in the world, it is no wonder that San Francisco should not only control the export and import trade of the Pacific, but in fact ranks next in importance to Liverpool and New York in this line. This city is the natural distributing point for the Oriental, South and Central American and Alaska supply trade, and is within ninety-one miles of the shortest route from the isthmus to Hongkong and the Philippines. To give some idea of the immense volume of business done here, it is only necessary to state that from July 1st to December 31st, in 1903, the value of exports from San Francisco amounted to \$20,927,354; imports \$18,416,066, and the duties collected were \$3,678,027.75. The exports and imports, and duties collected each fiscal year, ending June 30th, since 1893, at the port of San Francisco, were as follows:

Fiscal Year	Value of Exports.	Value of Imports.	Duties Collected.
Ending June 30th.			
1893	\$31,144,140	\$45,291,099	\$7,295,256.40
1894	24,903,009	38,146,626	5,685,624.34
1895	24,873,148	36,269,637	5,375,685.93
1896	31,582,910	41,400,317	5,246,471.99
1897	39,647,606	34,375,945	5,012,307.67
1898	41,223,759	41,930,829	5,073,847.33
1899	30,214,904	35,746,577	6,233,192.23
1900	40,368,288	47,869,628	8,205,036.28
1901	34,596,792	35,161,753	9,979,627.06
1902	38,183,755	35,002,981	7,199,061.32
1903	33,502,616	26,454,283	7,757,739.14
Totals ..	\$370,240,927	\$417,649,675	\$73,066,909.69
From July 1, 1903, to Dec. 31, ...	\$29,927,354	\$18,416,066	\$3,678,027.75

## ORIENT AND ALASKA TRADE.

The splendid location of San Francisco makes it the natural distributing point for supplies for Alaska and the Orient, and the exports from here amount to many millions of dollars annually. This State raises enormous quantities of dairy, farm and fruit products, which are always in demand, such as butter, cheese, eggs, hides, potatoes, barley, hay, wheat, beans, corn, oats, onions, turnips, etc., which are handled in ship and carload lots by the many enterprising commission and produce merchants who supply Alaska, Australia, New Zealand, Mexico, Central and South America, China, Japan and the Philippine Islands. The many steamship lines which have headquarters in San Francisco do a big business in the freight business to Alaskan and Oriental points, and often have their resources taxed to the utmost as public carriers.

## ORIENT EXPORT TRADE.

The export trade of San Francisco has made gigantic strides in the Orient, and amounts to large sums every month, and is sure to grow in volume, owing to the strong demand for products of California and the United States, which are admittedly superior to those of any other country. Last year the value of our export trade with China, exclusive of Hongkong and Russian China, amounted to \$2,423,985. The valuation of merchandise shipped to Hongkong amounted to \$3,683,798, and will show a healthy increase when the totals for 1904 shall have been computed.

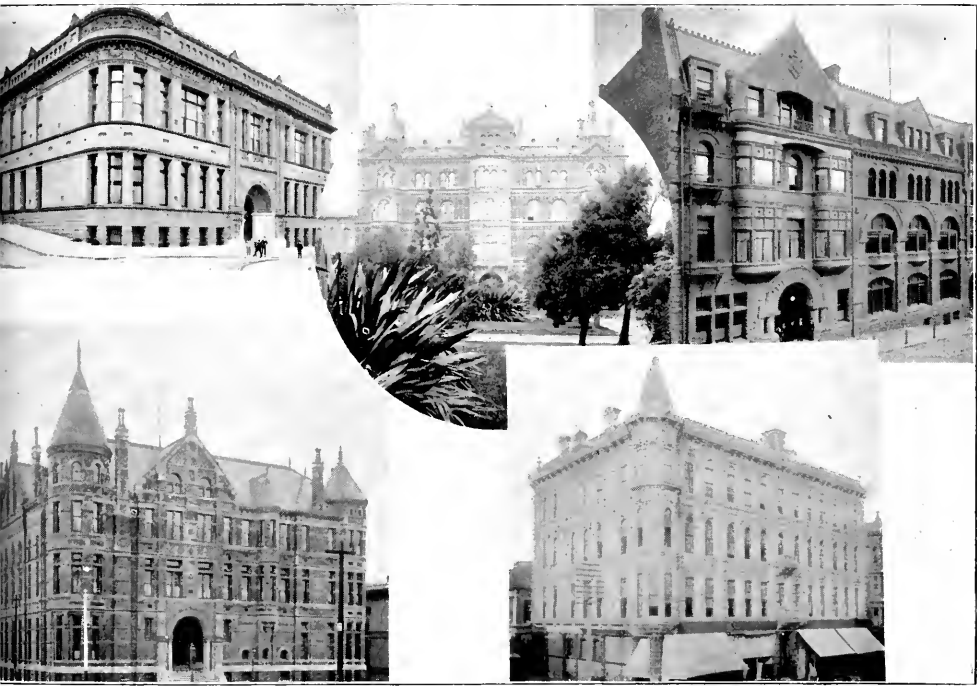
The value of domestic merchandise and produce exported to foreign countries from San Francisco by sea during 1903 is as follows:

Hawaii	\$10,518,555
England	6,009,684
Australasia	4,794,019
Ireland	3,543,374
Japan	3,460,687
Alaska	2,934,626
Mexico	1,265,782
British Columbia	1,027,915
South America, exceeds	1,000,000
Central America, exceeds	1,000,000
Philippines	772,747
British South Africa	658,759
Belgium	539,316
Germany	256,397
Canada	133,517
France	41,351
Italy	18,034

## PRODUCE RECEIPTS.

San Francisco is one of the leading produce markets of this country, which may be readily seen by glancing over the following figures. The total receipts for 1903 were: Flour, quarter sacks, 5,469,909; wheat, 3,889,977 centals; barley, 5,251,997 centals; oats, 806,714 centals; beans, 648,271 sacks; corn, 163,738 centals; rye, 46,784 centals; potatoes, 1,314,054 sacks; onions, 176,923 sacks; bran, 584,759 sacks; middlings, 159,768 sacks; hay, 181,491 tons; hops, 29,656 bales; mustard, 4,366 sacks; flaxseed, 86,616 sacks; wool, 66,608 bales. The total receipts of these products from 1886 to 1902 were as follows: Flour, 93,173,148 quarter sacks; wheat, 187,408,903 centals; barley, 55,327,414 centals; oats, 10,854,338 centals; beans, 8,411,370 sacks; corn, 4,521,769 centals; rye, 1,804,397 centals; potatoes, 20,913,839 sacks; onions, 1895 to 1902, 1,413,726 sacks; bran, 1895 to 1902, 4,836,667 sacks; middlings, 1896 to 1902, 1,050,734 sacks; hay, 2,297,615 tons; hops, 1888 to 1902, 164,425 bales; flaxseed, 986,013 sacks; wool, 1,521,381 bales. Nearly all of these products were raised in California and sold in San Francisco.





CLUB BUILDINGS

Verein Club.

Concordia Club.

Pacific-Union Club.

Olympic Club.  
Bohemian Club.

## FRUIT SHIPMENTS.

The total tons of fruit shipped out of California by rail in 1903 were as follows: From San Francisco, Oakland, San Jose, Stockton, Sacramento, Marysville, Fresno and interior points not designated—Green, deciduous, 99,474.6; citrus, 22,465.6; dried, 128,593.4; raisins, 37,525.7; nuts, 3,649.5; canned, 57,593.3; all kinds, 349,302.1. From Los Angeles, Orange, Riverside, San Bernardino and San Diego counties—Green deciduous fruits, 1,260.9 tons; citrus, 271,157.8; dried, 10,217.8; raisins, 1,611.3; nuts, 5,609.1; canned, 8,772.3; all kinds, 301,659.2. The shipments of fruit from San Francisco by sea was as follows: Fruit, 3,463.2 tons; dried, 1,952 tons; prunes, 8,737.9 tons; raisins, 826.1 tons; nuts, 118.8 tons; canned, 27,839.2 tons; all kinds, 42,938.5 tons.

itable animal in this State, not only for wool, but for food. Fleeces grow very heavy, ranging from 20 to 80 pounds each. The wool, in total number of pounds, that has been produced in California since 1851 to and including 1903 amounted to 1,277,390,436 pounds. At the present local market price this wool would be worth the enormous sum of \$153,286,852.32, and these figures are not far from an estimate of the receipts for wool in this State in the last 19 years.

## ARTISTS.

No more inviting or prolific field for the work of the American artist exists on the face of the earth to-day than is found in California and along the entire Pacific Coast. In all that makes Brittany dear to the French, and Savoy dear to the Italian

General Summary and Comparative Table of Shipments Out of the State, by Rail and by Sea, of Fruits, Wine, Brandy and Vegetables, for Thirteen Consecutive Years.

Kinds	1891	1892	1893	1894	1895	1896	1897	1898	1899	1900	1901	1902	1903
Green Deciduous Fruits	50,548.9	59,374.5	80,112.3	90,692.2	66,254.8	57,638.3	72,350.2	60,732.2	96,943.6	91,176.5	93,673.7	100,390.9	101,198.7
Citrus Fruits	46,921.4	34,857.5	80,757.0	58,964.0	115,825.5	99,156.0	98,547.0	180,668.9	131,916.8	226,516.6	323,871.4	225,668.8	299,623.4
Dried Fruits	32,919.0	29,762.2	45,386.2	51,828.2	61,386.4	48,522.8	75,150.7	76,662.7	86,925.3	90,052.8	106,987.1	151,944.5	149,531.1
Raisins	22,779.1	26,673.4	37,409.9	46,954.4	46,390.1	34,434.6	39,065.8	47,796.3	36,008.7	36,047.0	43,314.0	47,575.2	39,963.4
Nuts	1,358.9	2,061.9	1,796.5	3,953.5	3,234.7	4,972.6	5,808.6	5,815.8	6,608.4	6,518.4	8,462.4	10,918.9	9,377.4
Canned Fruits	32,395.0	55,273.7	31,626.3	60,352.6	41,395.5	45,549.9	73,464.7	52,219.7	75,240.0	75,556.9	83,229.1	80,634.5	94,204.8
Carloads Fruit, by rail and by sea	18,692.2	20,800.3	27,708.8	31,274.4	33,547.2	29,026.7	36,439.6	43,288.6	43,364.3	52,901.5	65,953.8	61,713.3	69,689.8
Carloads Vegetables, by rail	none reported	none reported	6,978.4	4,276.6	3,613.6	1,130.6	4,243.8	3,045.6	2,613.6	4,367.8	8,371.7	6,130.2	7,839.2
Carloads Vegetables, by sea	none reported	none reported	none reported	410.0	40.0	487.7	490.8	801.4	799.7	772.9	801.1	826.4	822.6
Carloads Wine and Brandy, by rail and sea	4,765.1	4,832.5	6,620.9	7,663.5	8,056.8	7,609.0	6,897.8	9,014.0	8,713.9	9,067.3	8,605.3	8,868.2	9,733.2
Carloads Fruit, Vegetables, Wine and Brandy, by rail and sea	23,347.3	25,632.8	40,928.5	43,624.7	45,257.4	38,254.0	48,722.0	56,149.6	55,482.5	66,797.8	83,731.9	77,538.1	88,084.8

## SALMON CANNING.

The receipts of canned salmon in this city from the California, Oregon, Alaska and British Columbia canneries the past four years, in cases, were as follows: In 1900, 1,134,965; in 1901, 1,635,596; in 1902, 1,614,191; in 1903, 1,666,054. In addition to the above 28,399 barrels of salt salmon were received last year.

## WOOL GROWING.

Wool has long been one of the staple products of California, and has been dealt in extensively ever since 1851. Owing to the many other money-making pursuits being taken up, there has been a very slight but gradual decrease in the number of pounds produced since the early eighties, when the clip exceeded 40,000,000 pounds, until last year, when it amounted to 22,000,000 pounds. Sheep are a prof-

artist. California appeals to the American. Her characteristic landscapes with their rich and varied hues, not to be found in equal combination in any other country in the world; her mighty redwood groves and other primeval forests; her snow-crowned Sierras and somber canons; her incomparable Yosemite and majestic Shasta; her vine-clad hills and unrivaled flora; her miles of waving corn and grain; her famous old missions; her inspiring marinescapes; her dismantled mining camps, and other picturesque relics and reminders of the days of the Argonauts—all these things California has to offer in limitless variety to the American artist. And each succeeding exhibition of the San Francisco Art Association shows wider appreciation of these unequalled opportunities by our local artists, and the cumulative effect of these inspiring environments are happily demonstrated in the art exhibit at the St. Louis exhibition.

**BUILDINGS.**

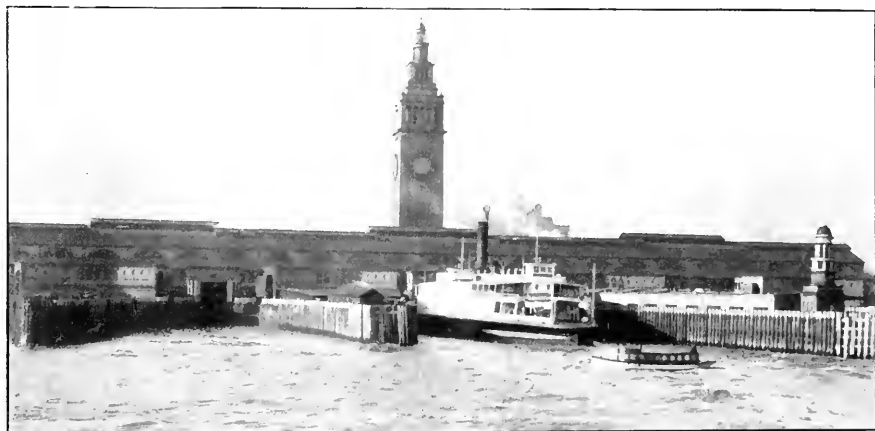
The report of the City Architect for the fiscal year ending June 30, 1904, shows that 1,756 new buildings were erected, at an estimated cost of \$13,559,061; alterations were made in 601 buildings, at a cost of \$2,030,031; free permits were issued amounting to \$151,088, making a grand total of \$16,040,546 for the year. The fees for building permits amounted to \$21,339.50. The total building operations for the fiscal year 1902-03 amounted to \$17,047,748.50. These figures include the magnificent St. Francis Hotel and the Flood Building, the latter alone costing about \$1,500,000.

pared with previous half years in 1902 and 1903:

Six months ending June	Mortgages.		Releases	
	No.	Amount	No.	Amount
30, 1904	3,153	\$16,653,928	2,071	\$10,139,480
Last six months 1903	2,304	11,511,419	1,798	8,650,000
First six months 1903	2,830	16,378,569	2,265	12,696,609
Last six months 1902	2,303	13,002,023	1,983	10,147,539
First six months 1902	2,180	12,252,519	1,970	10,101,651

**HOME SEEKERS' EXCURSIONS.**

Four years ago the railroads inaugurated a colonist or home-seekers' rate from the East to California, and since then the total number of colonists or prospective settlers brought into California by the Southern Pacific Railroad alone during 1903 were



FERRY BUILDING FROM THE BAY

ending June 30, 1904, was 3,844, amounting in value to \$22,008,229. A summary of sales in other years follows:

1869—First half	4,615	\$21,001,674
1869—Second half	2,203	8,936,043
1875—First half	2,615	23,339,078
1875—Second half	1,893	12,559,296
1890—First half	3,481	20,245,507
1890—Second half	3,199	16,897,172
1902—First half	2,916	23,376,343
1902—Second half	2,897	24,020,169
1903—First half	3,541	25,738,185
1903—Second half	2,824	21,971,972
1904—First half	3,844	22,008,229

The total number of mortgages and releases during the first six months of 1904 is as follows, com-

76,068. Total number previous years: 1900, 6,439; 1901, 18,397; 1902, 38,380; total three years, 63,816; grand total since inauguration of colonist movement (four years), 139,884.

**SUTRO HEIGHTS.**

One of the most beautiful points of interest at the Golden Gate is Suto Heights, which were planned, originated and owned by the late Adolph Suto. These heights are close to the Cliff and bath houses, and through the center is a fine driveway. These heights comprise a beautiful grove of trees, ferns, shrubbery, flowers and lawn, studded everywhere with rare and interesting statuary.

## SAN FRANCISCO'S HOTELS.

For the American city of to-day that desires to impress visitors with the idea that it is progressive, enterprising and metropolitan, there is no more vital factor in its makeup than that it should have good hotels, large hotels and many hotels. The degree of satisfaction or dissatisfaction that a man gets at his hotel is very apt to prove quite as influential as anything else in shaping his likes or dislikes for any given city. A city's desire to grow and to be thoroughly up to date will reflect nowhere so quickly as in the management of its hotels. Among men of the world it has come to be agreed that the status of a city's hotel situation is an index to its prosperity and public spirit. And for the city that desires to enter the race for conventions and national gatherings of any kind the first vital necessity is that it shall be able to give good account of itself on the question of hotel capacity and hotel quality. San Francisco asks or hopes for nothing better as a guide to its character and progressiveness than that strangers shall judge it according to its hotels. A comparison of San Francisco in this direction with any other American city of relatively the same size shows a vast balance "to the good" in San Francisco's favor, both on the points of excellence and luxurious accommodations and of numerical capacity.

## GOLDEN GATE PARK.

The famous Golden Gate Park is one of the principal points of interest in San Francisco. The reclamation of the sand dunes for the park site commenced in 1874. The park now covers 1,013 acres, being three miles long by one-half mile wide. This is a magnificent park, with dense foliage and flowers blooming all the year. Among the points of interest here are the Conservatory, Museum, Aviary, Egyptian Art building, Japanese Garden, buffalo paddock, Stow Lake, Lake Alford, Strawberry Hill, Huntington Falls, Commissioners' Lodge, Children's House and Playground, many beautiful statues, an artificial lake, a band pavilion, where a band of forty-five pieces gives a concert every Sunday afternoon at 2 o'clock. There are picturesque drives and bicycle paths miles in length. The Japanese Gardens in Golden Gate Park and the Art Museum are all that remain of the Midwinter Fair, held here in 1894.

## MISSION DOLORES.

Mission Dolores, at Sixteenth and Dolores streets, was founded by Father Palou, October 9, 1776, the date of dedication also. The original walls and belfry are still standing, but the roof has been replaced by one of modern design. Admission may be secured by special permission obtained at the pastoral residence, on Sixteenth street, from 9 to 11 and 2 to 4 each day.

## SAN FRANCISCO'S CHINATOWN.

The famous Chinatown of San Francisco covers twelve blocks of what was once an important business part of the city, west of Kearny to Powell, and north of California to Broadway, and has a population of 20,000 people from the Flowery Kingdom, engaged in various pursuits according to the customs of their native land. Night is the time to see Chinatown at its best, when the streets are lighted by fancy lanterns, and present an interesting scene. There are joss houses, theaters, restaurants, barber shops, stores of all kinds, markets, gambling houses and opium dens galore, besides many other places of interest where the Celestials may be seen and studied as well as in any Chinese city. Strangers will find it to their advantage to procure the services of a guide before going to see the sights of Chinatown. These guides may be found at the leading hotels.

## THE PRESIDIO.

The Presidio is the military headquarters of the Department of California, where the United States barracks and a military reservation of 1,500 acres are located. There are usually several batteries of artillery, troops of cavalry and companies of infantry stationed here, and the place was founded and named by the Spaniards September 17, 1776, in the name of Charles III of Spain. It is located at an excellent point on the Union-street car line, in the northwest portion of the city, and is a beautiful point of interest to strangers in the city. In the reservation are many pretty driveways, and from 9 to 11:30 o'clock, except on Saturdays, there are daily drills of the soldiers. Concerts are given by the military band at 2 P. M., except on Thursdays and Saturdays, and Fort Winfield Scott is only a short distance north of the reservation.

## ALCATRAZ AND ANGEL ISLANDS.

Alcatraz and Angel islands are points of much interest to many visitors; but in order to visit there you must first obtain a permit from the United States army headquarters, in the Phelan Building, on Market street and Grant avenue, and then go to the Washington-street wharf, where the United States steamer General McDowell will be found ready to carry you across the bay to the islands.

## THE ACADEMY OF SCIENCES.

The Academy of Sciences is located on Market street, at No. 819, and is another of the attractive places for visitors to this city. This is a museum containing rare specimens of fish, birds, reptiles, animals, minerals and natural curiosities. The admission is free from 9 A. M. to 5 P. M., except on Sundays and holidays.



THE NEW BAND STAND, GOLDEN GATE PARK  
Gift of Claus Spreckels.

## NATIVE SONS OF THE GOLDEN WEST.

There is another association, which, being strictly Californian, and first organized in San Francisco, deserves more than a passing notice; it is that of the Native Sons of the Golden West. At the time of the foundation of the society, on the 11th of July, 1875, there were only 295 persons of California birth enrolled upon the Great Register of Voters for the City and County of San Francisco. It originally bore the name of Native Sons of the Golden State, but was

19'; to unite them in one harmonious body throughout the State by the ties of a friendship, mutually beneficial to all, and unalloyed by the bitterness of religious or political differences, the discussion of which is stringently forbidden in its meetings; to elevate and cultivate the mental faculties; to rejoice with one another in prosperity, and to extend the 'Good Samaritan' hand in adversity." The person applying for admission must be known to possess a good reputation for sobriety and industry; he must follow some respectable calling by which to make a living. As a vital principle, the association encourages temperance among its members, and recommends total abstinence from all intoxicating drinks.

## CLIMATE OF SAN FRANCISCO.

Much has been written and told about California climate, yet it is very difficult for Eastern people to realize and appreciate California climate and conditions without living in our beautiful State one year. For an all-around moderate summer and winter climate, with few extremes, San Francisco is hard to surpass anywhere in California or the world. Before we came to California we often wondered what clothes were worn, how hot it got, how much and when it rained and snowed in California, and we have often thought, since locating here, how little the Eastern people really know about the true climate and conditions of California. When you come to California bring with you the same clothes you wear in the East, North and South; bring your overcoat, your sealskin and heavy winter clothes; then don't forget to bring your light summer clothes, for on the Fourth of July and Christmas Day the writer has seen on Market street, in San Francisco, on the shady side of the street, well-dressed people promenade in sealskins and overcoats, and on the other side of the street, in the sun, were people with white dresses, shirtwaists and light summer suits, and each comfortable in his place. We wish to show and convey the idea that in California one can get an entire change of climate and conditions in traveling from ten to twenty-five miles at any season of the year. In the valleys and in the interior it will be warm and summerlike, while in the hills and mountains ten miles away one may find snow; and near the ocean and crossing the Bay of San Francisco it is always cool. One should never travel from one valley to another in California, or from the interior to the coast cities, summer or winter, without an overcoat or heavy wrap. Still, many native Californians never wear an overcoat the year round. That very diversity of climate, soil, products, industries and conditions that exist and vary every few miles in California makes it an ideal place to live; healthful, changeable, invigorating, enchanting. Come to California any month of the year and stay for one year and get into some profitable and congenial business and you will never live in any other place on earth than California, is the writer's experience and honest conviction.



CHRONICLE BUILDING.

Cor. Market, Kearny and Geary Streets.

incorporated under the present name in March, 1876. The association is composed entirely of native Californians, and is intended "for the mutual benefit, mutual improvement and social intercourse of its members; to perpetuate in the minds of all native Californians the memories of one of the most wonderful epochs in the world's history, 'the days of

## SAN FRANCISCO POLYCLINIC.

In the winter of 1886-87 there was started in San Francisco an informal medical society, which met twice a month in the offices of the different members. This society had no name, no constitution, no officers, and consequently no written history; but it is a well-remembered fact that at one of the earlier meetings the idea of organizing a polyclinic was broached, and a committee was appointed to consider and report on the matter. Here the matter stopped; the committee never reported, and nothing further was heard of the suggestion beyond now and then a passing reference to it, until the fall of 1889, when the little medical society having outlived its usefulness and died, there was called a meeting of the old members of the dead society, and a few others, and the subject of establishing a polyclinic was again discussed. From the time of this meeting active steps were taken, a constitution was adopted, officers were elected, and on January 29, 1889, the San Francisco Polyclinic was incorporated by the State Legislature, with the following duly elected trustees: Drs. Henry Kreutzman, C. A. von Hoffman, Henry Wagner, M. Regensberger and R. I. Bowie. The officers of the society were: Dr. J. H. Stallard, president; Dr. George Chismore, first vice-president; Dr. J. D. Arnold, second vice-president; Henry M. Sherman, secretary; Dr. Henry Ferrer, treasurer. During the year there were added to the staff Drs. H. C. Bowie, George T. Shields, D. W. Montgomery, L. Bazet and F. W. D'Evelyn. On the 4th of March, 1889, at 124 Ellis street, the San Francisco Polyclinic was formally opened, but later moved to their present location, 130 Ellis street, and since then there have been clinics daily, excepting on Sundays and legal holidays, these clinics covering, in the distribution of the work, the whole range of medical and surgical practice. At first there were held twenty-six clinics weekly, this number being sufficient to supply the demand made on the institution by the sick for treatment. Then as the number of applicants increased, the number of clinics was increased, the new clinics either duplicating some of the old or being intended to treat some special diseases not previously arranged for. The following is the record for the first year, 1889-90: new patients, 1,862; visits, 8,389. Shortly after the opening of the polyclinic itself a dispensing drug store was equipped, and the prescriptions written at the clinics put up by their own pharmacist. Following the custom in similar institutions in other large cities, a small charge was made to those who could afford to pay, the uniform price of 25 cents being put upon each prescription.

In 1891 the hospital committee—Drs. Regensberger, Shields and Morse—secured from the Board of Health the assignment of two wards at the City and County Hospital. These wards the polyclinic has officered, and by the aid of the patronesses,

partly furnished. Since the polyclinic has had this hospital service there have been treated in these two wards a very large number of patients.

## CALIFORNIA PIONEER SOCIETY.

The Society of California Pioneers and the Society of Territorial Pioneers are strictly Californian, though the members were mostly born in other countries. The first named was organized in August,



MUTUAL LIFE INSURANCE COMPANY BUILDING.

Cor. California and Sansome Streets.

1850, and reorganized on the 6th of July, 1853, embracing all residents and arrivals prior to January 1, 1849, with a second class for United States citizens extending to January 1, 1850. In 1858 the society had nearly 700 members. In 1866 the society inaugurated a fine hall, and in 1886 a more pretentious building. The limitation in the date for membership by it led to the organization of the Territorial Pioneers, to embrace white males residing in California prior to September 9, 1850, when the State was finally admitted into the American Union.

## COOPER MEDICAL COLLEGE.

This college is at Sacramento and Webster streets, one block from the California-street cars and one block from the Fillmore-street cars, by which the City and County Hospital may be readily reached. The Sacramento-street cars pass the college doors. The Cooper Medical College was named in honor of Elias Samuel Cooper (1820-62), who founded in San Francisco, in 1858, the first medical college on the Pacific Coast—the Medical Department of the University of the Pacific. From this



HALL OF JUSTICE.

Cor. Kearny and Washington Streets.

school were graduated a number of the more prominent practitioners of the Pacific Coast. It continued its sessions but two years, however, after the death of Dr. Cooper, when it suspended and many of its faculty accepted chairs in the then newly organized Toland Medical College. In 1870, after an interval of six years, the old school was reorganized with most of its old faculty, and three years later affiliated with the then prominent educational institution, University College, situated on Stockton street, near Geary, whose medical department it became under the name of the Medical College of the Pacific.

Cooper Medical College succeeded these schools in 1882, in which year Dr. Levi Cooper Lane, out of his private fortune, erected the first of the present college buildings on land donated by him for the purpose, and, incorporating the college, named it in honor of his uncle, Dr. Cooper.

Eight years later Dr. Lane built an addition to this building larger than the original structure, in which is contained a large auditorium known as Lane Hall, as well as commodious laboratories, clinic rooms and a large anatomical amphitheater.

In 1894 Dr. Lane built adjoining the college, on land donated for the purpose by Captain James M. McDonald, Lane Hospital, a fireproof building in brick and stone, with a capacity of 100 beds, and donated it to the college corporation. The hospital has further received substantial endowment from Captain James M. McDonald, Colonel Claus Spreckels, Andrew B. McCreery and others. In 1896 Dr. Lane founded the Lane Medical Lectureship, by which provision is made for an annual course of ten lectures on medical subjects in Cooper Medical College. Some of the world's most famous men in medicine and surgery have delivered lectures in this course. Dr. Lane further projected the founding of a medical library in connection with the college, but his untimely death, February 18, 1902, and that of Mrs. Lane, August 9, 1902, delayed the construction of the building. However, a suitable site has been secured, and it is proposed by the directors of the college to erect thereon a library building as soon as the money devised by Dr. and Mrs. Lane for this purpose shall become available.

The board of directors of Cooper Medical College are: Charles X. Ellinwood, president; Edward R. Taylor, vice-president; Henry Gibbons, Jr., treasurer; Emmet Rixford, secretary, and Adolph Barkan.

## LANE HOSPITAL.

Lane Hospital, erected in 1894 by Dr. L. C. Lane, and presented by him to Cooper Medical College, adjoins the college building on the north. It is conducted by a board of managers appointed by the directors of the college, whose efforts have always been to give the best service possible. Its appointments are elegant and modern, and its cuisine is unexcelled in any similar institution. Its medical and surgical staff is the faculty of Cooper Medical College, but its doors are open to all regular practitioners, to whom are accorded the same privileges as the staff, their patients paying the regular charges for hospital service. The board of managers for 1903-04 consists of Dr. Henry Gibbons, Jr., president; Dr. C. X. Ellinwood, treasurer; Dr. George F. Hanson, secretary, and Dr. W. F. Cheney, Dr. Emmet Rixford and Dr. Stanley Stillman.



## UNIVERSITY OF CALIFORNIA.

The University of California is the most important educational institution west of the Mississippi. The story of its development from a frontier school founded by a few New England men marks the finer and better side of California life.

Thomas Douglass of Connecticut, a graduate of Yale of the class of 1831, who had reached San Francisco from Honolulu in 1847, began a school here in April, 1848, with thirty-seven pupils. Within two months the mines opened; four of the five trustees and twenty-eight of the children were in the famous stampede which almost depopulated the sleepy village in the sandhills. Mr. Douglass closed his school and followed the current.

The first State Constitutional Convention, which met at Monterey in September, 1849, contained many well-educated men, who were fully conscious of the importance of organizing a complete school system. A provision for chartering colleges and caring for State University funds was inserted in the Constitution. But a beginning had been made already in another direction. Rev. Dr. William A. Rogers of Boston, one of the overseers of Harvard, influenced the noted Thomas O. Larkin of Monterey to aid in founding a college in California. In April, 1849, while nearly all the men, women and children in California were crazy after gold, Dr. Willey and Mr. Larkin were sitting in the old adobe Custom House at Monterey, trying to find out how to start a college. At last two gentlemen owning land on the Guadalupe river, near San Jose, offered to give a site. Trustees were named, but the organization failed. Twenty thousand dollars' worth of property was required, and owing to the condition of land titles at that time the proposed institution could not then be legally established. In 1853 the man came, and the hour. Rev. Henry Durant, a former tutor at Yale, came to California to devote his life to teaching and to the founding of a college, and was the real founder of the present University of California. The property and income of the University of California represents a total of over \$10,000,000, which fairly entitles it to rank among the six or seven best endowed universities in America.

## THE MEDICAL DEPARTMENT OF THE UNIVERSITY OF CALIFORNIA.

The medical department of the University of California was organized in 1872, as an integral part of the State's educational center. It was among the first to adopt the higher standard of medical education, having, as early as 1875, instituted a three years' course and graded studies, and in 1885 an examination for admission to the college.

While the several other colleges of the State University are clustered at Berkeley, its medical department is for obvious reasons, situated in San Francisco.

## LELAND STANFORD, JR., UNIVERSITY.

The formal opening of the Leland Stanford Jr. University at Palo Alto occurred October 1, 1891. In order to carry out the ideas of the founders, Senator and Mrs. Stanford, it was found to be necessary to obtain a special act of the Legislature, which was passed and approved by the Governor, March 9, 1885. This act legalized the conveyance to a number of trustees of property for the endowment of educational institutions. Immediately after the passage of the act Senator Stanford took the necessary steps for carrying out his intentions, and as a preliminary requested the following gentlemen to



HEARST BUILDING.  
Corner Market and Third Streets.

act as trustees: Lorenzo Sawyer, James McShafter, Charles Goodall, Alfred L. Tubbs, Francis E. Spencer, Henry Vrooman, Charles F. Crocker, Timothy Hopkins, Henry L. Dodge, Irving M. Scott, William Ashburner, H. W. Harkness, Josiah Stanford, Horace Davis, John F. Miller, John Boggs, F. B. McFarland, Isaac S. Belcher, John Q. Brown, George E. Gray, N. W. Sprunkling, Matthew P. Deady, William M. Stewart and Stephen J. Field. On November 14, 1885, a grant of endowment was signed by Senator Stanford and wife. This grant for the benefit of the university covered the Palo Alto estate of 7,300 acres; the Vina, in Butte and Tehama counties, comprising 5,500 acres, and the Gridley ranch in Butte county, comprising 21,000 acres.

# THE CHAMBER OF COMMERCE.

By E. SCOTT.

[Taken from the Commercial Herald and Market Review.]

The object and purpose of commercial organizations do not seem generally to be understood or realized by the community at large. Chambers of Commerce, as the name indicates, were originally formed in prominent seaport cities, their primary object being to foster and encourage the commerce and trade of the city in which they were located. We take it that the use of the word "commerce" means an exchange of commodities on a large scale, and covering widely separated points, embodying with it all that pertains to commercial intercourse with foreign nations. While it is true that the words "trade" and "commerce" are often used in the same sense, and one for the other, we think that the general understanding is that the word "trade" used in connection with commercial organizations implies interchange of commodities in a more restricted sense; that is to say, between points lying closely together and generally applied to local conditions, although it is true that it is sometimes used in a comprehensive and broad way, similar to the word "commerce." Very many of the community, unless they are actively engaged in business or commercial pursuits, have no idea of the functions of a chamber of commerce. It may be said that everything in a community is more or less connected with its commerce and trade; if in any way a disaster occurs, such as sickness, earthquakes, fires, etc., immediately the commerce of the region is affected; if the government, either general or State, is inefficient or vicious, immediately it is felt in the exports and imports. We might go on and enumerate an extensive list of affairs which may affect the trade of a city favorably or unfavorably; but it may not be best for chambers of commerce to take up every matter indirectly affecting trade, these organizations restricting themselves to the more important matters of this kind, the minor ones being looked after in other ways. We sometimes meet a man who has retired from business who will say, "I am not in active business, and am therefore not in need of an organization such as a chamber of commerce." He seems to overlook the fact that every interest he may have in the community, and he certainly must have some interest, although not in active business, is vitally affected by the commercial affairs of his locality. If he is a real estate holder, he is immediately and vitally affected. If he is a bond or stock holder in any corporation in any way associated with the business in his section of the country, he is deeply concerned in commercial affairs, although he may not for the moment realize it.

The Chamber of Commerce of San Francisco, having been organized more than half a century, is the oldest organization on the Pacific Coast. Its name is probably better known throughout the United States and in foreign countries than any other similar organization in the United States, ex-

cepting the sister organizations in New York City and in Boston.

This organization has to do very largely with the Government, with the Congress when assembled, and at all times with the various governmental departments and their subordinate bureaus. Likewise, when the State Legislature is in session, they are brought in close contact with it, and, in fact, with officials generally, both Federal and State, and Consuls, both of our own country and of foreign nations. When anything has arisen affecting the interests of this State or city, and been properly presented to this organization, it has been taken up and investigated, and brought before the proper authorities. If it was something that was deemed beneficial to their interest, they have done their utmost to encourage it; but, on the other hand, if it was thought inimical to their interests, they have endeavored to oppose it. Many things are constantly arising which require to be brought to the attention of the properly constituted authorities. If these are presented merely by an individual or a private firm, it may be expected or presumed that they will not receive the same care and consideration as when presented by a well-known, conservative and influential body of merchants organized as a chamber of commerce.

One function of the Chamber of Commerce is receiving and entertaining men of prominence in the commercial world. San Francisco, on the international highway around the world, more particular at present, when the Orient occupies such a prominent place in the minds of men, has been visited by very many whose names we are familiar with. Whenever they passed through this city, representatives of the Chamber have endeavored to greet and welcome them to San Francisco, showing them our interests in whatever work they may have been prominent in, and in that way impress them with our locality, our interests here, what we have, what we are doing, and what our plans and prospects are. In this way, if they are men of official position, when matters bearing upon California and San Francisco are brought before them, naturally they give them more consideration and view them with a better understanding than before.

Besides the general work already briefly outlined, it occasionally happens that, owing to unforeseen disasters in sister cities, it is necessary to take steps to assist them with money or supplies. Quite a number of times has the Chamber of Commerce taken up work of this kind, secured liberal donations in money and merchandise, and forwarded them to those who were suffering from the flood or earthquake.

During the Spanish war very many subjects were naturally brought up which lie quiet in time of peace. Work relating to the care and maintenance of troops passing through or massed in our

city was constantly presented and acted upon. They aimed in every way to co-operate with the Red Cross Society in their noble work of caring for the hastily organized bodies of troops then with us.

For particular details of the work of the Chamber of Commerce we refer you to the annual report, wherein a synopsis is given of the principal events acted upon during the past year. This report is also largely used for reference, containing as it does carefully prepared statistics of the business of the city. It is in constant demand by foreign Consuls and officials all over the world.

It is a very prevalent idea scattered throughout the commercial world that when anything is wanted in a city where the writer does not have a correspondent or is totally unacquainted, to send to the secretary of the Chamber of Commerce for the information needed. These inquiries are not always confined to commercial subjects. They are very diversified, and cover a broad field. This organization has always endeavored to furnish as much information as could be obtained in replying to those inquiries. While the writers of the letters may live in foreign countries and widely scattered portions of the world, the secretary feels that it is a privilege to be of some service to them. He cannot tell when they will be in a position to advance our interests and assist the city where we are located.

The Chamber of Commerce of San Francisco offers a medium of combined and concerted action for the good of the community, always ready with its machinery in order steadily working for the good of the community, and thus prepared at any time to exert extraordinary efforts when our interests require them.

The officers are: George Almer Newhall, president; E. R. Dimond, vice-president; C. H. Bentley, second vice-president; E. Scott, secretary, treasurer and librarian. The trustees are: Frank L. Brown, W. J. Dutton, J. A. Folger, William L. Gerstle, Rufus P. Jennings, H. D. Loveland, William H. Marston, Thomas Rickard, James Rolph Jr., Henry Rosenfeld, James B. Smith, William R. Wheeler.

### PROMOTION COMMITTEE.

A little over two years ago the California Promotion Committee was organized through the efforts of the San Francisco Chamber of Commerce, and since then the efforts of this committee in advertising the resources of the State have brought remarkable results. This advertising has not been of a boom nature, but merely an effort to give outside people a few plain facts regarding the resources of this State. Advertising was taken in Eastern magazines with an aggregate circulation of 12,000,000 copies as a starter, and then special articles were written in Eastern papers with an aggregate circulation of 15,000,000 copies, presenting the wonderful climatic and productive qualities of the Golden State. The committee has had many obstacles to overcome, but now is in close connection with the Department

of Agriculture at Washington, and has established a large library in its headquarters on New Montgomery street. The committee is now getting statistical data from every county in the State regarding its resources, and will print them in book form some time this year. Excursions of capitalists, bankers, investors and others are organized monthly, and everyone is made to appreciate the unlimited resources of this great State. The Promotion Committee does not depend upon advertising in papers and magazines alone, but has seven lecturers traveling through the Eastern States, who have panoramic views of all parts of the State, and, backed by indisputable facts, have shown people what may be accomplished here with industry, and in a given length of time. This committee also provides an employment bureau to provide the necessary labor for marketing the magnificent crops grown in California, and last year brought 917 laborers here, besides many thousands of whom no account was made. This committee is ready at all times to furnish anyone with statistics on fruit raising, dairying, agriculture or mining, and is sending out over 200 letters every day in answer to people who wish to locate on the Pacific Coast. The personnel of the committee for promoting the interests of California, for the year 1904, is as follows: Chairman, Andrea Sbarboro, representing the Manufacturers and Producers' Association; executive officer, Rufus P. Jennings of the San Francisco Chamber of Commerce; treasurer, George W. McNear, representing the Merchants' Exchange; A. A. Watkins, the San Francisco Board of Trade, and Fred J. Koster, the San Francisco Merchants' Association. The advisory committee has greatly aided in broadening the work of the Promotion Committee. It is composed of the following members: George C. Pardee, Governor of California; David Starr Jordan, president of the Leland Stanford Jr. University; Benjamin Ide Wheeler, president of the University of California; Will S. Green, Colusa, representing the Sacramento Valley Development Association; R. P. Lathrop, Hollister, representing the Central Coast Counties Improvement Association; C. P. Soule, Eureka, representing the North Coast counties; James A. Barr, Stockton, representing the San Joaquin Valley Commercial Association; E. O. McCormick, San Francisco, representing the Southern Pacific Railway; W. A. Bissell, San Francisco, representing the Atchison, Topeka and Santa Fe Railroad; R. X. Ryan, San Francisco, representing the California Northwestern Railroad; George W. Heintz, San Francisco, representing the North Shore Railroad; Lewis E. Aubury, San Francisco, representing the California State Mining Bureau; S. F. Booth, Fresno, representing the Fresno Chamber of Commerce.

At the meeting held in Sacramento, June 18, 1901, where representatives from all sections of the State were present, a resolution was passed providing for a State Publicity Committee of the Califor-

nia Promotion Committee, consisting of nine, to be appointed by the chairman of the meeting. The action contemplated that all sections of the State should be represented on this committee, and to that end geographical divisions were made as follows: San Francisco (county), San Francisco bay (Alameda, Marin, Napa, Contra Costa—four counties); Sacramento Valley (Siskiyou, Shasta, Tehama, Glenn, Butte, Nevada, Yuba, Sutter, Colusa, Yolo, Placer, Sacramento, Solano, El Dorado—fourteen counties); San Joaquin Valley (San Joaquin, Stanislaus, Merced, Madera, Fresno, Kings, Tulare, Kern, Mariposa—nine counties); Central Coast (San Mateo, Santa Clara, Santa Cruz, San Benito, Monterey, San Luis Obispo—six counties); South of Tehachapi (Los Angeles, San Bernardino, Orange, Riverside, San Diego—five counties); South Coast (Santa Barbara, Ventura—two counties); North Coast (Lake, Mendocino, Trinity, Del Norte, Sonoma, Humboldt—six counties); Sierra (Modoc, Lassen, Anador, Alpine, Calaveras, Tuolumne, Mono, Inyo, Plumas, Sierra—ten counties). The chairman has made the following appointments on this committee: Rufus P. Jennings, San Francisco, representing San Francisco county; Francis Q. Story, Los Angeles, representing counties south of Tehachapi; Morris Brooke, Sacramento, representing Sacramento Valley counties; Edwin Stearns, Oakland, representing San Francisco Bay counties; A. Frank Neate, Fresno, representing San Joaquin Valley counties; George A. Kellogg, Eureka, representing North Coast counties; Arthur C. Balaam, Lompoc, representing South Coast counties; J. B. McMahill, San Jose, representing Central Coast counties; Gilbert B. Morrow, Sonora, representing Sierra counties. A meeting will be held at an early date, when a plan will be devised for general State advertising. The California Promotion Committee has ordered two and a half million of statistical envelopes, which will be used by the merchants of California in advertising the State. These envelopes contain upon the back the latest statistics of California productions, and the face of the envelopes is reserved for the business card of the firm using them.

### THE MERCHANTS' ASSOCIATION OF SAN FRANCISCO.

The Merchants' Association is another prominent organization in San Francisco, and has done much to remedy municipal defects which are generally numerous and annoying to the public in general, and they find that they have undertaken quite a task. One of their recent good works was the provision of a safety station at Third, Market and Geary streets, a most dangerous and crowded crossing, where people could await the street cars in safety from the street traffic. Recently the merchants of Fourth, Market and Stockton streets subscribed and built another public safety station, and as thanks received this resolution:

Resolved, That the Merchants' Association heartily commends the public spirit displayed by the merchants and

property owners in the vicinity of Market, Fourth and Ellis streets, and the United Railroads, who subscribed for the erection at that point of a public safety station, which is not only an ornament to the street, but also a convenience which will be appreciated by thousands of citizens and visitors.

The officers of this association are Frank J. Symmes, president; Andrew M. Davis, first vice-president; Fairfax H. Wheelan, second vice-president; C. S. Benedict, treasurer; L. M. King, secretary. Directors—Foster P. Cole, J. A. Eveleth, M. Greenebaum, R. B. Hale, F. J. Koster, A. J. McNicoll, Byron Mauzy, P. C. Rossi, W. M. Searby, Robert H. Swayne, A. H. Vail. George T. Wright, attorney.

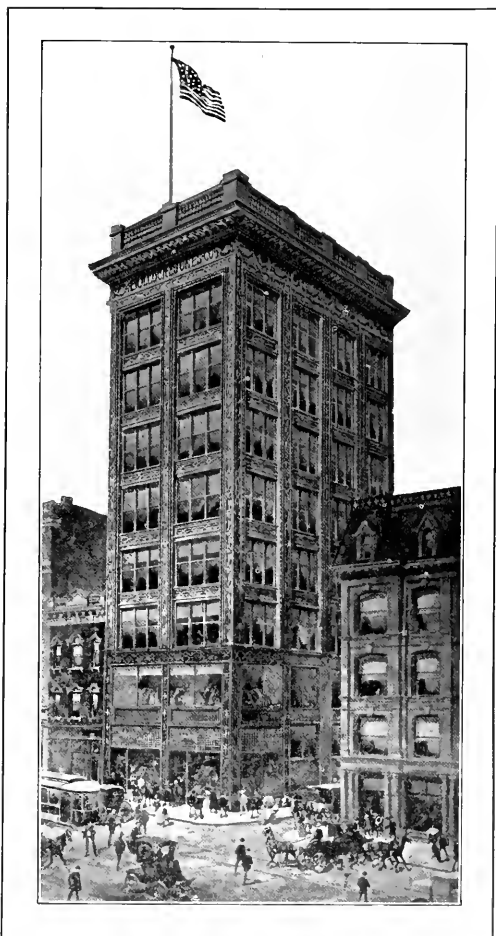
The members of the Merchants' Association of San Francisco recently assembled at a dinner in honor of the close of the first decade of the existence of that organization. Many well-known citizens were present at the banquet, and the addresses were full of meat for thought on the part of those who are interested in the welfare of the Western metropolis. The growth of the organization in its ten years has been phenomenal, but not more so than an association of such a character merits. Beginning with a membership of forty-seven, it has constantly increased, until, at the time of the decennial dinner, its membership numbered 1,320, thirty-three names having been added to the list during the last previous month. The meritorious work performed by the Merchants' Association is a part of the history of San Francisco.

### CLIFF HOUSE.

The famous Cliff House is one of the leading points of interest in San Francisco, and is visited by thousands of tourists annually. It is constructed on a bluff overlooking the Pacific Ocean at the entrance to the Golden Gate. From the verandas may be seen the famous Seal Rocks, where there are many sealions to be seen swimming around or basking in the sun in their wild and native state. To the south is a long stretch of sandy beach, with splendid opportunities for surf bathing, and the long, white breakers rolling in over the white sands in endless procession. On clear days the Farallone Islands, 26 miles outside the Golden Gate, may be distinctly seen. Every accommodation may be found here for comfort, and the fare from the city is only 5 cents.

### HOPKINS' INSTITUTE OF ART.

The Hopkins Institute of Art is one of the many places of interest to visitors in San Francisco, and is located on California and Mason streets, where a fine view of the bay and city may be had. Here are to be found some of the famous and most valuable works of the old masters of art in sculpture and fine paintings. The interior of the institute is finished with rare inlaid woods, giving a beautiful and artistic effect. Admission is free the first Friday of each month, during the daytime.



BULLOCK & JONES BUILDING,  
Sutter Street between Kearny and Montgomery Streets.

## THE CALIFORNIA STATE BOARD OF TRADE.

This is an association of men throughout the State organized to establish and maintain at San Francisco an exhibit of the agricultural and other industrial resources of the State; to promote immigration to the State; to publish and circulate statistical and other information descriptive of the growth and products of the State; to circulate for country organizations, having membership in the board, local descriptive literature of their region, and, generally, to advance the material interests of the State. In addition thereto the board has endeavored to encourage the establishment of manufacturing interests in the State and, generally, by exhibits in the principal cities and towns in the United States, the great variety and excellence of California products, etc., accompanied by such literature as shall set forth, for the use and information of practical men, the merits of the State as a home and field for industry, and the demonstrated favorable and remunerative results accruing from such industry. In brief, to teach by object lessons the benefit derivable from immigration, investment, tillage of the soil and institution of manufactures by the people in the densely populated cities of the Eastern and Middle States, in California. The people of our common country are an intelligent and thinking people, hence the methods used to divert their energy and enterprise to California must be convincing argument based on actual results, and not hypothetical statements whose foundation rests only upon supposition cases. The State Board of Trade, therefore, eschews catchpenny and sophistical argument, and aims only to show the superior attractions that California presents, the attractions being the actual experience and fruitfulness of labor of living men whose thrift and energy have made them both examples for emulation and wealthy citizens of California. Generally speaking, the object lessons alluded to are comprised in two means. Specimens of the infinitely varied products of the State, and statistics showing the cost of the culture of such products, the cost of marketing them, and the profit that inures to the producers of such products. By such conservative means the immigrants are themselves potent factors in increased immigration and settlement, as their correspondence to their friends and relatives become a powerful influence to others to follow their example. The officers and directors are: N. P. Chipman, president; J. S. Emery, vice-president; Arthur R. Briggs, first vice-president and manager; L. M. Fletcher, secretary; G. A. Dennison, assistant secretary; W. H. Mills, E. W. Maslin, J. P. Irish, S. F. Booth, George C. Perkins, C. M. Wooster, William Haas, H. D. Loveland.

## THE MERCHANTS' EXCHANGE.

The Merchants' Exchange is another organization that has done much for the promotion of San Francisco, and their new building, now nearing completion, will be one of the finest structures in this city. It will be ready for occupancy about January 1, 1905, and will be the home of the Chamber of Commerce, the Merchants' Association, the Manufacturers and Producers' Association, the Stock and Bond Exchange, the Board of Fire Underwriters, and nine floors will be occupied by the Southern Pacific Railroad Company. In his annual report, delivered July 18, 1904, William Babcock, president of the exchange, among other things, said:

Within our hall will be posted the telegraphic quotations of the great stock exchanges of the world, the prices of all the principal or leading products—wheat, corn, cotton, sugar, coffee, etc., in the various exchanges of America and Europe. In addition there will be a complete file of all the leading newspapers of the world available to members. The movements of all vessels trading to or from Pacific Coast points will be recorded, as well as those of all the great transatlantic lines; in fact, it will be our aim to give so much early and valuable information that it will be to the interest of all who are desirous of keeping in touch with the markets of the world to become members of the exchange.

The officers and the standing committees for 1904-1905 are as follows:

Directors—President, William Babcock; vice-president, William J. Dutton; treasurer, Leon Sloss; James B. Smith, E. W. Hopkins, F. H. Wheelan, Juda Newman, James Hogg, R. P. Schwerin, F. W. Van Sicklen, E. K. Wood. Standing Committees: Executive—William J. Dutton, James Hogg, E. W. Hopkins, Leon Sloss, F. W. Van Sicklen. Finance—W. J. Dutton, Juda Newman, E. K. Wood. Trade and Commerce—R. P. Schwerin, G. W. McNear, A. Chesebrough, Percy T. Morgan, W. M. Alexander. Membership—James B. Smith, B. Faymonville, W. H. Hammer, Arthur Page, A. G. Towne. Information and Statistics—F. H. Wheelan, E. T. Kruse, James K. Lynch. Floor—E. Gauthier Jr., M. A. Newell, Joseph Magner. Arbitration—J. A. Hooper, W. G. Mugan, William Greer Harrison, Joseph Durney, James Rolph Jr., Henry Rosenfeld, Robert Dollar. Appeals—Henry F. Allen, J. J. Moore, F. C. Talbot, Charles D. Haven, William Haas. Grain—R. D. Girvin, William Baehr Jr., H. C. Somers, S. B. McNear, A. C. Moseley. Margin Fund—Juda Newman, H. Sinsheimer, W. F. Soule. T. Carey Friedlander has been reappointed secretary of the Merchants' Exchange, and Henry Wangenheim cashier. Jerry Daily will continue in charge of the marine department.

# SAN FRANCISCO'S GREAT ESTATES THAT HAVE PASSED THROUGH THE PROBATE COURT.

This article was written by R. E. RENAUD for the San Francisco Bulletin, May 28, 1901

San Francisco can furnish a history of probate as rife with romance and as pregnant with comment on current affairs as that of any city in the world. Perhaps because it is essentially a town of modern ideas it has produced an unusual number of contests of the most sensational character, involving millions over millions. Perhaps, also, because it is one of the richest cities on the continent, its probate courts have handled estates aggregating values scarcely credible until the actual figures are reviewed.

In the early days of California's pioneer activity, fortunes were wrought from the forests, prairies and depths of the earth which made the world wonder. The halcyon days of the California millionaire followed. It was not until the century had passed its three-quarter mark that these vast estates began to find their way into probate, and it is in the twenty-year period from 1875 to 1895 that most of the wealth of the city passed through the hands of the court to other owners.

Complete data on the matter is not available, but the bulk of the probate business of San Francisco has been conducted in the department of the Hon. J. V. Coffey, who is generally recognized as the most competent authority on the subject. Through his court have passed estates worth over a million which aggregate the astounding total of \$194,928,096. Estates valued at \$5,000 and over have amounted to \$16,084,000; at \$3,000 and over, \$6,468,000; at \$2,000 and over, \$6,420,000; at \$1,000 and over, \$2,210,000, and at \$500 and over, \$850,000. Thus in one department in twenty years the value of the estates probated has reached a sum of \$225,860,096, to say nothing of the properties which have been adjudicated at various times in the other eight civil courts.

Though there are many valuable estates still in probate, and many, such as the Fair estate, which have just been settled, the majority of San Francisco's fortunes were distributed within two decades. Mentioned in alphabetical order, with no reference to the date of death, these estates were those of Thomas Blythe, \$4,000,000; Mary Ann Crocker, \$11,883,658; Charles Crocker, \$21,142,474; Charles

F. Crocker, \$7,325,414; Peter Donahue, \$3,798,312; Theresa Fair, \$1,693,625; James Freeborn, \$1,961,599; William P. Fuller, \$1,771,262; Emanuel Goldstein, \$1,000,000; George Hearst, \$8,788,137; W. S. Hobart, \$5,273,366; Mark Hopkins, \$20,694,762; Robert Johnson, \$1,910,550; Kate Johnson, \$1,250,000; Egbert Judson, \$1,000,000; James Lick, \$5,000,000; Nicholas Luning, \$6,847,618; Charles McLaughlin, \$2,476,162; Kate McLaughlin, \$4,901,309; Alexander Montgomery, \$2,356,815; Daniel T. Murphy, \$2,041,670; William S. O'Brien, \$9,655,495; A. J. Pope, \$1,660,681; James Phelan, \$4,662,581; Martin Sachs, \$1,000,000; Washington Ryer, \$1,276,398; Leland Stanford, \$17,688,319; Robert Sherwood, \$1,000,000; Thomas H. Selby, \$2,154,761; Adolph Sutro, \$2,741,927; James P. Treadwell, \$1,058,382; James Whartenby, \$1,266,862; Thomas H. Williams, \$1,189,700; Sophie Wieland, \$1,310,000; Adolphus Whitecomb, \$1,477,642; Lloyd Tevis, \$7,837,531; Thomas Bell, \$1,022,082; Maria Coleman, \$2,022,856; L. R. Drexler, \$1,826,149.

Of course the figures cited do not in all cases represent the value of the estates, for in some instances the amount filed for probate is only a tithe of the property as it existed before it had been exhausted by deeds of conveyance executed before death. There are, besides, any number of fortunes which run up into the hundreds of thousands and stop just short of the magic seven figures. An enormous number of small estates go through the hands of the Public Administrator, all, indeed, the owners of which have died without relatives in this State qualified for administration. The Public Administrator always has to handle the property of many foreigners who have come to this city and, by diligence and economy accumulated little holdings. In the year 1889 310 estates, amounting to \$329,191, were administered by the public officials.

All the vast wealth, heaped up with so much blood and so many tears, only to be poured into the probate courts, soon finds the common level from which it rose, and seeks again the veins of trade from which it was extracted. The thirty-nine estates

cited above were distributed among over 283 heirs, and at that rate it would not take many generations before the fortunes were completely dissipated. Though the probate court is theoretically the guardian of the interests of the dead, the cupidity of heirs and practitioners often consumes half a moderate estate in lengthy and bitter litigation. A needed reform has been instituted in this direction, however, and attorneys' fees in probate have now been regulated to a graduated scale which places the counselor in his proper position as an officer of the court.

When a will is filed at the County Clerk's office a typewritten copy is immediately struck off, which serves all purposes except the actual proof of legality before the Judge. Then it is safely placed in a fireproof vault, where it maintains a moldy dignity presumably until the day of judgment. Some attorneys have the last testaments of their clients photographed, and one of the prints placed on file with the real will, so that there may be no danger of forged interpolations or theft. Fortunately, there were a number of such certified copies when the famous Fair will was stolen from the vault. Photographic copies should be made of every will that is filed, and the position of official photographer should be created for the purpose.

The matter of will-making is a serious one, serious outside its solemnity as a provision after death. Lord St. Leonards once said: "I could, without difficulty, run over the names of many Judges and lawyers of note whose wills, made by themselves, have been set aside or construed so as to defeat every intention they ever had." So careless was he of his own will that it was lost, and when he died, in 1876, his estate went into Doctor's Commons for many years of costly litigation.

So complicated is the law, and so flexible the language, that it requires the trained sagacity of an attorney to draft a document that will stand against all attacks. Sometimes, however, the lawyer is too sagacious, and leaves loopholes in his legal verbiage that another attorney can crawl through with more grace than through the simple phraseology of the layman. One celebrated testator with a shrewd suspicion of contest solved the difficulty with most remarkable conciseness. His will reads, "Mrs. A—to have all when I die." There will be few to object to the verbosity of "when I die."

The so-called holographic will, or that which is written entirely by the hand of the testator, has been the source of much heart-burning. One case is on record at the City Hall in which a woman was so

desirous of cutting off her husband in all possible share of her estate that she laboriously inscribed each of the lengthy and incontestible provisions herself. The will was written on the lady's private correspondence paper, and on each page appeared her monogram in faint characters. The widower contested, and the will was invalidated—it was not "holographic." The holographic will of Mrs. Mari-  
anne Saroni of Alameda, who left a \$30,000 estate, was defeated by her disinherited son, because in dating the document she had written "'95'" instead of "'1895.'"

Perhaps the most extraordinary effort of will-making ever chronicled redounds to the credit—and ingenuity—of James Haskins, a wealthy miner, who died in 1895. It developed during the course of the trial that he had a habit each year, as his wife's birthday swung around, of making a will in her favor in lieu of a present. In his mind, the main point was to make the will, it didn't much matter how or where. They were usually drafted on a stick of kindling or the end of an old box, and cast carelessly aside. It might be said, in the deplorable argot of the day, that he had wills to burn. When the estate came to probate, ten wills had already been found in the house, one of them wrapped in an ancient pair of socks, with the woodshed still to be heard from.

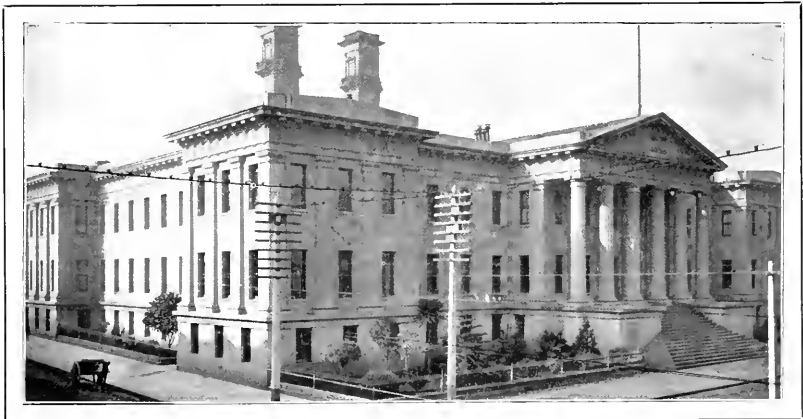
A clause in the last testament of James P. Dameron, filed four years ago, reads: "I wish my body cremated and the ashes scattered on the flower beds in Golden Gate Park, for it will give back to the Mother Earth what I have drawn from it, and will make the flowers grow more fresh." The body was cremated, but the Park Commissioners heartlessly interfered with the scattering. Dr. Henry Cogswell, the eccentric philanthropist-dentist, besides a legacy of \$50,000 with which to compile his biography, set aside another \$50,000 for more of the famous fountains which the desperate city fathers had been exercising every wile known to diplomacy to prohibit. Charles Solari underwent the grewsome experience of having his money drawn from the Hibernia Bank and distributed among the relatives of a decedent of the same name.

Wills seem dry and dusty enough, yet each has its romance, pitiful or beautiful, just as there is a hidden romance in the heart of every spinster. Sometimes a probate trial will sweep out the secret corners of the dead man's room and lay bare the bones of old skeletons. Often the romance is only the somber contemplation of the testator gazing momentarily into the dimming glamour of the past and the solemn vastness of the future.





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# SUPREME COURT OF THE STATE OF CALIFORNIA.

## PAST AND PRESENT MEMBERS.

The Supreme Court of California has always enjoyed the distinction of being learned and fair—two characteristics of the ideal arbiter. As organized at present, it has been in existence since 1879. There are a Chief Justice, six Associate Justices and four Supreme Court Commissioners. The first Supreme Court was composed of one Chief and one Associate. That was when the State was born. Now are we grown so big that the Supreme Court cannot mete out justice fast enough, nor yet time to tell us what some of our laws mean. It will be remembered that we voted at the election in 1900 on the question of organizing an intermediate tribunal, to be known as the Court of Appeals, and thus relieve our Supreme Court largely of its appellate functions. But the people said not yet.

Justices of our State Supreme Court draw a salary of \$6,000 a year, or \$500 every month. Their term of office is twelve years. If they serve a full term, each one receives the handsome sum of \$72,000, and they are entitled to traveling expenses, besides. Compared with salaries paid to top men in commercial and business activities, however, Supreme Court Justices do not fare royally. Instances of men drawing salaries of \$25,000 to \$75,000 a year as great corporation managers, operators and promoters may be said to be numerous. There are men whose salaries per year climb into the hundreds of thousands, and only recently the directors of a tremendous consolidation of business enterprises in the East discussed the worth of a certain man to conduct their affairs at \$1,000,000 per annum. Supreme Court Justices getting \$6,000 a year listen every day to lawyers with practices valued at from \$10,000 to \$25,000 a year, and once in a while a counsellor will stray into their august presence whose legal business is estimated to be worth \$50,000 every year.

The office of a Supreme Court Justice is elective. He wins his honors in the same way as does a Police Judge, and often must he make the same rough scramble for the necessary votes.

There is one judicial body in the State above the Supreme Court. That is the Senate when it sits as a court of impeachment. When so sitting Senators must be on their oath, and two-thirds of the members elected shall constitute a quorum. The California Senate has seldom so sat. Such a court is empowered to try impeachments, where charges are

made by the Assembly, of all State officers and Superior Judges for misdemeanor in office.

Under the Constitution the Supreme Court must always be open for the transaction of business, save on Sundays and holidays. Even to this rule, however, there are several important exceptions. Adjournments from day to day are to be construed as recesses. All vacancies are filled by the Governor. The court may sit en banc or in department. There are two departments—designated as Department One and Department Two. Three Justices are assigned to each department. The Chief Justice presides in either. In his absence one of the three, by previous selection, presides over the respective departments. The other officers of the court are bailiffs and clerks. To sit en banc the Chief Justice and four Associates must be present. Criminal matters are usually heard en banc.

The Justices on the Supreme Bench at the present time are Hon. W. H. Beatty, Chief Justice, and Hons. F. W. Henshaw, T. B. McFarland, Walter Van Dyke, Lucien Shaw, F. M. Angellotti, W. G. Lorigan. The Supreme Court Commissioners are General N. P. Chipman, Wheaton A. Gray, J. A. Cooper and Ralph C. Harrison. There are two secretaries—H. C. Finkler and L. A. Washburne.

The qualifications of a Justice are that he must be a citizen of the United States, a resident of the State for two years next preceding his election or appointment, and he shall have been admitted to practice in the Supreme Court of California.

A Justice is disqualified to sit on any case where in he is a party to the action or is interested in any way in the issues involved; or, furthermore, if he be related by consanguinity or affinity within the third degree, as computed by law, or when he has been attorney or counsel in the case.

In the great State of California, with its 275,000 square miles of territory, more or less, it is necessary for the Supreme Court to hold sessions in three different places as an accommodation to the many litigants of our scattered commonwealth. Six terms are held a year, as follows: In Sacramento, beginning on the first Monday in May, and on the second Monday in November; in San Francisco, beginning on the second Monday in January, and on the third Monday in July; in Los Angeles, beginning on the first Monday of April, and on the second Monday of October.

In the determination of all causes submitted to the Supreme Court, the law requires that all decisions must be handed down in writing, stating grounds and reasons. These opinions are gathered up by the court each year and printed in convenient volumes, which are known as the "California Reports," and serve as authorities to the legal profession in subsequent interpretations of the law.

So many cases are submitted to the Supreme Court at every term that it is well nigh impossible, under the present system, for our judiciary to clear up all its work between sessions. The law contains a provision that Justices shall not be permitted to draw their monthly salaries until cases submitted for ninety days have been disposed of. The purport of the law is that the work of the court shall never be more than three months behind. But the law, it is said, is impossible of obedience. The duties of the court are too numerous to warrant a strict construction, and the Justices must live. Consequently cases are "resubmitted" from time to time.

The delay of litigation after it starts for the Supreme Court is proverbial; also exasperating, oftentimes.

Once upon a time a man's father died, leaving much worldly goods, and a will. A son of presumptive wisdom concluded that his father had not drawn the will fairly, and he determined to break it in the courts.

He hired attorneys, and a vigorous contest began.

The case was decided in the lower courts, and immediately an appeal was taken to the Supreme Court. There, after many months, the judgment of the trial court was reversed, and the cause remanded to be tried again.

Another trial; another appeal; more lengthy delay; another new trial ordered.

It happened the same way a third time.

Finally, the son went to his attorneys to ask them if there was any chance of this litigation ever ending.

"Oh, yes," was the quick reply of the lawyers; "it has got to end some time."

"Well," persisted the contestant, "can another appeal be taken after this trial is ended?"

"Yes," was the answer, "and still another, even."

The son was in a dark-brown study for a moment. Then there was sadness in his eyes.

"Do you know," said he, "I have had so much trouble over this thing that sometimes I almost wish my father hadn't died."

It is when a man speaks without thinking that he is most apt to say what he thinks.

Much of the delay, however, is caused by attorneys in the preparation of their cases for the Supreme Court. In hotly contested cases it often takes

many weeks to get the evidence into shape for appeal. Then it is argued and finally submitted. If the legal nuts to crack are tough, a decision will not be reached in a minute.

In 1885 the Legislature attempted to assist the Supreme Court in ridding itself of the big slump of work on hand. Three Court Commissioners were authorized to be appointed by the Supreme Court to dig into appeal work, and later another Commissioner was authorized. The law requires them to be persons "of legal learning and personal worth." They prepare opinions, which are submitted to the court for approval. Their salaries are also \$6,000 a year, but their term of office is four years. The Commission was authorized for no other reason than "to relieve the Supreme Court from the overburdened condition of its calendar" in 1885. Since that time California has been growing rapidly. The calendar is still overburdened. Commissioners must not engage in the practice of law. They are allowed a secretary at \$200 a month.

COMPLETE LIST OF JUDGES OF THE CALIFORNIA SUPREME COURT FROM ITS INCEPTION IN 1849.

Following is the roster of the Judges and Commissioners, with dates of appointment and retirement:

1. S. C. Hastings, Chief Justice, December 22, 1849, to 1852; founder of the Hastings College of the Law.
2. Henry A. Lyons, Associate Justice, December 22, 1849, to 1852; Chief Justice, January to March 31, 1852.
3. Nathaniel Bennett, Associate Justice, December 22, 1849; resigned October 3, 1851.
4. Hugh C. Murrey, Associate Justice, October, 1851; Chief Justice, March, 1852; died September, 1857.
5. Solomon Heydenfeldt, Associate Justice, 1852; resigned January 6, 1854.
6. Alexander Anderson, Associate Justice, April, 1852, to January, 1853.
7. Alexander Wells, Associate Justice, January, 1853; died October 31, 1854.
8. Charles H. Bryan, November 21, 1854.
9. David S. Terry, Associate Justice, November, 1855; Chief Justice, September, 1857; resigned September, 1859.
10. Peter H. Burnett, Associate Justice, January, 1857, to October, 1858.
11. Stephen J. Field, Associate Justice, October, 1857; Chief Justice, September, 1859; resigned May 20, 1863.
12. Joseph G. Baldwin, Associate Justice, October, 1858, to January, 1862.

13. W. W. Cope, Associate Justice, September, 1859; Chief Justice, May, 1863, to January, 1864.
14. Edward Norton, Associate Justice, January, 1862, to January, 1864.
15. E. B. Crocker, Associate Justice, May 1863, to January 18, 1864.
16. Silas W. Sanderson, Chief Justice, January, 1861, to January, 1866; Associate Justice, January, 1866; resigned January, 1870.
17. John Currey, Associate Justice, January, 1861, to January, 1866; Chief Justice, January, 1866, to January, 1868.
18. Oscar L. Shafter, Associate Justice, January, 1864; resigned December, 1867.
19. Lorenzo Sawyer, Associate Justice, January, 1861, to January, 1868; Chief Justice, January, 1868, to January, 1870.
20. A. L. Rhodes, Associate Justice, January, 1861, to January, 1870; Chief Justice, January, 1870, to January, 1872; Associate Justice, January, 1872, to January, 1880.
21. Joseph B. Crockett, Associate Justice, December, 1867, to January, 1880.
22. Royal T. Sprague, Associate Justice, January, 1868, to January, 1872; Chief Justice, January, 1872; died February 24, 1872.
23. William T. Wallace, Associate Justice, January, 1870, to February, 1872; Chief Justice, February, 1872, to January, 1880.
24. Jackson Temple, Associate Justice, January, 1870, to January, 1872; Associate Justice, January, 1887; resigned June, 1889; Commissioner, March, 1891, to January, 1895; Associate Justice, January, 1895; died December 25, 1902.
25. Addison C. Niles, Associate Justice, January, 1872, to January, 1880.
26. Isaac S. Belcher, Associate Justice, March, 1872, to January, 1874; Commissioner, May, 1885; died November 30, 1898.
27. E. W. McKinstry, Associate Justice, January, 1874; resigned July, 1888.
28. Erskine M. Ross, Associate Justice, January, 1880; resigned October, 1886.
29. Samuel Bell McKee, Associate Justice, January, 1880, to January, 1887.
30. M. H. Myrick, Associate Justice, January 1880, to January, 1887.
31. Robert F. Morrison, Chief Justice, January, 1880; died March 2, 1887.
32. James D. Thornton, Associate Justice, January, 1880, to January, 1891.
33. John R. Sharpstein, Associate Justice, January, 1880; died December 27, 1892.
34. Niles Searles, Commissioner, May, 1885, resigned April, 1887; Chief Justice, April, 1887, to January, 1889; Commissioner, February, 1893; resigned January, 1899.
35. T. B. McFarland, Associate Justice, January, 1887.
36. Van R. Paterson, Associate Justice, January, 1887; resigned May 3, 1891.
37. John D. Works, Associate Justice, October, 1888, to January, 1891.
38. William H. Beatty, Chief Justice since January, 1889.
39. Charles H. Fox, Associate Justice, July, 1889, to January, 1891.
40. Ralph C. Harrison, Associate Justice, January, 1891.
41. C. H. Garoutte, Associate Justice, January, 1891.
42. J. J. de Haven, Associate Justice, January, 1891, to January, 1895.
43. W. F. Fitzgerald, Commissioner, February, 1891; resigned May, 1892; Associate Justice, February, 1893, to January, 1895.
44. H. S. Foote, Commissioner, May, 1895; resigned.
45. Robert Y. Hayne, Commissioner, May, 1887; resigned February, 1891.
46. Peter Van Clief, Commissioner, May, 1889, died November, 1896.
47. James A. Gibson, Commissioner, May, 1890; resigned January, 1891.
48. John Haynes, Commissioner, June, 1892.
49. W. C. Van Fleet, Associate Justice, May, 1891, to January, 1899.
50. F. W. Henshaw, Associate Justice, January, 1895.
51. E. W. Britt, Commissioner, March, 1895, resigned, 1900.
52. N. P. Chijman, Commissioner, April, 1897.
53. Walter Van Dyke, Associate Justice, January, 1899.
54. Edward J. Pringle, Commissioner, February, 1899; died April 21, 1899.
55. Wheaton A. Gray, Commissioner, February, 1899.
56. J. A. Cooper, Commissioner, May, 1899.
57. G. H. Smith, Commissioner, 1900.
58. F. M. Angellotti, Associate Justice, January, 1903, to 1915.
59. Lucien Shaw, Associate Justice, January, 1903, to 1915.
60. W. G. Lorigan, appointed by Governor Gage to fill the unexpired term of Jackson Temple, deceased.
61. R. C. Harrison, appointed by court to fill vacancy caused by death of John Haynes.

# LAW AND JURISPRUDENCE IN CALIFORNIA.

## AN HISTORICAL SURVEY WITH REFERENCE TO CARDINAL CASES AND LEGAL LUMINARIES.

By OSCAR T. SHUCK.

When the war with Mexico had been fought to a conquest, a treaty of "firm and universal peace" between the two countries was made at Guadalupe Hidalgo, in February, 1848, and proclaimed by President Polk on the 4th of July following, on which day the territory fronting on the Pacific Ocean for a sweep of seven hundred miles—our California—was incorporated into the domain of the United States. The territory then acquired by cession from Mexico included also the expanse now covered by Nevada, Utah, Wyoming, Colorado, Arizona and New Mexico. The war had lasted not quite two years, and shortly after its inception Commodore Sloat had, for our Government, taken symbolic possession of the vast virgin country sloping to the sea, by raising the flag at Monterey, July 7, 1846. Only a fortnight before the drafting of the treaty at Guadalupe Hidalgo, Marshall made his electric discovery of gold, at Coloma, January 24, 1848. The "American occupation" of California, dating technically from Sloat's flag-raising of July, 1846, became comprehensive and absolute with the arrival of the gold-hunting multitudes of 1849. Up to that time and running nearly back to the separation of Mexico from Spain, the country was a territory and a district of the sixth judicial circuit of Mexico. An American state was soon erected, but lying between the old and the new order of things was the long-established Mexican system of laws and judicature as modified by the wills of the American military governors, appointed by the Government at Washington. These were men of excellent judgment, who, having a giant's strength, were never disposed to use it like a giant, namely: Colonel Richard B. Mason, whose period was from May 31, 1847, to April 13, 1849, and General Bennet Riley, who served from the last date to the inauguration of statehood, in December, 1849. In one case, instanced by Hittell, where Father Real of Santa Clara, when sued for a breach of contract, in November, 1847, pleaded that, as an ecclesiastic, he was not amenable to civil process, Governor Mason wiped out from

California jurisprudence the abuse of clerical privilege, which had grown up as a part of the civil law.

On this head Hon. Samuel W. Holladay, in his fine review in the "History of the Bench and Bar of California (1901)," observes: "Some of the decisions of the Governors sent down to the alcalde contain the suggestion that the judgment would be duly enforced, if necessary. That was final; no time or money was wasted in further contention."

To quote Hon. E. W. McKinstry, who compassed so long a span on our Supreme Bench, in his address to the Pioneers on September 9, 1871:

"The immense immigration which followed the discovery of gold brought into conflict two principles of international law. The first is, that a colony from a civilized nation carries with it the laws and usages of the parent state. The second is, that the laws and usages of a conquered country remain in operation until changed by the conqueror. Some parts of California had been long settled and improved, while in much the larger part the Mexican population was so inconsiderable as hardly to constitute an element in the numerical estimate of the whole. Hence arose a pleasing variety in the modes of determining litigation."

Except as thus governed, California was never a Territory of the United States. The transition from this condition was to that of a free state of the American commonwealth, the act of Congress to that effect dating September 9, 1850. The population was variously estimated at 175,000 to 200,000. It was largely cosmopolitan, but mainly Anglo-Saxon, the act of Congress to that effect dating September 9, 1850.

"One cannot resist," says Mr. Holladay, "an expression of commendation of the entire propriety and wisdom of conduct which distinguished the successive Presidents, Tyler, Polk and Taylor, and their Cabinets, during the period which changed this blessed land from the fading power of Mexico into the prosperous and enlightened State of California under our Nation's banner."

Mr. Henry H. Reid of the San Francisco bar, has well observed that "The practical wisdom shown in the work of the convention which framed the Constitution of 1849 has never failed to evoke the wonder as well as the commendation of all who have given due consideration to the abnormal conditions and circumstances under which it was constituted and performed its labor. And not the least valuable and admirable result was that portion of the organic law which provided for the judicial administration of the laws by which the people of California were to be governed."

The Constitution of 1849 was amended on September 3, 1862. The number of Judges of the Supreme Court was increased then from three to five. Of the first numbers of the reorganized court, namely, Silas W. Sanderson, Lorenzo Sawyer, Oscar L. Shafter, John Currey and Augustus Rhodes, the two last named survive at this writing (1904), their powers in full play; Judge Rhodes, at the age of 83, being on the bench of the Superior Court at San Jose, and Judge Currey, at the age of 90, giving much of his time to the examination of legal questions of present interest, contributing occasional articles to the press, and now and then sending out a pamphlet. He has long lived in our chief city, but still cultivates, with large profit, the fine and ample farm in Solano county, which he acquired half a century ago.

The next and last organic change was the new Constitution, of 1879, taking effect in January, 1880. The Supreme Court was made to comprise seven members, divided into two departments, and with terms extended to twelve years. The changes made in the other branches of the judiciary have been styled by Mr. Reid "a sweeping revolution." "All the old courts of original jurisdiction," he has remarked, "except those of Justices of the Peace, were swept away, and in their place a Superior Court for nearly every county in the State was organized. To this court all cases then pending in the District Courts, County Courts, Probate Courts and all other inferior courts, except Justices of the Peace, were transferred and all cases in which those courts had exercised jurisdiction were thenceforth to be brought, heard and determined in the new Superior Court. To the same Judge are confided the powers exercised in other communities by separate tribunals. He is to perform all the duties of the Judge in cases at common law, both civil and criminal; he is, as chancellor, to apply all the rules and reme-

dies of equity jurisprudence; he is to perform the functions of the spiritual courts as to wills and estates of decedents, and matrimonial cases, besides determining all special proceedings, and, in the absence of Federal legislation, dealing with cases of insolvency. Considering the learning and labor necessarily involved in the performance of these multifarious duties, it must be conceded that the administration of justice in our courts is far better than could reasonably have been expected."

The first Judges of the Supreme Court as thus again reorganized were Robert F. Morrison, Chief Justice, and E. W. McKinstry, Samuel B. McKee, James D. Thornton, John R. Sharpstein, M. H. Myrick and Erskine M. Ross, Associate Justices. Two of these survive, in 1904—Judge Myrick and Judge Ross.

By act of the Legislature at the first session, approved April 12, 1850, the common law of England, when not inconsistent with the laws or Constitution of the State or of those of the United States, became, and yet remains, the rule of decision in all the courts of this State. But, under all the codes, which went into operation on January 1, 1873, the rule of the common law, that statutes in derogation thereof are to be strictly construed, has no application here. The codes are to be liberally construed, with a view to effect their purposes and to promote justice. However, as an able member of the bar has said, "Our lawmakers have not failed to make use of the rules and maxims of the civil law so far as they have commended themselves to good sense and good morals, and have met the exigencies of the common weal."

At its first session the Legislature established as the penalty for robbery and grand larceny, imprisonment in the State Prison for from one to ten years. At the next session it was provided that juries could, in their discretion, impose the death penalty for either crime. The law remained in effect for five years, and under its operation there were hanged: George Tanner, at Marysville, for stealing groceries; three men at Stockton, for stealing cattle; three men at Sacramento, for highway robbery, and some others in other parts of the State. A narrative by us long ago on these early-day trials called forth from a leading editor the following reflections: "No doubt at this distance the infliction of capital punishment for felonies, other than murder, must seem to have been draconian to an extent almost inconceivable. But at the time there could hardly be said to be organized society in California.

The sternest measures were necessary to keep the vicious in subjection. The condition of things was as primitive as when the death penalty was prescribed in England for robbery. But when society in California became strong enough to deal with criminals of all grades, and had jails to keep them in, our code became more mild—perhaps in some cases now too mild." Looking at the cardinal cases which have distinguished our judicial annals, we are constantly brought face to face with the proverb that truth is stranger than fiction.

The trial of Charles Cora, and his memorable defense by E. D. Baker, first challenges notice. A proper narration would engross many pages—indeed, a book. Cora, a gambler, had taken with him into the dress circle of a theater the most notorious woman of the town and time. There sat next to him a couple from a markedly different sphere in life, General William H. Richardson, United States Marshal, and his wife. The General soon expressed his indignation in the hearing of Cora and the woman. A few days later the men met on the street, and Richardson was shot and killed by Cora, on November 15, 1855. The deep and widespread horror resulting found partial vent through the press, one editor, who spoke for the multitude, and who yet opposed the great Vigilance Committee which rose up, declaring "That such a man should fall by such a hand is to be everlastingly deplored." The Coroner's jury found a verdict of murder. Cora was tried for that crime in January, 1856. E. D. Baker, for the defense, made the great effort of his life in that line. He felt his environment, as we took occasion to say in an historical chapter some years ago, and his sensibility constrained him to take notice of the prevailing state of public opinion; and, in so doing, he paid that tribute to the legal profession which is the most beautiful utterance in the speech. His other bold declaration, in regard to the union between Belle Cora and the prisoner, that "they were bound together by a tie which angels might not blush to approve," was the subject of emphatic and persistent censure. The noble advocate was perhaps misunderstood. The jury were unable to agree upon a verdict. After being out forty-one hours, they were discharged on January 17th. It was learned that they stood six for manslaughter, four for murder in the first degree, and two for acquittal. The prisoner was remanded to the county jail. Belle Cora regularly visited him there. On one of these occasions, in due form of law, she was united in marriage to the man whose

final ignominy was yet unseen; and then, quite possibly, "they were bound together by a tie which angels might not blush to approve." But it was in the shadow of doom. Before the time set for Cora's second trial, the GREAT COMMITTEE took him. His fate was precipitated by the act of Casey in killing the famous editor of the *Bulletin*, James King of Wm., whose children and grandchildren live in our midst. James P. Casey, a local politician of some influence, and foreman of Crescent Engine Company No. 10, being editorially arraigned by James King of Wm. in his paper for offenses charged to have been committed in New York City several years prior, shot King fatally on the street, May 14, 1856. The editor expired on May 20th. On the 22d, while a throng of friends bore his body to Lone Mountain, another multitude (his friends, too, THE COMMITTEE) marched by ranks to the county jail, planted a cannon in front of it, took both Casey and Cora from their cells, and publicly banged them from the windows of the committee rooms, on Sacramento street, near Front.

The Bonanza Suits of 1857 in San Francisco courts were inspired by John H. Burke, a journalist, who still lives at Santa Clara, and John Trehane, a young English lawyer, who soon afterward returned with a full pocket to his native London. Suspecting that John W. Mackay, James G. Fair, James C. Flood and William S. O'Brien, controlling owners of the stock of the Virginia and California mining companies, were individually absorbing the assets of those companies through certain contracts between themselves and the companies, they secured access to the corporation books, and, as the sequel to their examination, a suit was brought to recover from those gentlemen a little more than thirty-five millions of dollars, as having been misappropriated from the funds of the Virginia company. Judge W. P. Dangerfield (not his son, Judge W. R.), holding that several parties and causes of action had been improperly joined, Burke, who was a stockholder, began a series of separate actions. One was against the men above named and the Pacific Mill and Mining Company, owned by them, for something over twenty-six million dollars, for alleged excessive charges in milling the ores of the Virginia company, and misappropriation of its bullion through the manipulation of its slimes and tailings. The next case was for ten and a half million dollars, and arose out of transactions between Mr. Flood, while a director of the company last named, and Thomas H. Williams, David Bixler and others,

holders of small interests. This case was tried before Superior Judge J. F. Sullivan in December, 1880, and the interesting testimony may be found in full in the files of the *Bulletin* of that month. With Mr. Trehane, for the plaintiff, were associated ex-Supreme Judge Nathaniel Bennett and Hon. Samuel W. Holladay. The ever-distinguished Hall McAllister and T. I. Bergin and C. T. Hillyer represented the defendants. Judge Sullivan, on March 30, 1881, gave the plaintiff judgment for \$930,000. Another action was against the same defendants as organizers of the Pacific Wood, Lumber and Flume Company, to recover \$1,000,000 alleged excessive charges on wood and lumber supplied to the Virginia Company. Separate actions were also begun against the Pacific Refinery and Bullion Exchange for excessive charges in refining bullion of the Virginia Company; against same defendants and the Virginia Gold Hill Water Company, for excessive charges in furnishing water to the Virginia Company, and against same defendants and the Nevada Bank of San Francisco for alleged excessive discount on bullion, the amounts demanded aggregating \$3,000,000. These suits were in the courts for three years. The only one that came to trial was that named secondly above. A compromise then resulted, and all the actions were dismissed. Mr. Burke, who furnished these facts for "Bench and Bar," stoutly declined to give out the figures that represented his recovery, but Mr. Holladay disclosed that he and Mr. Trehane received a fee of \$40,000 each, and Judge Bennett \$25,000.

Hall McAllister, who represented the powerful corporations in these cases, was a Georgian, of Scotch ancestry. His father and grandfather were famed at the bar. He came to San Francisco in June, 1819, and his name appears in the first volume of the Supreme Court Reports. His professional genius was universal. He was alike masterly in all sorts of cases, before court or jury. He was strenuous and commanding in physical stature as in brain. In 1888, at the age of 62, he broke down suddenly in both body and mind. It is the general verdict that he was pre-eminent at the California bar from the beginning to the close of his long career. There is about to be erected, somewhat tardily, a noble monument to his memory, on the City Hall lawn facing the fine street that bears his name.

The trial of Mrs. Laura A. Fair for the murder of the eminent lawyer, A. P. Crittenden, opened the third decade of our long era. Crittenden, born in Kentucky, a graduate of West Point, a California

pioneer, a member of the Assembly at the first session, is the subject of a short but absorbing notice in "Bench and Bar," every line of which we would desire to reprint here. He was shot by Mrs. Fair, in the presence of his wife, on the Oakland ferry-boat, November 3, 1870, and died on the 6th. On April 26, 1871, Mrs. Fair was found guilty, in the old Fifteenth District Court, of murder in the first degree, and Judge S. H. Dwinelle duly sentenced her to be hanged. The Supreme Court granted her a new trial (on a technicality), and the second jury acquitted her on the ground of temporary insanity. She was prosecuted by two brilliant men, Henry H. Byrne, District Attorney, and Alexander Campbell and on the first trial her chief counsel was Elisha Cook, on the second trial N. Greene Curtis of Sacramento. The survivor of this array, Judge Campbell, is living at Los Angeles, at the age of 84. He was once District Attorney in Brooklyn, N. Y., and later County Judge in San Francisco.

We have written elsewhere on the litigation over the many millions of William Sharon, as "The Tragic History of the Sharon Cases." The full and thrilling narrative may be found in the "Life of David S. Terry," by A. E. Wagstaff (1892), and in our "Bench and Bar."

Sharon, born in Ohio in 1820, was a California pioneer of August 15, 1849. He prospered as a real estate broker in San Francisco, and became a Cæsus by speculating in the mines at Virginia City, Nevada, in the early seventies. In 1875 he was elected by the Nevada Legislature a United States Senator, and served a full term of six years. He lost his wife in that year. On October 3, 1883, Sharon, as a citizen of Nevada, brought suit in the United States Circuit Court at San Francisco against Sarah Althea Hill to obtain a decree adjudging that a certain paper purporting to be an acknowledgment of marriage between him and the defendant, was a forgery, and that it be canceled. Before answering this complaint, the defendant, giving her name as Sarah Althea Sharon, began a suit for divorce from William Sharon in the Superior Court of San Francisco. She rested her marriage on the document which Sharon was seeking to have canceled in the other suit. The date of the paper was August 25, 1880. Her attorneys in both actions were George W. Tyler, ex-County Judge of San Joaquin county, and his son, W. B. Tyler. David S. Terry, once Justice of the Supreme Court, was soon called in on that side. Judge Terry, a man of giant frame, and of native sincerity, had



been a violent opponent of the great Vigilance Committee already referred to, and in a clash on the street with a posse of that organization had almost mortally wounded with his bowie one of its officers, Sergeant S. A. Hopkins, and it had been determined by the committee to hang Judge Terry in the event of Hopkins' death. Even the sober-tempered Judge M. C. Blake of the committee gave his vote for hanging, in the event stated. General W. H. L. Barnes was Sharon's principal attorney through all the litigation now under review, ex-Superior Judge Oliver P. Evans being his associate, and ex-Supreme Judge William T. Wallace being of counsel. William F. Herrin was shortly brought to their aid. In her divorce suit the plaintiff alleged that defendant was worth \$15,000,000, with an income of over \$100,000 a month. He made answer that he was not worth over \$5,000,000, and that his income did not exceed \$30,000 a month. The suit in the State Court was, on petition of Sharon, transferred to the United States Circuit Court, but was soon remanded to its original forum, by agreement between the parties, and Judge Sullivan tried it without a jury, also by consent. During the trial General Barnes had reason to suspect that there was a secret agreement between George W. Tyler and the handwriting expert, Gumpel, by the terms of which Gumpel was to swear to the genuineness of the signature ("William Sharon, Nevada") to the alleged marriage contract, and in the event of the plaintiff's success was to receive a very large reward. The General freely expressed this thought, and Tyler saw his opportunity to get, for everybody interested, and the public, too, some first-class sport, if nothing else. He wrote out in his own hand such a document as General Barnes believed to be existing, subscribed the names of himself and Gumpel, and placed the paper in his private drawer in his office. Gumpel gave Tyler lessons in the art of simulating his (Gumpel's) signature. Tyler's chief clerk was John F. McLaughlin, quite a capable young man, admitted to the bar, and by arrangement between the two, McLaughlin waited on General Barnes at his residence and told him that he had discovered among his employer's private papers a contract between him and Gumpel (reciting its terms), and that he would get it and hand it over, if suitably compensated. McLaughlin was bold enough to say, substantially: "Mr. Sharon has sworn in his pleadings that his income is thirty thousand dollars a month. Give me one month's income and I'll steal the agreement and deliver it up to you." Passing by

the details of the negotiation, which, indeed, did not take up much time, General Barnes agreed to pay McLaughlin twenty-five thousand dollars for the document. He actually paid him that sum in new crisp Government bills (Sharon's money), at the General's house at night, and received the desired paper. There was no witness present. Gumpel had sworn that the Sharon name to the alleged marriage contract was a genuine signature. General Barnes argued that if Gumpel and Tyler had entered into such an agreement as supposed, it was a demonstration that the whole thing was a conspiracy. McLaughlin hastily arranged to flee the country. He was on the Honolulu steamer before Tyler knew of his success. He went from Honolulu to Australia, where, a few years later, he died. The high-priced "agreement" was exhibited in court, but when Tyler declared that it was a decoy, and pointed to its face for proof, General Barnes did not long question it. Tyler was indicted for obtaining money (\$25,000) under false pretense, and was tried in the Superior Court (Judge T. K. Wilson's department), and the jury disagreed, standing ten for acquittal. This was on July 3, 1886. On a second trial the jury again disagreed, August 21, 1886. He was not prosecuted further. He received no part of the money paid to McLaughlin.

On the 24th of December, 1884, Judge Sullivan rendered his decision in favor of Sarah Althea, finding that the alleged marriage contract was genuine, and that under it the parties had been married since August 25, 1880; that the defendant had deserted her, and that she was entitled to a divorce and to a division of the community property. Sharon appealed. While this appeal was pending Sharon died—November 13, 1885. The decision of the State Supreme Court was filed some years later—in January, 1888. It sustained Superior Judge Sullivan. The court held that the appeal being taken only from the bare judgment, and the evidence not being set forth in the record brought up, the paper offered as a marriage agreement must be taken as true, and it was not invalidated by the fact that it contained a promise by one of the parties not to make the marriage known until a future date; that it was not necessary to the validity of an unsolemnized marriage that the present consent to marry should be followed by a public mutual assumption of marital rights and duties; that a present consent to marry, followed by a consummation, was sufficient to constitute a marriage, under section 55 of the Civil Code as it then stood. Sharon's heirs now

placed this litigation, so far as they were concerned, in the hands of William F. Herrin as their attorney, and he thereafter continued in charge of the case until the conclusion of this remarkable litigation.

The action in the Federal Court resulted in a decree in Sharon's favor, entered on January 15, 1886, declaring the alleged marriage contract was a forgery. After Sharon's death, his executor, F. W. Sharon, commenced a suit in the United States Circuit Court against David S. Terry and Sarah Althea Terry to revive the old suit in equity which William Sharon had instituted on the 3d of October, 1883. Judge Terry had married Sarah Althea at Stockton, January 7, 1886. This last suit by the executor against Terry and his wife was filed on the 12th of March, 1888. William F. Herrin was the plaintiff's attorney. Just one month later Francis G. Newlands, as trustee named in a trust deed which William Sharon had executed nine days before his death (conveying his vast estate in trust for his heirs), also brought a like suit in the same court to revive the original action, the defendants being David S. Terry and Sarah Althea Terry, William F. Herrin being the attorney. Stanly, Stoney & Hayes appeared as attorneys for the defendants, and demurred. The demurrer was overruled, and the original suit of William Sharon against Sarah Althea Hill was, by order, entered September 17, 1888, revived in the name of Frederick W. Sharon, as executor, against David S. Terry and Sarah Althea Terry.

In the second suit to revive there were united with Mr. Newlands as complainants Frederick W. Sharon (both as executor and individually) and William Sharon's heirs. In these cases briefs were

filed on the Sharon side by R. S. Mesick and Samuel M. Wilson. William F. Herrin submitted a written argument of 120 printed pages octavo on that side. David S. Terry made an oral argument in reply; John A. Stanly also. The cases came before the Circuit Court for determination on the 3d of September, 1888, the Judges sitting being Field, Sawyer and Sabin. The opinion was written by Justice Field. It revived the decree declaring the alleged contract was a forgery, and gave the executor full power to enforce the same. During the reading of this opinion in the presence of a large audience, in which were many leading members of the bar and prominent citizens, occurred the most remarkable instance of contempt known to the annals of American courts. The account is an exciting one; there is nothing like it; but it is very long, and the reader is referred to the two volumes before named for the full story. Judge Terry was overpowered by the Marshal and his deputies, and he and his wife were formally committed to jail, he for six months and she for thirty days. The same references must be given for the stirring narrative of Judge Terry's tragic death at the hands of a deputy marshal in August, 1889.

Nearly four years after Sharon's death the appeal taken from Judge Sullivan's order denying a new trial was heard. On that appeal our State Supreme Court unanimously held against the plaintiff, and reversed Judge Sullivan's judgment. Judge Works wrote the opinion. This is to be found in the California Reports, Volume 79, at page 638. As a result of this extraordinary litigation, Mrs. Terry never succeeded in recovering a single cent from William Sharon or his estate.



# SUIT TO TEST THE VALIDITY OF THE MUNICIPAL BOND ISSUES.

By *ARTHUR H. BARENDT.*

An interesting case instituted to test the validity of municipal bond issues was that commenced in the name of Eugene Fritz against the City and County of San Francisco, the Mayor and Supervisors, May 10, 1900. The case was interesting for the reason that between the dates of the bond election and the time of the commencement of the suit, having for its object a test of all the proceedings, leading up to and subsequent to the special bond election, the Consolidation Act, under which the government of San Francisco had been carried on for upward of forty (40) years, went out of existence, and was superseded by the Charter, which is now the organic law of this city and county. This situation was a vital one in determining the validity of the bonds.

Prior to the holding of the election, appraisements had been made of the different tracts of land which were to be purchased by the city as a part of the chain of parks, which constituted one of the subjects of popular vote, and for the acquisition of which bonds were to be issued in an amount aggregating four million five hundred and fifty thousand (\$4,550,000) dollars. There were two bond elections held, one of them having for its object the acquisition of the park lands referred to, and the other for the purpose of building new schools and a sewer system. The two elections were held close together, and the proceedings anterior and subsequent to both were made the subjects of test cases.

Attorney Arthur H. Barendt was employed by a number of owners for park lands to test the validity of the proposed bond issue, and was assisted by Charles E. Naylor, Franklin K. Lane, then the City Attorney, did all he could in submitting to their perusal everything in any way connected with the subject matter of the bond issues. The suit was commenced, as already stated, in the name of Eugene Fritz to test the validity of the proposed issue of bonds for park improvement purposes, and a second suit was filed simultaneously in the name of

Felix McHugh to test the validity of the bond election for school and sewer purposes. In the former suit Mr. Barendt and Mr. Naylor were associated, and in the latter Mr. William T. Baggett also participated.

In the Fritz case the Supreme Court decided three points: One, of general interest to other cities, on the mere interpretation of the language of the park and boulevard act (Statutes of 1889); the second point was, that the park and boulevard act was inconsistent with the provisions of the Charter of the City and County of San Francisco, and that bonds voted under that act could not be lawfully issued under the Charter; hence their issuance might be enjoined at the suit of a taxpayer. The third point, and most important of all, was that the San Francisco Charter itself provided a scheme for the acquisition of permanent municipal improvements, materially different from that provided in the park and boulevard act, and hence that no bonds could be issued under the Charter for park and boulevard purposes, except in accordance with provisions of the Charter.

The Felix McHugh case was decided upon the point that the public improvement act, like the park and boulevard act, had been superseded by the new Charter, and stood to the municipality as though it had been repealed; hence the Supreme Court held that bonds previously voted for, under the public improvement act, and not authorized under the provisions of the Charter, could not be issued, and that their issuance might be enjoined at the suit of a taxpayer.

The two cases have been of great importance as guides in subsequent bond election matters and litigation, and have been repeatedly cited in such cases as have since been appealed to the Supreme Court.

In addition to the attorneys originally in the case, Garret W. McEnerney appeared for the city and county, and briefs were filed by at least half a dozen lawyers, on one side or the other of the cases, as *amici curiae*.

## The Following Pages Contain a Review of Some of the Professional, Manufacturing and Mercantile Interests of San Francisco.

### W. H. BEATTY.

W. H. Beatty, Chief Justice of the California Supreme Court, was born in Monclova, Lucas county, Ohio, February 18, 1838. He arrived in California in March, 1853, living in Sacramento until 1855, when he returned East, spending two years at the University of Virginia. In September, 1858, he returned to Sacramento, studied law in his father's office, and was admitted to practice in the Supreme Court of California at the January term, 1861. He became Chief Justice of the Supreme Court of California in January, 1889.

### THOMAS B. McFARLAND.

Thomas Bard McFarland was born in Mercerberg, Pennsylvania. He was admitted to the bar in Pennsylvania in 1849, and in 1850 arrived in California. He followed the vocation of a working miner for over three years, and in the winter of 1853-54 began the practice of law in Nevada City. In 1861 he was elected Judge of the Fourteenth Judicial District. At the end of his second term, in 1879, he removed to Sacramento, and practiced law there for about twelve years. In 1886 he was nominated by the State Republican Convention for Justice of the Supreme Court, and was elected. After serving a full term of twelve years he was, in 1898, re-elected for a second term of the same period, which he is now filling.

### WALTER VAN DYKE.

Walter Van Dyke, Justice of the Supreme Court of California, was born in Tyre, Seneca county, New York, October 3, 1823. He was admitted to the bar of the Supreme Court of Ohio in August, 1848. Judge Van Dyke arrived in San Francisco early in 1850. In the fall of 1861 he was elected to the Senate of the State. In 1871 he became United States Attorney, by appointment of President Grant, and held the office for three years, when he resigned. He entered upon the duties as Justice of the Supreme Court in January, 1899.

### J. J. DE HAVEN.

John Jefferson De Haven, United States Judge of the Northern District of California since June 8, 1897, was born at St. Joseph, Mo., March 12, 1845, and was brought to California in infancy. He attended the public schools in Eureka, and was admitted to the bar in 1866. He represented his county in the Assembly at the eighteenth session, and was in the State Senate two sessions, 1871-75. On June 8, 1897, Judge De Haven became, by appointment of President McKinley, Judge of the United States Court for the Northern District of this State.

### W. W. MORROW.

W. W. Morrow, Judge of the United States Circuit Court, was born near Milton, Indiana, July 15, 1843. In 1845 his parents removed to Adams county, Illinois. In 1859 he came to California, settling at first at Santa Rosa, where he continued his studies. In 1869 he was admitted to the bar by the Supreme Court, and in 1870 he was appointed Assistant United States

Attorney for California, and served until 1874, when he resigned. In 1879 he was elected chairman of the State Central Committee, holding same until 1882. In 1880 he was chosen attorney for the State Board of Harbor Commissioners, and remained so until 1883. At the Chicago Republican Convention of 1884 he was chairman of the California delegation. He was a member of the Forty-ninth, Fiftieth and Fifty-first Congresses. In acknowledgment of services rendered, the San Francisco Chamber of Commerce, on July 9, 1889, elected Mr. Morrow an honorary member. He delivered the opening address at the Sixteenth Industrial Exposition of the Mechanics' Institute in 1881, and was elected an honorary member of same June 8, 1889. He was appointed United States District Judge for the Northern District of California September 18, 1891, vice Hon. Ogden Hoffman, deceased.

### LUCIEN SHAW.

The subject of this sketch was born in Switzerland county, Indiana, March 1, 1845. After attending the public schools, he graduated from the Indianapolis Law School in 1869, and practiced his profession at Bloomfield, Indiana, until 1883, moving to Los Angeles, California, where he has lived most of the time since then until last year, when he was elected Judge of the Supreme Court of the State of California. He was Judge of the Superior Court of Los Angeles county from 1889 to 1903.

### FRANK M. ANGELLOTTI.

Frank M. Angellotti, Justice of the Supreme Court of California, was born in Marin county in 1861. He was educated in the schools of this State, and is a graduate of the Hastings College of the Law. He commenced the practice of law in San Rafael in 1883. In 1881 he was elected District Attorney of Marin county, and was twice re-elected to that position. In 1890 he was elected Judge of the Superior Court, and was, in 1896, re-elected without opposition. He is now Justice of the Supreme Court.

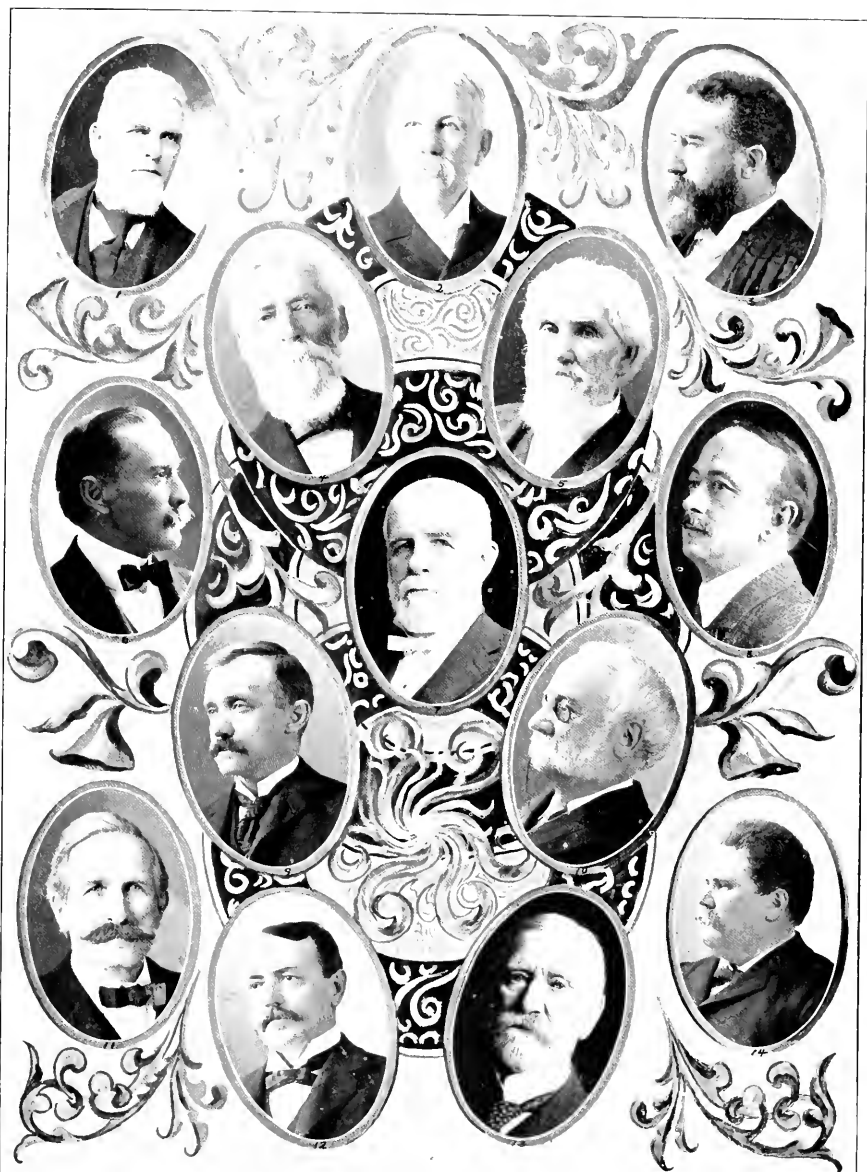
### RALPH C. HARRISON.

Ralph C. Harrison, Justice of the Supreme Court, studied at the Albany Law School, and was admitted to the bar of the New York Supreme Court in 1859. He practiced law in San Francisco from 1860 to 1891, when he became a Justice of the Supreme Court, having been elected as a Republican for the term of twelve years. His term expired in January, 1903, and he was re-elected for another term, which he is now filling.

### FREDERICK W. HENSHAW.

Frederick W. Henshaw, Associate Justice of the Supreme Court, was born in Illinois, May 24, 1858, and came to California in 1873. He graduated from the University of California in 1879, and was admitted to the bar the following year. He served as Justice of the Peace in the city of Oakland, was elected Judge of the Superior Court of Alameda County in 1896, and to his present position in 1894.

FEDERAL, AND STATE SUPREME COURTS.



1. JOHN J. DE HAVEN	4. WALTER VAN DYKE	2. W. W. MORROW	5. THOMAS B. MCFARLAND	3. WILLIAM B. GILBERT
6. LUCIEN SHAW	9. F. M. ANGELLOTTI	7. W. H. BEVELY	10. RALPH C. HARRISON	8. FREDERICK W. HENSHAW
11. GEORGE H. SMITH	12. J. A. COOPER		13. N. P. CHIPMAN	14. WIRETON A. GRAY

**JOHN CURREY.**

One of the notable characters in the annals of the bench and bar of California during the past fifty years is the one dealing with the professional career and judicial services of John Curry. His eminent figure as a lawyer and a scholar gave luster to the bar, and as Associate Justice and the Chief Justice of the Supreme Court of the State of California, in days of great issues, he graced the Supreme Bench by his masterly decisions that are legal classics. Mr. Curry was born in Westchester county, New York, October 4, 1814, descending from one of several generations of sturdy and intellectual American stock. District school and farm life occupied his boyhood until he was sixteen, and then Peekskill Academy and other institutions were the foundations for his future culture. In 1839 Judge Curry entered the law offices of Hon. William Nelson of Peekskill, N. Y., a learned Judge and member of Congress, and three years later, in 1842, was admitted to the bar, practicing his profession in New York State until 1849, when he broke away to join the hegira to California during the gold excitement. Arriving at San Francisco, August, 1849, he began here the practice of law. His early influence is shown by his nomination to the Senate by President Fillmore, in 1851, as United States District Judge for California, but his confirmation was defeated. In 1859 he was nominated by the Douglas wing of the Democracy for Governor, against his protest. Leland Stanford and Milton S. Latham were the other candidates, and Judge Curry bore an aggressive and commanding but unsuccessful part in that memorable campaign. In 1863 he was elected to the Supreme Bench, which he occupied four years, being Chief Justice in 1866 and 1867. In no other similar period did the Supreme Court of California have before it so many leading cases and hand down so many important decisions. There were issues arising out of the war, the confusion of Mexican land titles and the uncertainties of mining rights. A number of these notable decisions were written by Judge Curry. Eminent legal critics have named Nathaniel Bennet, Stephen J. Field and John Curry as the judicial writers of the California bench whose decisions rank in diction, clearness, logic and force of illustration and argument. Upon leaving the bench Judge Curry practiced, in partnership with Oliver P. Evans, until his retirement, in 1878, on account of failing eyesight. As a lawyer his cases embraced every field of law, but his most important ones involved Mexican land titles, in which field he was pre-eminent. In 1878, after his retirement from public life, Williams College conferred on him the honorary degree of Doctor of Laws, and in 1897, while in New York, he became a member of the Empire State Society of the Sons of the American Revolution.

**EUGENE A BRIDGFORD.**

Eugene A Bridgford was born in Monroe county, Mo., January 26, 1849, moving to California in 1870, and began the practice of his profession in Colusa county in 1877. In 1882 he was elected Judge of the Superior Court of that county, filling the same continuously for

fourteen years. During his incumbency he tried twenty-five murder cases, resulting in twenty-one verdicts of guilty. Some of these cases attracted widespread attention. Among the most noted were the cases of Miller for the killing of Dr. Hugh J. Glenn, who at that time was the largest wheat producer in the world, and who was the Democratic candidate for Governor in 1879; also Fremont Smith for the killing of two fishermen, and Hong Dye for the killing of Mrs. Billou. Hong Dye attempted to kill the whole Billou family, and was brought to trial before Judge Bridgford. A verdict of the jury was reached about 11 o'clock at night, and this information was conveyed to the Judge. He had been a close observer of the situation, and realized if the verdict was anything less than murder, with the death penalty, and the prisoner should be brought into court at that time of night, mob violence would at once ensue, and the prisoner be taken from the courtroom and hanged. Judge Bridgford directed the bailiff in charge of the jury to call some one of the jury to the door of the jury room and ask him what the verdict was, take his reply, and report. The bailiff did as directed, and received the information that the verdict was murder in the first degree; penalty, imprisonment for life. The bailiff was directed to say to the jury that the Judge had gone home for the night, and would receive the verdict the following morning. An hour later it became known that the jury had reached a verdict. Accordingly a number of gentlemen, including Andrew Lawrence, who represented the San Francisco *Examiner*, visited the Judge's home, calling him up, and announced that the jury had reached a verdict, and desired his presence. The Judge quietly informed them that he had retired for the night, and would receive the verdict during the court hours the next day. Before sunrise the next morning the Judge visited the clerk of the court and arranged to immediately repair to the courtroom and receive the verdict before the people could know of it. It being necessary to have the attorney for the defendant present, a note was written explaining the plan of action, and given to a messenger, with directions go to the home of the attorney of the defendant and deliver it to him personally. He having been up late the night before failed to respond promptly, and when he did appear the courtroom was full of strong, determined men. The Judge saw what he had to confront, and prepared to meet it as best he could. He held a brief interview with the Sheriff, and admonished him to promptly arrest the first man making any demonstration. The jury was brought in and asked if a verdict had been reached. The foreman answered in the affirmative, and announced the verdict. The whole courtroom rose as one man, and a dozen pistols were drawn. The leader said: "We are not satisfied with the verdict, and we will take the prisoner." The Judge was immediately on his feet, and said to the Sheriff, "Arrest that man." The Sheriff hesitated, and the Judge, rapping on his desk with a ruler, said: "Mr. Clerk, take down the name of every man who comes within the bar, and I will see that he is prosecuted to the full extent of the law." Andrew Lawrence, the *Examiner* man, shouted, "Call their names, Judge, and I will take them down." This had the ef

fect of staggering the mob. The Judge, however, realized that they must not be given time to recover, and said sternly, "Mr. Clerk, enter a fine of \$500 against every man who is in this courtroom in two minutes from this time." This had the desired effect. There was a rush for the door. The men who were willing to face guns were dispersed by threats of a fine. The courtroom was immediately cleared. An examination a few minutes later showed that the mob had prepared a rope with a noose, and made it fast to a bridge connecting the upper stories of the Court House and jail building. The hanging of the Chinaman would have been the work of a minute had the mob succeeded in taking him. The Chinaman was subsequently taken by the mob from the jail and hanged. It was a common saying in that part of the State for a long time that Judge Bridgford routed a mob with a ruler. Judge Bridgford was nominated by acclamation in 1894 by the State Democratic Convention for Associate Justice of the Supreme Court, but it not being a Democratic year, he was defeated. He was a member of the Legislature of this State in 1897. At a time when the irrigation laws of this State resulted in much dissatisfaction and litigation, Judge Bridgford was a member of the Committee on Irrigation, and at a joint session of the Irrigation Committees of the Senate and Assembly he was appointed to remodel, bring together and harmonize the various acts upon the subject. This he did by drafting and presenting a bill covering the whole subject, which became, and is now, the law. In 1897 Judge Bridgford moved to this city, where he has since been in continuous practice.

#### CHARLES E. WILSON.

Mr. Charles E. Wilson is a native of Bradford, Me., born September 11, 1829, descending from an old American family. His English ancestor, Roger Wilson of Nottinghamshire, was a prominent cotton manufacturer, who, with others, belonged to the dissenters, and in consequence had to flee from persecution in 1608, going to Scotland, afterward returning to England, where it is recorded that he joined the company that fitted out the Mayflower for America. He did not embark with the Pilgrims, but in 1651 his youngest son, Lieutenant John Wilson, came to this country, settling in Massachusetts. His grandson, Joseph Wilson, moved to Thomaston, Me., in 1794, and in 1806 to what is now the town of Bradford, being the second settler there. His son, Miles Wilson, father of Charles E. Wilson, succeeded him, and resided in Bradford until his death, at the age of 93 years. The father of Mr. Miles Wilson held an active place in his State, being an officer in the State militia for many years, being commissioned Lieutenant as long ago as 1828 by Hon. Enoch Lincoln, then Governor, and later served as a member of the Legislature. He was also a California pioneer, arriving in Calaveras county in 1850, returning home several years later. Mr. Charles E. Wilson received his early education in the country schools, later attending High School, preparing himself for college. When the Civil War broke out he immediately joined the Second Maine Cavalry, and served from 1862 until the close of the war, being mustered out December, 1866. He joined the army as a private, was pro-

moted to Quartermaster-Sergeant, then to Sergeant-Major, and afterward to First Lieutenant. After the close of the war Mr. Wilson began the study of law in the law offices of Peters & Wilson, of Bangor, Me., the latter being his cousin. This firm enjoyed a large practice. Mr. Peters being a member of Congress from his district, and was for many years Chief Justice of the Supreme Court of Maine. Mr. Charles E. Wilson remained with them until he was admitted to the practice of his profession by the Supreme Court of Maine, when he moved to California, arriving here July, 1868. Since then he has been continuously engaged in the practice of his profession here, and has built up a lucrative clientele. His has been entirely a civil practice, having had many important cases in real estate, actions in regard to title of land, etc., and has also led in much important litigation touching our lumber interests. Mr. Wilson has always taken a deep interest in the Grand Army of the Republic, having served that organization as commander of the Department of California and Nevada in 1895. During his term of office he inaugurated the custom of reading Lincoln's immortal Gettysburg address as a part of Memorial Day exercises. At his suggestion this custom was adopted by the National Encampment of 1896 as a permanent feature of all Memorial Day exercises conducted by the Grand Army of the Republic. He has been a member of George H. Thomas Post since its organization, and is its past commander.

#### WILLIAM G. LORIGAN.

William G. Lorigan, Associate Justice of the Supreme Court, was born at Melbourne, Australia, February 12, 1855, and came to California in 1860. He was educated at Santa Clara College, California, and St. Vincent's College of Cape Girardeau, Mo., and was admitted to practice in California. He was elected Judge of the Superior Court of Santa Clara county in 1890, re-elected in 1896 and 1902, which position he resigned, and was appointed to his present position January 5, 1903, to fill the unexpired term of Jackson Temple, deceased.

#### OLIVER P. EVANS.

Oliver Perry Evans was born in the State of Virginia, June 2, 1842. He was graduated from the Virginia Military Institute in 1865, and the Washington and Virginia University in 1867, beginning his professional career in California in 1868. He was in partnership with ex-Chief Justice John Currey for a period of eight years. Judge Evans was elected Judge of the Superior Court in 1879, and in August, 1883, after having served almost four years on the bench, resigned to resume active practice.

#### G. W. McENERNEY.

Garret W. McEnerney was born at Napa, Cal., February 17, 1865, and educated at St. Mary's College, San Francisco, from where he was graduated in 1881, and after reading law in law offices and at home, was admitted to the bar in 1886. He began the practice of his profession in the office of David McClure, and later formed several partnerships, but since 1895 has practiced alone.

**JOHN GARBER.**

John Garber was born in Virginia, and came to California in 1857. He has been associated at different times with the firms of Barstow & Garber, Garber & Thornton, Garber, Thornton & Bishop. In 1890 the firm became Garber, Boalt & Bishop, and so remained until 1895, although Charles S. Wheeler was a partner from 1893. Since early in 1898 Judge Garber's associates have been Hon. Harry T. Creswell and Joseph B. Garber, under the firm name of Garber, Creswell & Garber.

**HARMON BELL.**

Harmon Bell, attorney and counsellor at law, was born in Oakland, Cal., March 23, 1855. He received a fine education, and after reading law was admitted to the bar in 1878. For a number of years he resided at Kansas City, Mo., where he was prominently identified with the legal interests of Jackson county, and was a member of the Missouri State Legislature for two years. Mr. Bell returned to California, locating in San Francisco, a few years ago, because of greater opportunities and a greater field for those in the profession, and his expectations have been fully realized in the position which he holds among the practitioners at this bar. He is attorney for the Oakland Street Railway and Ferries and Real Estate Syndicate, and is a Knight Templar, Mason, a member of the Mystic Shrine, Native Sons of the Golden West and Sons of the American Revolution.

**EDGAR M. WILSON.**

Edgar M. Wilson was born at Bloomingburg, Ohio, February 22, 1855, and came to California in May, 1879. He completed his education at the University of Wooster, Ohio, and for the past twenty-eight years has been engaged in the practice of the law, wherein he has won praiseworthy distinction. Much of his success, perhaps, can be attributed to his aspiration to become simply a lawyer, and to win fame within the limits of his profession. His manner of presenting a case is bold and decisive, and his entire bearing demonstrates the confidence he has in himself and in his contention, which serve to inspire others with the same certainty.

**MILTON H. MYRICK.**

Milton H. Myrick was born in Oneida county, N. Y., May 28, 1826. He attended Cazenovia Seminary, and began the reading of law in the office of Frink & Blair in Michigan, and was admitted to practice by the Supreme Court of that State. He came to California in 1854, and after living in several cities of the State, removed to San Francisco in 1866, and has since practiced in this city. He was Probate Judge of San Francisco from January 1, 1872, to December 31, 1879. He was elected Associate Justice of the Supreme Court of California from January 1, 1889, to January 1, 1887.

**EDWARD WALKER MCGRAW.**

Any review of the city of San Francisco and its great mercantile and manufacturing interests would certainly be incomplete without embracing the learned professions, especially the legal profession. One of the best known lawyers practicing at the San Francisco bar is Edward Walker McGraw. He was born at Detroit, Mich., September 4, 1837, received his early education in the common schools, and was graduated in 1859 from the University of Michigan, with the degree of Bachelor of Arts, later attending the Albany Law School, and still later the law school of the University of Michigan. He was admitted to the bar at Detroit in 1860, and immediately started for Portland, Or., where he practiced law until November 1, 1864, in the meantime holding the office of United States District Attorney for Oregon, 1862-64, and City Attorney of Portland, 1863-64. He spent the winter of 1864-65 in Honolulu, and in 1865 returned to San Francisco, and thence to Idaho, arriving at Idaho City in June, 1865, where he practiced for nearly two years. He next went to St. Louis, and after spending several months in the East, left for San Francisco, where he arrived January 1, 1868. Since that time Mr. McGraw has participated in much important litigation, and by his clear, concise, forcible statement of his cases has attracted favorable notice from the foremost men on the bench. He is also a brilliant speaker, and, being well grounded in the fundamental doctrines of law, has handled many intricate cases with much credit to himself.

**J. C. B. HEBBARD.**

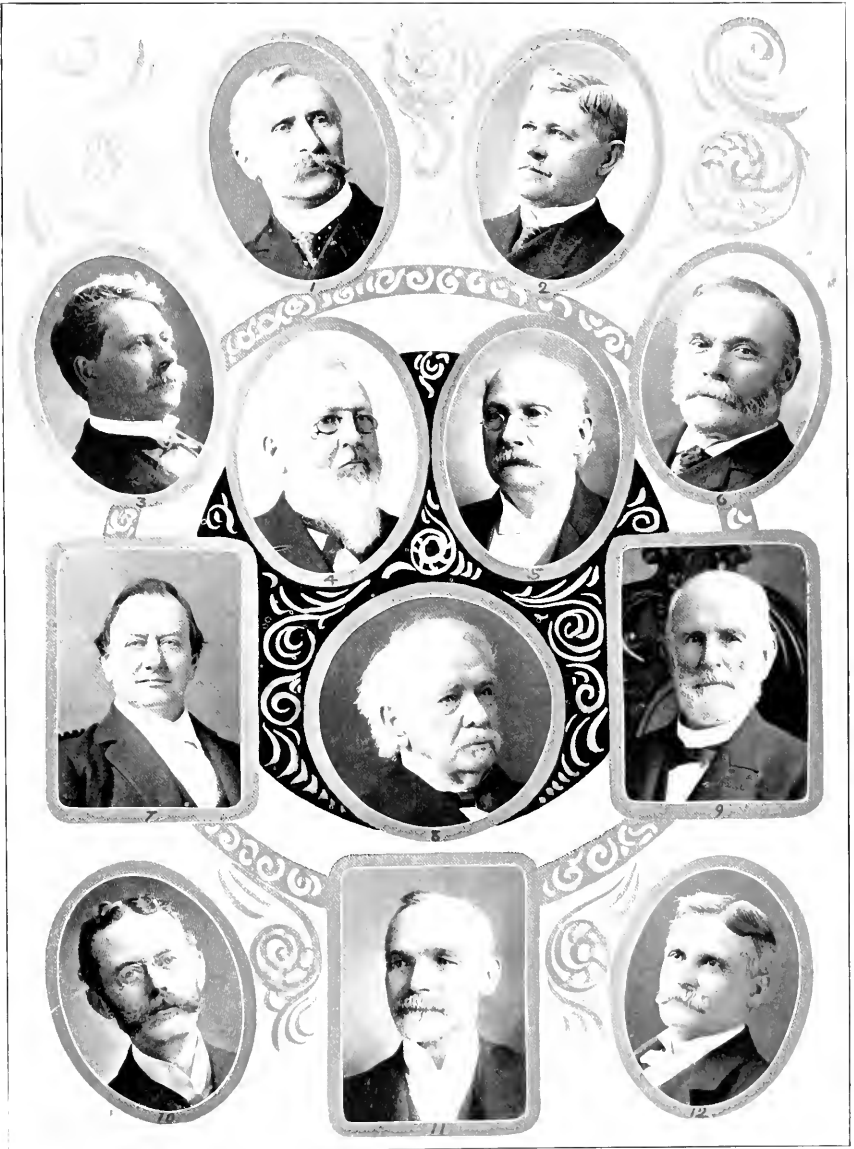
Judge J. C. B. Hebbard was born in the Province of Quebec, Canada, April 11, 1854. He received his education in the public schools of San Francisco, and later graduated from St. Augustine College at Benicia, Cal., after which time he taught school at St. Matthew's Hall, in San Mateo. He came to California in 1862. In 1879 he was admitted to the bar, and elected Justice of the Peace in 1888. He was elected Judge of the Superior Court in 1890, and re-elected in 1896. He is a member of King Solomon Lodge, No. 260, F. and A. M.; a member of the Union League Club, and director of the Press and Olympic Clubs, and also a member of the Elks.

**THOMAS F. GRAHAM.**

Judge Graham was born at St. Paul, Minn., November 4, 1867, and came to California at the age of seven, and was educated in the public schools of this city. At the age of twenty-one he began the reading of the law. In January, 1895, he was appointed Assistant Prosecuting Attorney, and in 1897 was appointed a member of the Board of Supervisors. In 1898 he was elected Judge of the Police Court, and in 1900 was elected to his present position. He is a member of Memorial Lodge of the United Workmen, Eagles and Young Men's Institute.



BENCH AND BAR



3. HARMON BELL  
7. JOHN GARRER  
10. HORACE PLATT

1. EDGAR M. WILSON  
4. EDWARD W. MCGRAW  
8. JOHN CLEGG  
11. EDGEE A. BRIDGEMAN

2. HOWELL A. POWELL  
5. MILTON ANDROS

6. CHARLES F. WILSON  
9. MILTON H. MARSH  
12. WARREN CUNY

**W. F. HERRIN.**

William F. Herrin, the general counsel of the Southern Pacific Railroad Company, was born in Jackson county, Or., August 7, 1851. At sixteen he entered the Oregon State Agricultural College at Corvallis, and later attended the law school of Cumberland University, in Tennessee, from which he graduated with high honors before he reached the age of twenty-one. At the age of thirty-nine he was chosen as the general counsel of the Southern Pacific Railroad Company, which position he has retained ever since.

**R. H. LLOYD.**

Reuben H. Lloyd was born in Ireland, and came to California in boyhood, in the early fifties. He began the study of law in the office of Colonel Jones, a noted criminal lawyer. Then he was in the office of John S. Hagar, who had been Judge of the Fourth District Court, and afterward United States Senator. Mr. Lloyd was educated in San Francisco, and admitted to the bar of the Supreme Court in 1859, and has probably the finest law library west of Chicago. He is associated with William Sidney Wood, under the firm name of Lloyd & Wood.

**WILLIAM S. WOOD.**

Associated with Mr. Reuben H. Lloyd in the practice of law under the firm name of Lloyd & Wood, is the subject of this sketch. Born in Illinois, October 19, 1841, he received his early education in the public schools of Sacramento, Cal. Later he was admitted to the bar in the Supreme Court at Sacramento, and has since appeared in some of the most important litigations in the history of the State. He formerly practiced law in Virginia City, Nev., where he acquired an enviable reputation, and served as United States District Attorney of Nevada, and has been associated at different times with some of the most prominent and successful attorneys in the West. The firm of Lloyd & Wood represents the Crocker-Woolworth National Bank, the Postal Telegraph Company, the Associated Press and other large corporations.

**GEORGE A. KNIGHT.**

George A. Knight, attorney, was born in Worcester, Mass. He came to this coast with his parents at a very early age, and settled in Humboldt county. His early education was received in Eureka. In 1872 he was admitted to the bar of the Supreme Court of California, and has figured in some of the most important litigations on the coast. Mr. Knight is an ardent Republican, and his talents as a political speaker have been much in demand by his party. In 1881 he was a delegate to the National Convention. In 1889 he was an elector, and has just enjoyed the distinction of recording the nomination of President Roosevelt at the National Convention in Chicago.

**TIREY L. FORD.**

Tirey L. Ford was born in Monroe county, Mo., December 23, 1857. He received his elementary education in the public schools of that county, and after graduating from the High School of Paris, the county seat, in 1876, removed to California the following year. He took up the study of the law with Col. J. C. Park Henshaw of Chico, Butte county, Cal., was admitted to practice at San Francisco in August, 1882, and followed his profession at Oroville, Butte county, and at Downieville, Sierra county, at which latter place he was associated with Hon. Stanley A. Smith. Locating in San Francisco in the year 1890, he associated himself with Hon. C. W. Cross, Frank P. Kelly and William M. Abbott. At present he is general counsel for the United Railroads of San Francisco, a position he has occupied since the consolidation of the larger San Francisco street railroads. Mr. Ford was District Attorney of Sierra county, 1888-92; State Senator, 1892-96; attorney for the State Board of Harbor Commissioners, 1895-98, and Attorney-General of California, 1898-1902. Mr. Ford is a careful, conservative adviser, and while now seldom appearing in court, he possesses to its highest degree the faculty of presenting his case in a clear, forceful manner that carries with it a sense of sincerity and earnestness. He is a member of the Masonic Lodge and Masonic Chapter, Downieville, Cal.; the Golden Gate Commandery and Islam Temple, San Francisco, and the Pacific-Union, Press, Union League, San Francisco and Transportation Clubs of this city. He has a host of friends throughout the State, and had he chosen to remain in politics might have received any office within the gift of the people, to whom he has always been frank and open.

**HENRY C. CAMPBELL.**

Henry C. Campbell was born at St. Stephens, New Brunswick, in 1840, and removed to San Francisco in 1856. He read law with the firms of Campbell & Pratt and Samdler & Campbell, and was admitted to the bar by the Supreme Court of California in 1861, since which time he has practiced in this city, being associated at different times with Alexander Campbell and Charles N. Fox. Mr. Campbell is an able lawyer, has a large clientele, and is a man of exceptional energy, perseverance and reserve force.

**CHARLES N. FOX.**

Charles Nelson Fox, recently deceased, and Judge of the Supreme Court in 1889-90, was born in Redford, Wayne county, Mich., March 9, 1829. He was admitted to the bar of the Supreme Court of Michigan in 1856, and in 1857 removed to California. In his early practice in the State he became noted as a criminal lawyer, and met with more than ordinary success in that line of practice. Judge Fox was commissioned by Governor Waterman a Justice of the Supreme Court in June, 1889, in place of Hon. Jackson Temple, resigned, and served to the close of the following year.

BENCH AND BAR.



1. WILLIAM S. WOOD	2. T. C. VAN NESS	3. RUBEN H. LEVY
*6. CHARLES N. FOX	4. TRINA L. FORD	7. WILLIAM F. HERRIN
11. GEORGE A. KNIGHT	8. JAMES F. BOND	9. W. S. GOODFELLOW
		10. F. S. PILLSBURY
		12. WILLIAM A. PIERSON

\* Deceased

**WILLIAM P. LAWLOR.**

William P. Lawlor was born in New York City, coming to California in 1877. In 1886 he began the study of law in the office of Rhodes & Barston, and later was admitted to the bar. He was appointed Judge of the Superior Court, December 16, 1898, by Governor Budd, to fill the vacancy caused by the death of Judge Rhodes Borden. In 1900 he was nominated and elected to succeed himself. Judge Lawlor had charge of the executive work of the State Central Committee which elected Governor Rudd in 1894. He is a member of the Olympic, Bohemian, Monticello, Family, Press, New Yorkers Clubs and the Bar Association.

**T. C. VAN NESS.**

Thomas C. Van Ness was born in New Orleans, La. He was educated at Santa Clara College, and in 1864 came to this city. His preparation for the bar was made privately at home, under the instruction of Judge Heydenfeldt. He was admitted to the practice of his profession by the Supreme Court in July, 1879, and since that time has been continuously engaged. In the years between his leaving college and his admission to the bar, Mr. Van Ness was engaged in business.

**W. S. GOODFELLOW.**

William Scott Goodfellow was born at Auckland, New Zealand, September 16, 1850. He was educated at the Edinburgh Collegiate School and the Royal High School of Edinburgh, Scotland. He read law in the University of Cambridge, and was admitted to the bar by the Inner Temple in London in 1873. He came to San Francisco in February, 1875, and was admitted to the bar of the State Supreme Court in April of the same year.

**W. M. PIERSON.**

William Montgomery Pierson was born in Cincinnati, Ohio, February 3, 1842, and came to San Francisco, via Cape Horn, July 4, 1852. His entire professional career has been cast in this city. It was begun before he was of age, the Legislature, by special act, authorizing his entrance to the bar of the Supreme Court when he was twenty years old. His examination and admission occurred in April, 1862. He has made a specialty of corporation law, and has appeared in several cases as attorney for the Southern Pacific and other notable companies.

**JAMES T. BOYD.**

James T. Boyd was born in New York City, November 10, 1825. He began the study of law at an early age, and was admitted to the bar of the Supreme Court of the State of New York in October, 1846. He practiced law in New York for a few years, and came to California in 1851. Mr. Boyd has never sought or held office in California, except that he was a Notary Public for a few months, and in 1880 he was a member of the Board of Freeholders to prepare a charter for San Francisco.

**J. M. ROTHCHILD.**

One of the leading attorneys of San Francisco is Mr. J. M. Rothchild, who was born in Louisville, Ky., January 19, 1852. He was educated at Yale College and the law department of the University of Kentucky. He read law with Hamilton Pope of Louisville, Ky., and was admitted to the bar of that city in 1872. Mr. Rothchild came to California the same year, and has been in active practice here ever since, making a specialty of commercial and corporation law, which of late years has grown to very large proportions, representing some of the leading corporations and firms. He is generally recognized as a man of fine legal ability and high character, studious and laborious, and has secured many friends and clients, and his record as an attorney and citizen is without a spot.

**JOSEPH C. MEYERSTEIN.**

Joseph C. Meyerstein, of the well-known law firm of Jellett & Meyerstein, is a native of California, having been born in San Bernardino in 1874. In 1877 he removed to San Francisco, and was educated at the University of California and the Hastings College of the Law. Mr. Meyerstein read law with Naphtaly, Freidenrich & Ackerman, and was admitted to the California bar in 1895. The firm of Jellett & Meyerstein make a specialty of commercial law, and are attorneys for R. G. Dun & Co. Mr. Meyerstein is a member of the Native Sons of the Golden West, and has justly earned the confidence and respect of all who know him. He would disdain to take an unfair advantage of an adversary, and his word, when given, is always sacredly kept. He is a genial companion, a true friend, and a man who can be depended upon in all things.

**FRANK MURASKY.**

Frank Murasky, Judge of the Superior Court, was born in this city, November 7, 1864. He graduated from St. Mary's College in 1883, and later began reading law in the office of McKoon & Towle; was admitted to the bar in 1887, and began the practice of his profession in San Francisco. In 1888 he was elected Justice of the Peace for two years, and at this time formed a partnership with General Smith under the name of Smith & Murasky, and in 1890 was elected Judge of the Superior Court.

**JAMES MORRIS TROUT.**

Judge Trout was born December 20, 1847, at Roxbury, Mass., and came to San Francisco in 1853. He received his elementary education in the various public and private schools of this State, and subsequently entered Harvard College, graduating with the class of '71. In 1871 he was admitted to the bar of this State, and began the practice of his profession in San Francisco. He served as First Assistant District Attorney during 1885 and 1886, and in November, 1890, was elected to his present position. He is a Past Noble Grand of Ophir Lodge, No. 171, I. O. O. F.; past master workman of Fidelity Lodge, A. O. U. W.; past master of Oriental Lodge, F. and A. M.; past high priest of San Francisco Chapter, No. 1, Royal Arch Masons; a member of the Knights Templar, Islam Temple of Mystic Shriners, and Scottish Rite Masons.

**WALKER C. GRAVES.**

Walker C. Graves was born in Fayette County, Kentucky, June 10, 1849. He attended the University of Kentucky and after graduating from the law department of that institution was admitted to practice in all the courts of Kentucky, and entered the law office of James B. Beck at Lexington. He came to San Francisco in 1878 and has since been identified at this bar. In 1888 he was appointed special assistant district attorney, and since leaving the district attorney's office he has confined himself almost entirely to civil cases. Mr. Graves is past worshipful master of Pacific Lodge No. 136, F. and A. M., and past grand chancellor of the K. of P.

**EMMET HAWKINS RIXFORD.**

Emmet Hawkins Rixford was born in Vermont, February 2, 1841. He was educated at the University of Vermont, Burlington, Vt., and in the law department of the McGill University, Montreal, Canada. He read law in the offices of John Monk, Montreal, and Campbell, Fox & Campbell, San Francisco. Mr. Rixford was admitted to the bar of Lower Canada at Montreal in 1865, and of California in 1871. He represents the California Title Insurance and Trust Company and other firms and corporations, and enjoys a very lucrative practice. His professional career has always been marked by close attention, hard work and conscientious devotion to detail, joined with high character and a genial disposition.

**FRANK H. KERRIGAN.**

Judge Kerrigan was born in Green Valley, Contra Costa county, Cal., and after being educated in the public schools of this State came to this city in 1887, and entered Hastings College of the Law, and after graduating from that institution was admitted to the bar of this State. In 1894 he accepted the nomination for Justice of the Peace, to which office he was elected three times. In 1901 he was elected Judge of the Superior Court. He is a member of the Bay City Wheelmen Club, the California Tennis Club, the Native Sons of the Golden West, Foresters, Woodmen of the World and Masonic orders.

**MARSHALL B. WOODWORTH.**

Marshall B. Woodworth was born at Gold Hill, Nev., December 18, 1869. In 1882 he entered the law office of Milton Andros of this city, and was appointed assistant clerk in the United States District Court in 1886. He graduated from Hastings College of the Law in 1894, and was appointed First Assistant United States Attorney in November, 1898. He was appointed United States Attorney for the Northern District of California by President McKinley, which position he still holds.

**H. H. REID.**

H. H. Reid was born at Babylon, N. Y., March 14, 1845. He received his legal education at Columbia College Law School, and after graduating, in 1868, practiced law in New York City for a short time, and in 1871 removed to Norfolk, Va. In 1873 he came to San Francisco, since which time he has practiced here continuously.

**JOHN T. DOYLE.**

The subject of this sketch was born in New York City, November 26, 1819. He was educated at Columbia College Grammar School in New York, and Georgetown College, District of Columbia, graduating from the latter in 1838. He studied and practiced law in New York City from 1842 to 1851. Mr. Doyle removed to San Francisco in 1853, and practiced his profession at this bar until 1888. He was a Regent of the University of California when it was founded in 1868. At the age of eighty-five he still enjoys fair health, and spends most of his time at his country home at Menlo Park.

**A. A. MOORE, JR.**

A. A. Moore, Jr., is a native of California, having been born in Oakland, August 16, 1873. He attended Yale College, from which celebrated institution he was graduated, and was admitted to the bar in Los Angeles in 1894. He has practiced law in Oakland and San Francisco, has served as Assistant District Attorney of Alameda county, Police Judge of Oakland and Deputy Attorney-General of California.

**GEORGE H. WHIPPLE.**

George H. Whipple was born in San Francisco, December 17, 1869, and educated at the University of California and the Harvard Law School. He was admitted to the practice of law by the Supreme Court of California in 1900, and has made an enviable reputation for himself in the following of his chosen profession. His admission to the bar has not interfered with his thirst for knowledge, and he is still a close student. Mr. Whipple is a member of the University Club, and as an attorney has earned a reputation for himself that needs no retelling, and a wide circle of friends and acquaintances testify to his sterling qualities in every-day life. His close application to the interests of his clients has won for him a lucrative clientele.

**WILLARD FORSYTHE WILLIAMSON.**

Willard Forsythe Williamson was born in Portland, Or., June 24, 1871, while his parents were temporarily residing there, though their home was in Virginia, where his early life was spent. His education was acquired partly in the common schools of Virginia and California, and he also attended Princeton University. Removing to California in 1888, he studied law with Garber, Boalt & Bishop, and in 1892 was admitted to the California bar. His office has been continually in San Francisco, though legal business has taken him into several different States. Mr. Williamson enjoys a large general law practice, excluding criminal, and he represents the California & Oregon Steamship Company, the Mechanics' Savings Bank and many other concerns of a similar character. He is a member of several different Masonic bodies, a genial and cultured gentleman and an able lawyer, and a lineal descendant of Hugh Williamson of Revolutionary prominence.

**JEREMIAH F. SULLIVAN.**

Jeremiah F. Sullivan was born at Canaan, Conn., August 19, 1851, removing to California in 1852. He read law in the office of Winans & Belknap, and was admitted to practice in California in January, 1874, since which time he has been an honored member of the profession. In 1877 he was elected to the San Francisco Board of Education, and in 1879 and 1881 was elected Judge of the Superior Court, over which he presided until August 1, 1889, when he resigned from the bench and formed a law partnership with his brother, M. I. Sullivan. While on the bench the celebrated divorce case of Sharon vs. Sharon, involving the law of contract marriage, was tried before him. He is a man of strong legal talent, and numbers among his clients some of the leading firms and corporations of this locality. Judge Sullivan has been president of the Young Men's Institute, and has been prominent in the fraternal and benevolent work of other Catholic societies.

**JOSEPH M. NOUGUES.**

Joseph M. Nougues is one of the members of the bar in California who has practiced here since the sixties. Born in Baltimore, Md., August 31, 1842, at an early age he removed to California, was educated in the High School of Sacramento, Cal., in which city he read law with Harmon & Hartley, and was admitted to the California bar in 1863, since which time he has attained an enviable reputation in the practice of general law. Removing to San Francisco in 1866, he was elected City Attorney in December, 1868, which position he filled with honor and credit until December, 1870. Mr. Nougues has devoted his entire time to his chosen profession, and has appeared in many important litigations involving some very intricate questions of law, in which he has come off victorious, winning and retaining the confidence and esteem of his various clients, and all law-abiding citizens in general.

**SIMON CLEOPHIS SCHEELINE.**

Simon Cleophis Scheeline was born at Woodbury, Pa., December 31, 1854, and came to California in 1856. He received his elementary education in the grammar and high schools of San Francisco, subsequently attending the University of California and the Columbia University (law department). He began the practice of his profession twenty-six years ago, and his success was almost immediate, and his excellent education and naturally bright and comprehensive mind soon won for him the reputation as one of San Francisco's most able lawyers. Mr. Scheeline makes bonds of municipal and private corporations, real estate and probate law his specialties, and he is recognized as one of the most thorough adepts in these legal branches in the State. He is a member of Bay City Lodge, No. 71, I. O. O. F.; Washington Lodge, A. O. U. W., and the National Union, Pacific Council. He is a gentleman possessing force of character, and his ever-prominence at the bar till he leaves it is assured.

**HENRY MORGAN OWENS.**

Henry Morgan Owens was born at Maysville, Ky., February 19, 1867, and came to California July, 20, 1888. He read law under the instruction of his uncle, J. H. Power, Esq., of Flemingsburg, Ky., and after being admitted to the bar in his native State, he returned again to California, and on November 13, 1896, was admitted to the bar in this State. Mr. Owens has since been engaged in the practice of his profession in San Francisco. He is a trustee and professor of medical jurisprudence at the California Medical College, and a member and past master of California Lodge, No. 1, F. and A. M. Mr. Owens is a gentleman possessing force of character, is diligent and painstaking, well read in the details of the law, and thoroughly reliable, and he prosecutes his cases so as to command the friendship of the bar and a growing clientele.

**CARROLL COOK.**

Carroll Cook, Judge of the Superior Court, was born in this city, in January, 1855, and received his elementary education in the public schools, subsequently attending Union University. He was admitted to the bar by the Supreme Court of California in 1874, and for years made a specialty of criminal law. He was First Assistant United States Attorney under Hon. S. G. Hilborn, 1883-86, and in 1896 was elected to his present position.

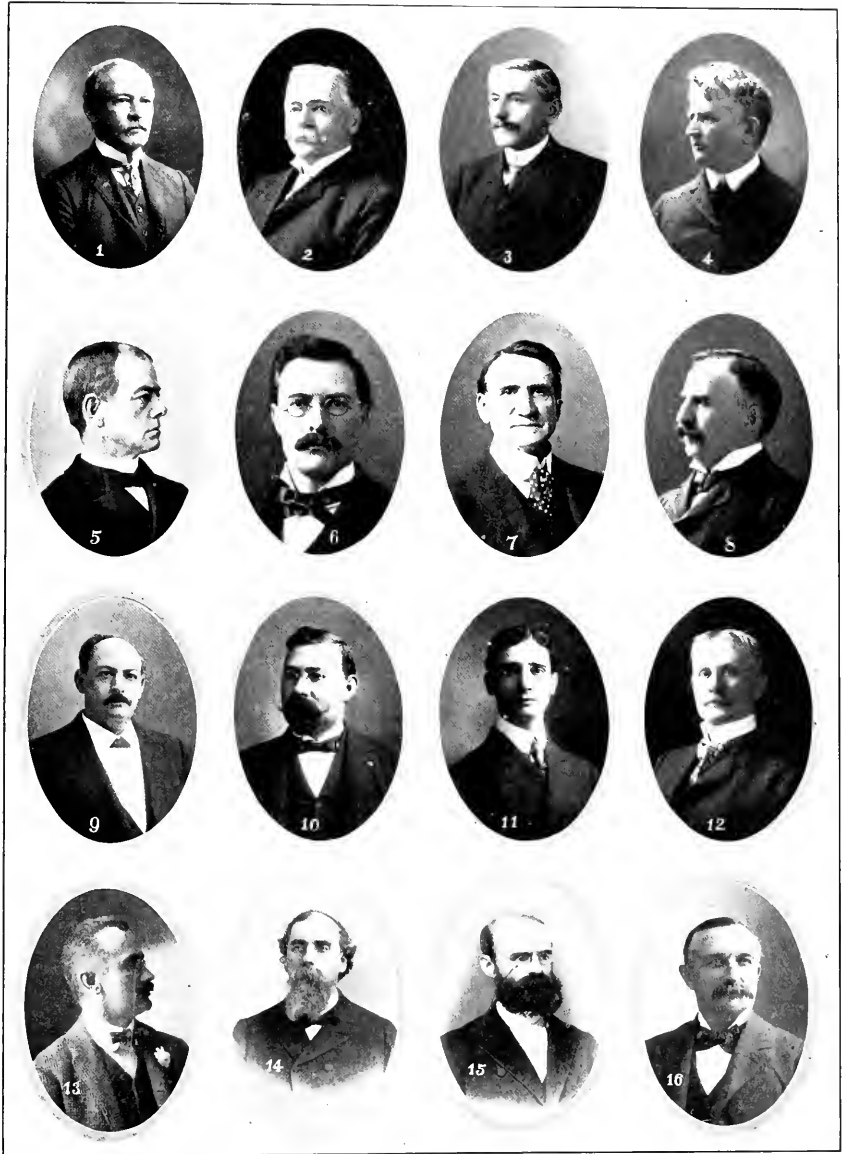
**D. E. ALEXANDER.**

D. E. Alexander was born at Jackson, Miss., February 7, 1845, and came to California in September, 1854. He received his early education in the public schools of Sacramento; was graduated from the High School of that city with high honors in 1866, and was admitted to the bar in February, 1867, after having read law with Hon. George R. Moore, Hon. James W. Coffroth and Hon. John K. Alexander. He began the practice of his profession in Sacramento, where he resided until 1888, when he removed to San Francisco, and has since been identified in an able manner with this bar. He has an extensive practice, and has given his clients service made valuable by long experience and active research. He has kept constantly in touch with the latest judicial decisions, and is an authority on legal matters of every class, as well as a most successful practitioner in court.

**EMIL POHLI.**

Emil Pohli, attorney-at-law, was born in Zuerich, Switzerland, November 12, 1862, and located in San Francisco in 1884. He was educated at the public schools of Switzerland, the Red Cross Seminary at Zuerich, Switzerland, and also at the Northwestern College, Naperville, Ill. At an early age he displayed an aptitude for the profession of law, and was admitted to the bar of the Supreme Court of California on December 21, 1895. Mr. Pohli makes a specialty of civil business, probate and corporate law, and is now practicing with marked success, enjoying a large and increasing clientele. He has conducted some important litigation, and acquitted himself with distinction in numerous important cases. Mr. Pohli is a member of the Odd Fellows and Druids.

BENCH AND BAR.



1. EMMET H. RIXFORD  
 5. CARROLL COOK  
 9. JOSEPH M. NOUGLES  
 13. EMIL POHL

2. JEREMIAH F. SULLIVAN  
 6. MARSHAL E. WOODWORTH  
 10. HENRY M. OWENS  
 14. H. H. REID

3. SIMON F. SCRIBLINF  
 7. D. E. ALEXANDER  
 11. JOSEPH C. MEYERSTEIN  
 15. JAMES M. TROTT

4. WILLIAM P. LAWLER  
 8. J. M. ROEBILD  
 12. W. C. GRAPPS  
 16. W. H. CHICKERING

**JOSEPH HUTCHINSON.**

This gentleman, of the law firm composed of Joseph Hutchinson and J. S. Hutchinson Jr., was born in San Francisco, January 7, 1858. His education and legal training were received at the University of California and the Hastings Law School. After having read law with the firm of Mastick, Belcher & Mastick, he was admitted to the San Francisco bar in 1882. Mr. Hutchinson is counsel for some of the leading firms and corporations, and makes a specialty of probate, banking and commercial law. He has earned a reputation for himself that needs no retelling, and a wide circle of friends and acquaintances testify to his sterling qualities in every-day life. Mr. Hutchinson loves the law as a profession, never tiring in his researches for authorities, tracing principles to their source and seeing a point clearly; has never allowed himself to be connected with litigation of a questionable character, and enjoys the respect and confidence of his professional associates, and of all classes of citizens.

**AYLETT RAINS COTTON.**

Among the attorneys in San Francisco who have attained more than ordinary prominence may be mentioned Aylett Rains Cotton. Judge Cotton was born at Austintown, Ohio, November 29, 1826, and emigrated with his father and family to the Territory of Iowa, in 1844. He taught school in Fayette county, Tenn., from 1845 to 1847, and was admitted to the bar in Iowa the following year. In 1849 he traveled overland to California with an ox team, and washed out gold at the bars of Feather River and the Middle Fork of Feather River. He returned to Iowa in 1851, and was elected Judge of Clinton county in August of that year. From 1855 to 1857 he was Mayor of Lyons City; in 1857 he was a member of the convention to revise the Constitution of Iowa; in 1868 he was a Representative in the Iowa Legislature and chairman of the Judiciary Committee, also in 1870, and then Speaker of the Iowa House of Representatives. He was a Representative in Congress from the Second District of Iowa from March 4, 1871, to 1875. Judge Cotton is a Scottish Rite Mason, Thirty-third Degree, and was Grand Master of Masons in Iowa from 1855 to 1856. He returned to California in 1883, and has since been prominently identified with this bar. Intense personality is his most conspicuous characteristic, and he has great mental profundity and a most comprehensive view of life. He enjoys the distinction of being second to none in ability as a lawyer and a scholar, and in the extent and importance of practice. He was president of the Society of California Pioneers 1898-99, and a director of that society for several years.

**F. K. LANE.**

Franklin K. Lane was born in 1861. His boyhood was spent in Napa and Oakland, where he attended the public schools, graduating from the High School in Oakland at the age of sixteen. Later he took a special course of study at the University of California and at the Hastings College of the Law, at the end of which time he was admitted to the bar of the Supreme Court of California. In November, 1898, Mr. Lane was elected City and County Attorney of San Francisco.

**ULYSSES SIGEL WEBB.**

Ulysses Sigel Webb was born in West Virginia, September 29, 1864, removing to California in 1888. His early education was acquired in the High School at Augusta, Kas., and the Normal School at Fort Scott, Kas. He has practiced law sixteen years, and was elected District Attorney of Plumas county, Cal., successively in 1890, 1892, 1894 and 1898. He resigned the District Attorneyship of that county, and in September, 1902, was appointed Attorney-General, and elected to this office November, 1902. He is a member of the Masonic order, and it is a pleasure to write of a man of so industrious, useful and blameless life, and to record that he is yet in the fullness of an honorable activity at the bar. It would be unjust to General Webb to close this article without saying that he is a man of unspotted character, a gentleman honored and esteemed by all, and a sturdy specimen of the ideal lawyer and citizen.

**HENRY ACH.**

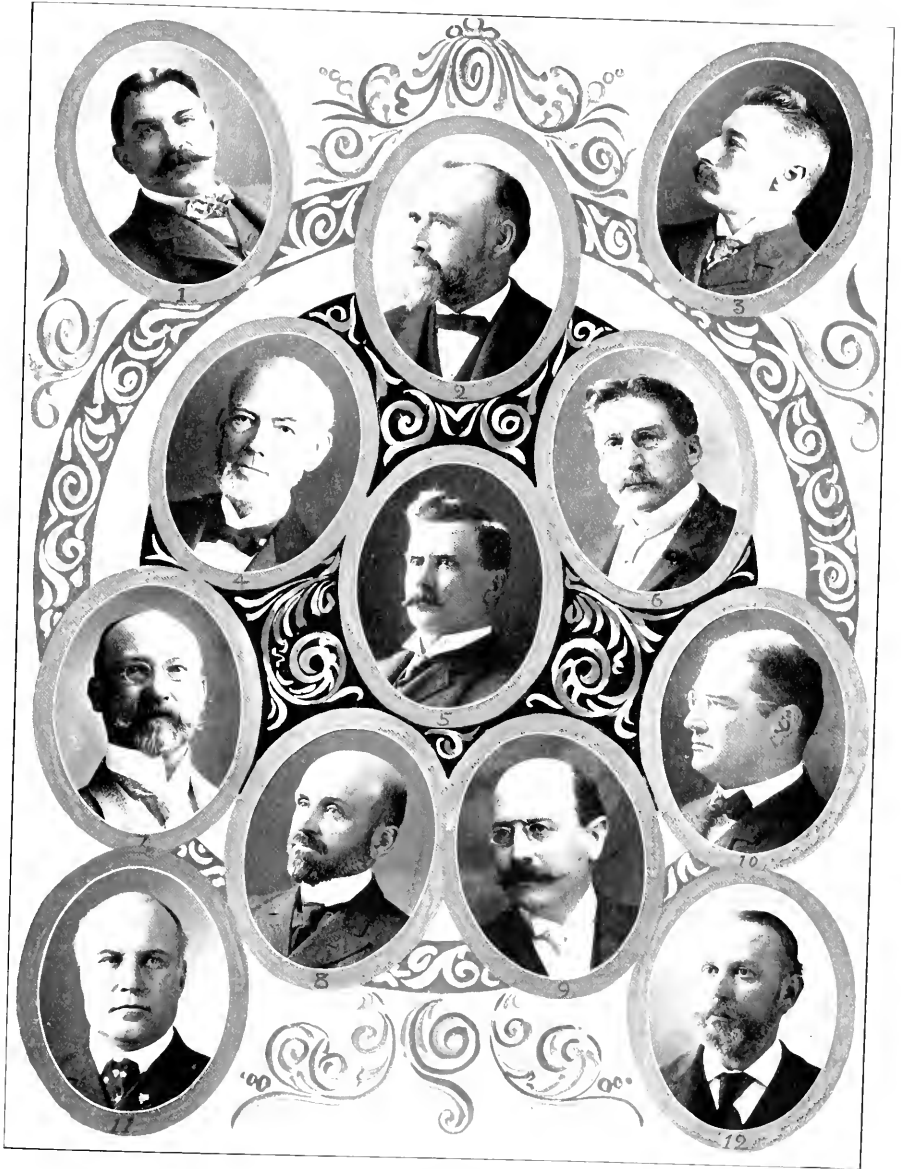
One of the leading and best-known attorneys at the San Francisco bar is Mr. Henry Ach, who was born in this city, December 18, 1857. He received his early education in the common schools of San Francisco, after which he read law with the firm of Whalley & Fecheimer of Portland, Or., and was admitted to the bar in that State in 1878. He enjoys a large and lucrative general law practice, and represents some very large firms and corporations, notably among which are the American Tobacco Company and the Associated Oil Company, and has appeared successfully in many very important litigations. Mr. Ach is a member of the Native Sons of the Golden West, and has all the accomplishments which make a great lawyer. He never tries to create any dramatic effects or any effect other than to produce in the minds of his hearers the same clear conception of the law of his case, and of the right conclusion to be drawn from the facts, which are present in his own mind.

**SETH MANN.**

There are many excellent attorneys in San Francisco, and a majority of the members of the bar here are a great credit to a high and honorable profession; but none, perhaps, combine more recognized good qualities than does Mr. Seth Mann, who has for years been recognized as one of the leading legal authorities of this State. His polished and gentlemanly manner, courteous treatment and splendid legal and argumentative ability are accorded warm recognition by the public, Judges and his brother barristers. Mr. Mann was born June 29, 1869, in Randolph, Mass., and came with his parents to California the same year. After graduating from the University of California, in 1881, he read law with J. P. Hoge, and was admitted to practice in the California State Supreme Court, September 4, 1883. He has practiced law in San Francisco since then, and has a large clientele among the people here, who hold him in high esteem. Mr. Mann is prominent in secret society and club circles, belonging to Pacific Lodge, No. 136, F. and A. M.; Oakland Lodge, No. 171, B. P. O. E.; the Olympic Club, the Family Club and the University of California Club.



BENCH AND BAR.



1. LUDWIG M. HORTLER  
4. A. R. COLTON  
7. JOHN E. FOULDS  
11. FRANKLIN K. LANE

2. THOMAS B. BISHOP  
5. U. S. WILB  
8. JOSEPH H. JOHNSON

9. JOHN F. DAVIS

3. HENRY ACH  
6. A. A. SANDERSON  
10. SIDNEY MANN  
12. WILLIAM J. HERRIN

**AUSTIN A. SANDERSON.**

This gentleman was born in New York, January 1, 1818, and admitted to the bar of the Supreme Court of New Jersey in 1879. Coming to California he located in San Francisco, and practiced law here with the late Colin Campbell, until his election as Superior Judge, in 1890, where he presided for six years, during which period many important cases were tried before him. Since he left the bench, Judge Sanderson has followed his profession. He has a very large and general law practice, is a man of most pleasing manner, and very popular. He is an able lawyer, and a man of wide general experience, in the prime of life, and in the full tide of prosperity in his profession.

**THOMAS B. BISHOP.**

The subject of this sketch was born in East Providence, R. I. Mr. Bishop graduated from Brown University of the same State, and subsequently from the Albany Law School, and was admitted to practice law by the Supreme Court of New York. He arrived in San Francisco, July, 1864, and entered the office of Porter & Holliday, the former being District Attorney. Mr. Bishop was shortly afterward made Assistant District Attorney. He is the senior member of the law firm of Bishop, Wheeler & Hoefler, one of the most prominent in the State, and some of the largest estates in California with conflicting interests that gave promise of endless litigation have been harmoniously and successfully settled up by Mr. Bishop and his firm. He has been a director of the Hastings College of the Law ever since its organization.

**JOHN E. FOULDS.**

John E. Foulds, one of the attorneys for the Southern Pacific Company, was born in England, in 1849, and was educated at King Edward's School, Birmingham, England. He came to San Francisco in 1871, and secured a position in the offices of the old Southern Pacific and Central Pacific Railroad Companies as shorthand writer and clerk. After a full course of reading he was admitted to the bar of the Supreme Court in January, 1876. In 1879 he became one of the regular attorneys of the Central Pacific Railroad Company. In 1881 the Southern Pacific Railroad Company was also his client, and when, in 1885, or thereabouts, the Southern Pacific Company was formed, leasing the lines of the Southern Pacific Railroad, the Central Pacific Railroad and other railroads, Mr. Foulds became one of the regular attorneys of the later corporation. In 1889 he became associated with Carroll Cook, now Superior Judge. After two years this partnership was dissolved, and Mr. Foulds returned to his old place in the law department of the Southern Pacific Company, which he still holds. He also represents the Pacific Mail Steamship Company and the Occidental & Oriental Steamship Company. He is a member of the Knights of Honor, and is well and favorably known in fraternal, professional and social circles.

**JOHN F. DAVIS.**

John F. Davis was born at Angel Island, California, June 5, 1859. He attained his legal education in the

office of E. D. Sawyer and at the Hastings College of the Law, from where he was graduated in 1884, and admitted to the bar during that year. Since then he has practiced his profession in Amador and Calaveras counties and in the City and County of San Francisco, where his talent and ability have won marked success. In 1892 he was appointed Judge of the Superior Court of Amador county, and was State Senator from the Tenth District, and is now State Cole Commissioner of California. Judge Davis is the author of "Historical Sketch of the Mining Law in California." Aside from his San Francisco office, he also maintains one in Jackson, Cal. He has been engaged in many notable cases, and has won respect and a high reputation for his manner of conducting legal business. He is a member of the Native Sons of the Golden West.

**WILLIAM J. HERRIN.**

William J. Herrin was born in Yuba county, Cal., June 16, 1858. He became a student of the State University, and also the Hastings College of the Law, and July 5, 1883, was admitted to practice law in the Supreme Court of the State of California, in which profession he has made a brilliant success, representing several corporations and estates. He practiced in Oroville for a number of years, where his conduct of several noted cases won for him distinction. Mr. Herrin removed to San Francisco in 1892, and formed a co-partnership with George D. Shadburne, which was dissolved by mutual consent in 1896, since which time he has been practicing alone. Mr. Herrin appeared as attorney for the Hon. John Lackmann, Sheriff of the City and County of San Francisco, during the latter's first term, and in that responsible position acquired considerable prominence. He is a member of all the Masonic bodies, a lawyer of great general capacity, and enjoys a large and lucrative practice.

**LUDWIG M. HOEFLER.**

Ludwig M. Hoefler was born at Adrian, Mich., August 18, 1858, and came to California in 1878. After careful preparatory courses, he finished his education at Hastings College of the Law, graduating with the class of 1882. He was in the law office of the late Alfred H. Cohen, and later with Garber, Thornton & Bishop, where he acquired much valuable experience, and in 1896 formed a partnership with Thomas B. Bishop, Charles S. Wheeler, Guy C. Earl and William Rix under the name of Bishop & Wheeler, which firm was reorganized in 1900 in its present form, Bishop, Wheeler & Hoefler. He is to-day one of the best known practitioners at this bar, and is identified with the city's best legal and commercial interests. He has a thorough and accurate knowledge of law and a genius for hard work; and at times has passed through periods of severe, protracted labor that would have shattered the health of one less vigorous. Difficulties and obstacles never discourage him or cause him to swerve from a fixed purpose; and he is, in short, a man of unusual energy, initiative and reserve force, and stands to-day pre-eminently a lawyer with a standing and reputation of which he should be justly proud.

**JAMES M. SEAWELL.**

Judge Seawell was born at Fort Gibson, Indian Territory, January 8, 1836. He received his education at Georgetown College, District of Columbia, and Harvard University, entering the latter college in 1853, and graduating in 1855. He then entered the law school of the University of Louisville, Ky., graduating therefrom in 1857. He was admitted to the bar in Pennsylvania in 1858, and practiced law in Philadelphia until 1861, when he came to San Francisco, was admitted to the bar by the Supreme Court, and practiced his profession here for thirty years previous to his election as Judge of the Superior Court. Judge Seawell was elected to the bench November, 1892, re-elected 1898, his present term ending in 1905.

**LEWIS F. BYINGTON.**

Lewis F. Byington, District Attorney of San Francisco, was born in Downieville, Sierra county, Cal., May 24, 1865, coming to San Francisco in 1887. He was educated at the Santa Clara College and Hastings College of the Law, and was admitted to the bar of the Supreme Court of California in 1887. Mr. Byington was a member of the Board of Supervisors in 1888, and was elected District Attorney in 1889, which position he is now filling for the third term. During his incumbency of office he has appeared as prosecutor in many celebrated cases, and his name has become known throughout the entire country. Previous to his election he enjoyed a large general practice, and assumed a position at the bar to which his ability as a lawyer justly entitled him, and which he has deservedly held ever since. Mr. Byington is a member of the Native Sons of the Golden West, of which order he was past grand president in 1902 and 1903, and is prominent in the circles of the Benevolent and Protective Order of Elks.

**JOHN LAWRENCE GEARY, JR.**

John Lawrence Geary, Jr., was born in Contra Costa county, Cal., September 22, 1868. His education was received at the public schools and State Normal School, San Jose, Cal., and the Boston University, Boston, Mass., at which institution he read law, and was admitted to the bar in Boston, February 19, 1893, and to the California bar, November 6 of the same year. He has never sought nor held public office, has never had an associate in practice, but has made an enviable reputation for himself, and numbers among his clients and friends some of the leading people of this community.

**JAMES H. BUDD.**

James H. Budd was born in Janesville, Wis., May 18, 1851. He came to California with his parents in 1859, locating at Stockton. He was graduated from the State University in 1873, when he was admitted to the bar of the Supreme Court of California. In 1882 he was nominated by the Democratic Convention for Congress, and was the first Democrat ever elected to Congress from that district. He was elected Governor of this State in 1894, his term ending in January, 1899.

**E. B. CUTLER.**

Born in Wayne, Ohio, June 27, 1836, in 1871 Mr. E. B. Cutler, the well-known lawyer, removed to San Francisco. His early education was received at the Powers Institute, Bernardston, Mass., of which he is a graduate. He studied in the law department of Columbian College, Washington, D. C., and is a graduate of the Hastings College of the Law. The degree of Bachelor of Law was bestowed upon him from the University of California, and he was admitted to the bar of the California Supreme Court in 1882. In the same year he was the Republican candidate for State Senator from the Ninth District, and a candidate of the same party for Police Judge in 1886. While associated with the law firm of Cutler & Eisner, he, with other firms and prominent lawyers, represented the successful plaintiffs in a case against the Mechanics' Institute et al., involving interesting questions in the law of mechanics' liens, etc., reported in 75 Cal., 205. During the Civil War he was a member of the special relief department of the United States Sanitary Commission, and is prominent in Odd Fellows circles. He organized the Cabill & Hall Elevator Company, the Colley Mill & Lumber Company, the Johnson Assaying Company, the Golovin Bay Mining Company, Globe Electric Company, and represented the Builders' Association and many other prominent clients.

**ANTON MORGENTHAU.**

Anton Morgenthal was born in Legenfeld, Province of Saxony, Prussia, in 1850, came to the United States in 1871, and to California in 1876. He received his early education in the schools of Hamburg, Germany, and later at St. Louis, Mo., and in 1879 was graduated from the Hastings College of the Law in San Francisco, during which year he was admitted to the bar. He has earned a reputation for himself since that time, practicing continuously at this bar, that needs no retelling, and a wide circle of friends and acquaintances testify to his sterling qualities in his every-day life. His close application to the interests of his clients has won for him a lucrative clientele. Mr. Morgenthal is a member of the San Francisco Bar Association, and of the American Legion of Honor.

**JAMES AUGUSTUS DEVOTO.**

James Augustus Devoto, member of the law firm of Devoto & Richardson, was born in San Francisco, July 29, 1869, and was admitted to the bar of the Supreme Court May 5, 1890. He read law with Judge E. D. Wheeler, and is a graduate of the Hastings College of the Law. After being admitted to practice he went to Europe, where he spent six months in visiting the principal cities and historic places, and devoted a year to classical study in the University of Genoa, Italy. He makes no particular specialty of any department of law, but enjoys a general practice. His clients are numerous, and he is in the full tide of prosperity at a period when this statement applies to comparatively few. He has never sought politics, but was appointed Election Commissioner by Mayor Schmitz, January 8, 1904. Mr. Devoto is grand trustee of the Native Sons of the Golden West, a Knight Templar, and is a member of all the Masonic bodies.

**CHARLES W. CROSS.**

Charles W. Cross was born in Syracuse, N. Y., May 28, 1818. He was educated at the Northwestern University, Evanston, Ill., and admitted to the bar of the Supreme Court of Illinois at Ottawa in 1872. He practiced his chosen profession in that State for a time, followed it in Marysville, Cal., in 1875, and in Nevada City from 1876 to 1886, when he removed to San Francisco, where he has been in continual practice up to the present time. His business specialty is mining and corporation law. Mr. Cross was a member of the Constitutional Convention in 1879, and represented Nevada and Sierra counties as State Senator from 1883 to 1887.

**PERCY VINCENT LONG.**

Percy Vincent Long, City Attorney of San Francisco, was born in Sonoma, Tuolumne county, Cal., March 26, 1870. He was educated at the Oakland High School and the grammar school at Hayward, Alameda county, and located in San Francisco in 1890. Mr. Long read law with Milton Wheaton, and was admitted to the bar at the Los Angeles term of the Supreme Court in October, 1892. He has been associated in practice with Superior Judge Frank H. Dumme and John S. Partridge, and was deputy clerk of the Supreme Court of California from 1891 to 1895. From 1901 to 1904 he was Justice of the Peace of San Francisco, and in 1904 was elected to the office of City Attorney, his present term of office expiring in 1906. He is a member of the Native Sons of the Golden West, a Mason and an Elk.

**ALFRED PRESSLY BLACK.**

Alfred Pressly Black, the well-known attorney, has been a resident of California since 1875. Born in Butler county, Pa., November 26, 1856, his education was acquired at the Franklin Academy, Franklin, Pa., and the Hastings College of the Law, San Francisco. June 1, 1885, he was admitted to the California bar, and served from 1891 to 1898 as Assistant District Attorney of San Francisco. Mr. Black has appeared in many important trials, notably the Cregan-Becker forgery case, 121 Cal., 98. He is a prominent member of the Independent Order of Odd Fellows, a man of generous impulse, great energy and fluency of speech, and is very successful as an advocate before a jury. He is searching in his examination of witnesses, and is socially a pleasant and agreeable gentleman.

**JESSE W. LILIENTHAL.**

Jesse W. Lilienthal, a graduate of Harvard College, was born in 1855, and removed to California in 1894. He was admitted to the bar twenty-three years ago, and enjoys a large and lucrative practice in the profession in which he has earned for himself a splendid reputation and a high place among jurists. Mr. Lilienthal has successfully conducted a number of important cases, and has achieved a brilliant reputation as a lawyer.

**JOSEPH ROTHSCHILD.**

One of the leading civil and commercial lawyers of San Francisco to-day is Mr. Joseph Rothschild, who was born in this city. He went through all the grades of our schools up to the State University, where he graduated, before going to Yale, where he completed his education in 1873, being graduated with honors. Immediately upon the expiration of his course in college, he was admitted to practice in the Supreme Court of Connecticut, and the same year had similar honors conferred upon him by the Supreme Court of California. He was admitted to the bar of the Supreme Court of the United States in 1895. Mr. Rothschild is now the advocate for some of the important interests and mercantile houses in San Francisco. He was elected to the Board of Education here in 1889-90, and the flattering vote he received showed his popularity with the whole people. He is a member of San Francisco Chapter, Royal Arch Masons; Doric Lodge, No. 216, F. and A. M.; past grand president of the Independent Order B'nai B'rith; past president Free Sons of Israel; for the past five years president of the B'nai B'rith Hall Association, a corporation, and prominent in the Concordia and Yale Clubs.

**HENRY H. DAVIS.**

Henry H. Davis was born in Exin, Germany, September 27, 1861, and removed to San Francisco in July, 1865. At an early age he entered the public schools here. Having prepared for a collegiate course of study, he was sent to the State University, and took the classical course in that institution, graduating with honors in 1876. Later he entered on a course of law study at the Hastings College of the Law, was graduated therefrom in the class of 1882, and on May 29th of the same year was admitted to practice in the State and Federal courts, where he has gradually worked up a lucrative practice in general law. Mr. Davis is attorney for large corporations and firms. He is prominent in fraternal circles, holding membership in the Masonic lodges, including Royal Arch Masons, Council R. and S. M. Masons, Knights of Pythias, Foresters, Elks, Workmen and many other organizations.

**R. H. E. ESPEY.**

Born in Pacific county, Wash., January 8, 1874, Mr. R. H. E. Espey removed to California in 1893. He attended the California College and the Hastings College of the Law, studied with Earl H. Webb, and was admitted to the San Francisco bar December, 1897, and has since confined his practice to this city, making a specialty of corporation and prolate law. He is an officer in Brooklyn Lodge, No. 225, F. and A. M., of Oakland, Cal., and has won his position at the bar not by trickery or by influence, but by the faithful and honorable exercise of his talents, and hence his brothers of the profession admire and respect him, and rejoice in his success.

BENCH AND BAR.



1. JAMES M. SEAWELL	4. E. B. CUTLER	7. PERCY V. LONG	10. JESSE W. LIEBSTEIN	13. LEWIS F. BYINGTON
6. C. W. CROSS	9. JAMES A. DEGOTT	11. JAMES H. BIDD	12. JOHN L. GEARY, JR.	14. ALFRED P. BLACK
11. ANTON MORGENTHAU	12. JOSEPH ROTHSCHILD		13. R. H. E. ESPY	14. HENRY H. DAVIS

**JAMES G. MAGUIRE.**

Ex-Judge James G. Maguire is a native of Boston, Mass., born February 22, 1853. In the following year his parents removed to California, settling at Watsonville, Santa Cruz county. There he grew up, receiving his education in the public schools and the private academy of Joseph K. Fallon. He afterward taught school for nearly two years, then removed to San Francisco, where he has ever since resided. He was elected a member of the Legislature in 1875, serving at the twenty-first session, from December, 1875, to April, 1876. He was admitted to the bar by the Supreme Court of California in January, 1878, and in the year 1882 was elected Judge of the Superior Court of San Francisco for a term of six years. In November, 1892, he was elected a member of the national House of Representatives from the Fourth Congressional District, and was re-elected to Congress in 1894, and again in 1896, serving continually from March 4, 1893, to March 3, 1899. Since leaving Congress, Judge Maguire has resumed the practice of his profession in San Francisco.

**M. J. PLATSEK.**

M. J. Platshek was born in San Francisco, and educated at the University of California and Hastings College of the Law. He read law with James M. Taylor and Henry E. Highton, and was admitted to the bar by the Supreme Court of California in May, 1883. He at once took up the practice of his profession, and fully merits the high reputation which he enjoys for industry and ability in the handling of the important matters placed in his charge. He is possessed of a master mind, quick, ready and accurate; his diction is unsurpassed in propriety, and he is graceful in his delivery, and is upright, honorable and just in all matters concerning his professional actions, as well as in private life. Mr. Platshek is a leading member of the Odd Fellows, and was for a number of years president of the Odd Fellows' Hall Association.

**CHARLES E. NAYLOR.**

Charles E. Naylor is a native of Pennsylvania, having been born in Chester county, April 29, 1852. His early education was acquired at the public schools in Philadelphia, and in private institutions. He removed to the Golden State in 1871, and was admitted to the California bar in 1897. Mr. Naylor has never been associated with any law partners, but has a large clientele in civil and admiralty law, and represents many large firms and corporations. He has appeared in many important litigations, in all of which he has met with signal success. He is a valued member of the Ancient Order of United Workmen, National Union and other orders. Among many other important cases that Mr. Naylor has identified himself with, he was associated with Mr. Arthur H. Barendt in a successful suit to test the validity of the municipal bond issues, an extended account of which appears in another portion of this volume.

**WM. T. BAGGETT.**

William Thomas Baggett, a member of the law firm of Baggett, Jones & Sheridan, was born in Mississippi, December 16, 1850, and was admitted to the bar by the Supreme Court of Tennessee in 1873. In 1877 he removed to California, and has, at different times, been associated in the practice of his chosen profession with Mr. Horace G. Platt, Mr. Edward Marshall, former Attorney-General of the State, and later with the firm of which he is now the distinguished head. Mr. Baggett has served as assistant reporter of decisions of the Supreme Court of this State, and has appeared in many cases of great importance, carrying the same to a successful issue, surprising his acquaintances of the bar by his skill in management, as well as by his knowledge of the law. He is a far-sighted man and an able lawyer, as is attested by the fact that he secured for his client, the plaintiff, in the case of Fox vs. Levy et al., known as the Hale & Norcross suit, after a protracted struggle, the largest money judgment ever rendered in a contested case in this State. Mr. Baggett is past master of Pacific Lodge, F. and A. M., and stands prominently foremost in professional, social and fraternal circles throughout this entire section.

**WILLIAM R. DAINGERFIELD.**

William R. Daingerfield, one of the best known attorneys in San Francisco, was born in Shasta, California, June 9, 1857. In 1865 he came to San Francisco, and after receiving a common school education, went to Berkeley, where he graduated from the University of California in 1878. He was one of the members of the first class of Hastings College of the Law, under Professor John N. Pomeroy, and was admitted to the bar in 1879. He read law with Daingerfield & Olney from 1875 to 1878, and with Greathouse & Blanding 1879, and afterward became the junior member of the firm of O'Brien, Morrison & Daingerfield. In 1892 he was elected to the Superior bench to fill the vacancy caused by the death of Judge Hoge, and in 1894 Judge Daingerfield was re-elected to a full term of six years. He is a great student and always stood at the head of his classes in anything he undertook, and has contributed valuable articles on nautical information. He is also a splendid whist player and has contributed many instructive articles to whist papers on the game. On the bench he was a strict observer of discipline and judicial decorum. Most of his judicial experience has been in the trial of jury cases which lacked sensationalism or general public interest. Ex-Judge Daingerfield is a member of Stanford Parlor, Native Sons of the Golden West.

**D. M. DELMAS.**

D. M. Delmas was born in France, April 14, 1844. In 1856 he entered Santa Clara College, was graduated in 1862, and in 1863 received the degree of Bachelor of Arts. Later he entered the law department of Yale College, receiving, in 1865, the degree of Bachelor of Laws, and at the same time was admitted to the bar of the State of Connecticut. In February, 1866, he was admitted to the Supreme Court of California. He was Regent of the University of California from 1884 until 1892.

BENCH AND BAR.



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|-------------------------|-----------------------|---------------------|-----------------------|----------------------|
| 1. D. M. DELMAS         | 4. J. J. BUREL        | 2. FRANK MCGOWAN    | 5. EDGAR D. DRINGOLD  | 3. LOUIS F. DUNAN    |
| 6. A. E. BOLTON         | 9. WM. T. BYGGETT     | 7. JAMES G. MANGOFF | 10. M. J. PLAINIER    | 8. PHILIP G. GAFFIN  |
| 11. BEVERLY L. HODGHEAD | 12. WM. R. DAINSFIELD |                     | 13. CHARLES F. NAYLOR | 14. HENRY F. HIGGINS |

**PHILIP G. GALPIN.**

Philip G. Galpin, one of the prominent and well-known attorneys of San Francisco, was born in Buffalo, N. Y., and was given a thorough education in the Russell Military Academy, after which he graduated from the famous Yale College, Class of '49, then entered Yale Law School and studied law in the offices of Charles R. Ingersoll and Henry B. Harrison, and was admitted to the bar of the Supreme Court in 1852, in Connecticut. He began practicing law in Ohio, and came to California in 1858, where for two years he worked on and won the famous case of Gray vs. Palmer. He then returned to New York, where he took up his legal practice, and also practiced in Washington, D. C., but in 1875 he came to California and has been a permanent resident since then. He has had for law partners John B. Harmon, John T. Doyle, H. D. Scripture and Wm. Barber, and is now associated with A. E. Bolton. In politics Mr. Galpin is a Democrat, but has not been a candidate for any office, although often urged to become one. He has a fine home on Broadway and Gough streets, where he resides with his family.

**LOUIS F. DUNAND.**

Louis F. Dunand is one of the best known attorneys in San Francisco, and for the last twenty-five years he has been very successful in disputed land cases and cases involving commercial law. He is not one of those attorneys who are ever ready to advise a client to engage in an expensive lawsuit, but believes in using common sense and good advice in all matters pertaining to law. He has a beautiful home in San Rafael. The people of San Rafael thought so much of him that they elected him a member of the Board of Education for four years, declining a renomination, and he did much good work in advancing educational matters in that pretty little city. Mr. Dunand is a past master of Doric Lodge F. and A. M., and a Thirty-second Degree Mason, and is a prominent member of the Druids, of which he is a past noble grand arch. Born in New Orleans, September 15, 1852, he came to California in 1854, and was educated in Santa Clara College. He completed his law studies in the Hastings College of the Law, and was admitted to the bar in 1879. Since then he has devoted himself to general civil practice, and now is legal representative of the Commercial Trust and Loan Association and the California Fertilizer Company of this city, and of several European enterprises on the Pacific Coast.

**BEVERLY L. HODGHEAD.**

Beverly L. Hodghead was born at Lexington, Virginia, March 21, 1865. He removed to this State in 1881, and was educated at the University of California. He was graduated from Hastings College of the Law in 1891, and was in that year admitted to practice before the Supreme Court of this State. Since that time he has been engaged in general law practice in San Francisco. He was admitted to practice before the Supreme Court of the United States in 1894.

**A. E. BOLTON.**

A. E. Bolton is one of the exponents of corporation, land and civil law in San Francisco, where he has practiced for many years, and has been engaged in many important cases. He was born in Cleveland, Ohio, in 1852, and attended public school and Oberlin College in the Buckeye State, but his health began to fail from over-study, and on medical advice he went to Denver, Col., where he read law with the firm of France & Rogers. In 1875 he came to California, and in 1876 commenced practicing law in Santa Cruz. In 1881 he located in San Francisco, but afterward went to Santa Rosa, where he joined Hon. J. A. Barham. After the admission of the latter's son to the bar, he came to this city again, and formed a partnership with Mr. Philip G. Galpin. This firm still continues as Galpin & Bolton, and is one of the best known in the State. The firm is legal representative of the Donohue-Kelly Banking Company and several mining and commercial companies in this city and State.

**EDGAR D. PEIXOTTO.**

Edgar D. Peixotto was born in New York, December 23, 1867, and came to California the following year. He received his elementary education in the public school of San Francisco, and subsequently attended the University of California and Hastings College of the Law, from which he graduated in 1888. He was admitted to the bar by the Supreme Court of California in 1889. Mr. Peixotto was Assistant District Attorney under Hon. W. S. Barnes, and was his only assistant counsel in the famous Durrant trial. In 1899 he became attorney for the Sheriff, Henry S. Martin, and in 1896 and in 1900 he was a delegate to the National Republican Convention, and in the latter year he was secretary of the California delegation. He is an able man in every department of his profession, fertile in his resources and energetic in the execution of his plans, which are always carefully prepared. Mr. Peixotto is a member of the Masons, and the Bohemian, Union League and Olympic Clubs.

**JAMES D. PHELAN.**

James D. Phelan was born in San Francisco, April, 1861. He was educated and graduated from St. Ignatius College, and has served as Lieutenant-Colonel of the California National Guard. Mr. Phelan was prominent in the organization and management of the Midwinter Fair, 1893-94, is ex-president of the Bohemian Club, and was elected Mayor of San Francisco three terms, from 1896 to January 1, 1902. His public benevolence have been legion. The Public Library on Fourth street, the Native Sons' Monument, the Almshouse library, the Wilmerding School, the Red Cross fund, the Dewey boulevard, the Native Sons' Hall and a host of similar enterprises are due largely to Mr. Phelan's efforts.



**A. EVERETT BALL.**

A. Everett Ball was born in Arcade, N. Y., October 28, 1844. At an early age he entered the Arcade Academy, and later attended the University of Michigan, being a graduate of the law department of that institution. He read law with James M. Wight of Rockford, Ill., and was admitted to the Supreme Court of Michigan, at Detroit, in 1869. Mr. Ball located in San Francisco in 1870, and was at one time associated with his uncle, Hon. E. D. Sawyer, but is now enjoying a large individual practice in civil, land and probate law, of which departments he makes a specialty, representing various firms and corporations throughout the State. Many of his cases never reach a court trial, for it has always been his aim to settle amicably when this can possibly be done, and avoid delay and costs of suits. He is a well-read lawyer, of clear and discerning mind, and quickly masters a case. In court he aims not at oratory, but speaks logically and lucidly. Mr. Ball belongs to the Masonic fraternity and the Improved Order of Redmen. He is a most generous-hearted man, and has unflinching cheerfulness of spirit and vivacity of manner.

**WALTER H. ROBINSON.**

Walter H. Robinson, attorney-at-law, came to California in 1877, and to San Francisco in 1893. He was admitted to practice by the Supreme Court of California in 1896, and has since practiced in San Francisco. He enjoys a lucrative practice in the specialty of corporate, probate law and land titles, and on April 6, 1901, secured a verdict in Humboldt county in the suit of Skelton vs Pacific Lumber Company, for \$18,000, which was, on October 6, 1903, fully affirmed in the Supreme Court. This still stands as the highest verdict for damages for a death ever affirmed in this State.

**MYER JACOBS.**

The above gentleman is a native son of California, having been born in San Francisco, November 12, 1856. His early education was received at the Lincoln Grammar School and the San Francisco Boys' High School. In 1876 he was graduated from the University of California, receiving therefrom the degree of Bachelor of Philosophy, and in 1879, upon his graduation from the law department of Columbia College, New York, had bestowed upon him the Bachelor of Laws degree. The same year the University of California conferred upon him the Master of Arts degree. Mr. Jacobs was admitted to the bar of the State of New York in May, 1879, and in the July following to the bar of the State of California, and has been in constant active practice ever since, devoting himself particularly to commercial, probate and land cases. From 1891 to 1893 he was First Assistant City and County Attorney of San Francisco. Mr. Jacobs is a prominent Mason, and stands high in professional, social and fraternal circles.

**CARLTON W. GREENE.**

Carlton W. Greene was born in Stockton, Cal., August 4, 1870. He received his early education in the public schools, and later attended the University of California, graduating with the degree of Bachelor of Philosophy. He read law with Hon. John Ellsworth and his father, Hon. W. E. Greene, Judges of the Superior Court of Alameda county, and was admitted to the bar by the Superior Court of the State of California in 1895. Mr. Greene began the practice of his profession in Oakland, and removed to San Francisco in 1898, since which time he has pursued his profession in this city. He was appointed Deputy District Attorney of Alameda county, serving during 1895-96; Assistant District Attorney, 1897-98; attorney for the Superintendent of Schools of San Francisco, 1898-1902, and attorney for the Public Administrator of San Francisco, 1902-03. He is a lawyer of ability and a man of splendid business judgment, and has already had charge of large interests both in and out of court. Mr. Greene is a member of the University, Press and Olympic Clubs of San Francisco and of the Native Sons of the Golden West and Sons of the American Revolution.

**MILTON A. WHEATON.**

Milton A. Wheaton was born in Oneida county, N. Y., November 14, 1830. He received his early education in the common schools, and in 1851 he entered Hamilton College. In 1853 he arrived in San Francisco, and in the fall of 1855 he began the study of law in the office of Carter & Hartley at Sacramento, and was admitted to the bar in 1856. The following year he went to Suisun, Solano county, where he practiced for eight years. Since 1865 he has practiced in San Francisco, and has tried many patent cases in Boston, New York, Chicago and St. Louis, and has argued numerous cases in the United States Supreme Court at Washington.

**RICHARD F. MOGAN.**

Richard F. Mogan was born in San Francisco, April 16, 1867. He received his education at St. Mary's College and Hastings College of the Law, and read law with J. D. Sullivan. He was admitted to practice by the Supreme Court September 3, 1888, since which time he has practiced continuously in San Francisco. Mr. Mogan has met with remarkable success in his profession, and is very highly thought of by his colleagues.

**E. B. POND.**

Hon. E. B. Pond, ex-Mayor of San Francisco, is a native of the Empire State, born September 7, 1833. In 1854 he made a journey across the plains, settling at Chico, Butte county, Cal., and remained there until 1867, when he removed to San Francisco. In 1882 he was elected a member of the Board of Supervisors, and in 1884 was again elected for a second term. At the expiration of his four years, in 1886, he was elected Mayor, and again in 1888 he was renominated and re-elected for a second term. Mr. Pond is president of the San Francisco Savings Union.

**JOHN A. CURTIS.**

Among the architects of San Francisco are many who equal the best in the country in designing or planning any class of public or private buildings. In what may be termed local specialties in architecture and engineering feats, such as the building and equipping of public buildings such as post-offices, court houses, schools, etc., there are in this city the most finished and skilled experts in the country, and in this as well as in the general line many of the local practitioners have gained fame and business at distant points, as well as at home. Among the local architects who have attained high distinction for superior and artistic work is John M. Curtis. He was born September 7, 1852, and came to California in 1875. He has practiced his profession for the last twenty years, during which time he has designed and superintended the construction of a large number of residences, factories and other structures, but has made, however, a leading specialty of court houses. Among those built by Mr. Curtis may be mentioned those at Fresno, Willows, Glenn Co., Eureka, Humboldt Co., Santa Rosa, Sonoma Co., and Auburn, Placer Co. He was a member of the State Legislature 1902-3, and president of the Madera Granite Co. 1893-94, and is a member of the Masons, I. O. O. F. and Elks. Mr. Curtis is fully prepared with all the necessary facilities to execute any architectural undertaking, not only promptly, but with that intelligent appreciation of the beautiful and the practical in those combinations which render his services so highly appreciated.

**J. J. BURT.**

Attorney J. J. Burt of this city is one of the old school gentlemen who are universally esteemed and beloved by warm personal friends who know his many sterling qualities, high moral honor and personal integrity. Genial, witty, generous, showing in word and movement the well-bred southerner, he is an advisor who has the sound experience of a man of ripe education in all matters of legal lore. Mr. Burt was born Sept. 29, 1852, at Mardisville, Talladega County, Ala., and received his legal education in the University of Virginia, from which he graduated with high honors. Afterward he removed, in 1873, to California, where he has since been actively engaged in legal practice and has a large clientele among all classes of people. Mr. Burt was the successful attorney for Robert S. Clarke, who was on trial before Judge James M. Trout for contempt, in refusing to produce the books at the trial of Charles Erickson & Co., plaintiffs, vs. Stockton & Tuolumne Railroad Company, of which Robert S. Clarke was its secretary. After a bitterly fought contest the case was appealed to the Supreme Court and Judge McFarland wrote the opinion, releasing Mr. Burt's client. A digest of the opinion follows: The people of the State have a constitutional right to be secure in their persons, houses, papers and effects against unreasonable seizures and searches, and it is not to be tolerated that a person should be compelled to deliver his private books and papers to another who does not claim ownership in them, except when warranted by a law clearly not inconsistent

with the constitutional provision. The court is bound to protect a party to an action from undue inquisition into his private affairs, and cannot allow a drag-net of inspection to be drawn through all of his books and papers, to discover whether they do or do not contain legal evidence in favor of the opposite party; nor will a mere suspicion that they contain material evidence warrant an order for their production. The court has no power to order the production of books or papers by one party to be used as evidence by or for the other party, without an affirmative and substantial showing by affidavit, or otherwise, that they contain evidence material to the cause of action or defense of the party requiring them. No court or judge has power to punish as a contempt the violation or disregard of an unlawful order; and, where the court has made an unlawful order requiring the secretary of a corporation defendant to produce all of its books, in the absence of any showing that they contain evidence material to the plaintiff's cause, and when the secretary as a witness for the plaintiff has testified to the contrary, an order imprisoning him for contempt for violation of such unlawful order is void and he is entitled to be released on *habeas corpus*. Judges Van Dyke, Temple, Henshaw and Harrison concurred in the opinion with Judge McFarland.

**FRANK MCGOWAN.**

Frank McGowan was born in the State of Washington, September 4, 1860, removing to California in 1862. He attended the public schools of San Francisco and Humboldt counties, and received additional instruction from private tutors. January 8, 1883, Mr. McGowan was admitted to the bar of the Supreme Court of California, and practiced his chosen profession in Eureka for thirteen years, when he removed to San Francisco. He was elected to the Assembly in 1886, and to the State Senate in 1888. Mr. McGowan has been associated in practice with J. D. H. Chamberlin and George D. Squires, but at present is practicing alone, although appearing at different times with some of the most noted attorneys in litigation that has attracted the attention of the entire country. Personally he represents some of the leading concerns and corporations, and is prominent in Masonic, Knights of Pythias, Improved Order of Redmen and Sons of Veterans societies.

**CLAUS SPRECKELS.**

Claus Spreckels was born in the village of Lamsstedt, in the Kingdom of Hanover, July 9, 1828, and received a good education in the schools of his native village. At an early age he determined to emigrate, and in 1848 sailed from Bremen for Charleston, S. C., where he obtained employment in a grocery store, and within a year and a half became its owner. In 1856 he started for California, and landed in San Francisco the same year. In 1863 he engaged in the business of sugar refining, and is to-day the leader in this line of industry in the country. He has never sought political office or public position. He is a member of the leading clubs of this city, and one of the largest property owners in San Francisco.

BENCH AND BAR.



1. EDWARD R. TAYLOR	4. W. H. H. HART	2. GEORGE C. PERKINS	5. A. EVERETT BALL	3. NATHAN H. FRANK
6. W. F. WILLIAMSON	9. MILTON A. WHEATON	7. J. V. COLERY	10. OSCAR T. SHOCK	8. CARLTON W. GREENE
11. RAY P. SAPPOLD	12. MYER JACOBS		13. WALTER H. ROBINSON	14. RICHARD F. MORGAN

**E. R. TAYLOR.**

E. R. Taylor, dean of Hastings College of the Law, was born at Springfield, Ill., September 24, 1838. He received his education at Kemper School, Booneville, Mo., and Terrell Medical College, San Francisco, in the medical department of the University of California. He came to California in 1864 and was granted the degree of Doctor of Medicine in 1865. In 1872 he was admitted to practice law in San Francisco, and in 1879 was admitted to the bar of the Supreme Court of United States. Dr. Taylor has held his present position since May, 1890.

**NATHAN H. FRANK.**

Nathan H. Frank, of the firm of Frank & Mansfield, was born in San Francisco, June 3, 1838. He received his elementary education in the schools of this city, his collegiate education at the University of California, and his legal education at the Columbia Law School. In 1857 he was admitted to the bar, and has since pursued his profession in San Francisco. He formed a partnership with Milton Anderson, after the dissolution of which he became associated with Mr. Mansfield, and devotes his time and energies to admiralty and marine insurance and general commercial law. His success as a lawyer is not alone due to his natural ability in that direction, but to an indomitable will and energy which have helped him pave the way to success, and no man has made greater advances in the profession.

**W. H. H. HART.**

W. H. H. Hart, ex-Attorney-General of the State of California, was born at Yorkville, England, January 25, 1848. He came with his parents to the United States in 1852, settling at Thomas. General Hart served during the greater part of the war, first as a scout under General Grant, and afterward as a private. After acquiring his elementary education in the common schools, he read law with B. Erdman & Brown of Marshalltown, Iowa; then Ayles R. Cotton and Hen. William E. Leffingwell, of Lehigh, Iowa, and J. N. Miles, of De Witt, Iowa. In September, 1868, he was admitted to practice in the Supreme Court of Iowa, the District Courts of the same State in September, 1869, and to the Supreme Court of Iowa in April, 1870, and to the Supreme Court of California in July, 1873, and the Supreme Court of the United States in 1874. His first office was that of City Attorney of De Witt, Iowa, where he became known as one of the best criminal lawyers of that section. Since coming to California he has made himself renowned not only as a criminal lawyer, but as master of civil law in its various branches. His management of the celebrated Bybee case won for him a reputation that will endure for all time. He was elected Attorney-General of this State in 1877, and on January 5, 1891, Mr. Hart is a member of the House of Representatives, a Knight Templar, and belongs to the Grand Army of the Republic and the Odd Fellows.

**J. V. COFFEY.**

James Vincent Coffey, Superior Judge since 1883, was born in New York City, December 14, 1846, and came to California in 1863. He took up the study of law, and was admitted to the bar of the California Supreme Court in 1869. In 1882 he was elected Judge for an unexpired term, and for the succeeding full term of six years on the bench of the Superior Court. He was reelected for a full term in 1888, again in 1894, and again for a full term in November, 1900.

**OSCAR T. SHUCK.**

Oscar T. Shuck was born in Hongkong, China, of American parents, Baptist missionaries, on January 1, 1843. In his infancy he was brought to the United States and left in care of relatives in Virginia, the native State of both his parents. Mr. Shuck was educated in the public schools of Sacramento, graduating from the High School in 1859, receiving a medal for the best scholarship in Greek. He was admitted to the bar in 1864. Mr. Shuck is the author of many works, notable among which are: "California Scrap Book," 1868; "Representative Men of the Pacific," 1870; "California Anthropology," 1882; "Bench and Bar in California," 1889; "Official Roll of San Francisco," 1894; "The San Francisco Historical Abstract," 1897, two volumes; "Eloquence of the Far West," 1898-1900; "Masterpieces of E. D. Baker and Others," in separate volumes; "History of the Bench and Bar of California," 1901.

**RAY P. SAFFOLD.**

Among the prominent and well-known attorneys of San Francisco is Mr. Ray P. Saffold, with offices at rooms 455 and 456 Parrott building. He is a highly educated and polished Southern gentleman, of the new and progressive school, and has made his home here since 1900, during which time he has formed a large circle of warm personal friends, who predict a brilliant future for him because of his exceptional legal ability and unquestioned knowledge of knotty points of law. Mr. Saffold was born in Selma, Ala., June 17, 1873, and comes from old legal stock, his grandfather, Hon. Reuben Saffold, having been Chief Justice of the Supreme Court of Alabama, and his father, Hon. B. F. Saffold, served with distinction as Justice of the Supreme Court of the same State. The son was educated in the University of Alabama, where he took a thorough course in corporation, probate and lien, as well as common law, and graduated with high honors, taking the Bachelor of Laws degree. In 1894 he was admitted to practice in the Supreme Court of Alabama, and in 1897 to the Supreme Court of California and to the United States Federal Courts. He practiced law in Alabama, Tennessee, Mississippi and California, and was formerly in partnership with W. W. Quarles and Pitts & Pitts of Selma, Ala., and R. B. Saffold of this city, making a specialty of liens, probates and corporation cases. For several years he was Public Administrator in Alabama. He was also consul and attorney for the United States in Monaco and Liberia, where he performed his duties in a highly satisfactory and creditable manner.

**DAVID STARR JORDAN.**

David Starr Jordan, educator, president of the Leland Stanford Jr. University, was born at Gainesville, N. Y., January 19, 1851. He worked his way through college, and was graduated from Cornell University in 1872, and from Indiana Medical College in 1875. He was professor of natural history at Lombard University, 1872-73; principal of Appleton Collegiate Institute, Wis., 1873-74; lecturer on marine botany at Anderson School, Penikese Island, Mass.; teacher of natural history in the High School of Indianapolis, Ind., 1874-75; lecturer on zoology at the Harvard Summer School at Cumberland Gap, 1875; professor of natural history at Butler University, Indiana, 1875-79; naturalist of the geological surveys of Indiana and Ohio, 1877; assistant to the United States Fish Commission, 1877-78; professor of biology at the Indiana University, 1879-85; president of the Indiana University, 1885-91, and in the latter year accepted his present position. He is the author of a number of books.

**BENJAMIN IDE WHEELER.**

Benjamin Ide Wheeler, educator, president of the University of California, was born in Randolph, Mass., July 15, 1854. He attended the public schools of Haverhill, Mass., and of Saco, Me., and completed his preparatory education in Colby Academy, New London, N. H., graduating from Brown University with the degree of Bachelor of Arts in 1875 and Master of Arts in 1878. He was a teacher in the Providence, R. I., High School, 1875-79; was an instructor in Latin and Greek in Brown University, 1879-81. He continued his studies in four German universities, 1881-85, and received the degree of Doctor of Philosophy from Heidelberg in 1885; was an instructor in German at Harvard, 1885-86; acting professor of classical philology, Cornell University, 1886-87; was resident professor of Greek in the American School of Classical Studies at Athens, Greece, 1895-96. He became president of the University of California in 1899. He has written a number of books. One of his latest, published in 1909, is "Life of Alexander the Great."

**GEORGE C. PARDEE, M. D.**

George C. Pardee, Governor of California, was born in San Francisco, July 25, 1857; educated in the public and private schools, one of the first being the old City College of San Francisco; later, when the family removed to Oakland, he attended the College School in that city, and afterward the Oakland High School. In 1875 he entered the University of California, graduating in 1879, after which he spent two years in the Cooper Medical College, and then went to Europe and took a four-year course in the University of Leipzig. In 1885 he returned to California and commenced practice in his specialty as oculist and aurist. Dr. Pardee was a member of the City Board of Health of Oakland, 1889-91; a member of the City Council of Oakland, 1891-93; Mayor of the city of Oakland, 1893-95; Regent of the University of California, 1899-1903, and was elected Governor of California November 4, 1903.

**PROF. L. H. GRAU, Ph. D.**

Professor Grau, formerly of Stanford University, is the principal of The Lyceum, located in the Phelan Building. It is the object of this school to thoroughly prepare and qualify candidates in all subjects for the entrance examinations of the University of California, of Stanford, Harvard or Yale Universities, Annapolis, West Point or any other Eastern college, for the Hastings College of the Law, for colleges of medicine, pharmacy, dentistry, and for colleges' examinations, as well as for civil service and revenue cutter examinations. The instruction, largely individual or in small classes, is given by able instructors of large experience and abreast of the latest and best educational methods. In order to give the candidate a most thorough and systematic knowledge in the various subjects in which he has to pass an examination, only the most practical text-books are used. Among the various subjects taught are: English language, English literature, German, French, Spanish, Latin, Greek, elementary algebra, plane and solid geometry, trigonometry, advanced algebra, history, physics and chemistry, etc. The Lyceum was established in 1893 by Professor Grau, who is a native of Germany, born May 29, 1853, coming to this State in 1884. He is a member of California Lodge, No. 1, F. and A. M., and San Francisco Consistory, No. 1, A. A. S. R.

**JOHN H. REDINGTON.**

John Holly Redington was born at Waterville, Kennebec county, Me., July 12, 1824. His education was received primarily at the Waterville Academy, and subsequently at the Liberal Institute of the same place. When the gold excitement broke out, Mr. Redington lost no time, and started for San Francisco in July, 1849, via the isthmus, arriving September 14th of the same year. In December he founded the drug house of Redington & Co., which is the pioneer establishment in that line. He served as Supervisor of the City of San Francisco, and also as State Senator.

**DONALD H. FRY.**

"Keeping abreast with the times" is the motto of the present progressive day. That electricity is playing a very important role in the world's advancement and labor-saving devices is too well known to need mention. However this may be acknowledged, it is nevertheless true that only a comparatively few can reap the benefit conferred by this potent power. Particularly is this the case where ignorance or inadaptability renders the use of electricity not only dangerous, but hazardous. Education and adaptability will overcome this, as is well demonstrated in the person of Mr. Donald H. Fry, whose office is 501 Hayward Building. Mr. Fry is an electrical and hydraulic engineer, whose experience extends all over the Pacific Coast. He was born in England in 1875, and is a graduate of Stanford University, and is a member of the Masonic fraternity.

**CHARLES N. ELLINWOOD, M. D.**

Dr. Charles N. Ellinwood is a native of Cambridge, Vt., born April 12, 1838. He passed his boyhood days at Niagara Falls, and later at Chicago, where he received his early education, graduating from Hathaway's private academy, Chicago, in 1853. He then entered the Rush Medical College, and after finishing there spent one year as interne at Mercy Hospital, receiving his degree as Doctor of Medicine. After spending a year in traveling, during which time he visited this State and the Sandwich Islands, he went to Paris, France, taking a two years' course at the School of Medicine. After finishing there he returned to Chicago, at the outbreak of the war, and after passing the necessary medical examination was appointed surgeon of the Seventy-fourth Illinois Volunteer Infantry. He was with his regiment at Emigrant Gap, Murfreesboro, Chattanooga and the charge at Mission Ridge. After the latter battle Dr. Ellinwood organized a hospital of 1,500 beds on the top of Lookout Mountain. At the close of the war he returned to Chicago, and a year later moved to California, practicing here since. He was appointed surgeon to the Marine Hospital here in 1873. From 1870 to 1885 Dr. Ellinwood was president of the Board of United States Pension Examiners in California. He is ex-president of the San Francisco Medical Society and ex-president of the State Board of Medical Examiners, a member of the Masonic fraternity, a member of the Grand Army of the Republic, president of the Cooper Medical College, and Regent of the University of California.

**GERALD J. FITZGIBBON, M. D.**

Dr. Gerald J. Fitzgibbon is a native son, having been born in Sacramento, October 19, 1855. He began the study of medicine when only fifteen years old, and in 1877 graduated as doctor of medicine and surgery at the medical College of the Pacific, now Cooper Medical College, San Francisco. As resident physician at St. Mary's Hospital, which position he occupied for three years after obtaining his degree, he had a splendid field for study. Since leaving the hospital he has enjoyed a large practice in San Francisco, and is esteemed one of its most successful and respected medical men. He is a member of the San Francisco County Medical Society, the California State Medical Society and the American Medical Association. He has held important offices in all of these, and was a member of the Board of Health of the City and County of San Francisco from 1895 to 1899. Dr. Fitzgibbon is a member of San Francisco Lodge, B. P. O. E., and Golden Gate Parlor, No. 29, N. S. G. W.

**ALEXANDER THOMAS LEONARD, M. D.**

Alexander Thomas Leonard, surgeon, was born in County Galway, Ireland, September 11, 1858, and was educated at the Royal College of Surgeons and Physicians, Edinburgh, Scotland. He removed to California in the autumn of 1883, and has since been in active practice of his chosen profession. Dr. Leonard was senior surgeon to St. Mary's Hospital from 1888 to 1891. He is a member of the Knights of Columbus.

**HENRY GIBBONS, JR., M. D.**

Dr. Henry Gibbons Jr. was born in Wilmington, Del., September 24, 1840, and succeeded his father in the medical practice. He received his education, both literary and medical, in San Francisco, graduating in 1863 from the medical department of the University of the Pacific. He soon afterward went East, and, as acting assistant surgeon, was stationed at the United States Army General Hospital, Washington, D. C., for two years, where he had extensive opportunities for observation and practice. Returning to California, he entered into practice with his father, and has continued uninterruptedly in practice since that time. In 1870, at the reorganization of the medical department of the University of the Pacific, he took the chair of materia medica, which he exchanged for that of obstetrics a few years later. In 1881 this college was merged into Cooper Medical College, all the old faculty taking the same chairs in the latter college. Dr. Gibbons has held the office of Health Officer, also member of the Board of Health and member of the Board of Education. He is professor of obstetrics and diseases of women and children, and dean of Cooper Medical College; also member of the board of directors of Cooper Medical College and Lane Hospital, and is medical referee for the Mutual Benefit Life Insurance Company.

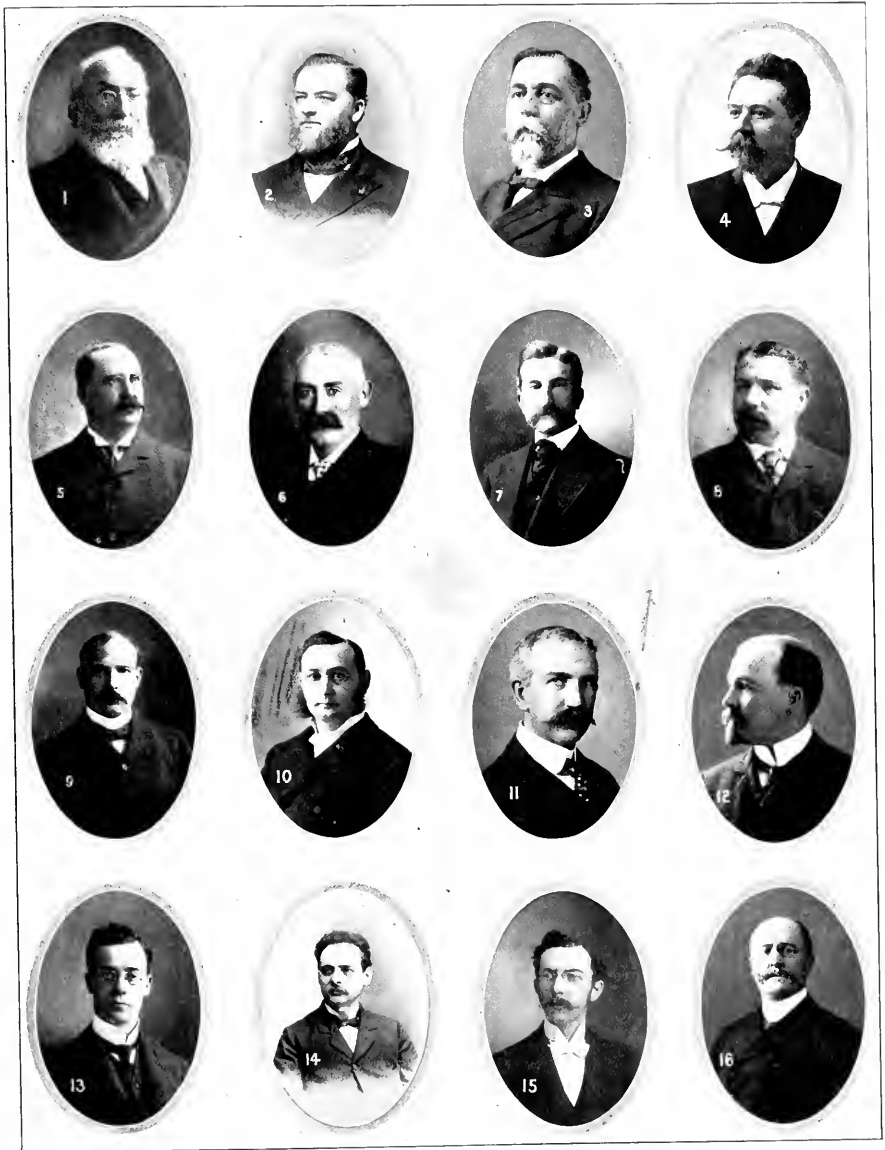
**JOHN M. WILLIAMSON, M. D.**

Dr. John M. Williamson is a native Californian, born in Vallejo, June 20, 1861, and has practiced medicine in San Francisco since 1885. He was educated in the medical department of the University of California, entering the university in 1883, and graduating in 1885. Dr. Williamson was then appointed house physician of the City and County Hospital for one year. The doctor has held many positions of trust, among which are: Member of the Board of Health of San Francisco from 1895 to 1899, having been appointed by Governor Budd, and was appointed by Mayor Phelan, under the new charter, for the same position from 1900 to 1903, being president of the board during the entire three years. Dr. Williamson was appointed professor of genito-urinary science in the medical department of the University of California, and of anatomy in the dental department of the same university. The doctor is a member of Masonic, Odd Fellows, Elks, Woodmen of the World and Foresters of America lodges.

**BENJAMIN R. SWAN, M. D.**

Dr. Benjamin R. Swan is a native of Woodstock, Vt., having been born December 1, 1837. He was educated for his chosen profession at the College of Physicians and Surgeons of New York City, and moved to California during the year of 1870. Dr. Swan has been Coroner of the City and County of San Francisco, and is the medical referee for the Mutual Life Insurance Company of New York. He is also a member of the Masonic fraternity.

PHYSICIANS AND SURGEONS.



1. ADOLPH BARKAN  
 5. WILLIAM B. LEWITT  
 9. STANLEY SHULMAN  
 13. H. A. L. RYKOGEL

2. CHARLES N. ELLISWOOD  
 6. ALEXANDER T. LEONARD  
 10. J. O. HIRSCHBLUMER  
 14. LOUIS BAZET

3. HENRY GIBBONS, JR.  
 7. GERALD J. FIZGIBBON  
 11. GEORGE B. SOMERS  
 15. GEORGE F. HANSON

4. ALDEN M. GARDNER  
 8. JOSEPH G. MORRISSEY  
 12. JOHN M. WILLIAMSON  
 16. CARL RENZ

**ALDEN MONROE GARDNER, M. D.**

Alden Monroe Gardner, physician and surgeon, was born in 1849, and has been engaged in the practice of medicine twenty-eight years. He received the degree of Master of Arts at the Christian Brothers' College, St. Louis, Mo., and that of Doctor of Medicine at the St. Louis Medical College. Dr. Gardner removed to California in 1876, and has ever since been very prominent in his profession. He has been superintendent of the State Hospital for the Insane at Napa, Cal., and is now professor of legal medicine and mental diseases at the Cooper Medical College, and superintendent of the Gardner Sanitarium, located at Belmont, Cal. Dr. Gardner is a Mason, a Knight Templar and an Elk. He has had an extensive practice, and his professional services have been made valuable by long experience and active research, and he is an authority on mental diseases of every character.

**GEORGE CHISHORE, M. D.**

This learned physician was born in Hion, N. Y., in 1849, and received his primary education in the public schools of his native town, later attending Hawke's Academy at that place. In 1854 he came to California, and was engaged in mining pursuits until 1860. In that year he commenced the study of medicine, which he continued until 1864, when he entered the medical College of the Pacific, where he spent one term. He then joined the Western Union Telegraph Russian-American extension, and served as medical officer of the American division until 1867. Dr. Chishore returned to San Francisco in 1867, and entered the United States Army as acting assistant surgeon, in which position he continued for five years, serving in Arizona, Alaska, Washington Territory, California and Nevada, being engaged all the time on frontier service. Returning to San Francisco in 1872, he took his final course of study at the Medical College of the Pacific, graduating in 1873, since which time he has practiced continuously in this city.

**WILLIAM WATT KERR, M. D.**

Dr. William Watt Kerr was born in Edinburgh, Scotland, in 1857, and has been a resident of California since 1882, since which time he has been engaged in the practice of medicine. He was educated at the Royal High School, Edinburgh University, graduating in 1881, after which he visited the hospitals in London and Paris. In 1886 he was appointed professor of therapeutics of the University of California, was secretary of the State Medical Society of California in 1888, and secretary of the County Medical Society of San Francisco in 1884.

**ALBERT H. TAYLOR, M. D.**

Albert H. Taylor, physician, was born in Indiana, June 7, 1867, and removed to California twenty years ago, where he has practiced medicine for fourteen years. He was educated at the Cooper Medical College of this city, and is now professor of anatomy at that institution.

**GEORGE FRANKLIN HANSON.**

George F. Hanson was born in Australia, October 22, 1856, and came to California in 1859. He received his medical education at Cooper Medical College, and is now professor of materia medica and therapeutics of that institution, and secretary of the board of managers of Lane Hospital. Dr. Hanson is a member of Mission Lodge, F. and A. M.

**BEVERLY McMONAGLE, M. D.**

Beverly McMonagle, M. D., was born in Sussex, New Brunswick, in 1855, receiving his early education at that place, and later attending the Collegiate School of New Brunswick. He then commenced the study of medicine, entering the medical department of Harvard University, where he graduated in 1876, after a full three years' course. Dr. McMonagle has been a resident of San Francisco nineteen years.

**WILLIAM R. CLUNESS, M. D.**

Dr. William R. Cluness was born at Ontario, Canada, December 29, 1835, and received his education at the University of the Queen's College of Kingston, Canada. He is one of the oldest practitioners here, having come to California in 1857, and has followed his profession since April 28, 1859. Dr. Cluness is a member of the Masonic fraternity.

**OSCAR OTIS BURGESS, M. D.**

Dr. O. O. Burgess was born at Evans, Erie county, N. Y., October 16, 1831. His preliminary education was acquired in the public schools of Buffalo and Erie county, N. Y.; he commenced the study of medicine in 1854 with J. W. Beatty, New York City; attended two full courses and two preliminary courses of medical lectures at the College of Physicians and Surgeons in the city of New York, and was graduated March 13, 1857. March 14, 1857, he commenced the practice of medicine in the city of New York, and remained there six and a half years; he was then four years in Rochester, N. Y., and for the past thirty-seven years has been in active practice in this city. He is a member of, and has held the office of president in the San Francisco Gynecological Society, of which he was one of the founders; San Francisco County Medical Society, and the Medical Society of the State of California, and vice-president of the first Pan-American Medical Congress; honorary member San Francisco Polyclinic and Post-Graduate School. Prior to his removal to the Pacific Coast, he was attending physician of the New York Dispensary, and City Physician of Rochester, N. Y. He was assistant, and is now consulting, surgeon of the California Woman's Hospital; is consulting surgeon to the Children's Hospital, to the San Francisco Lying-in Hospital, to St. Luke's Hospital, and to St. Mary's Hospital. He has been a member of the California State Board of Health, of the San Francisco Microscopical Society, and of the Geographical Society of the Pacific Coast. Dr. Burgess has written a number of papers for medical societies, mostly upon tumors of the uterus and ovaries, which have been published in the medical journals. Dr. Burgess is a Thirty-second Degree Mason.



PHYSICIANS AND SURGEONS.



3. CHARLES C. WAINSWORTH  
 7. CHARLES A. VAN HOFFMAN  
 10. C. F. ROCKLEY

1. A. A. D'ANCONA  
 4. BENJAMIN R. SWAN  
 8. GEORGE CHISHOLM  
 11. WILLIAM R. CUNNING

2. FRANK P. WILSON  
 5. OSCAR O. BURGESS  
 6. WILLIAM W. KEEF  
 9. JOHN C. SPENCER  
 12. C. G. KENYON

**GEORGE L. TAIT, M. D.**

George L. Tait, physician and surgeon, was born in San Francisco in 1861. He was educated in Europe, first attending the Lycee in Paris, where he remained nearly three years. He then entered the University of Heidelberg, where he remained nearly two years, completing, among other studies, a course of chemistry. Returning to America, he commenced in New York the study of medicine at the College of Physicians and Surgeons, where he graduated after a three years' course. He then came to California, and engaged in the practice of his profession, which he has since continued in San Francisco.

**P. DE VECCHI, M. D.**

Paolo De Vecchi was born in Turin, Italy, in 1847. He received his education in the public schools of his native city. Dr. De Vecchi commenced the study of medicine in the University of Turin in 1865, receiving his degree of Doctor of Medicine in 1871. Shortly afterward he came to California, where he has since been engaged in general practice, paying perhaps more special attention to surgery.

**REDMOND PAYNE, M. D.**

Redmond Payne, oculist and aurist, was born in California in 1865. In 1887 he entered the Cooper Medical College, and graduated from that institution in 1889, receiving his degree of Doctor of Medicine. Later he studied in Vienna and Paris. He has served as a member of the San Francisco Board of Health, and is oculist, aurist and laryngologist for the Southern Pacific Railroad and the United Railroads of San Francisco. Dr. Payne is a member of the Masonic fraternity, and has built up a large and successful practice in San Francisco.

**C. F. BUCKLEY, M. D.**

Dr. C. F. Buckley was born in Ireland in 1843, and educated at the Royal University, Ireland, and also in Edinburgh, Scotland. He located in California in 1869, where he has since followed the practice of medicine. He combines with his high qualities as a representative of the profession those most worthy characteristics of being a high-minded gentleman, his whole being showing innate refinement. Courteous, yet dignified, genial and frank in disposition, he is one of the ornaments of the profession in the city of his adoption.

**THOS. B. W. LELAND, M. D.**

Thomas B. W. Leland, Coroner of the City and County of San Francisco, was born September 14, 1870. He was educated at the San Jose State Normal School and the medical department of the University of California, and has been practicing medicine for ten years. Dr. Leland is also Lieutenant-Commander and Chief Surgeon of the Naval Militia of California. He is a member of the Independent Order of Odd Fellows, Native Sons of the Golden West, Eagles, Forester of America and Druids.

**HOMER S. KING.**

Homer S. King was born in Waynesburgh, Stark county, Ohio, July 16, 1811, and came to California March 9, 1852. He received his elementary education in the public schools of Sacramento, and later attended Professor Rogers' private school. In 1857 he accepted the position of letter clerk in the office of Wells, Fargo & Co., and in 1863 was appointed cashier of their office at Virginia City, to succeed James H. Latham, which position he filled until 1867, when he was appointed cashier in Wells, Fargo & Co.'s Bank. In 1873 he was elected treasurer of Wells, Fargo & Co., and in 1876 he resigned this position and became associated with J. H. Latham in the stock brokerage business. Mr. King holds membership in the San Francisco Stock and Exchange Board and Masonic orders.

**GEORGE B. SOMERS, M. D.**

George B. Somers, M. D., was born in this city, August 4, 1862. He received the Degree of Bachelor of Arts at Harvard, and that of Doctor of Medicine at the Cooper Medical College, graduating from that institution in 1888. He has been practicing medicine here for sixteen years; was police surgeon from 1891 to 1895, and is professor of gynecology at the Cooper Medical College.

**CHARLES HOLBROOK.**

Charles Holbrook of the well-known firm of Holbrook, Merrill & Stetson, was born in Swanzev, Cheshire county, N. H., August 13, 1830. In 1850, hearing of the discovery of gold in California, he came here, fully equipped and determined upon a career for himself. On January 1, 1858, he became a member of the firm of Holbrook, Merrill & Stetson.

**MILLER & LUX.**

Henry Miller was born at Wurtemberg, Germany, in 1827. He came to New York in 1847, and worked in a meat market for several years, arriving in California, September 21, 1853. He established a meat market on Jackson street, near Kearny. In 1858 the partnership of Miller & Lux was formed, and from a small beginning this concern grew until at the time of the death of Charles Lux, in 1887, the firm owned property amounting to a principality, of over 1,000,000 acres. Since his death the business interests have been attended to by Mr. Miller.

**ADAM GRANT.**

Adam Grant, recently deceased, was born in Selkirk, Scotland, September 24, 1830. At the age of twenty he left his native land and emigrated to the United States. Entering the dry goods house of Eugene Kelley & Co., as an employe, he advanced step by step until he became junior partner, and finally, in 1859, assumed control of the business in this city. At the time of his death he was the head of the firm of Murphy, Grant & Co., president of the Donohue-Kelley Bank and largely interested in many of the leading institutions in San Francisco.

### THE BANK OF CALIFORNIA.

The thoughtful and observing cannot fail to experience a peculiar sense of gratification and pride at the favorable showing of business affairs in the trades, manufactures and commercial interests of our city of San Francisco. We point with pride to her institutions of learning and in no less degree to the rapid and healthful growth of her fiduciary institutions. In every town and city the bank is conceded to be an indispensable adjunct to the convenient and safe exchange of money, and such institutions have proved to be a factor of incalculable good to their respective communities, and the financial toesin of any city is forcibly sounded by the splendid results which are the outcome of the able management of just such institutions. As a consequence we find our leading citizens in control of our great banking interests. In the present review we would call attention to the Bank of California. The exceedingly large and varied interests of the members of this bank pushed to such crowning success, placing them, by their wise and sagacious management, in the very forefront of the business interests. There is one of the best managed and most highly creditable banks in San Francisco, and by their broad-minded and public-spirited policy the general welfare of this city is as much their pride as is the success of each private enterprise. The bank is located at the corner of California and Sansome streets, incorporated June, 1864, and has a paid in capital of \$3,000,000. The officers are: William Alvord, president; Frank B. Anderson, vice-president; Irving M. Monlton, cashier. Directors—William Alvord, president; James M. Allen, attorney-at-law; Frank B. Anderson, vice-president; William Babcock, Parrott & Co.; Charles R. Bishop, capitalist; Antoine Borel, Ant. Borel & Co., bankers; Warren D. Clark, Williams, Dimond & Co.; George E. Goodman, banker; Edward W. Hopkins, capitalist; John F. Merrill, Hollbrook, Merrill & Stetson; Jacob Stern, Levi Strauss & Co.

### WELLS, FARGO & CO.'S BANK.

Possibly no one of the multitude of material advantages which a location in San Francisco and its vicinity opens to the business man, and there are many of these no other city can tender in such a degree of attractiveness, commends itself more directly as serviceable to his interests than that afforded by the number and the character of San Francisco's representative solid banking institutions and their unique and complete facilities. Not in this place is there room to dwell at proper length upon the growth of the city in financial stature during the last decade—a growth now become so considerable as to entitle the city to high rank, indeed, among the greatest money centers of the United States; but the stability and healthy vigor of the chief factors may aptly be briefly related here, and these are indicated very clearly by the position and the record of such a banking concern as forms the theme of this review. Wells, Fargo & Co.'s Bank was organized in 1852 under the National Banking Act, and operates with a capital of \$8,000,000, of which \$500,000 is paid in coin, and a surplus of \$5,750,000. Their total capital, surplus and

undivided profits are \$13,500,000. Transacting a general banking business at its central and well-fitted offices, Market and Sansome streets, this bank offers to firms, individuals and corporations the most adequate and careful attention to their affairs in every department of commercial banking, and is equipped to render the most competent, prompt and thorough service in all that concerns the making of collections, the negotiating of commercial paper, the issuing of exchange and the placing of investments in securities, with all else, properly included among the functions of banking. Conservative in policy, yet soundly progressive and sagacious in perceiving wise means for adding to its fair profits, this bank's methods commend its stock to the shrewd investor even as they do the bank's organization to the business world, for whose custom it caters; and the fact that it is the depository for millions in mercantile and manufacturing concerns' accounts at this writing indicates the confidence with which that world rightly regards its management and the local view as to the excellence of its facilities. Branches are maintained at New York, Salt Lake, Utah, and Portland, Or. Homer S. King is the president of this staunch and thriving bank; F. L. Lipman, its cashier; Frank B. King and John E. Miles, assistant cashiers, and E. H. Harriman, F. D. Underwood, W. S. V. Thorne, W. T. Van Brunt, John J. McCook, H. E. Huntington, W. F. Herrin, Julius Kritttschmitt, W. D. Cornish, George E. Gray, Dudley Evans and Homer S. King, directors. And with these prominent men of substance, personal and monetary standing, the continuance of the bank's good record and the maintenance of its certain prestige in the financial community is assured.

### CALIFORNIA SAFE DEPOSIT AND TRUST COMPANY.

Indisputably at the head of the banking interests of California stands the above old and time-tried institution, that is one of the largest banks here, whose capital is \$1,000,000; amount subscribed, \$1,000,000; amount paid in coin, \$1,000,000. The California Safe Deposit and Trust Company is located at California and Montgomery streets, and was organized April 21, 1882. A general banking business is conducted, receiving deposits, effecting loans and discounts, dealing in foreign exchange, letters of credit, investment securities, etc. Correspondence connections are maintained with all the principal centers of commerce and finance throughout the world. Special safety and deposit department and storage vaults are also maintained. The directors of this bank are thoroughly representative, composed of prominent financiers, capitalists and business men, and there is no financial institution in the State which enjoys greater confidence, or whose management is more prudent and sagacious. A glance at the official personnel will sufficiently and forcibly account for its standing and success: R. D. Fry, president; J. Dalzell Brown, vice-president and manager; James Conning, secretary, and R. D. Fry, A. D. Sharon, James Treadwell, Walter J. Bartnett, James H. Swift, J. Dalzell Brown, W. C. Peyton, H. F. Fortman, E. N. Harmon, T. J. Hay and W. F. Barton, directors.

**MUTUAL SAVINGS BANK OF SAN FRANCISCO.**

It has long been conceded that there is no surer barometer of prosperity and thrift in a community than the activity and success of its institutions for the care of the people's savings. The usefulness of the savings bank, which encourages and promotes thrift, and induces men to become independent, is unquestioned, and they have earned the eulogy of the keenest of the world's financial experts. Measured by this standard, and taken in connection with the large aggregate of deposits in the Mutual Savings Bank, the people of San Francisco stand out prominently as examples of industry and frugality. The Mutual Savings Bank is one of the best-known and model financial institutions in the West, and in its management one of the strongest and most conservative. The bank is one of the most conveniently and centrally located in the city, being in the handsome Mutual Savings Bank Building, in the very center of the retail district and fashionable shopping quarters, thus making it specially convenient to merchants and trades people, who are its largest depositors and patrons. The banking rooms occupy a large space, which is handsomely and appropriately fitted, and well adapted to the operations of a large financial business, the scope of which embraces all the features of banking as conducted under existing laws and customs, deposits, discounts, exchanges and collections forming the principal departments. The accounts of individuals, firms and corporations are had upon liberal terms, and drafts and foreign exchange are issued. This bank has a guaranteed capital of \$1,000,000, and a paid-up capital and surplus of \$400,000. The officers and directors are: James D. Phelan, president; S. G. Murphy, vice-president; George A. Story, cashier; John A. Hooper, vice-president; C. B. Holson, assistant cashier. Directors—James D. Phelan, S. G. Murphy, John A. Hooper, James Moffitt, Frank J. Sullivan, Robert McElroy, Charles S. Neal, James M. McDonald, Charles Holbrook.

**HIBERNIA SAVINGS AND LOAN SOCIETY.**

Neither the magnitude of population it can boast, nor the diversity and number of its industries and the commerce that flows through its portals, count for half as much as certain other matters in reckoning the true greatness of a city and determining its relative place among the strong cities of the world. Are its people cultured, thrifty, progressive? Its growth based upon substance, not upon self-advertisement and feverish "boom" expansion? These are the real standards to apply in fixing its measure of enduring power; and that city is truly first which can point in answer to these queries to the largest class of solid folk, contented and cheerful, striving upward with serene confidence in their own destiny and their community's. Surely such a city is San Francisco, when the matter of individual thrift among the wage-earning classes is considered; for in very few centers of population can one discover so large a contingent of frugal, foresighted working men and women with "money in the bank" as sure a test of prosperity, mark you, as any you shall find. Certain enterprises here, indeed, set a high premium upon the encouragement of thrift of this valuable sort; as does

notably the solidly founded, well-reputed concern styled as the Hibernia Savings and Loan Society, an institution which has done a very great deal to develop and sustain the idea of small savings among the mass of this city's dwellers, and which is withal counted in the front rank of the powerful factors of San Francisco's finances as a whole. This institution was incorporated April 12, 1859, and reincorporated August 30, 1864. Their handsome bank premises is located at the corner of Market, McAllister and Jones streets, where they have assets of over \$600,000,000, mostly made up from the deposits of small wage-earners. The officers are: James R. Kelly, president; Robert J. Tobin, secretary; directors, R. J. Tobin, J. R. Kelly, Charles Mayo, R. M. Tobin, James S. Tobin, Patrick M. Crowley, Edward J. Tobin and Clement C. Tobin.

**SAN FRANCISCO SAVINGS UNION.**

Nothing so strikingly exemplifies the thrift and prosperity (or the absence of these conditions) of a community, as the number, character and average condition of its institutions for caring for and investing the savings of the masses of the people. Never, in the history of the world, was the thrift of a people more distinctly shown, when at the close of the Franco-Prussian war of 1870, when the heavy hand of Germany was laid upon prostrate France and an enormous war indemnity demanded, the peasantry, the small tradesman and the artisan came forward, and out of their combined savings took up the major portion of the loan asked for by the Government, and promptly cleared the country of that debt. In like manner, when our Government, but a short time ago, asked for a popular loan for carrying on the conflict with Spain, it was the masses of the plain people who subscribed it. Such conditions insure the continued prosperity and happiness of the people as well as the perpetuity of the Government under which they live, and of which we, of this country, are happily a part. That the great majority of wage-earners and persons of small income in San Francisco are practicing thrift and economy, and laying up a portion of their income for the inevitable "rainy day," is quite evident from the admirable condition of our savings banks. One of the strongest and best managed savings institutions in this city is the San Francisco Savings Union, located at 532 California street, that was organized June 18, 1862, and has a capital stock of \$1,000,000 paid up. The officers are: E. B. Pond, president; W. C. B. de Fremery, vice-president; Robert Watt, second vice-president; Lovell White, cashier; R. M. Welch, assistant cashier, and Henry F. Allen, George C. Boardman, Robert Watt, W. C. B. de Fremery, Fred H. Beaver, William A. Magee, Joseph Barth, E. B. Pond and C. O. G. Miller, directors. This bank conducts a savings business, receiving deposits and allowing interest on time deposits at as liberal a rate as is consistent with financial safety. The executive officers are gentlemen prominent in the business and financial circles of this city, and among our ablest and most accomplished financiers, gentlemen whose names are a tower of strength and a bond of security to any institution or enterprise with which they may be identified.

### THE ANGLO-CALIFORNIAN BANK, Ltd.

A city can be best judged as to its commercial standing and rating by the number and standing of its banks and financial institutions, for it is to them that the business world goes for aid to successfully build up its trade and industrial interests, and consequently it is to them that the city owes most for its progress and development in every line of commerce and manufacture. The people of San Francisco have every reason to be proud of their banking houses, for they are liberal, conservative, and conducted upon the most approved plans of modern financial science. Among the leading financial institutions of the State is the Anglo-Californian Bank, Ltd., whose counting rooms are located at the corner of Sansome and Pine streets. This bank was incorporated April 5, 1873, and has a capital stock authorized of \$6,000,000; amount subscribed, \$3,000,000; paid in coin, \$1,500,000; reserve fund, \$700,000. The bank transacts a general banking business, sells drafts, makes telegraphic transfers and issues letters of credit available throughout the world. Sends bills for collection, loans money, buys and sells exchange and bullion. The managers are Ign. Steinbart and P. N. Lilienthal.

### THE SAN FRANCISCO NATIONAL BANK.

Inasmuch as it is to the sober and shrewd judgment of the man of affairs that a community needs must appeal for a verdict as to attractions for the business world, either as a site for the locating of new enterprises or the investment of money, argument as to its growth and standing cannot start from another point than one where figures are available to prove the case. Upon this basis, then, this comprehensive study of the San Francisco of to-day may well include as its most prominent feature the stability and rapid expansion of the banking interest; for it is there that this city shows more of its true power and prestige than even in its vast industries and its swift-swelling volume of trade. Consideration of San Francisco's chief factors in the financial field, if illustration of solid prosperity be sought, rests not solely on the so-called great banks—the oldest and largest of the region hereabouts—but it has to do quite as much with the younger and lesser ones, for the progress and vigor of these is the surest indication of genuine soundness and health in any community of this metropolitan extent and character. For an instance of the most convincing kind of growth in the latter class the San Francisco National Bank affords a striking suggestion of sagacious and capable enterprise and forceful ability to prosper in the face of competition, and incidentally typifies the high standard of strength here attained in what most cities would think a very brief while. This bank was organized under the National Banking Act, on December 1, 1897, and have a capital of \$500,000, and surplus and undivided profits of \$200,000. The incorporators include a body of the foremost business men of the city, whose names are a guarantee of sound and careful regard for the customers' interests and competence to conserve the stockholders'. With offices located at the corner of Sansome and Pine streets, the management carries on every department of a general banking business, devoting the utmost atten-

tion and most complete facilities to the needs of the commercial community, and extending to firms, corporations and individuals every accommodation their responsibility and balances warrant and that legitimate banking comprises. No bank in San Francisco has better means for making collections, issuing exchange and expediting the details of business banking in each of its divisions; and certainly none is better qualified to meet the farthest requirements in point of security than this bank. Correspondence connections are maintained with all the principal centers of commerce and finance, including: New York—Hanover National Bank, Chase National Bank, Chemical National Bank, Boston—National Shawmut Bank, Philadelphia—Drexel & Co., Chicago—Continental National Bank, St. Louis—The Mechanics' Bank, Kansas City—First National Bank, London—Brown, Shipley & Co., Paris—Morgan, Harjes & Co., Denver—National Bank of Commerce, Johannesburg—Robinson South African Banking Company, Limited. With James K. Wilson, president; William Pierce Johnson, vice-president; Lewis I. Cowgill, cashier; F. W. Wolfe, assistant cashier, there are associated in the active direction of the San Francisco National's thriving advancement such substantial and progressive men as Messrs. William J. Dutton, C. S. Benedict, William Pierce Johnson, H. E. Huntington, George A. Newhall, Orestis Pierce, George A. Pope, James K. Wilson, L. I. Cowgill, a directorate, indeed, representative.

### LONDON, PARIS AND AMERICAN BANK, Ltd.

The City of San Francisco stands out in strong contrast with other Western cities as regards all matters connected with modern banking and finance. The banks have played an important part in the progress and development of the city, and their capital has always been available where the standard of values has not received a fictitious augmentation. There is no department of a city's business life that presents more features of commanding interest and importance than its monetary institutions. The banks and banking houses of San Francisco, in their number, magnitude and accommodation, are not surpassed by similar institutions elsewhere, and they are noted for their high standing, soundness and progressive, yet conservative, management. No more solid institution exists than the London, Paris and American Bank, Ltd., located at Sansome and Sutter streets. This bank was incorporated January 9, 1884, with a subscribed capital of \$2,500,000, paid-up capital \$2,000,000 and reserve fund \$1,100,000. This bank's agents are as follows: New York—Agency of the London, Paris and American Bank, Limited, No. 10 Wall street, New York; Paris—Messrs. Lazard Freres & Cie., 17 Boulevard Poissonniere. Draw direct on the principal cities of the world. Commercial and travelers' credits issued. The officers are: Sig. Greenbaum, manager; H. S. Green, sub-manager, R. Altschul, cashier. The board of officers and directors is thoroughly representative, composed of prominent capitalists and business men, whose names are synonymous with integrity, and whose interests are allied with the growth and prosperity of the city, and there is no fiscal institution in the State which enjoys greater confidence.

**THE CROCKER-WOOLWORTH NATIONAL BANK.**

The importance of San Francisco as a great financial center is forcibly demonstrated by the record and solid prosperity of her leading banks. Commercial stability is largely dependent upon the liberal facilities accorded by these fiscal institutions, while they are intimately linked with the growth of any and every interest in the city or State. The city of San Francisco can point with pride to the number and solidity of its banks and banking institutions. One of the most conservative and ably managed banking institutions is the Crocker-Woolworth National Bank, that was organized August 31, 1886, and located at the corner of Market, Montgomery and Post streets. Their capital stock paid in coin is \$1,000,000, with surplus and undivided profits of \$1,300,000. The officers and directors are: William H. Crocker, president; C. E. Green, vice-president; G. W. Kline, cashier; George Crocker, E. B. Pond, G. W. Scott, H. T. Scott, J. H. Hyde and A. F. Morrison.

**THE DONOHUE-KELLY BANKING COMPANY.**

San Francisco stands out in strong contrast with other Western cities as regards all matters connected with modern banking and finance. The banks have played an important part in the progress and development of the city, and their capital has always been available where the standard of values has not received a fictitious augmentation. There is no department of a city's business life that presents more features of commanding interest and importance than its monetary institutions. No more solid institution exists than the Donohue-Kelly Banking Company, which was incorporated March 1, 1891, and has a subscribed capital paid in coin of \$650,000. Their banking house is on the corner of Montgomery and Sutter streets. The officers are: Joseph A. Donohue, president; John Bermingham, vice-president; Edward Donohue, cashier and secretary. Directors—Joseph D. Grant, J. A. Donohue, Eugene Kelly, John Bermingham, George Whitell, R. H. Pease, Edward Donohue, C. de Guigne and E. L. Eyre.

**MERCANTILE TRUST COMPANY OF SAN FRANCISCO.**

In the final summing up of the most favorable business features of the city of San Francisco we can render no higher service to our readers than by giving some account of a San Francisco institution, which is not only the most complete in its appointments and able in its management of any fiscal concern in San Francisco, but which is in very many important respects the finest institution of its kind in the entire West; that concern is the well-known Mercantile Trust Company of San Francisco. This institution was organized in 1899, and have their bank building at 464 California street, with a capital stock of \$1,000,000. The officers are: F. W. Zeile, president; N. D. Rideout and Henry T. Scott, vice-presidents; John D. McKee, cashier. Directors—F. W. Zeile, Claus Spreckels, James D. Phelan, N. D. Rideout, D. O. Mills, E. W. Hopkins, William G. Irwin, M. H. Hecht, Warren D. Clark, William Babcock, George Crocker, Wakefield Baker, W. F. Detert, F. G. Drum and Henry T. Scott.

**SELBY SMELTING AND LEAD COMPANY.**

The industrial character of the City of San Francisco is adorned and dignified by a class of manufacturers and manufacturing concerns which in magnitude and the general excellence and superiority of their products bear most favorable comparison with those of any city in the world. San Francisco has the resources for production, material is conveniently at hand, capital is here in ample sufficiency, and, best of all, she has the bold, sagacious and enterprising men to combine all these elements and compel them to yield up a generous measure of wealth and prosperity to this community. Conspicuous among those who have built up and are successfully maintaining great industrial works here may be mentioned the Selby Smelting and Lead Company, whose offices are located at 416 Montgomery street. This concern was established in 1864, and in 1875 became a body corporate under the laws of California, and was originally located at North Beach, this city, but later removed to Vallejo Junction, on San Pablo bay, twenty-four miles from San Francisco, where they own a forty-acre tract, and their immense works cover about eight acres. The Selby Smelting and Lead Company are smelters of gold, silver, lead and copper ores, concentrates and matte, jewelers' sweeps, cyanide product, photographers' waste, silver sulphides; refiners of gold dust, gold and silver bullion and lead bullion; assayers of ore and bullion; producers of fine gold, proof gold, fine silver, proof silver, assay silver, assay granulated lead, assay ribbon lead, assay litharge, pig lead, antimonial pig lead, sulphate of copper (blue-stone); dealers in pig tin, spelter, bar zinc, antimony, ingot copper, sheet copper, bar copper, electrotypes plates; manufacturers of drop and chilled shot, buckshot and balls, shotgun cartridges, lead pipe and tubing, sheet lead, lead traps and bends, wiping solder, wire solder, bar solder, strip solder, drop solder, calking lead, bar lead, bullet bar lead, strip lead, open sinkers, closed sinkers, glazing lead, wedge lead, mast coat lead, lead sash weights, lead washers, lead wire, babblitt metal, linotype metal, stereotype metal, block tin pipe, block sheet tin, bar tin. Their well-cultivated skill as metallurgists, taken in connection with their natural and universally admitted integrity and reliability, constitute them the very safest repository in which to intrust the interests of miners and prospectors. The officers of the company are: Andrew J. Ralston, president; Henry B. Underhill, Jr., secretary, and Alfred von der Rapp, superintendent, all of whom are gentlemen of advanced and progressive ideas.

**PACIFIC HARDWARE AND STEEL COMPANY.**

Among the prominent firms in this city is the Pacific Hardware and Steel Company, wholesale dealers in hardware, sporting goods, iron and steel, located at the corner of Mission and Fremont streets. They carry everything that the best retail hardware merchant can require for the completeness of his stock. They give employment to a large force of men, and their trade covers the entire Coast and the Orient. The officers of the company are: A. L. Scott, president; H. J. Morton, first vice-president; Joseph Sloss, second vice-president and treasurer, and Dan. H. Kane, secretary.

BANKERS AND CAPITALISTS.



1. HOMER S. KING.  
4. ISAIAS W. HELLMAN  
7. PHILIP N. LUBENTHAL  
11. HENRY J. CROCKER

2. JAMES D. PHILLAN  
5. CYRUS SERRICKLES  
8. JAMES R. KELLY  
9. DANIEL MEYER

3. WILLIAM H. CROCKER  
6. E. B. FOND  
10. IGONALZ STEINHART  
12. CHARLES R. BISHOP

## UNION IRON WORKS.

The Union Iron Works is a concern which has made San Francisco famous throughout the world, and one in which every loyal San Franciscan takes an instinctive pride. It has risen and advanced with our city, and has helped to make it great; it has demonstrated that the West can hold its own in shipbuilding with any part of the world, and that there is no section more naturally adapted to the growth of great enterprises than the "Bay City." The Union Iron Works had its inception in the foundry of Peter Donahue full half a century ago, and in 1883 became incorporated under its present name. Its works, at the Potrero, San Francisco, cover over thirty acres of ground, four-fifths of which is devoted to shipbuilding. Large brick buildings cover 250,000 square feet, and have a ground floor area aggregating fully six acres. The seven principal structures are roofed with corrugated iron, and have walls of brick, all being provided with electric and hydraulic power for riveting, stamping, shearing and hoisting, one hydraulic dry dock, 435 feet long and 66 feet wide, having a lifting capacity of 4,500 tons, while another lifts 100 tons from wharf to ship. The company employs 3,500 men, and fully 15,000 draw their support from it. The following is a list of warships this company has built for the United States Navy, except the last three, which they are now building:

Name.	Displacement, Tons.	Type.	Speed, Knots.
Charleston .....	4,040.	Protected Cruiser.....	18.20
San Francisco...	4,088.	Protected Cruiser.....	20.17
Monterey .....	4,350.	Armored Monitor.....	16
Olympia .....	5,870.	Protected Cruiser.....	21.68
Oregon .....	10,500.	Armored Battleship.....	16
Marietta .....	1,000.	Gunboat.....	12
Wheeling .....	1,000.	Gunboat.....	12
Farragut .....	240.	Torpedo Boat.....	30.60
Wisconsin .....	11,500.	Armored Battleship.....	18.54
Wyoming .....	2,700.	Harbor Defense Monitor.	12.70
Perry .....	429.	Torpedo Boat Destroyer.	29
Preble .....	420.	Torpedo Boat Destroyer.	29
Ohio .....	12,410.	Armored Battleship.....	18
Paul Jones.....	420.	Torpedo Boat Destroyer.	28.90
Grampus .....	120.	Submarine Boat.....	8.50
Pike .....	120.	Submarine Boat.....	8.50
Tacoma .....	3,500.	Protected Cruiser.....	16.50
California .....	13,800.	Armored Cruiser.....	22
South Dakota...	13,400.	Armored Cruiser.....	22
Milwaukee .....	9,700.	Protected Cruiser.....	22

The down-town offices are at 222 Market street. Mr. Henry T. Scott is Chairman of the Board of Directors.

## GEORGE E. DOW PUMPING ENGINE COMPANY.

San Francisco, as an industrial center, possesses so many enterprises that are notable beyond the ordinary in their commercial importance as to make it a difficult thing to choose out for specific mention such as are especially remarkable for the progress they show and

the influence they wield; but no such difficulty attends the choice of the great corporate concern styled the George E. Dow Pumping Engine Company, for this is conceded to be one of the foremost in its mechanical magnitude, and it may properly be classed the largest pump manufacturing plant in the West. Established twenty-four years ago by Mr. George E. Dow, this company has steadily expanded its facilities to keep pace with its output's increase, until the fine modern plant at 179 First street covers a large area, with substantial buildings. Pumps, steam, air, water and electrically driven, constitute the output produced by the latest machinery and a thoroughly organized system of economic manufacture; how truly economic the quotations will prove when the prospective buyer of pumping machinery asks this house for an estimate. A few of their recent installations of electrically driven pumps include the Oneida Mine, where one of their horizontal triplex double-plunger pumps is handling 200 gallons of water per minute to a vertical height of 1,360 feet, being the highest lift in California; Three Stars Mine, Auburn, Cal.; Royal Consolidated Mines, Hodson, Cal.; Lassen Mining Company, Mexico; Quartette Mining Company, Searchlight, Nev.; Marysville Water Works, Marysville, Cal.; United Railroads; Golden Gate Pumping Station; Oakland Transit Company; F. J. Carolan; Mountain Copper Company, Keswick, Cal., together with a large number of smaller installations. Recent steam pumps installed by them are as follows: Black Oak Mine, Carters, Cal.; Tombstone Consolidated Mines, Tombstone, Ariz.; Empire Consolidated Mines; Eagle-Shawmut Mine; Union Distilling Company; Carbon Hill Coal Company; Butte County Railroad Company; J. D. Spreckels & Bros.' tug Dauntless; Perfection Pile Preserving Company, and Commonwealth Milling and Mining Company, and two of the largest irrigation pumps ever made on this Coast, for the Honolulu Plantation Company, and they have under way complete equipment of pumps for the United States steamships South Dakota, Milwaukee, California, Ohio, Yorktown, Leslie, Boston, Iris, Solace, Intrepid. They have just completed and shipped to the Honolulu Plantation Company, at Aiea, on the Island of Oahu, H. I., two four-cylinder triple-expansion pumping engines with a capacity of 14,000,000 gallons of water each twenty-four hours, raised to a vertical height of 150 feet, being the largest and most powerful pump built in the West. The stations along the lines of the Southern Pacific and Santa Fe roads have also been equipped with Dow pumps. The company is prepared to make plans and estimates or undertake the installation of any class of pumping machinery and air compressors, and inasmuch as no concern in the entire West has facilities equal to those of the George E. Dow Pumping Engine Company, it follows that none can underbid this live San Francisco concern when good work, quick and prompt service and efficient production are essential to the order's filling.



**HENSHAW, BULKLEY & CO.**

In this review of San Francisco's great manufacturing concerns and wholesale distributing companies in the machinery line we wish to call particular attention to the well-known and popular firm of Henshaw, Bulkley & Co. This important company, controlling, as it does, the output on this Coast of a large number of the largest and best-known manufacturers in the United States, was originally established in 1846, and succeeded H. P. Gregory & Co., the pioneer wholesale house in the machinery line on this Coast. The company was incorporated in 1897, and the presiding officers have all been directly connected and identified with the machinery business of this city for the past twenty-five years. The company is one of the most reliable in the State, and from their great facilities and immense stock constantly carried, and the thorough business methods which characterize all their transactions, represent the highest type of commercial integrity. They are dealers in all kinds of machinery, too numerous to itemize in this short review. Among their general lines, however, are stationary engines, hoisting engines, horizontal tubular, and water tube boilers, gas engines, blowers and exhausts, air compressors, rock drills, pumps of every description and made by the most reliable companies in the United States; gyratory and jaw rock crushers, dry kiln apparatus, wood-working and sawmill machinery, conveying machinery and ore mills, and iron and steel working tools and mining machinery of every description, and of the very best makes. The above forms only a small quota of the goods handled, and is intended merely to convey a general idea of their important and varied line, and of their vast operations, which have long since passed the barriers of this State, extending all over this Coast and adjacent States, as well as to Hawaii, Australia and the Orient generally. They occupy the large "Foundry Block" building, at the corner of Fremont and Mission streets, with fine offices and display rooms, and employ a large force of men and an efficient corps of traveling salesmen, who cover their large territory at regular intervals. For illustrated catalogues, prices and further information describing their various lines, please address the company direct. They are always glad to furnish any information regarding their goods.

**MURPHY, GRANT & CO.**

Among the largest wholesale establishments in San Francisco is Murphy, Grant & Co., one of the largest dry goods places in the West, located at Sansome and Bush streets. The firm carries in stock gloves, laces, ribbons, silks, flannels, oilcloths, cottons, linens, smokers' articles, cutlery, underwear, white goods, and, in fact, everything that comes under the head of dry goods. Their manufacture on a large scale, and do an immense trade throughout the Pacific Coast. The officers of the company are Joseph D. Grant, H. L. Whipple and Henry Norris.

**MEESE & GOTTFRIED COMPANY.**

Machinery is the motive power of the world, and in a State where it is put to such extensive and varied use as in California it is natural that many great enterprises should be devoted to its manufacture, and that San Francisco, as its metropolis, should form the base of operations and supply depot for this industry. Among the leading institutions in this line is the Meese & Gottfried Company, engineers and machinists, successors to Clot & Meese, incorporated in 1898 for \$150,000, whose mammoth plant, running two shifts of 100 men each, is located at Nos. 167 to 179 Fremont street, covering a floor area of over 40,000 square feet. All kinds of power-transmitting machinery is manufactured, as well as supplies for same. They are sole licensed manufacturers of Medart patent wrought-iron rim pulleys, and agents for Link Belt Machinery Company, and new Gilbert wood and American all-steel split pulleys. The official staff consists of Constant Meese, president; E. Gottfried, vice-president, and Walter N. Kelly, secretary, all men who have made their way to prominence and established position by dint of unremitting energy, and the close application of honorable and liberal methods to every department of their work. They are highly esteemed in the business world for their enterprise and public spirit, and possess the entire confidence of both the trade and public.

**SAN FRANCISCO LUMBER COMPANY.**

Regarded either in an industrial or financial sense, to say nothing of the comparative influence upon the city's progress toward its premiership among great cities, probably the lumber trade of San Francisco plays a larger part on the stage of affairs than any other one division of the whole business world. Prominent in this line may be mentioned the San Francisco Lumber Company, located at Third, Berry and King streets, which was established in 1887, and incorporated under the laws of California, capitalized for \$500,000. They are extensive dealers in pine and redwood lumber, selling to the trade throughout the entire Coast, the Orient, Honolulu and other points. Their yards are located on Chamel street, between Fourth and Fifth, and at Second, Third, Berry and King streets. Their planing mills are at Third and King streets, where a large number of men are employed, and the total number engaged in the operations of the company aggregate a small army. The San Francisco Lumber Company is in every particular strictly progressive and up to date, holds the confidence of the building and manufacturing fraternities, and has commanded success by the very simple, commendable and praiseworthy process of fully deserving the same. The officers are: J. F. Kennedy, president; C. S. Holmes, vice-president; W. H. Talbot, treasurer; D. P. Mumhe, secretary, and H. B. Waters, manager. That all are progressive and enterprising business men, thoroughly in touch with the demands of the trade, irrefragable both in commercial and social functions, has been too often attested to need any further comment.

**MERRALLS' MILL COMPANY.**

There are those who imagine that we are content in keeping pace with our own growth and requirements in the manufacture of machinery. We are not! The heavy manufacturing enterprises in our midst, and their increase in number, as the adaptability of products and climate are investigated and appreciated, serve to stimulate our growth, strength and expansion. We are not confined to San Francisco, nor even to California; we are being introduced to the whole world, and the equipment of mines with our machinery will soon be ours exclusively. Confidence in the work of our machinery has been one of the stepping stones to our unprecedented success. The inventive genius of Americans is regarded as proverbial. With the birth of Genius here, however, it did not quite die out in the Old World. By no means. But the great, the inexhaustible production of mineral, i. e., gold, silver, lead, iron, zinc, etc., in this favored land, drew the artisans of the Old World to our shores, and, as genius appreciates genius, the disposition of the foreign artisan to settle down to a field of labor in a climate so favorable to health, happiness and prosperity, begot contact with bright workmen which but tended to enhance the brilliancy of skill all possessed. San Francisco being on the highway to become the world's center of manufacturing industry, we should not be surprised in hearing every language in the world spoken in our factories. Here was incorporated, over four years ago, the great firm of the "Merralls' Mill Company," who first became identified with our interests in this city. A fire caused their removal from their place of business on Fremont street to their present more adaptable location, at 127-137 First street. Mr. W. A. Merralls is secretary and manager of this progressive concern, and by his integrity, ambition and perseverance has made the "Merralls' Mill Company" one of the most worthy and popular business houses on the Pacific Coast, for the manufacture of mining machinery. The "Merralls' Mill Company" are the owners of all Mr. Merralls' patents, and have the exclusive right to manufacture the wonderful "money-makers," the Merralls' mills, roll rock crusher, etc. These mills, so widely known, have made it possible to work at a profit very low-grade ore. Their trade extends over the Pacific Coast, Montana, Idaho, Arizona, Washington, Colorado, Mexico, New Zealand, Honduras, etc., to all of which places and countries they ship their improved tension quartz mill, or roller mill, and rapid crushing stamp mills, thereby opening up a vast field of commerce which any city would be only too glad to have and control. That the "Merralls' Mill Company" have contributed, and continue to contribute toward the best interests of the State and city, will be readily admitted by all who are capable of judging of the commerce of the world and the mining machinery industry. Progressive and up to date in the construction and management of their business, they will always elicit unqualified appreciation and commendation.

**HEALD'S BUSINESS COLLEGE.**

In these latter days of restless activity and sharp competition it has become more than ever before imperatively necessary that young men and young women who contemplate entering upon a business or professional career should equip themselves beforehand with a complete, thorough and comprehensive practical education and training in the science of accounts and the forms, usages and customs in vogue in well-ordered offices and counting rooms, in order that they may be able to measure up to the requirements of business operations, and not be left far to the rear in the race of life, there to bemoan the lack of those qualifications which are now universally recognized as the "sine qua non" of all business success or hope thereof. There are various institutions devoted to the imparting of such education, but very few that can be unreservedly commended to the implicit confidence of prospective students, or their parents, guardians or whomsoever may stand "in loco parentis" to them. This city points with pardonable pride to one of the best equipped, most ably managed and most conspicuously successful business colleges to be found anywhere in the country—Heald's, the leading commercial school west of Chicago, located at 24 Post street. This admirably conducted and highly useful institution was established forty-one years ago, since which time 20,000 young men and young women have been graduated. The curriculum of the college embraces every branch of instruction having a legitimate place in a business education, including shorthand, typewriting, telegraphy, single and double entry bookkeeping, commercial arithmetic, business penmanship, mercantile law, business correspondence, business practice, railroading, brokerage, banking, English branches, mechanical drawing, French, German and Spanish. The benefits of the institution are open alike and upon equal terms to both sexes, women being admitted to all departments, and their corps of instructors, numbering thirty, is one of the strongest in the country, each member of the faculty being an accomplished specialist in his department. In connection with Heald's Business College, but located in a separate building, is Heald's School of Mines and Engineering, where civil and mining engineering, also electrical, steam and gas engineering are taught, with all their kindred branches. Heald's College also maintains a night school, for the accommodation of a large class of patrons who are unable to attend the day sessions. All the facilities and advantages of the day school are provided for these classes, the same studies, the same methods and the same practical work. The officers of the corporation are: E. P. Heald, president; J. H. Aydelotte, vice-president; H. W. Cadman, secretary. Mr. J. W. Griffith is principal of the night school, and Mr. J. B. Balcomb is superintendent of the school of mines and engineering. Heald's Business College is acknowledged the head of commercial schools in its equipment, faculty, liberality and educational facilities, and is the oldest commercial school on the Pacific Coast.

**HARRON, RICKARD & McCONE.**

With a view to showing the development of the commercial and manufacturing interests of San Francisco, we may be permitted to call special attention to the character and magnitude of a few of the representative business houses which are expanding and up-building the several departments of commercial and manufacturing enterprises here. A firm which, without question, is one of the largest and most substantial and reliable in the machinery line is that of Harron, Rickard & McCone, machinery merchants, 21 and 23 Fremont street. The company is composed of Mr. J. O. Harron, president; Mr. Thomas Rickard, first vice-president, and Mr. A. J. McCone, second vice-president. It was incorporated some three years ago, and occupies the entire four-story and basement brick building at 21 and 23 Fremont street, covering some 30,000 square feet. They also have a warehouse on the corner of Seventh and Berry street covering an area of 15,000 square feet, where they store the heaviest machinery. They have about forty people in their employ, including several traveling salesmen, and their business extends over the entire Coast, Hawaii, Alaska, Australasia and the Orient generally. The scope of their business is very large, and among the goods handled are the following, viz.: Gold mills, mining machinery and supplies, oil well machinery and supplies, hoisting and pumping and crushing machinery, steam engines, boilers, water wheels, Huntington improved roller quartz mills, Roger crushing rolls, steam and water power plants, electric hoists, electrical pumping machinery, wood-working machinery, sawmills, machine tools, Simmons' ball-bearing hydraulic giants, Campbell hydraulic mine elevators, shafting, pulleys, belting, etc. Attractive catalogues illustrating and describing the above machinery have been issued, and can be had on application. Referring particularly to the Campbell hydraulic elevator, this firm has recently installed several plants in this State, Oregon and Alaska, the principal ones being for the Pioneer Mining Company, the Northern Mining and Trading Company, Niocene Ditch Company, Arctic Mining and Trading Company, Wild Goose Mining and Trading Company, all of Nome, Alaska, and the Solomon River Ditch Company of Solomon, Alaska, and the Galice Consolidated Mining Company, at Galice Creek, Oregon. Because of its efficiency, the Campbell elevator is conceded to be unequalled, and all those who have used it concur in recommending it above all others. It is sometimes necessary to use a water lifter or hydraulic pump when installing the elevator plant, and this firm builds such a device, which is specially designed for this purpose. This brief account is not intended to describe the magnitude of this firm's operations, but simply to draw attention to the high grade of their goods and general reliability.

**ARTHUR R. HASKINS CO.**

One of the most important concerns in this city engaged in the manufacture of gas and combination fixtures is that of the Arthur R. Haskins Company, who operate a large manufacturing plant in this line at 503, 505 and 507 Howard street, where their extensive show and sales rooms are also located. This company, of which Mr. Arthur R. Haskins is the proprietor, has developed into one of the largest here, from a very small beginning, and its trade now extends all over this Coast and the adjacent States. Mr. Arthur R. Haskins established this important business in 1902, and the same from its inception met with great success, owing to the thorough business methods, punctuality and dispatch in filling orders, and the general reliability of the output. In the magnificent showrooms will be found everything that is most modern in gas, combination and electric fixtures. Every variety of style is represented, and prices range from the lowest to the highest. The scope of manufacture embraces a great many lines of goods, which are, in part, viz.: Gas, electric and combination fixtures, brass and metal bedsteads in great variety and artistic designs and finishes, and a specialty is made of making these to order according to special designs. Another feature of the business is the manufacture of copper, silver-plated amalgam plates for saving ore in quartz, placer and beach mining; also the installation of electric wires and general electric work, which is done in the most satisfactory manner. Bronze urns and frames for niches and individual work for crematory purposes are also made in beautiful patterns and according to the latest artistic designs. In order to facilitate the business for retail dealers in gas and electric fixtures, parts of fixtures are made, thus enabling the retailer to secure such parts as he desires, and put them together himself. As regards variety of manufacture in the brass and novelty line, and as regards completeness of machinery and up-to-date devices and appliances for the successful prosecution of so large and extensive a business, it would be difficult to find a concern more thoroughly equipped and supplied than the Arthur R. Haskins Company. They manufacture brass and iron display fixtures for offices, banks, restaurants and cafes, insurance offices, etc. and they make a specialty of fitting theaters with brass railings and decorative brass and model work. Among some of the theaters and cafes fitted in this way we would mention the Bell Theater, the Star Theater, the Liberty Theater and Novelty Theater in Oakland, and the following in San Francisco, The Majestic Theater, the Empire Theater, the celebrated Hoffman Cafe Annex and the Vienna Cafe; also many of our prominent banks in this city and throughout the Coast towns. They also manufacture elevator cages and inclosures of the most approved and most durable kind. Mr. Arthur R. Haskins was born in Sacramento, and came to San Francisco five years ago. Since establishing the present company he has met with signal success from the very start. He is a gentleman of broad views, progressive, and of indomitable energy, and the superiority and excellence of his work and the thoroughness of his business methods recommended him favorably to all.

**OTIS ELEVATOR COMPANY.**

The last ten years have witnessed a marked increase in the erection of high buildings for all uses in large cities. Increases in value of real estate have helped send them upward. Tall buildings are used for all purposes. Space on floors eight and even fifteen stories up is nearly as valuable as the ground floor. Merchandising and manufacturing in many lines is as much at home on high as on ground floors. It is made so by the use of elevators. They not only carry people up and down a dozen or more stories, but they lift up and carry down heavy articles with ease and rapidity. Freight elevators are, therefore, no less important than those devoted solely to passengers. By far the largest and most prominent manufacturer of elevators in the world is undoubtedly the Otis Elevator Company of New York, with branches in the principal cities of the United States, Canada and Europe. This immense industry comprises also large manufacturing plants in the larger cities of the United States, Great Britain, France and Germany. The business was originally established by E. G. Otis in 1854, and was incorporated six years ago according to the laws of New Jersey with the following officers: W. D. Baldwin, president; A. G. Mills, vice-president; H. Belknap, treasurer; A. G. Bard, secretary, and S. Burger, assistant treasurer and also manager of the Pacific Coast department, who has held this position for the last three years, and under whose capable and careful management the business has shown a steady increase year by year. Among the prominent buildings recently supplied with Otis elevators by the San Francisco branch is the Hayward building, St. Francis Hotel, new Flood building, Mutual Savings Bank building, the Rialto, the Crossley and the Starr King buildings, and the White House Dry Goods Company, all of this city. They also installed the elevator plants in the following buildings in other cities: The Alaska, at Seattle; the Empire, Spokane, Wash.; the Portland Oregonian, and Marshall, Wells & Co.'s of Portland, Or.; the Braly, Los Angeles Trust Company, and Bryson Buildings of Los Angeles, Cal.; also Alex. Young Hotel of Honolulu, H. I., and a large number in the Orient. There have also been a large number of smaller buildings supplied. The above named are all large and representative buildings, and serve to show the well-earned popularity of the Otis elevators. The home office of this great concern is in New York City, and the main factory at Yonkers, N. Y. The capital stock of the firm amounts to \$13,000,000. The local branch, a three-story structure on Howard street, occupies some 12,000 square feet, and extends through to Tehama street. About 100 men are employed here. The scope of their manufactures consists in part of hydraulic and electric passenger and freight elevators, escalators or moving stairways, electric hoists for mines, docks, warehouses and building operations; electric hoists for blast furnaces, for both vertical and inclined hoisting, with automatic skip for furnace duty and slow-down attachment; steam hoist

engines for blast furnaces, mines, inclines, etc.; steam freight elevators, inclined railways, electric passenger elevators and dumbwaiters with push button control; worm and spur gear Bower elevators, hand-power elevators and dumbwaiters. For plans and specifications and descriptive pamphlets with illustrations, address the Otis Elevator Company, 509 and 511 Howard street, and they will be promptly mailed to any address, with full particulars.

**JOHN HOEY & CO., Inc.**

That the commerce and manufactures of San Francisco are expanding at an unusually rapid rate at this time is obviously apparent upon every hand and throughout all the business sections of the city. New concerns are constantly coming upon the stage of action, and older ones are increasing their facilities, broadening their lines and covering wider fields than ever before in their existence. Especially are the manufacturing interests being stimulated to an enhanced degree of activity in all lines. One of the oldest, as well as one of the most important, manufacturing concerns operated here is that of John Hoey & Co., Incorporated, wholesale manufacturers of parlor suites, sofa beds, wire mattresses, iron beds, and dealers in upholsterers' supplies, who, since 1868, has sustained a most important relation to this industry in the West. The business premises, located at 716, 718, 720 and 722 Mission street, comprise a commodious four-story brick structure. The scope of manufacture embraces iron beds, woven wire mattresses, Dixie top mattresses, silk floss and curled hair mattresses, parlor suites, combination sofa beds, combination bed couches, combination box couches and gondola roccoco couches. Mr. Hoey has invented and secured seventeen patents on all kinds of bed couches and mattresses, all being manifest improvements over the old styles, at about the same prices as the latter. Their wire mattresses are also covered by patents in many instances, and, while superior to the ordinary styles, are not of higher cost. They have now two additional patents pending, and nearly all their products, even ordinary couches, have improvements, such as wire fabric and cable supports. They have also a very superior mattress made of a combination of silk floss and felt, patented under the name of "Silkolene," thus securing more elasticity than on those of either felt or silk floss entirely. The trade of the house covers the entire Pacific Coast, and they expect soon to extend the same to Hawaii and the Orient by increasing the facilities of manufacture, which, however, large at present, have been hardly adequate to supply their home trade. The great success of the concern has not been accomplished by chance, but has resulted legitimately from a combination of experience and energy, wisely directed toward the satisfactory service of the trade. Mr. Hoey is an old-time resident of San Francisco, and is president of the corporation, while his son, Charles F. Hoey, is vice-president, and Walter R. Pease is secretary. All are men of thorough business experience, actively identified with the progress and advancement of the city.

**FORDERER CORNICE WORKS, Inc.**

Every important branch of industrial endeavor is well represented in San Francisco, and it is the purpose of this review to call attention to a number of manufacturing concerns which for the size of their transactions, their high-grade products and their general reliability are particularly noteworthy, and in this connection we would refer to the oldest and largest enterprise in its line in this State, the Forderer Cornice Works, Inc., with extensive workshops at 8 and 10 Natoma street. For convenience and complete manufacturing facilities, including every late improvement and new machinery of all kinds necessary in the operation of these large works, we know of no other anywhere better equipped than the above. Their immense shops are L-shaped, abutting on both First and Natoma streets, and are divided off into various departments and storerooms. The basement is devoted to the manufacture of tin products of all kinds needed in their business, such as chimney pipes and ventilating pipes of all kinds. Immense piles of boxes of tin plate are stacked here ready to fill and supply the heaviest demands. The first floor contains the business and private offices of the company, while the second floor is used for cornice manufacture, and contains a full and complete line of modern machinery for this purpose; also storerooms for their large stock of sheet metal ware, which is assorted according to sizes, and kept in capacious bins for convenient reach. The unexcelled manufacturing facilities of this company, their large transactions in raw materials and their long experience and expert knowledge of their business place it in the front rank as regards superiority and high grade of output, and also places it in a position to meet the severest competition successfully. A large force of skilled mechanics, often reaching the full hundred in number, is constantly employed in their home and outside contracts, and the scope of their manufacture is very varied, embracing the manufacture of skylights, corrugated iron roofs, copper, iron and zinc ornaments, galvanized iron bay windows, etc. Their work has given universal satisfaction, and a substantial proof of same can be found in the equipment of so many of the prominent buildings in this city and throughout this Coast, all of which serve as a practical illustration of the durability, excellence and high merit of their work. This company established its works here in 1875, and among the buildings equipped with elaborate ornamental cornices and bay windows during the first three years, which have stood the test of time and bear practical testimony as to the durable character of their work, are the following: San Francisco Stock Exchange Building, Pine street; Safe Deposit Building, Montgomery and California streets; St. Ann's Building, Powell, Eddy and Market streets; the Deaf, Dumb and Blind Asylum, Berkeley, and the Napa State Insane Asylum, Napa, Cal. To itemize the numerous buildings equipped from 1878 to the present date is not within the space of this short review. We will, therefore, mention only a few on San Francisco's principal thoroughfare, Market street: Holbrook, Merrill & Stetson Block, Arizona Block, Donohue Building, Sher-

wood Building, Huntington & Hopkins Building, Chronicle Building, Emporium Building. The buildings equipped by this company during the past two years (1903-04) are the following: Chapel at Stanford University; museum building, Stanford University; Santa Maria Hotel, Van Ness avenue and Austin street, city; Luxor Apartments, Sutter street, near Jones; Bush Apartments, O'Farrell and Carlos streets; Italian-American Bank, Montgomery and Sacramento streets; Pavia Office Building, Sutter street, near Mason; Clark & Booth Building, Van Ness avenue, near Golden Gate avenue; Otis Warehouse, Davis and Pacific streets; new hotel building, Third and Minna streets; St. Dunstan's, Sutter street and Van Ness avenue; Francis Smith & Co., pipe factory; Scottish Rite Building, Geary street, near Steiner; Hayward Building, California and Montgomery streets; Sequoia Hotel Building, Geary and Hyde streets; High School at Redlands; bank building at Biggs, Cal.; club house for sailors at Vallejo; Grand Theater Building at Reno, Nev.; hotel building at Bakerfield; hotel building at Seventeenth street and Broadway, Oakland. For bids, estimates, specifications and further information, apply directly to Forderer Cornice Works, 8 and 10 Natoma street, San Francisco.

**J. G. PETTIT.**

One of the outside elevator companies represented here, and one which through the efficiency and energy of its agent, Mr. J. G. Pettit, whose office is at 33 Beale street, does a very large business on this coast is the celebrated Moline Elevator Co. of Moline, Ill. Mr. Pettit has had thirty-two-years' experience in the elevator business, and is thoroughly familiar with every detail of the construction, manufacture and installation of elevators. Among the notable buildings in which during the course of his long business career he has installed elevator equipments are the following, viz.: Francisco Hotel, Academy of Sciences Building, Sachs Bros.' building, Dr. Buckley's Hotel, Van Ness avenue, the Murphy building and a large number of others throughout this city and coast; also several in the Hawaiian Islands. Some of our largest estates, owners of much real estate throughout the city have intrusted their work to Mr. Pettit, so well known for the reliability of his transactions. Among some are the Fair estate, Keyes estate, Sharon estate; and one of the largest elevators in the city, of five-tons lifting capacity, was furnished the Sharon estate. Mr. Pettit has at present more than twenty elevators under contract—sixteen small and large ones for the new Fairmount Hotel, four for the Prager Dry Goods Company, and a number of others. The Moline Company which he so ably represents is one of the largest and best in the United States, and manufactures all kinds of elevators from a dumb-waiter to the highest speed and most powerful steam and freight elevators, and is able from its large business and great facilities to meet the severest competition. For bids, estimates and further information apply directly to Mr. J. G. Pettit.

**GOODYEAR RUBBER COMPANY.**

Since 1863 the name of "Goodyear" printed on any rubber article has been a guarantee of superior excellence and high quality. The enormous output of its various factories is almost beyond belief. The San Francisco branch occupies three brick buildings at Nos. 573-583 Market street, with five floors of salesrooms. Their rubber factory is located at 86-92 Stevenson street, and their oil clothing factory occupies nearly an entire block at Virginia and California avenues. Here the celebrated "Gold Seal" and "Badger" oil clothing are made, these well known brands being very popular. In the mammoth salesrooms everything imaginable in the line of manufactured rubber goods may be found. The company imports the finest rubber, and by the latest modern processes fashions it into rubber of every description at their different factories—rubber belting, packing, hose, rubber boots and shoes, raincoats, mackintoshes, rubber and oil clothing, druggists' sundries and fire department supplies, hard rubber combs, brushes, syringes, mats, balls, toys, etc. The Goodyear Rubber Co. has always been foremost in the quality of its belting and mill supplies, and their celebrated "Gold Seal" belting is considered by mill men to be superior to any other. The company operates factories at Lambertville, Nanatuck, Millville, College Point, New Haven, Bristol, East Cambridge, Boston, Wicapee, Jersey City and San Francisco. Their stores are located in nearly every principal city of the United States. This company manufactures the celebrated "Gold Seal" crack proof mining boots; also "Stout's" patent snag proof fishing boots. They make a specialty of fire hose, fire extinguishers, hand grenades and fire apparatus, and, after a severe test by the most expert fire authorities in various cities, it has been universally conceded that the Goodyear Company's fire hose is superior to all others, and in consequence nearly every town and city on this coast is using this hose in their fire departments. Their XXX "Gold Seal" hose, durable and light of weight, has been generally introduced into the mills and manufacturing plants throughout this coast. The executive officers of this great company are: R. H. Pease, president, and Chas. F. Rmyon, secretary. The whole world has given practical illustration of its belief in the superiority of the Goodyear Rubber Company's manufactures, and this company is unquestionably the largest of its kind in the world. For illustrated catalogues and price list, write directly to the company.

**NEUSTADTER BROTHERS.**

In this brief review of our progress we desire to hold up to public view the representative business concerns engaged in the different departments of mercantile endeavor, in order that business men at a distance may know and appreciate what manner of merchants and mercantile establishments have been chiefly instrumental in creating the great commercial fabric of San Francisco and the manner and order of resources and facilities at our command for supplying the wants and requirements of the trade of the West, the South, Canada, Mexico, Alaska, the Orient, Australia, etc.—wherever

demand may arise we are prepared and are fully equipped to meet it. While thus prefacing we are forcibly reminded of a concern whose presence and business operations in any community or city in the world would be hailed with delight by those of the progressive inclined. We have reference to the great house of Neustadter Brothers, at the corner of Sansome and Pine streets. Neustadter Brothers are large manufacturers of the famous "Boss of the Road" overalls and "Standard" shirts. This fine business was established many years ago. They have a large office in New York City, and a branch store in Portland, Or.; and outside of the immense amount of business this house transacts in San Francisco, the volume of trade outside is simply wonderful, for the entire Pacific Coast patronizes this great concern, and so do British Columbia, Alaska, Mexico and the Orient. Under special supervision their large factory, at Gough and Grove streets, is kept going, as is also that in Portland, Or. Their keen watchfulness in anything appertaining to the manufacture of their goods has so imbued the public with confidence in the quality of their wares that anything or any article coming from Neustadter's is accepted as being all right. Their place of business here is in a large, solid brick building of five stories and basement, affording some 65,000 square feet of floor space for stock, while in Portland they are also in strong evidence as to stock and business, for they occupy a large brick building there of five stories and basement—35,000 square feet. The interests of San Francisco as represented in Neustadter's colossal business—the interests of a city and the success of an industry and those who conduct it being identical—demand or necessitate the employment of 1,000 employees here and 500 in Portland, Or. The staff of traveling men approximates a quarter of a hundred, and as a few more slices of the earth come in to pay tribute to Neustadter's superior methods of doing business, that institution will have to increase its army of workers. Mr. J. H. Neustadter, the founder, is a native of Germany, 60 years of age, and has resided in California since 1856. He is a member of the Odd Fellows.

**W. W. MONTAGUE & CO.**

Among the prominent houses in the wholesale hardware line is W. W. Montague & Co., manufacturers of pipe, tanks, etc., and importers of and jobbers in hardware, located at 309 to 317 Market street. This house manufactures black and galvanized, riveted and lap-welded iron pipe for mining, irrigation, dredging, power plants, mills and water works; tanks for oil, water and cyanide plants; smokestacks, furnace feeders, dust collectors for planing mills; exhaust and air pipes for mimes, and particular attention is given to the manufacture of well casing for oil and artesian wells. Aside from this they are importers and jobbers of stoves, ranges, metals, mantels, timers' stock, etc. The officers of the company are: W. W. Montague, president; A. A. Watkins, vice-president; E. J. Duncomb, secretary; C. A. Belden, treasurer, and Daniel Wilson, assistant treasurer.

**GLOBE ENGINEERING COMPANY, Inc.**

Among the important concerns of this city who have come conspicuously to the front in their particular line is the Globe Engineering Company, Inc., with offices at 115 New Montgomery street. They are engineers and dealers in machinery and engineering appliances, representing the Automatic Heating Company, owners of the celebrated "Paul" steam system, and many other Eastern concerns in this line of a similar character. The "Paul" steam heating system of circulating steam at atmospheric pressure is one of the best and most approved systems known, and has been highly appreciated on this Coast, as is evidenced by the large number of prominent buildings throughout this State where it has been installed, among which are: Potter Hotel, Santa Barbara; Sisters of Providence Hospital, Oakland; Empire Apartment Building, San Francisco; Merchant' Exchange, San Francisco; Pacific Electric Railway Building, Los Angeles; Lankershim Building, Los Angeles; Bullock & Jones Building, San Francisco; Weinstock & Lubin Building, Sacramento. The gentlemen composing this company are all experienced in their special departments, and have given the matter of heating much concentrated thought and experiment, and have attained a degree of perfection in this line which places them in the foremost ranks. The Globe Engineering Company makes a specialty of designing and furnishing plans and specifications and giving estimates on ventilating plants, etc., which they manufacture and install themselves. Their ventilators represent the latest scientific development and improvement, and are well and favorably known throughout this Coast; they give the best results as regards durability and efficiency. In connection with this business this company owns and operates the Globe Sheet Metal Works, with an extensive factory and warerooms at 1176 and 1178 Mission street, where they manufacture galvanized sheet-iron work of all kinds, making a specialty of skylights, heating and ventilating plants, steel pipe and tanks, dust collectors, exhaust pans and blowers for mill, mining and other purposes. This company's factory is supplied with a complete and full outfit of the most modern machinery. They are in a position, by their extensive business transactions, to buy their own material in the largest quantities and at the lowest rates. Their unexcelled manufacturing facilities have also placed them in a position where they can turn out the highest quality and most reliable kind of work, and to stand the severest competition. The conduct of this business is under the management of Mr. W. F. Aldrich and Mr. A. Wethered, and their honorable business transactions commend them to the trade generally. They represent the following agencies: Automatic Heating Company of New York, Western Kieley Steam Specialty Company of Chicago, J. P. Marsh & Co. of Chicago, William Bayley & Sons Company of Milwaukee, William Baragwanath & Sons Company of Chicago, Dugger-Clark Supply Company of Chicago, Pan-Coast Ventilator Company of Philadelphia. For full particulars, illustrated catalogues, price lists, plans and specifications, apply directly to the company.

**STOLL & VAN BERGEN.**

It would take a long time, and even then not arrive at the proper estimate, to enumerate the various articles that go to sum up the full measure of commerce. To the mere utilitarian a great decimation in the number might be effected, indeed. Take, for instance, articles of luxury, and see the number that are quite dispensable, and yet contribute to employment, business industry, shipping, commerce and wealth. But, after all, those articles of utility and indispensability are the surest and most solid foundation on which to erect the superstructure of enduring greatness in business and commerce. Speaking of solid foundations suggests the query as to what constitutes a better foundation for man or woman in their every-day pursuits than leather? Why, nothing, of course. If we have great houses, then, devoted to business which embodies for the most part luxuries, why should we be surprised to find in our midst an immense concern devoted to that article of utility called leather? Also do they carry a full stock of shoe store and shoe finding supplies. We are not, by any means; on the contrary, we are only too happy to say a few words concerning this concern, which is on our principal thoroughfare, and known as Stoll & Van Bergen. We trust a brief review will not be uninteresting. Stoll & Van Bergen—or, at least, the house now known by that name—was established thirty-nine years ago by Tyler Curtis, and succeeded by Rosseter & Smith, afterward by Rosseter, Smith & Stoll, then Stoll Brothers & Co., finally resolving itself into the present firm. Their offices and sales-rooms occupy the lower floor and basement of the substantial four-story brick building at 545 Market street, covering an area of over 5,000 square feet. The trade which the firm has built up covers the entire Pacific Coast, and extends to Mexico and Central America, Hawaii and other Pacific Ocean ports. These gentlemen were sought as sole agents for Chas. F. Baker & Co., Boston, "Hold Fast" nails; I. D. Smith, Chicago, dressing; Springfield Elastic Tread Company, Springfield, Ohio; Viscol Company, East Cambridge, Mass., leather preservative, and many others. The house also carries a full stock of shoe store and shoe finding supplies. Messrs. Stoll & Van Bergen are native Californians, the former of the State and the latter of the city. Mr. Stoll is a member of the Odd Fellows and Native Sons. Both being young men, considering their great achievements, they are destined a high sphere in the confidence and esteem of the public at large.

**DODGE, SWEENEY & CO.**

Dodge, Sweeney & Co., wholesale produce and commission merchants, located at 114-116 Market street and 11-13 California street, was established in 1852 by Dodge Brothers, and in 1875 the present firm was organized. The house handles provisions, canned and salted salmon, butter, eggs, cheese, oysters and mackerel, and they are sole agents here for Libby, McNeill & Libby's canned meats. The trade of the house covers the Pacific Coast, China, Japan, Hawaii and the Philippines. The officers are: Frederick W. Van Sicklen, president; Lorenzo H. Sweeney, vice-president, and John W. Ruggles, secretary.

**SMITH'S CASH STORE, Inc.**

An interesting fact that has been conspicuously prominent in the gathering of the material for this review of the manufactures, commercial and general industries of San Francisco, and one which is as gratifying as it is interesting, is the presence here of so many large concerns, which have from moderate beginnings grown and expanded from year to year, ever increasing the receipts of their operations, thus furnishing a most practical testimonial to the substantial solidity, permanent character and ever increasing prosperity of this city as a whole. A conspicuous example and illustration of the foregoing fact, in an individual sense, is presented in the development of the great house styled Smith's Cash Store, located at 25-27 Market street. This business was originally established in 1879 and in 1894 it became a body corporate under the California laws, capitalized for \$1,000,000. This house supplies consumers everywhere with the highest class of every line of merchandise, carried in stock in twenty-five departments, including groceries, drugs, stationery, toys, shoes, hardware, tea, coffee, clothing, queensware, dry goods, furniture, etc., and does the largest mail order business in the West, their selling territory covering the entire Pacific Coast, and employment is given to nearly half a hundred persons. Mr. H. A. Smith, the president of the company, has been emphatically the architect of his own fortune and the great business which he controls and directs shows conclusively that he has builded wisely and well. This firm is interested especially in California products and delivers certain assortments to eastern railroad points at California prices. Their extensive mail order business has enabled them to secure an immense stock of these products at remarkably low figures. They want to introduce them to eastern consumers on a popular basis. Their prices are not only lower than other shippers, but they pay your freight to any railroad station in the United States. Their cases are new and iron-strapped. They pack properly and guarantee everything fresh, the highest quality and full delivery.

**J. & R. WILSON, Inc.**

Before leaving for a cruise from this port, ocean going vessels always lay in a quantity of cabin, deck and engine room supplies. Among the firms engaged in this kind of business in this city is that of J. & R. Wilson (Inc.), located at 315 Davis street. This concern was established here one year ago by the home concern, which has headquarters in Glasgow, Scotland. James A. Bremner is manager of the local concern. He is a native of Scotland, where he was born thirty years ago, and has been in California a year. The local branch occupies a two-story brick, 39x150 feet and gives employment to a number of men. The local concern is represented by older houses in Glasgow, Liverpool, London and New York and their trade extends from California and the Pacific Coast to all points in the Orient.

**MAIN & WINCHESTER.**

Unlike most cities, San Francisco is no boom product, has not been built up by speculation, nor its growth forced by hothouse methods and processes, but its growth in trade, commerce and manufactures has been along solid and substantial lines, hence we know of no city possessing anything at all comparable to the solidity of this. For this review we could not cite a more conspicuously worthy example, in its line, than the time-honored establishment of Main & Winchester, at 214, 216, 218 and 220 Battery street, who are importers and manufacturers of harness, saddles, bridles, whips, collars, leather, etc. This splendid firm was established in 1849. It would be difficult to find another firm anywhere that has established the unquenchable reputation this has. Their place of business is a solid brick building of four stories and basement, which gives them an area of floor space approximating 48,000 square feet. Their business—the manufacturing branch—is carried on in two factories, the principal one being at 214 Battery street, and the other, where the horse collars are made, at Fifth and Bryant streets. This firm is known all over the world, and they have close business relations from week to week with people all over this vast Coast, Alaska, the Orient and Australia. Their factory capacity is 2,000 sides of leather per month. They give steady and remunerative employment to over 100 expert harness makers, trusty men, and they keep constantly on the road a force of traveling men. Mr. Frank Winchester is the local manager of this large concern. Mr. Charles Main is a native of New Hampshire, 87 years of age, and has been in California since 1849. Mr. E. H. Winchester is a native of Massachusetts, 78 years of age, and has been in California since 1849. He is a Mason. Mr. Frank Winchester is a native of New Hampshire, 31 years old, and has been in California seven years. The name of Main & Winchester on an article is an assurance of reliability.

**S. & G. GUMP CO.**

As in everything else, San Francisco leads in the fine arts and has many firms which make a specialty of importing fine paintings, etchings, etc., but none are more reliable or better known than that of S. & G. Gump & Co. of 113 Geary street. This firm was established forty years ago by Messrs. Gump, and in 1900 was incorporated by the present firm with a capital stock of \$200,000. They employ thirty persons and occupy a four-story brick building, filled with a complete stock of the goods handled by them. They are manufacturers of mirror and picture frames, mantels and interior finish, and are importers of fine oil paintings, etchings, engravings, statuary, art novelties, crockery and glassware. The officers of this company are: President, S. Gump, a native of Germany, where he was born in 1833, and has been in California since 1864, and is a Mason; vice-president, A. Gump, a native of California, and secretary, G. Ruegg, a native of Switzerland, where he was born in 1854. He has been in this State since 1870. The trade of this firm extends to Alaska, the Orient and Central America.



BUSINESS MEN



3. WAREDEPAP BAKER  
7. ADAM GRANT  
10. LIPSIAN SACHS

1. HENRY T. SCOTT  
4. GEORGE A. NEWBALL  
8. JOHN B. MINGHAM  
11. NICHOLAS O'BANDE

2. CHARLES NELSON  
5. ALVINZA HAYWARD

6. CHARLES W. HOWARD  
9. HENRY E. HUNTINGTON  
12. M. H. HICOLL

\* Deceased.

**DEAN LUMBER CO.**

There is no single interest in the country that takes the prominent place that does that of the lumber trade, and it has been one of the foremost in the development and progress of the country. There are a number of large houses in this city engaged in this line that have been prominent in the upbuilding of the city, and one to which we wish specially to refer is that of the Dean Lumber Company, Incorporated, with offices at 22 California street and mills at Coos county, Oregon. This business was established twenty-five years ago as E. B. Dean & Co., and in 1903 was incorporated in its present style and title, with a capital stock of \$200,000. They are dealers in and manufacturers of all kinds of Oregon lumber. Cargoes are cut to order when desired, and they give employment to from 100 to 150 men. The trade of the house is very large, and the selling territory includes San Francisco and the entire Coast, many of the largest lumber dealers being their permanent patrons. The officers of the company are: E. B. Dean, president; S. D. Dillman, vice-president, and D. S. Moulton, secretary. Mr. Dean is a native of New York, 77 years of age, and has resided in California for the past thirty years. Mr. Dillman was born in Michigan thirty-two years ago, and Mr. Moulton is a native of Massachusetts, 63 years old, and is an old-time resident of California, having arrived here twenty-seven years ago.

**MENDOCINO LUMBER CO.**

One of the most important and extensive establishments here is that of the Mendocino Lumber Company, the founders of which have been actively engaged in the lumber industry here for over half a century, this enterprise having been established in 1852, and incorporated in 1874 with a capital stock of \$500,000. The office of the company is at 40 California street, and their mills are located at Mendocino, Cal., where they employ a force of 300 men. They are heavy operators in redwood lumber, cargoes of which are sawed to order, and their transactions are vast in their scope, the selling territory including the entire Pacific Coast and the Orient. This company is in every sense a most important factor in the great lumber trade of San Francisco, and its operations add greatly to the aggregate of our interests in that department of trade and commerce. The executive officers of the company are E. C. Williams, president, and Henry Templeman, treasurer. Mr. Williams is a native of Massachusetts, 84 years of age, and has resided in California since 1846. Mr. Templeman was born in England forty-three years ago, but has resided here for thirty years.

**MUHS & LOCHBAUM CO.**

Every possessor of valuable gems likes to display them to the best advantage to admiring friends, and in this respect San Francisco is one of the leading markets in this country. The firm of Muhs & Lochbaum Company are the leading manufacturers here of fine boxes, cases and trays for jewelry, gold and silver ware and valuable trinkets. They have elegant headquarters at 738 Mission street, where they give employment to

twenty experienced and skilled employes. This is one of the oldest and most successful firms in San Francisco, and was established in 1880 by A. Muhs. They have built up an immense local and Coast trade. In 1902 A. H. Lochbaum, Jr., became a member of the concern, after which time they increased their factory output to such an extent that they were compelled to seek larger quarters. Mr. Lochbaum was born in California in 1865, and was given a practical education in the business by his father. He is a bright young business man, who is respected by all who know him. Mr. Muhs is one of the pioneer business men of California. He has been continuously in this line of trade in San Francisco since 1872, and is a thoroughly posted man in all the details of the business. He started the present business twenty-five years ago at 208 Sutter street, but the business has outgrown the old quarters, so they were forced, in July, 1901, to engage larger and more commodious rooms in the Scott & Van Arsdale Building, at 738 Mission street, where, with the addition of new machinery and the latest appliances, they will continue the manufacture and sale of their products.

**MORRISON LUMBER CO.**

Representing the wholesale lumber trade are numerous good firms and corporations, prominent among which may be named the Morrison Lumber Company, a firm which has, in the six years it has been in business, made a splendid reputation for honorable dealing and progressive energy in extending their trade to all parts of the Coast, as well as having a big local trade. Their main office is at 742 to 752 Brannan street, where they occupy the frame building 150x200 feet, giving them a floor space of 30,000 square feet, which is filled with the best selected lumber from the forests of California, Washington and Oregon. They employ a dozen salesmen and inspectors, and they make a specialty of redwood, pine and spruce lumber, shingles, laths, posts, etc. They handle many thousand feet of lumber annually, and enjoy a well-deserved and large patronage. Mr. C. T. Morrison is the president of the company, and is a native of California, born here in 1862. G. H. Morrison, the vice-president, is a pioneer of California, arriving here in 1849, and has spent most of his life in the lumber business in this city. W. H. Hiss, the secretary, was born here in 1883.

**THORS' STUDIO.**

The developments and accomplishments in photography have been most marvelous, constituting really one of the greatest wonders wrought out by a single generation. Every San Franciscan may justly feel proud of the fact that this city is the home of a number of renowned artists in photography, among whom may be mentioned the name of Louis Thors, whose parlors are in the Phelan building. Mr. Thors established in this city in 1880 and ranks not only among the photographers of San Francisco, but of the United States. The highest points of excellence reached in the photographic art are always to be seen at Thors' studio. Mr. Thors was born in Holland in 1845. He was educated in France, and arrived in California in 1876.

**R. B. MOORE.**

There are a number of responsible and enterprising firms in the City of San Francisco to-day who devote their time, experience and money to the manufacture of sash, doors, house finish and general mill work, for which they find an extensive sale in this city and along the Coast because of the great building boom which has been going on in this part of the country. (Much of this class of material is also shipped to Central America, the Hawaiian and Philippine Islands.) The character of the business has naturally seen many changes the past decade owing to the adoption of new styles and the growing demand for redwood finish and designs. Among the representative firms aiding in building up San Francisco, by furnishing high-class work, such as hardwood interiors, cabinet and general mill work, sash, etc., is that of R. B. Moore, who has his mill located at 541-543 Brannan street, between Fourth and Fifth streets. He has a modern and complete plant in three buildings, and gives employment to forty skilled mechanics. He also maintains a lumber yard to insure supply of dry material for the factory. Mr. Moore is a genial and energetic business man, and is a native of Vermont, where he was born in 1865. He has been here about fifteen years. Prior to the establishment of his present business, he was manager of a similar one for the Excelsior Redwood Company, C. A. Hooper & Co., agents, Fourth and Channel streets, of this city.

**CALIFORNIA SPRING MANUFACTURING COMPANY.**

Referring to the great staple industries here, none is better represented than the furniture and the spring and wire mattress lines, and among the important factories to which we wish to refer is that of the California Spring Manufacturing Company, J. J. Crofton, proprietor, at 937 Howard street and 2430 Albion avenue, manufacturer of spring and woven wire mattresses of all descriptions. By the recent developments of special machinery these favored household goods, formerly a luxury, have, by the latest labor-saving appliances, been placed within the reach of all, and by their reasonable prices are now in universal use. They are now turned out by the thousands where formerly hundreds were made. In the California Spring Manufacturing Company is found one of the largest and most reliable exponents of this great industry. They manufacture these goods in a great variety of styles and finishes, and, by their large sales, are enabled to purchase their raw materials at the lowest prices and in the largest quantities, and by their superior manufacturing facilities can meet the severest competition. The "Star" and "Champion" brands, noted everywhere for durability, are among their leading ones. This company, which has two separate factories as above named, is owned and operated by Mr. J. J. Crofton, one of the most reliable men in this business, and his trade, from one of local character, now extends over the entire Coast cities. For catalogues, price lists and further information apply directly to the company.

**GULF BAG COMPANY.**

The making of bags has long since been one of the important industries of this country, and it has been a serious problem of expense in many branches of business, such as salt and sugar, coffee, flour and grain, and even trusts have to be organized to corral the raw materials used in the construction of sacks and bags. San Francisco has one of the largest bag factories west of St. Louis, and it is known as the Gulf Bag Company. This is a branch of the big Bemis Bag Company of St. Louis, one of the largest concerns of the kind in the world, which makes all kinds of cloth and paper bags. The local branch is located at 709-11 Front street, and occupies a five-story brick building 59x135 feet, in which 150 people are employed, and three traveling salesmen are on the road all the time. They make flour, coffee, salt, sugar, tobacco, meal and all kinds of bags that are used in commercial business. The local factory was established six years ago, and since that time has established a splendid trade in California, Central and South America, and has a large local business. The Gulf Bag Company is under the management of W. N. Dekker, a prominent and enterprising business man, who has formed a large circle of social and business friends in San Francisco.

**CODE-PORTWOOD CANNING COMPANY.**

The canned goods business makes it possible for people to enjoy fruits, vegetables, etc., long after the natural product would have decayed or dried up in the hot sun. It also provides a compact means for transporting edibles. San Francisco is the leading city in the canning industry. Perhaps one of the oldest companies in the West is the Code-Portwood Canning Company, with offices at 191 Front street, and a mammoth factory at Tenth and Bryant streets. This company was established in 1867 by P. D. Code & Co., and the name was later on changed to Code, Elfelt & Co. In 1898 the company was incorporated, with a capital stock of \$250,000, with P. D. Code, president; R. H. Swayne, vice-president, and John D. Langhorne Jr., secretary. H. G. Prince and J. W. Cameron are members of the board of directors. The factory is a two-story and basement brick, 75x150 feet, in which from 50 to 800 persons find employment at various seasons of the year. The capacity is 200,000 cases of canned fruits and vegetables per annum, and their market is the entire world. This company puts up only premium brands, and makes specialties of such well-known brands as Premium, Trinity, Alpine, Fruitvale, Alamo, Alvarado, Silver, Shasta and Pride of the Orient. Their goods are known in every market for their excellent natural flavor and the care taken in the selection of the stock. All of the members of the company are experienced and practical men in their line of business. President P. D. Code is a native of England, born in 1849. He has been a resident of this State for forty years, and is a Mason. Vice-President R. H. Swayne is a native of California, born here in 1862. Secretary John D. Langhorne Jr. was born in Virginia in 1869, and has been a resident of California since 1881. This is recognized as one of the strongest manufacturing companies in San Francisco.

**BENJ. G. ELLIOT.**

What an intimate association with our progressive-ness and the means to arrive at it does that one word "foundry" convey. Previous to 1869 each foundry on the Coast prepared its own facings with such facilities as they possessed. In that year Benjamin Elliot established in San Francisco, at the instance of the prominent foundrymen of the city, the pioneer foundry facing mill of the Coast. From 1882 to 1900 Mrs. M. A. Elliot conducted the business. The son, Benjamin G. Elliot, has now succeeded to it. The facing mills were removed several years ago to 33 Tehama street, near First, where new quarters were built expressly for the purpose. Here are manufactured all kinds of carbon preparations for the molder's use, including graphite, plumbago, black lead, charcoal, anthracite and coke facings and blackings, besides bituminous or sea coal facings. In conjunction with this is carried on an extensive manufacture of charcoal preparations for druggists, water and wine filters, stock foods and various other commercial uses. With San Francisco as a distributing point, the goods are shipped all over the Pacific Coast. Mr. B. G. Elliot is a native of this city, and had managed the business for the ten years just previous to his taking full control, and is thus fully qualified to hold the well-merited confidence which the foundrymen of the Coast and the public at large have shown in the past. The great diversity of interests in a large city necessitates the harmonious and efficient working of all to the end that they may subserve the public welfare and assist the city to her destination of commerce and wealth. That Mr. Elliot is and should be admirably adapted to his present position may be gleaned from the fact that he had good opportunity of acquirement, while yet a boy, under the able supervision and guidance of his father. And that he benefited by the able tuition afforded him while yet young and susceptible to wise counsel is apparent in the good management, and consequent success, of his business.

**SUNSET AUTOMOBILE CO.**

Among the various events foretold in the famous prophecy of "Mother Shipton" the latest to be fulfilled was that of the time when "carriages without horses shall go." This was formerly applied upon the realization of the steam railroad, but more appropriately fits to the automobile, now in general vogue. The term "automobile" means all motor traction vehicles capable of operating on ordinary roads, whether by gas, oil, vapor, compressed air or electricity. These vehicles were first made in France about a quarter of a century ago, but Americans have since taken up their manufacture and American enterprise and inventive genius have since made our products in this line the recognized standard of excellence in this branch of manufacture. The automobile is unexcelled in its adaptability to the purposes of business, sport, pleasure and speed, and the American products are conceded to excel those of all

other countries in grace and finish. Much attention has been given to this subject in San Francisco, and one of the foremost concerns engaged in the manufacture of a superior line of automobiles is that of the Sunset Automobile Co., whose office, sales-rooms and works are at 184 Market street. This business was inaugurated in July 1899, and was incorporated in 1902 under the general laws of this State with ample capitalization, while the directorate is composed of the following prominently known business men: Dr. W. H. Kellogg, president; Dorville Libby, Jr., vice-president and manager, and Dr. G. L. Painter, secretary and treasurer. This company manufactures the "Sunset" and "Occident" gasoline automobiles, which are scientifically constructed and handsomely finished, and is agent for the "Orient" buckboard, manufactured at Waltham, Mass. The trade operations of the company extend to all parts of the Pacific Coast and the industry has had such a rapid growth that the demands for their products far exceed their expectations. They produce vehicles of the highest order at a popular price, and with which they furnish a positive guarantee as to the vehicles' ability to do all it is proposed to do, as they fully guarantee everything turned out by them. Mr. Dorville Libby, Jr., is a graduated electrical engineer and under his able management the operations of the company are rapidly expanding and increasing. All of the officers are men of executive ability, broad and comprehensive in their business ideas.

**PACIFIC MILL & MOULDING CO.**

One of the best and most important of the manufacturing establishments located in San Francisco is the Pacific Mill & Moulding Company. This company was originally established in January, 1903, as the Pacific Moulding Company, and was located at 132 Main street. January 14, 1901, the company was incorporated under the State laws and W. B. Pringle and J. C. Doane added to the directory in order to comply with the present laws of incorporation. J. H. Horstman, one of the members of the old board, was also added to the new directory and is secretary. C. W. Hollis, who resides in Oakland, was elected president, and C. F. Martin is vice-president. The business of the firm had increased to such proportions that in order to accommodate their patrons and promptly fill their numerous orders they removed to their present quarters at 532, 534, 536 and 538 Fifth street, where they have a large frame saw and planing mill and store rooms, giving employment to from twenty-five to thirty men skilled in this kind of work. The mill is equipped throughout with a valuable and complete outfit of saws, planes, moulding machines and other machinery and mechanical appliances. The company does a big business in the production of exterior and interior finish, such as high grade doors, windows, sashes, and manufactures for contractors in San Francisco and nearby cities. All of the members of the firm are practical business men and they have succeeded in establishing a splendid business here in the short time they have been in operation.

**WILSON BROS. & CO.**

The general growth of the commerce of San Francisco is well illustrated in the scope and magnitude of its great lumber trade, which is one of those leading and staple departments of mercantile endeavor which gauge the average prosperity of the community. This branch of trade is represented by a number of the most able business men and most important firms and corporations within the State, one of the principal of which is Wilson Bros. & Co., which occupies a conspicuous place in the front rank of that important trade in this city. The business was founded in 1888 by Messrs. C. R. and Henry Wilson and A. B. Johnson, the present members of the firm. They are manufacturers and exporters of and wholesale and retail dealers in Oregon pine and spruce lumber and operate mills at Aberdeen, Washington, the annual output of which aggregates about 10,000,000 feet. The mills were burned July 22, 1903, and were rebuilt and in operation within eight months. The office and yards are located at 324 Berry street and 7,000,000 feet of lumber is kept in stock. This firm is in every sense a most important factor in the great lumber trade of San Francisco and its operations add greatly to the aggregate of our interests in that department of trade and commerce. Personally speaking Messrs. C. R. and Henry Wilson are natives of Sweden and Mr. Johnson of Minnesota.

**JOHN SIMMEN.**

Among the great staple lines, none is better represented in San Francisco than the furniture line, including that of bank, office and store fittings and house interiors, and among the contractors and manufacturers who have attained a wide reputation for a superior degree of excellence in that important business, to whom we desire to refer especially for general liability and progressiveness, is John Simmen, with offices at 315 Phelan Building, the exigencies of his business requiring a central office. His extensive factory, fitted out with a full and complete outfit of modern machinery and every recent device and appliance required in the line of manufacture, is situated at 411 and 413 Shotwell street. Mr. Simmen is a contractor and manufacturer of bank and office fittings, store and saloon fixtures, house interiors and artistic furniture in the most original and unique designs. A few recent specimens of his superior workmanship can be found in the following well-known banks and buildings: Bank of Bakersfield, Bakersfield, Cal.; Italian-American Bank, San Francisco, Cal.; Southern California Savings Bank, Los Angeles, Cal.; Yokohama Specie Bank, San Francisco, Cal.; First National Bank, Fresno, Cal. (ceilings); State Savings Bank, Oakland, Cal.; Central Trust Company, San Francisco, Cal.; John D. Spreckels & Bros., offices, 327 Market street, San Francisco, Cal.; J. R. Bradley Company, groceries, Reno, Nev.; Sloane-Paine Company, groceries, Spokane, Wash.; Cafe Odeon, San Francisco, Cal.; Hale Brothers, San Francisco, Cal.; R. D. Davis & Co., San Francisco, Cal.; Davis, Schonwasser & Co., San Francisco, Cal.; F. Maskey, candy store, San Francisco, Cal.; Benj. Curtaz & Son, San Francisco, Cal.; Wolfe & Hawley, San Francisco, Cal.; Rococo Saloon, San Francisco,

Cal.; Fink's Buffet, San Francisco, Cal.; Hansen & Elrick, San Francisco, Cal.; Geo. H. Lent's residence, San Francisco, Cal. These are only a few of his more recent contracts, but they serve to illustrate the excellence and superior finish of his work. Mr. Simmen's trade is not limited to cabinet work only, but includes all branches related to the fitting up complete of banks, offices, stores, etc. Estimates furnished upon application.

**CHARLES MARX.**

The first step to necessity, comfort and taste, perhaps, is manifested in the selection of furniture. The more wealthy people become, and the more refined their tastes, the more they look for something out of the ordinary, something artistic. This want was removed when, ten years ago, Charles Marx established his splendid factory at 116 Beale street. The natural inclination of Mr. Marx in the direction of turning out something recherche in furniture led up to pronounced success from the start. He manufactures fine and artistic furniture, bank, office and saloon fixtures, mantels and hardwood interiors, etc. He is a native of Germany, and has been in this country twenty-five years. He is a member of the Germania Club, Mission Turn Verein and California Schuetzen Club. It is unnecessary to say that Mr. Marx is very popular, not only because he is a member of so many societies, and societies that are composed of representative men, but because, quite irrespective of that, he is a man of broad liberal ideas and charitable as well as progressive.

**ROBERT WAKEFIELD.**

There is perhaps no branch of industrial activity that is in the hands of a more reliable and responsible class of men than the general contracting firms of this city. A forcible illustration of this may be found in Robert Wakefield, general contractor, bridge and wharf builder, whose office is at No. 5 Market street. He is a bridge and wharf builder of great merit, and also conducts a general drainage business, one of his notable contracts being that of the removal of the celebrated "Blossom Rock" in the narrows, which had so long been a menace to navigation. He also retains an office at 657 Worcester Block, Portland, Ore. Mr. Wakefield established business four years ago, and in that time has well merited his claim to a thorough and practical knowledge of his profession. He constructed the Union street wharf, the Greenwich street wharf, the Filbert street wharf, the Lombard street wharf, two new ferry slips at the foot of Lombard street and the Santa Fe R. R. slip at China basin, ferry slip "A," foot of Clay street, and also built the foundation of the new Merchants' Exchange Building, an engraving of which appears in this publication. A large number of employees are engaged in the prosecution of his numerous contracts. Plans and specifications for any and all matters relating to his profession are furnished on short notice, which may be regarded and accepted as reliable guides and standards to be governed by. Mr. Wakefield is a native of England, 60 years of age, and has been in California twenty years.

**MERCANTILE BOX COMPANY.**

One of the most important industrial establishments of this city is that of the Mercantile Box Company, which was established two years ago, with offices and factory at 231 to 249 Berry street. This company is engaged extensively in the manufacture of all kinds of boxes and box shooks, utilizing for that purpose a large and complete two-story plant, 137x137 feet, and employing 125 men, two salesmen and five to seven wagons to do their transfer work. This company is conducted as a branch of the California Pine Box and Lumber Company, and has a most modern and well equipped plant, comprising all the latest sawing, planing, nailing and wood printing machinery. The Mercantile Box Company are the sole manufacturers of the patent dovetail boxes which are in such demand among packers. Their trade is in the Orient, South America, Mexico, Hawaiian Islands, along the coast and local and they use thousands of feet of lumber in their daily output. The officers of this company are: George W. Scott, president; G. X. Wendling, vice-president; O. C. Hazlett, treasurer, and Z. S. Cather, secretary. W. I. Koch is manager, and the members of the firm are all noted for their enterprise, business acumen and public spirit. Mr. Koch, the manager, was born in Mexico, while his parents were traveling, but has lived here nearly all his life, and is a Californian by inclination.

**JOHN P. CLEESE COMPANY, Inc.**

Among the great manufacturing concerns which have for a long time held a prominent position in this city is the John P. Cleese Company, Inc., manufacturers of woven wire springs, couches and lounges, mattresses, etc. This large and reliable company have their offices and an extensive factory at 1121 Howard street, and are fitted out with every late improvement in machinery for manufacturing mattresses of all kinds of the most desirable character in spring, woven wire and combination mattresses. They also operate a weaving department, and make all kinds of woven wire for mattress purposes, and by their ample capital, large purchases of raw materials and superior facilities of manufacture, are not only enabled to turn out most superior products, but to sell at the lowest prices and to the largest class of trade which they can supply at short notice. Besides doing a very large business in the above goods, they also manufacture a full line of top mattresses in wool, cotton fabric, silk floss and hair in all standard sizes, and special sizes to order. They also make a specialty of manufacturing steel construction couches in artistic designs and patterns and in great variety. Their line of goods is too varied to fully describe in this review; suffice it to say that dealers in wire mattresses, top mattresses, couches and lounges will here find a full and satisfactory assortment of these goods both as to quality and price. Catalogues and price lists can be had for the asking. The John P. Cleese Company is incorporated according to the laws of California, and the presiding officers of the same are J. F. Hetty, president, and John P. Cleese, secretary and manager. To Mr. John P. Cleese, the energetic manager, who supervises every detail, is due much credit for this company's success.

**MATTHEW TURNER.**

The splendid facilities and the cheap rates of shipping goods by steam and sailing vessels is one of the most important of the industrial features of this city, and have helped to make this the biggest shipping port in the world. Vessels of all descriptions arrive and leave this port every day from all parts of the world, laden with all kinds of freight, and add millions of dollars to the sum total of business transacted here every year. Ranking as one of the oldest and most influential of these shipping houses is that of Matthew Turner, with offices at 40 California street. This business was established here by Mr. Turner in 1853, and now his operations extend to all parts of the civilized world, and reaches all Pacific Coast ports. While they handle any kind of freight, the cargoes consist principally of lumber and coal, and a force of forty men are regularly employed looking after the various branches. Mr. Turner owns and operates the sailing vessels Galilee, 328 tons; Geneva, 450 tons; Benicia, 653 tons; Ariel, 684 tons, and is part owner in the Solano, 692 tons; Amaranth, 1,062 tons; Amazon, 1,105 tons, and the schooner M. Turner, 763 tons. Matthew Turner is a native of Ohio, and was born in 1825, but has been in California since 1850. He is a Mason, and a prominent and highly respected business man.

**VAN EMON ENGINEERING CO.**

The Van Emon Engineering Company's plant is located at 52 and 54 Natoma street, where is equipped a magnificent outfit of modern machinery, tools and appliances, embracing all the latest inventions, giving employment to a large number of skilled workmen. The company manufactures all kinds of electric, hydraulic and belt elevators, all kinds of electric and hydraulic machinery, and they also inspect motors and elevators, and make a specialty of electrical repair work. An installation that is typical of the class of work produced by this company is found in the installation of their elevators in the buildings below, which comprise only a partial list: Sequoia Hotel, Geary and Hyde streets, two machines; Metropolitan Building, Commercial and Montgomery streets; Monticello Apartment House, Sacramento and Hyde streets; Clayburg Building, 115 Geary street; Olympic Club, Post street, two machines; Mrs. Land's building, 119 Bush street; Hoffman, Rothchild & Co., 11 Battery street; William Wethered, 26 Second street; Goldberg, Bowen & Co., Sutter street; new Tivoli Opera House, Mason and Eddy streets; Chamot Building, Mason and Ellis streets; Vance Building, Taylor street, near Geary; Providence Hospital, Oakland, three machines; Huntington Building, Los Angeles, eight machines; Payot, Upham & Co., Pine and Battery streets, three machines; Hotel Clarendon, Post street; Hotel Vance, Eureka, one machine. The equipment of the Huntington Building at Los Angeles will consist of three thirty-horse-power and four twenty-horse-power double-gear equipments for fast high-duty passenger service and one thirty-horse-power equipment for general service. Burton C. Van Emon, the president and manager, is well known, and is a thoroughly active and sagacious business man.

**OSCAR FINCKE.**

It is pleasing to observe in how very many important branches of commerce and manufacture San Francisco is forging rapidly to the forefront. For instance, in the manufacture of bar, store and office fixtures no city produces anything superior to the output of the extensive factory of Oscar Fincke, successor to the firm of Bader & Fincke, located at Fifth and Bryant streets, and with showrooms at 437 Fifth street. The scope of manufacture embraces poker tables, bar-room chairs, shuffleboards, bagatelle tables and bowling alleys, and among the places fitted by this house may be mentioned the Palace saloon, New Louvre bar, Chronicle bar, Bohemia Cafe, Hotel Monterey and bars in Redding, San Jose, Santa Rosa, Auburn, Fresno and Hotel Del Monte. Mr. Fincke was born in Germany, but has lived here for many years. He gives his entire time, talents and attention to the prosecution of his vast business, and is among San Francisco's best-known business men.

**SAN FRANCISCO PLANING MILLS.**

One of the largest manufacturing plants here is that of the San Francisco Planing Mills, owned by Wm. Crocker, and located at 521 to 530 Fifth street. There Mr. Crocker has a two-story frame plant with at least 30,000 square feet of space, and employs sixty-five men who are skilled in all kinds of wood work and planing. They do all kinds of sawing and jobwork to order and execute orders with skill and dispatch. A large stock of lumber is kept on hand for the manufacture of doors, sash and blinds, mouldings and finish. The San Francisco Planing Mills are supplied with all the modern improvements in machinery and has the best facilities in the State for supplying buildings with all kinds of wood work finish. These mills also make a specialty of sizing, running of rustic, tongue and groove and all kinds of mouldings. Mr. Crocker established his present plant on Fifth street thirteen years ago and has built up a splendid local business. He is a native of England, but has been in California thirty-nine years. Mr. Crocker gives his personal attention to his large factory and employs the most skilled labor to execute his orders.

**WINDELER'S PLANING MILL AND COOPERAGE.**

Among the many great establishments that have brought the city fame and prestige, we feel it a pleasurable duty to mention that owned and presided over by Mr. George Windeler. The vast industry of which he is the life embraces cooperage and a planing mill at 144 Berry street. He has been established over seventeen years, and occupies a two-story building of large dimensions, in which is installed his planing mill and cooperage shop, and where he turns out steam planing machinery and saws, vats and tanks for breweries and wineries. He recently completed a heavy contract of installing vats and tanks in the Sacramento Brewery. He employs from forty to fifty highly skilled workmen—none others would suit him—to attend to the growing industry. His trade outside the city extends all over the vast Pacific Coast and Central America, as well as foreign countries. Mr. Windeler is a native of

Germany, 46 years old, and has been in California twenty-seven years. He is a highly practical machinist, and, much to the credit of San Francisco and his own adaptability, he learned his trade here. Mr. Windeler's extraordinary success is due in part to his fine ability, his industrious use of it, his unflinching supervision over every detail involved in the transaction of his large industry, and the high sense of honor and integrity ever dominant in his daily routine.

**EDW. F. NIEHAUS & CO.**

In reviewing the great enterprises that are prominent in the establishment of San Francisco's pre-eminence as a great maritime and commercial city we find it a pleasurable duty to make special mention of the firm of Edw. F. Niehaus & Co., at 564 to 570 Brannan street, formerly Niehaus Brothers of West Berkeley. This company was established in 1894, and are importers and dealers in hardwood lumber and logs, such as prima vara, mahogany, Spanish cedar, jenizero, rosewood, tigerwood, lignum vitæ, linaloe, quarter-sawed oak, plain sawed oak, ash, maple, walnut, cherry, poplar and gum, and manufacturers of Spanish cedar cigar box lumber and veneers. Lumber and veneers are sawed to order. They import logs from all over the Orient, Central America and South America. For this purpose they have three or four vessels in the trade bringing raw material. The sawmill is a frame building two stories high, and affording floor space of some 38,000 square feet, in which they employ a dozen intelligent men to attend to orders. Their trade extends all over the Pacific Coast, to Mexico, to Guatemala, the Orient and all over the habitable globe. Edw. F. Niehaus was born in Germany, and is 52 years old. He has been in California twenty-five years. What this gentleman has accomplished and achieved is much to his credit as a business man and manager.

**SAN FRANCISCO WOOD AND IVORY WORKS.**

One of the principal concerns in this line of business is the San Francisco Wood and Ivory Works, located at 95 Fremont street, and owned by Carl F. Haas. Mr. Haas is an expert in this line of business, and is a native of Germany, but having come to California twenty-two years ago has been closely identified with business during the past sixteen years. During this time he has built up a fine business, and the excellence of his work is known all over the State. He has four of the most expert wood and ivory workers in the country in his employ, and occupies the second floor of the brick block at the address given above. Besides manufacturing bowling alleys and outfits and athletic goods, he also manufactures hardwood grill work, raised letters for signs, patterns and models, hat and cap forms, and does oval turning and a high class of turning in ivory and wood, and makes all kinds of balls from ivory and lignum vitæ. He also manufactures athletic and gymnastic goods, horizontal bars, vaulting horses, parallel bars, punching bag platforms, trapeze bars, clubs, dumbbells, vaulting poles, extension and plain ladders, etc. The very best workmanship is maintained, and high-class goods turned out at the most reasonable prices.

**EDWIN A. BARNES.**

Prominent in the commercial life, and notably a strong and forceful character in the field to which he has turned his attention is the gentleman whose name heads this sketch. Edwin A. Barnes, manager of the Bradstreet Company, was born in Illinois, January 28, 1868, removing to San Francisco in October, 1898, and assuming charge of the interests of the Bradstreet Company here. He was educated in Quincy, Ill., and before coming to the Coast was connected with the executive office of this company in New York City for many years. Mr. Barnes is a member of the Elks and National Union.

**EBENEZER SCOTT.**

Ebenezer Scott, secretary of the Chamber of Commerce of San Francisco, was born in New Orleans, La., June 5, 1851. When only three years of age he removed to California, and was graduated from the University of California in 1873, from which institution he had conferred upon him the degrees of Bachelor of Arts, Master of Arts and Bachelor of Sciences. Mr. Scott was elected secretary of the Chamber of Commerce of San Francisco in December, 1897, which position he has filled continuously ever since, and has been largely instrumental in the upbuilding of that prominent organization, which has done and is doing so much to advance the interests of this city. He is a member of Oriental Lodge, F. and A. M.; California Chapter, R. A. M.; California Commandery, K. T., and Fidelity Lodge, A. O. U. W.

**WILFRID B. CHAPMAN.**

Wilfrid B. Chapman, Honorary Consul of Belgium, was born in England February 21, 1848, and came to San Francisco in 1878. He was educated in Europe and spent several years in Germany, France and Belgium previous to coming to this country. In 1882 he was appointed consul for Belgium at San Francisco, and in 1891 was made chevalier of the Order of Leopold. Mr. Chapman resigned from the consulate in 1896, and as a reward for his services was then made Honorary Consul of Belgium, a distinction very rarely accorded. He is a member of the Merchants' Exchange, Chamber of Commerce, Merchants' Association and of the Pacific Union, Bohemian and Cosmos Clubs.

**F. F. BOSTWICK.**

The prosperous country of Korea, which was the object of armed contention between Japan and China a few years ago, is represented in San Francisco by Honorary Consul Frank Fiske Bostwick, a well-known and highly esteemed resident of this city, and a gentleman thoroughly versed in the duties of his office. Mr. Bostwick was born in Detroit, Mich., in June, 1860, and came to San Francisco in 1878, where he has since resided, and he now occupies the responsible position of cashier for the big printing establishment of H. S. Crocker & Co. Mr. Bostwick has of recent years taken an active interest in the municipal affairs of Mill Valley, where, as president of the Board of Trustees in 1901-02, he has done much to advance the interests of that community. He is a prominent member of the Free and Accepted Masons of Mill Valley.

**THE CHARLES NELSON CO.**

This company is one of the oldest lumber concerns within this State, having been established in 1858. They own and operate the Redwood Mills, Humboldt, Cal., and the Pine Mills, Tacoma, Wash., and the following vessels: Steamers Centennial, Charles Nelson, Lakme, North Fork; schooners Allen A., Olga and Eva, Vine and Mary Dodge, Metha Nelson, Minnie A. Caine, Emma Claudina, S. F. Alexander, Otilie Fjord, H. C. Wright, O. M. Kellogg; the bark Hayden Brown and the barkentines James Johnson, Thomas P. Emigh, George C. Perkins, Joseph L. Eveston, Mary Winkelman and Andromeda, giving employment to 1,500 persons, the trade covering the entire world. The officers of the company are Charles Nelson, president; James Tyson, vice-president and manager, and P. Thompson, secretary. All are natives of Denmark, 74, 38 and 29 years of age respectively.

**ALEJANDRO NOBOA.**

Being the leading passenger port point on the Pacific Coast, it is but a natural consequence that San Francisco should be the home of the Consuls representing the leading Central and South American and Oriental countries whose inhabitants have to pass through here on their way to points in the United States. These Consuls are appointed by their respective Governments to look after the interests of their fellow-countrymen, and are selected because of their excellent qualifications for Consulships. Among the distinguished Consuls located here is Alejandro Noboa, Consul-General of Ecuador, who came here in discharge of his official duties in 1903. He is a thorough diplomat, and is a highly polished gentleman, having been educated at Vicente Rocafuerte, where he made a thorough study of international law, and his services to his Government have proven valuable. He was born March 23, 1869, and by his courteous manners and splendid knowledge of the duties of his office has made many friends in San Francisco, and is held in very high esteem by his fellow-countrymen who visit this Coast and seek his advice.

**SCOTT & VAN ARSDALE LUMBER CO.**

One of the prominent concerns in the lumber line is the Scott & Van Arsdale Lumber Co., with yards located at Fifth and Brannan streets and offices in the Crocker building. They are wholesale and retail dealers in redwood, white cedar, Oregon pine, curly redwood, shingles, etc., and the selling territory covers the entire Pacific Coast and Australia, besides considerable eastern trade. The officers of the company are: S. S. Johnson, president; F. C. Youngberg, secretary, and Mat Harris, manager of the yards at Fifth and Brannan.

**COURTENAY WALTER BENNETT.**

Courtenay Walter Bennett, the subject of this short sketch, was born in 1855, and removed to California in 1902. He is His Britannic Majesty's Consul-General for California, Nevada, Utah and Arizona. He is a man of sincerity and of rare probity of character, and is strongly entrenched in the regard of the people.



BUSINESS MEN AND CONSULS.



1. ANDREW J. RAINTON  
 5. WILLIAM CROCKER  
 9. ALFONDO NORDA  
 13. L. W. STORROR

2. EDWIN A. BARNES  
 6. BERLON C. VAN EMON  
 10. FRANK F. BOSTWICK  
 14. A. MEHS

3. EBENEZER S. OLL  
 7. EDW. F. NIELSEN  
 11. COURTNEY W. BENNETT  
 15. A. H. LOCHRAM, JR.

4. HENRY MILLER  
 8. OSKAR FINCKE  
 12. W. B. CHAPMAN  
 16. EDWARD H. GRAY

**CITY OF PARIS DRY GOODS CO.**

It requires a more than ordinary vivid imagination to begin to realize that where now stand the magnificent array of handsome business blocks, beautiful residences, noble public buildings, imposing churches, etc., was within a century the hunting ground of the aboriginal red men. The red man has betaken himself to "the happy hunting ground," and his pale-face successor has reared here one of the greatest, most beautiful and most prosperous of cities, the pride of our State and an honor to the nation. One of the establishments of San Francisco which has helped to make this city great is the City of Paris Dry Goods Co., which is conceded to be the largest and finest dry goods house in the city. They occupy the first, second and third floors of the Spring Valley Water Works Co.'s building, with entrances at 129-141 Geary street and 128-138 Stockton street, containing an enormous aggregate of floor space, fitted in most attractive modern style, with large French plate show windows, and every modern convenience and up-to-date improvement. On the first floor are the silk, dress goods, lace, glove, hosiery, gents' furnishing, trimming, ribbon and domestic departments. On the second floor are found the muslin underwear, curtain, art, millinery and cloak and suit departments, and the third floor is devoted to the dressmaking department. The City of Paris Dry Goods Company also maintains an office at 486 Broadway, New York, and No. 2, Faubourg Poissonnière, Paris. Actuated, guided and controlled by the highest possible principles, managed and directed with the most consummate skill, ability and sagacity for many years, what wonder need there be that this excellent house should possess a hold upon public patronage. The officers of the company are G. Verdier, president; G. Moreau, vice-president, and William S. Rainey, manager, all of whom are among San Francisco's most able and progressive business men and public-spirited citizens, and among the foremost in seeking to advance in every material way the interests of this city.

**GRUENHAGEN BROS.**

In the domain of confectionery production, San Francisco can point with becoming local pride to an establishment which ranks among the best within the confines of the State. The house alluded to, as the reader doubtless anticipated, is that of Gruenhagen Brothers, located at 29 Kearny street, where they have recently enlarged their store, making it the largest, as well as being the handsomest establishment of the kind in San Francisco. The business was founded in 1860 by Gruenhagen & Co., who were succeeded by Gruenhagen Brothers in 1884. They manufacture a fine line of chocolates, bon-bons, etc., as well as the finest of ice cream and water ices. They cater to the best people of the city, and enjoy a large and very high-class trade. C. H. and T. G. Gruenhagen are natives of Wisconsin, but have spent most of their lives in California. They give personal attention to the details of their business, and are highly esteemed by all with whom they come in contact.

**THE WILEY B. ALLEN CO.**

Referring to the general commercial character of the city of San Francisco, we are fully justified in claiming that we are not a whit behind any other community in the United States in enterprise and general progressiveness and in equipment for serving the territory which looks hither for its supplies. We are proud in this review of this city to call attention to The Wiley B. Allen Company, the well-known piano house, located at 931-933 Market street. The business now operated by this company was founded in 1876, and incorporated in 1893 with ample capitalization. This house carries a stock of the following high-grade instruments: Everett, Steck, Hardman, Ludwig, Packard, Conover and other high-grade pianos, and Packard and Chicago Cottage organs. A force of ninety persons are employed, and the business of the house, aside from local sales, extends throughout the State, branch houses being maintained at 951 Broadway, Oakland; 625 J street, Sacramento; 69 West Santa Clara street, San Jose; Fresno and I streets, Fresno, and at San Diego and Eureka. It is in every particular a most excellent establishment, noted for handling only reliable goods and for the most honorable and liberal treatment of its patrons and customers. The officers of the company are: Wiley B. Allen, president; Rudolph Wangeman, vice-president, and J. E. Whitney, secretary. Mr. Allen and Mr. Whitney are natives of Oregon, and Mr. Wangeman of Germany, and all are prominent in business and social life, strongly public-spirited in matters concerning the general welfare of this community.

**McNUTT, KAHN & CO.**

In making reference to the printers' art and the accessories associated with it, we desire to refer to the fine establishment of McNutt, Kahn & Co., at 306 Market street. This company was established over fifteen years ago, and are importers and dealers in typewriters' supplies, stationery, and are printers and sole agents for Peerless Loose Leaf Ledgers. They occupy the ground floor at the address above, and their factory is at 28 First street. They handle a superior class of goods, and their trade extends over the city, the Pacific Coast and the Orient. That they handle the very best class of goods manufactured, and that their methods of doing business will challenge the closest investigation, can be demonstrated by the fact that they furnish supplies to the United States Government. The class of employes they are surrounded with speaks well for the discipline exacted in doing business with the public, for they (the employes) are polite, attentive, accommodating and careful. They give steady employment to about thirty such persons, and keep three or four intelligent men constantly on the road. Mr. Albert Kahn was born in France thirty-seven years ago, but has been in California thirty-two years. He is a member of the Elks. Mr. James H. McNutt is a native of St. Louis, Mo., 47 years old, and has been in California twenty-five years. He is a member of the Masons.

**COOPER & CO.**

We imagine that a very fair estimate of the education and advanced tastes of a community may be gleaned from the quantity and quality of stationery they use and select. To this may well be added their patronage of the engraver's art. A very prominent firm in these lines is that of Cooper & Company at 746 Market street, and represented by Mr. H. R. Cooper and Mrs. M. E. Cooper. This company was incorporated in 1864 by M. E. Cooper, deceased. There are about a dozen people engaged to wait on the trade, which is in a very healthy condition, partially owing to its establishment on a solid basis, and, perhaps more particularly on the strength of superiority as emphasized in the style and quality of workman-ship and stationery. They are first class engravers, stationers, book sellers and sellers of magazines. Extended comment on the merits of this house is unnecessary, as the numbers and intelligence of their patrons are sufficiently laudatory to stamp the seal of approval and superiority on their management and enterprise. Any city should feel gratified and appreciative of a firm having done and still doing its part in elevating the standard of its city's business people to a high plane of business probity.

**SON BROS. & CO.**

Of the numerous industries it has been our pleasure to give a review of there is none that rivets the surprise, the attention and admiration to the same extent that the one at present under consideration has. It is surprising because of the endless variety of small articles in their catalogue and the commercial importance they have assumed. It claims attention because as a business it is distinctively unique. And the industry elicits admiration—or rather the promulgation of it—for its prominence in the commercial affairs and interests of a great city. We have reference to the establishment of Son Bros. & Co. at 13 and 15 Sansome street, near Market street, who are importers of cutlery, pipes, stationery, toys, Yankee notions, playing cards, smokers' articles and fancy goods. The firm are sole proprietors of Sun Cutlery Co., Yale Cutlery Co., celebrated Sultana razors, Corn Husk cigarette paper, etc., etc. Although the following list may afford tiresome perusal to some, yet to others we know it cannot fail to be interesting. And now for the list: Tin toys, wooden toys, games, full line, blocks, China dishes, toilet cases, Christmas cards, plush goods, dressing cases, manicure sets, work boxes, writing desks, all styles, accordions, beads and seeds, all colors, blank books, brushes, all kinds, blacking, canes, cigar cases, cigarette cases, colognes, cigar lighters, cigarette paper of all kinds, combs, cards compasses, dominoes, dice, goggles, stems, mouth pieces, pencils, paper, writing tablets, gold dust bags, glasses, eye, opera, field and looking glasses, hairpins, hair oil, inkstands, inks, jewelry, jewsharps, knives—pocket and butcher, key rings, magnifying glasses, marbles, match boxes, mirrors—pocket and hand, mucilage, memorandum books, paper-

teric, perfumery, poker chips, purses, pipes, envelopes, bird cages, hammocks, flags, fireworks, quartz glasses, razors, pens, scissors, collar buttons, shears, spoons, spectacles, shoe laces, snuff boxes, harmonicas, toys, slates, stamps, thermometers, twine, tweezers, thimbles, toothpicks—wood and quill, violins and violin strings, dolls, watches and clocks. Now we trust we have fully attested our admiration of the advanced position this worthy firm has assumed in the vast commercial interests of this city. The firm was established in 1865 by Son Bros. and changed to Son Bros. & Co. fifteen years ago. It is a solid brick building of three stories and basement, occupying a space of about 25,000 square feet, and in which they afford steady employment to forty persons, exclusive of six or eight traveling salesmen constantly on the road. Their trade is simply immense and far-reaching, for it extends all over the vast area of the United States, to the Orient, to Alaska and Australia. The members of the firm are Adolph A. and Albert Son and Abe and Jake Spitz. They have a branch office in New York City. Adolph A. Son was born in Germany 66 years ago. He has been in California fifty years, and is a member of the Odd Fellows. Albert A. Son is a native of Germany, 58 years old, and has been in California forty years, and is an Odd Fellow. Abe Spitz was born in Maine 47 years ago; in California 30 years. Jake Spitz is a native of Maine, 45 years old; in California 30 years. He is a Mason and Odd Fellow. The successful and highly important industrial and commercial position they have assumed in the business world preclude the necessity of any eulogy on our part farther than a sincere wish that they may through their unusual merit, continue to expand and promote the welfare of San Francisco, for as San Francisco is the well-chosen city of their choice and adoption, their interests and those of this city are identical.

**FLEISSNER-MARSHALL CO.**

The making of fine jewelry has long been one of the leading industries in San Francisco, the most skillful gold and silversmiths being attracted here in the early days because of the abundant supply of precious metals. Among the leading firms in this city that make a specialty of gold and silversmithing is that of Fleissner-Marshall Co. of 14 Geary street. This firm makes the most elegant solid gold and silverware that can be found in any market. Their designers and engravers are men of the highest qualifications and are always turning out something new and unique which will be pleasing to patrons, and they excel in their curious and fanciful work on jewelry, and the setting of valuable and costly gems. They keep a complete line of goods on hand at all times and affable salesmen are always ready to show visitors their beautiful works. The Fleissner-Marshall Co. was incorporated August 1, 1903, with a capital stock of \$100,000. Gus A. Fleissner is president of the company, and was born in Ohio in 1844. He came to San Francisco in 1864. C. L. Beretto is the secretary and treasurer of this company.

### THE GALLI MACHINE WORKS.

In recent years San Francisco has established a splendid reputation as a manufacturing center, and purchasers can find almost every kind of machinery they want by going to the big machine shops located here. One of the oldest and best-known concerns of this kind in this city is that of the Galli Machine Works, which are located at 512 Sacramento street. Mr. E. Streuber is the proprietor, and is an example of what may be accomplished by patience, skill, honesty and hard labor. Born in Germany in 1855, he came to San Francisco in 1875 and started in as a workman in the place he now owns. These works were established in 1867 by Joe Galli and Joseph Schneily, but in 1894 Mr. Streuber was able to buy out one of his former employers, and in 1903 bought out his other partner, and is now sole owner of the business. He operates a force of ten skilled mechanics, turning out machinery for the local trade. These works make a specialty of manufacturing printing and bookbinding presses and stereotyping outfits for publishing houses, and supply the city and Coast trade with high-grade machines. They also make a specialty of setting up and repairing printing presses and motors, besides setting up and repairing machinery of all kinds and descriptions. Mr. Streuber has one of the most complete plants in San Francisco, and is rapidly increasing the business to which he has succeeded.

### JOHN A. ROEBLING'S SONS CO.

San Francisco is the center whither great industries and huge organizations come to market the produce of their brains, labor and money, and is the place where the world's giants of trade find elbow room and foothold. It is therefore with no surprise that we find here located the Pacific Coast branch of the John A. Roebling's Sons Company. This great house, the largest of its kind in the world, whose plant is located at Trenton, N. J., founded their local house nearly thirty years ago, its location being at 25 and 27 Fremont street and 26 and 28 Beale street, where a large three-story brick building is occupied. This company are manufacturers of wire rope of all kinds, wire battery cloth, steel and brass, wire nails and barbed wire, wire cloth of every description, galvanized wire netting, wire rope sheaves and blocks, bare and insulated wire for power transmission and electric service, mining machine cables, telegraph and telephone wire, cable-ways, suspension bridges, inclined planes, etc. John A. Roebling's Sons Company, whose plant has thirty acres under cover, was established in 1810 by John A. Roebling in Saxonyburg, Pa., and in 1818 he removed to Trenton. He designed and built the first railway suspension bridge ever constructed at Niagara Falls, which was completed in 1855. He built the Alleghany bridge at Pittsburgh in 1860, the Ohio river bridge at Cincinnati and the great New York and Brooklyn bridge, which was completed by his son, Colonel W. A. Roebling, in 1883. The company has offices in New York, Chicago, Cleveland, Portland, Or., Los Angeles, Seattle and in England,

Japan, Mexico and South Africa. The San Francisco branch is under the personal management of S. V. Mooney, who has had charge of the Pacific Coast business for the past twenty-six years. He came to California from New Jersey in 1863, and is recognized as a careful and conservative business man of the highest standing, who, working with the guidance of long experience and pushing energy, is extending the Roebling market, and wherein his efforts and the company's methods and limitless facilities have won supremacy over every competitor, and are building the historic business to greater proportions year by year.

### THE HERMANN SAFE CO.

Business men and capitalists have a common enemy to combat at all times in order to protect their wealth, and that is the most dangerous of all, burglars, who are always on the alert to crack a vault or blow open a safe. They are known to the police as "Big Peter" men, and are not only skilled mechanics in their business, but know all about safes and their construction. For this reason safe manufacturers use every endeavor to make their safes fire and burglar proof, and one of the most prominent and reliable companies of this kind in the West is "The Hermann Safe Company" of 307 Battery street, and with a factory at 417 to 423 Sacramento street. This company was established sixteen years ago, and now employs thirty persons, and has a trade that extends locally, all along the Coast, in the Orient, Alaska, Mexico, Central and South America. They make burglar and fire proof safes and vaults, which have received the highest awards wherever exhibited, and make a specialty of expert safe opening, repairing and general iron work. Among the important contracts completed by them are: Claus Spreckels Building, San Francisco; Claus Spreckels Annex, San Francisco; Parrott Building, San Francisco; Murphy Building, San Francisco; Clunie Building, San Francisco; Fireman's Fund Insurance Company Building, San Francisco; City Hall, San Francisco; Hall of Justice, San Francisco; United States Mint, San Francisco; Appraisers' Building, San Francisco; Oakland Postoffice, Oakland; Portland Custom House, Portland, Or., and the following banks: Columbus Savings and Loan Society, San Francisco; Central Trust Company, San Francisco; Germania National Bank, San Francisco; Mission Bank, San Francisco; Calaveras County Bank, Angels Camp; Commercial and Savings Bank, Stockton; First National Bank, Salinas; Marin County Bank, San Rafael; Nevada County Bank, Grass Valley; Nevada County Bank, Nevada; Petaluma National Bank, Petaluma; Sotoyome Bank of Healdsburg, and all the vaults in the new Postoffice building at Seventh and Mission street, which were constructed at a cost of \$40,000. John Hermann, the proprietor, who is a practical safe manufacturer, is a native of Austria, where he was born in 1857, and has been in the United States for twenty-four years, and in California twenty-two years. He is a public-spirited and liberal-minded citizen, and is a prominent member of the Masons, Herman Sons, Foresters and Verein Eintracht, and is highly esteemed by all who know him.

**GEO. H. FULLER DESK CO.**

A representative concern to which we wish to call special attention is the Geo. H. Fuller Desk Co. located at 646-648-650 Mission street. This business was established in 1878 and in 1891 became a body corporate according to the laws of California. They occupy the entire six-story brick building and basement covering a floor space of 31,000 square feet, where a large stock of office, bank, lodge and church furniture is constantly kept. This company is always the first to present the latest improvements and developments in the furniture line. They furnish seating for theaters and churches and many of the finest theatres in this city and in towns throughout this coast have been seated by them. They also furnish fixtures and furniture for banks and court-houses, both in wood and metal. The Hall of Justice in San Francisco, one of the best equipped in the United States, was furnished by the Geo. H. Fuller Desk Co. One of their specialties is the making of special furniture to order and the facilities for so doing are of the best. The Geo. H. Fuller Desk Co. is the largest on the coast in its line and one of the largest in the United States.

**GULLIXSON BROTHERS.**

The firm of Gullixson Brothers, dealers in carpets, located at 955 Market street, was originally established in 1860 by H. A. Gullixson, and is now operated by Emil S. and Hans Gullixson. The house deals in carpets, rugs, portieres, lace curtains, linoleums, oilcloths and window shades, and is one of the largest establishments of its kind in San Francisco. Personally speaking, Mr. E. S. Gullixson is a native of Norway, 53 years of age, and a member of the Scandinavian Society. Mr. Hans Gullixson is 50 years of age, also a native of Norway, and a member of the Independent Order of Odd Fellows and the Scandinavian Society. The firm is not only an enterprising and progressive one, but is also recognized in an equal degree liberal and public spirited.

**CHAS. BROWN & SON.**

In selecting furnishings for her new home about the first thing a thrifty housewife thinks of is what she shall purchase for her kitchen and how much she can afford to put in a range and cooking utensils. She thinks of this before she begins figuring how much she can expend on parlor furniture. Consequently she begins at the back door, and lets the parlor take care of itself, for a while at least. Nowhere in the west are there larger stocks of kitchen supplies to select from than there is in San Francisco. A visit to the place of Chas. Brown & Son, 807 Market street will prove this statement. It is one of the oldest houses here, having been established by Chas. Brown in 1857. Although Mr. Brown is 70 years of age and came to California from Germany forty-nine years ago, he is still the head of the concern which he founded almost half a century ago. The active details of the business are looked after by B. C. Brown, H. H. Brown and M. M. Brown, his sons, all of whom were born in San Francisco. They employ between forty and fifty hands and do a very large business in stoves, kitchen supplies, crockery, glass-

ware, lamps, plated ware, cutlery, hardware and mechanics' tools. The firm is also coast agent for Winthrop ranges, Barler's odorless oil heaters and the Pasteur germ proof water filter. They do furnace work, metal roofing, tinning, plumbing and gas fitting, and everything in their line.

**STANDARD WALL PAPER CO.**

Visitors to San Francisco often comment on the fine looking residences and cottages to be seen in all parts of the city, but they express astonishment and delight when permitted to view the interior decorations and wall papering of rich and costly designs. A firm that makes a specialty of furnishing supplies of this sort and placing them in the homes of our citizens is that of the Pacific Coast branch of the Standard Wall Paper Company, located in the Van Arsdale building on Mission street, between Third and Fourth streets. The sales office of this big concern is 503 Fifth Avenue, New York City, while the home office and one of the big factories are in Sandy Hill, N. Y. The other factory is at Scud-derville, and combined these factories produce 35,000,000 rolls annually. It is a large incorporation, with a capital of \$1,250,000, and was organized in 1895. The local branch is under the management of M. A. Krueger, and occupies the ground floor and basement, 108165, of a seven-story brick building. The branch office here has built up a splendid business locally, in the Orient, Alaska and Mexico, and their work is greatly admired by all who get a chance to see them. Mr. Krueger has fifteen men working for him and four traveling salesmen. He is a business man of enterprise and public spirit and is a relation of that famous old warrior Oom Paul Krueger. Manager Krueger is a prominent Mason, has been in California since 1888, and is a native of Germany, where he was born in 1862.

**ALEX. HEINS BELTING CO.**

The development of our manufacturing interests within the past decade has given rise to the establishment of various enterprises connected with the utilization of native powers. A prominent establishment identified with the growth of manufactures in this city is that of Alex. Heins Belting Co., manufacturers of leather and filled rawhide belting, rope and lace leather, whose factory and offices are located at 87 to 93 Fremont street, established in 1887. A large trade has been built up covering the entire Pacific Coast, China, Japan, Australia, British Columbia and Mexico. Their rawhide belting, dynamo leather belting, agricultural belting, filled rawhide rope, pump leathers, plunger leathers in all the various mechanical forms, which is produced by this firm, are in great demand wherever this class of goods is used. Mr. Alex. Heins and Mr. Alois William were the originators of this enterprise, but since the death of Mr. A. Heins, some seven years ago, the business has been jointly owned by Mr. A. William and Mrs. A. Heins, and is operated by Mr. William, who has been identified with the manufacturing interests of the coast for many years and evidences his faith in San Francisco's future greatness and commercial possibilities.

**C. H. EVANS & CO.**

In the field of industrial endeavor no city of approximate size surpasses San Francisco, and few can boast of so great a proportion of important enterprises. Especially is this true of the machinery line, as exemplified by such concerns as C. H. Evans & Co., mechanical engineers, whose plant, constructed especially for them, consists of a two-story brick building covering a 50x100-foot lot, and owned by Mr. Evans, in which is employed a force of twenty-five men. The house was established in 1878, and commands a large trade all over California, especially in the celebrated Thompson & Evans crank and flywheel pumps, of which they are the sole manufacturers. The superiority of these pumps over all others consists in their simplicity, durability, certainty of action and economy in running, the valve being a plain slide valve, moved by an eccentric, the same as an ordinary steam engine. Any engineer or mechanic can understand this. They also manufacture steam engines and general machinery, and also do repairing, pipe cutting and threading, ship and steamboat work. The officers—C. H. Evans, president; John Thompson, vice-president, and E. J. Clark, secretary—are practical machinists of many years' experience, and old residents of this city, in whose progressive history they have played a prominent and praiseworthy part.

**SPERRY'S WIRE & IRON WORKS.**

Among the enterprises whose successful and judicious management have brought them to the front, we would mention the Sperry's Wire & Iron Works, 735 Mission street, San Francisco. This company was established some years ago by its present proprietor, Mr. W. Sperry, and has steadily grown until now its business extends throughout the entire coast. He employs a large force of skilled mechanics and his works are supplied with the latest improved machinery. The scope of manufacture embraces brass and iron work of every kind, including window guards, wire gates, folding gates for store fronts, pipe railing, iron fence, wire fence, cemetery railing, and in fact everything in the brass and iron line of a decorative character, as well as ornamental artistic brass and iron work. This company makes a specialty of brass and iron goods for bank and store fixtures, and many of our leading hotels, banks and stores have been outfitted by this company. They are strictly reliable in all their dealings and turn out only first class work. For full information regarding their large and varied line of goods, for bids, estimates, etc., address the company.

**NEUBAUER BROS.**

Native enterprise has made San Francisco one of the commercial world's greatest centers of supply, and no day passes but outgoing trains and steamers bear away enormous quantities of home products consigned to every portion of the globe. A source of considerable revenue to this city is her large trade in dry goods and ladies' and children's furnishings, and in this line the pioneer concern is Neubauer Brothers, established in 1887, and occupying commodious quarters at 501 to 507

Market street. The firm has on its pay roll over 250 employes, which includes about half a dozen traveling salesmen. Their output, which is very large, comprises waists, wrappers, gowns and ladies' furnishing goods. These are well known to the Western trade for their superiority in style, finish and material over both the Eastern and local products of other houses, and are in such demand that one of the most active branches of the business is the export and foreign correspondence department. Only the finest of material is used, the firm's buyers scouring the markets of Europe and America for late designs and stylish patterns. Their enterprise in placing goods prominently before the public, extensive advertising and constant efforts to improve the already high quality of their garments have won for them the enormous trade which they now command, and the confidence and esteem of their patrons as well. Jesse and Eugene Neubauer, the proprietors, are both natives of this city, and are widely known.

**CHAS. ED. HEISE & CO.**

Among the pioneer business firms of San Francisco which have done much toward helping build up the commercial interests here is the firm of Chas. Ed. Heise & Co., ship and custom house brokers, with offices at 528 Battery street. This firm forwards goods to all parts of the world and clears vessels and goods from this port for wholesale and manufacturing firms. The firm was originally established by Chas. Baum in 1849 and continued thus until 1877, when the present firm took charge and continued the business with great success, as both members of the firm are responsible, and are well known in mercantile circles and by firms doing business through this port. Chas. Ed. Heise is a native of Germany, born in 1812, and has been a resident of California forty-one years, coming here in 1863. C. Hohwiessner is also a native of Germany, born in 1848. He came to California in 1870.

**A. VIGNIER & CO.**

There are many houses engaged in the wholesale liquor line here, but there is no house that sustains a higher reputation than that of A. Vignier & Co., importers of wines, liquors and French preserves, located at 429 and 431 Battery street. This business was established in 1852 by Rutte & Co., and was succeeded in 1867 by the present firm, and since its inception has built up an immense trade. An incorporation was formed in 1904 with a capital stock of \$75,000, and they occupy a large brick warehouse of three stories and a basement filled with the choicest and rarest old wines, imported and domestic, liquors, gins, cordials, etc., and handle imported goods almost exclusively. They are sole agent for "Veuve Clicquot Ponsardin Champagne," one of the highest grades of champagne shipped to this country. Their trade is vast, lucrative and extensive, extending throughout the coast states and the Orient. Mr. A. Vignier, the president, is a native of Switzerland, where he was born in 1830, and has been a resident of this State since 1851. The officers of A. Vignier & Co. are business men of high standing in commercial and financial circles.

**JOHN ROTHSCHILD & CO.**

There are many large firms in this city and prominent among the leading and enterprising ones is that of John Rothschild & Co., importers and wholesale grocers, located at 115 Sacramento street. This firm began business two years ago, and now numbers its customers and business friends by the hundred in the cities on the Pacific slope and in the Orient. Their importing business is very large, and they carry one of the most complete and carefully selected stocks in their line of trade, filling a large brick building from basement to the roof. Traveling men are constantly on the road, and it requires thirty to forty employes with three teams to deliver orders to the shipping trade with which they are dealing. Their cable address is "Rothsch," A. B. C. code, and they have a neat and appropriate trade mark for use on all packages, of a black and white shield on which is engraved "J. R. & CO." Mr. John Rothschild is a member of the Masonic fraternity and a capable business man of high standing. He was born in Germany thirty-four years ago and the last six years has been a resident of this State. Mr. George D. Cohn, the junior partner, is a native of California, born here in 1874.

**BROWN & ADAMS.**

The importance of San Francisco as a great manufacturing city of wide prominence and importance is generally recognized, and most deservedly so, for here are located many immense establishments that give employment to hundreds of people and send their products to all parts of this country and abroad. Capital, genius and enterprise on the part of our manufacturers have contributed to our advancement and progress and we have every reason to be proud of our success and achievements. The great leather interests have been one of the most important factors in our grand industrial activity, and a prominent and leading house in this line is that of Brown & Adams, wholesale leather and tanners, with offices and salesrooms at 109 Battery street. This firm was established in 1884 as the Eureka Tanning Co., and was incorporated in 1899, with a capital stock of \$100,000. They occupy the ground floor (30x120 feet) and basement at 109 Battery street, and employ thirty-five to forty people and two traveling salesmen, having an established trade in the United States, the Orient, South America, Mexico and Hawaii. Their tannery is in East Oakland, where they have a tanning capacity of about 10,000 hides per year, and use 1000 cords of tan bark, which they secure from Mendocino County, Cal., each year. With forty-eight tanning vats and sixteen stringers they manufacture harness, skirting, Latigo, lace and sole leather. J. E. Adams, a native of this State, 47 years old, is president, and J. S. Brown vice-president. Mr. Brown was born in Nova Scotia in 1845, and has been in this State since 1879. Secretary Ira G. McKenzie was also born in Nova Scotia in 1861. He is prominent in secret societies, being an Odd Fellow and Forester. He has lived in California since 1873. The members of this firm are known from the Atlantic to the Pacific through their business relations and are progressive, public spirited citizens.

**STANDARD OPTICAL CO.**

So great have been the enterprise and executive ability of our business promoters that in nearly every line of trade or industry we have great institutions which in business importance and scope of operations rival their largest contemporaries of the East. In support of this statement we mention the Standard Optical Company, who for twenty years have been the leaders in this line in the West. The house was originally known as Nordmann Brothers, which was later changed to the present name. This company, whose business quarters are at 217 Kearny street, carry the finest and largest stock of optical goods and supplies west of Chicago, prosecuting a trade whose extent is as wide as the West itself, and their standing as a business house is second to none. A large number of skilled assistants are employed, and a specialty is made of fine lens grinding, all glasses being fitted to their customers' individual requirements by expert opticians, and ground from a superior quality of French crystal, imported direct by the firm. Mr. A. Nordmann, the president, is a practical man of long experience, and his abundant success is largely due to his keen appreciation of his customers' best needs and the constant efforts to meet them in the best manner.

**SOMERS & CO.**

San Francisco is one of the leading grain shipping points in the United States and one of the leading firms dealing in hay and grain and mill stuffs is that of Somers & Co., with offices at 564 Sixth street. This is one of the oldest firms in San Francisco, having been established here in 1863 by H. C. Somers. He has since admitted F. A. Somers, his son, to partnership and the latter looks after the active business details for the firm. H. C. Somers is a native of Vermont, born sixty-four years ago. He has been a resident here forty-seven years and his son is a native here, born in 1870. The firm does a big local business as well as all along the coast and to Hawaii, the Philippines, Japan and China. They also send large quantities of California grain hay to the principal cities of the East each season, for supplying the ever increasing demand for the California product amongst the racing stables. They are members of the San Francisco Merchants' Exchange and the San Francisco Hay Association. They employ forty men and have twelve teams in the city trade, and three large schooners, which operate on the bay and rivers. This firm now conducts four large warehouses, and has let the contract for a fifth, while inside of another year or so it will probably erect at least two more buildings. At 564 Sixth street their building is a one-story, iron-clad, 50x150 feet. At 530-532 Seventh street their warehouse is 50x120. The 311-313 Berry street house is 47½x275, and the one at 641 Brannan street is 50x80. The firm has a lot on the corner of Sixth and Irwin streets which is 240x275 feet, and this year they are going to erect a fine new warehouse 100x150 feet. Somers & Co. stand high in commercial and financial circles.

**F. D. WOLFROM & CO.**

Among the largest Eastern agencies established here is the Huntley Manufacturing Company of Silver Creek, N. Y., represented by F. D. Wolfrom & Co., 221-227 Mission street. This company's "Monitor" works are the largest in its line in the world, and branch houses and agencies are to be found in all the large cities of this and foreign countries, their goods, known as "Monitor" machinery, being universally used. They manufacture a full line of malsters' and brewers' machinery, all kinds of grain, coffee, malt, seed, rice and bean machinery, also canning machinery of the most approved make. They also manufacture general machinery and new machinery for new purposes, cleaning, grading and polishing machinery of all kinds. Their celebrated "Monitor" machinery includes the following specialties, viz.: Wheat, corn, barley, buckwheat and warehouse scourers; oat and rice clippers; rice, barley, corn, flax-seed, bean, pea, malt, roasted coffee and warehouse receiving and milling separators; coffee and cherry graders; currant, raisin, berry, peanut, almond and spice cleaners and graders; corn and almond shellers; corn-meal refiners; flour packers and coffee millers; buckwheat shockers, peanut fans; warehouse aspirators, scourers, feeders, mixers, fanning mills, canning machinery, paste machinery and every variety of flax-cleaning, grain-cleaning and a full line of coffee machinery, all representing the latest ideas and improvements in their respective kinds. This company has issued for the use of customers a number of booklets, containing illustrations of their machinery and treatises on subjects appertaining to same. Write the San Francisco agency, Messrs. F. D. Wolfrom & Co., 221-227 Mission street, for same if desired.

**SPECK MANUFACTURING COMPANY.**

One of the highest testimonials to San Francisco's value as a field of commercial operations is the fact that its past history shows so many examples of push and energy on the part of its citizens who engage in manufacturing enterprises and in this connection we desire to call attention to the Speck Manufacturing Company, engineers and machinists, located at 626-628 Bryant street. Wm. Speck is the general manager and the company was organized in 1901, but its business has grown so rapidly that it will soon rank among the foremost concerns in the West. Mr. Speck gives his personal attention to all orders and turns the work out promptly and to the entire satisfaction of his patrons. He is a native of California, being born here twenty-eight years ago, and is chief engineer of the Naval Militia of California. His company makes a specialty of repairing and manufacturing all engines, pumps and machinery. They also make taps, reamers, tools, grinding cutters, etc., and spur, bevel, mitre, angle, worm, spiral and rawhide gearing of any pitch or size. This concern has all kinds of lathes and metal working machinery and does all kinds of engine and machine repairing on short notice and by improved and modern methods.

**I. WILLARD BEAM.**

There can be no manner of doubt that San Francisco is striding forward to a commercial future which few of her contemporaries may hope to equal. Whether this is mostly due to our natural resources or those acquired by the industry and enterprise of our business men it is hard to determine, but the latter cause is responsible for no small portion of our present prosperity as well as our prestige as the most up-to-date and go-ahead community in the land. One who has done much to foster business activity and who has achieved commercial importance by dint of perseverance and well-directed enterprise is I. Willard Beam, manufacturers' agent, importer and commission merchant, whose commodious quarters cover several different floors in a building at 29 Main street, and a wide trade all over the Coast, in connection with Jessop's best English steel, for which Mr. Beam is exclusive agent for the entire Pacific Coast. He carries a large stock of brass, copper, iron, steel, galvanized or tinned, galvanized netting, wire, wire rope, barbed wire, staples, riddles, etc., which have a wide sale all over the Coast. He carries on a large wholesale trade, and supplies the leading hardware dealers, foundries, machine and blacksmith shops. Mr. Beam is one of San Francisco's pioneer business men, and for eleven years previous to his establishment here, in 1890, held the responsible position of manager of the California Wire Works.

**M. S. BURDICK.**

The making of spices and the roasting, grinding and pulverizing of coffee forms one of the important industries of all large cities and in San Francisco there are many concerns of this kind which require the use of the finest modern and most approved machinery for the purpose of reducing the raw products to a marketable condition. A firm which furnishes all kinds of machinery for this purpose is that of M. S. Burdick, of 112 Clay street. This house was established in 1878 for the purpose of supplying Pacific Coast houses with coffee and spice machinery, and since then has built up a large trade, requiring the employment of thirty men, and a large warehouse and salesrooms, with a floor space of 5,000 square feet. Mr. Burdick, the owner of this prosperous plant, is an energetic business man, thoroughly experienced and of high commercial and financial standing, and prominent in Knights of Pythias circles. He has been in California since 1864, and was born in New York in 1859. Some of the big plants which have been installed by Mr. Burdick are: Schwabacher Bros. & Co., and Oriental Spice Co. at Seattle, Wash., at a cost of \$200,000; A. Schilling & Co., J. A. Folger & Co., M. J. Brandenstein & Co., S. H. Tyler & Co., Tillmann & Bendel, Wellman, Peck & Co., in San Francisco; Wm. Baird & Co., Vancouver, B. C. Mr. Burdick has also installed countless smaller plants, and all have given the best of satisfaction.



**H. G. JACOBSON.**

As an article of value, utility and adornment—as well as exponents of good taste and judgment in their selection—jewelry easily takes first place. Mr. H. G. Jacobson, whose office is in the Phelan Building, room 46, is the representative of Green Brothers, wholesale jobbers of that class of merchandise. The present, not to say prospective volume of business transacted by this firm necessitates the services of two bright, active and intelligent men on the road continually as far east as Denver. That this firm has a good auxiliary in the promotion of their best interests goes without saying, for Mr. Jacobson's manner is at once convincing and pleasing. And he never fails to substantiate any assertions or promises involved in his business transactions. The strict observance of those fundamental rules, laid down and never departed from, gives this gentleman free ingress and welcome to any first-class establishment. Mr. Jacobson is a member of the Young Men's Hebrew Association, and is also a graduating student of John Swett and Lowell High School. Although only 22 years old, he has shown extraordinary aptitude and ability in a profession, as it might be called, requiring fine taste and discriminative ability. The young men of his society will lose nothing by emulation of his example.

**WESTERN AGENCIES CO.**

That San Francisco is recognized all over the United States as a great point of vantage for the distribution of first-class manufactures is universally admitted, and the admission is qualified by the number of agencies seeking a field here for exploitation. Among those who are adding to the prominence of this city in its output of manufactured goods is the Western Agencies Company, who are also very large manufacturers themselves. Their office and factory is at 513 Market street, where they manufacture leather and canvas sporting goods, leggings, belts, travelers' sample rolls and cases, and are sole agents for "Fabrikoid," the best artificial leather made, successor to "Pegamoid." This artificial leather is used for many purposes, and principally for upholstery. This company was established five years ago, and incorporated with \$50,000 capital stock. The gentlemen forming this fine company are J. A. Burton, president, and A. J. Burton, secretary and treasurer. They occupy the second floor at 513 Market street, and employ twenty-five expert men, together with traveling sales-men. They have a very large local business, besides an immense output, not only for the entire Pacific Coast, but the United States, Orient, Alaska and Australia. That these gentlemen are progressive, the foregoing will forcibly attest, and that they are ambitious to still further their interests and those of this city, which are identical, is easily demonstrated by the increase in their trade within the vast circle already within their domination. Mr. J. A. Burton is a native of Canada, 40 years of age. He has been in California fifteen years, and is a member of the Elks. Mr. A. J. Burton is a native of Colorado, 28 years old, twelve years in California, and a member of the Masons.

**W. HOLT.**

San Francisco's manufacturing plants represent every industrial line and every master craft. Among the specialties made is that of prism glass, and one of the largest exponents of this art work and handicraft is W. Holt, with an extensive factory at 280 Stevenson street. Mr. Holt has been in the glass business for many years, and for some five years has made a specialty of prism glass manufacture, which is becoming more popular from year to year, and its great advantages are becoming more generally known. These beautiful prismatic lights are used in the upper part of store fronts and for brightening dark offices and stores, the usual size being 5x5. They are made of the finest quality of flint glass, and are inclosed in zinc and copper frames, and they diffuse the light so beautifully and thoroughly as to make them very desirable for lightwells and dark rooms in residences or for any place where a finely diffused light is required. Antique and colonial style glass, beveled edges and one-quarter inch thick are also made in artistic designs in metal frames, and this is particularly effective for artistic door plates, china closet doors and in windows, being made in a highly artistic manner and in unique designs. A full line of art, plate and window glass is also handled. For estimates and bids write directly to W. Holt.

**O'HARA & LIVERMORE.**

An institution as unique as it is expressive of great advancement in the recognition and embodiment of art in our home comforts and decorations is known as O'Hara & Livermore, applied arts, established here in 1892, whose art rooms are at 356 to 360 Sutter street. The factory is here also, and at this number on Sutter street may be seen specimens of beautiful work, whose newness, stylishness and novelty recommend them to the progressive in fashion. They employ twelve to fourteen experts at this business. A great many fine specimens are being sent to Southern California. The local trade is fast expanding in and around San Francisco. The profession consists in applied arts, burnt leather goods and curios, etc. They manufacture burnt leather goods, bronze lumps and curios. They are also importers of hand-made brass ornaments. The profession to which these two ladies have devoted themselves is going to serve more than a double purpose. It is going to ornament the home—that of itself should recommend it—and it is going to be the means of creating and enthroning good distinctive taste among those who will see specimens of the art and skill of Miss O'Hara and Miss Livermore. Judging from the orders being executed at their factory, the art introduced by these ladies has come to stay. It is not regarded as a "fad" even by the most conservative. It is looked upon and welcomed as an ornamentation of utility as well as ornament. There is no question as to their artistic taste, and their desire to impart skill to others desirous and ambitious to render home pretty, agreeable and happy. Miss Lilhan O'Hara is a native of Canada, while Miss Grace G. Livermore is a native of Wisconsin, they being at the head of this institution.

**SEABURY & JOHNSON.**

Owing to the magnitude of the field and the excellence of shipping facilities, the volume of trade and the spirit of competition many eastern manufacturers have established branch houses in San Francisco in order to secure a share of the Pacific Coast, Alaska and Oriental trade. Among the most prominent of those who early realized the advantages of being on the spot is the firm of Seabury & Johnson, manufacturers of surgical dressings, located at 513 Market and under the management of C. L. Braman. This firm makes a specialty of antiseptics of all kinds and occupies a three-story brick, 60x60, at the above mentioned number. It was incorporated under the laws of New York in 1867 and now has the whole world for a market, so famous has its products become. The factory is located at East Orange, N. J., but the home depots for the western trade are located in Chicago, Denver and San Francisco. The foreign depots are located in London, Hamburg, Sidney and Montreal, and are in charge of experienced men. The firm has taken fifty-seven highest awards over all European and American competitors and makes a specialty of absorbent cottons, medicated cottons and gauzes, plasters and Rawson's U. S. army and Saratosa suspensories. The local branch employs three men and two traveling salesmen, and although Mr. Braman has had charge here only four years he has built up a good trade on the coast, in the Orient and Alaska. Mr. Braman was born in Massachusetts in 1866, and has been a resident of San Francisco the past four years, since which time he has made many friends here.

**GARDINER BROS.**

We trust this short sketch will be looked upon as a purely business matter intended to throw a little light on the most thriving industries or enterprises of a great city. Precautionary care is exercised in our endeavor to treat all with the utmost impartiality. Although embarkation in the present venture dates only from October, 1903, Gardiner Bros., to whom this short review alludes, have established themselves upon a firm basis and bid fair to be well and favorably known in the near future. They succeeded the old and respected house of P. J. Tormey, late of Sutter street, and are carrying on the business formerly conducted by him with apparent shrewdness, energy and vigor. They are dealers in druggists' sundries, fancy goods and novelties, representing eastern and foreign manufacturers. Brushes of all descriptions seem to be their particular hobby; their lines of imported goods being especially well selected. Their place of business is located at No. 523 Market street, where they have a nice light sample room and office. They are rapidly forging to the front and are obtaining the confidence and approval of the business community. We can see no reason why these three young men, endowed with education, industrious habits and pleasing manners, should not crown their venture with unqualified success and become prominent factors in the city's progress. Of course, it takes time, but we trust that the time is not far distant when we shall hail and review them as amongst the foremost integrals of industry and prosperity.

**KROGH MANUFACTURING COMPANY.**

It will be noticed that San Francisco occupies the leading position among the cities of the country in many important branches of industry, in some of which we lead the world. One of the largest concerns in this city is the Krogh Manufacturing Co., manufacturers of pumping, mining and dredging machinery, with office at 519 Market street, and factory at 9-17 Stevenson-street. The works are fully equipped with the latest improved modern machinery and all the most improved devices and tools essential to their varied forms of products, and employment is given to a force of fifty men. The company was established twenty-eight years ago as the San Francisco Tool Company and nine years ago the Krogh Manufacturing Co. bought out the above company and it became a body corporate under the laws of California with a capitalization of \$100,000 in its present style and title. They manufacture pumping, mining and dredging machinery, fuel oil equipments for boilers, forgings, irrigation and reclamation machinery, mining pumps, wind mills, tanks and wine making machinery, and these products are shipped to all parts of the coast, Hawaiian Islands and the Orient. They have also shipped pumps all over the United States, including Texas, shipping principally the large size centrifugal pumps there. This company has installed seventy-five of the largest reclamation plants, and many of the smaller ones on the Sacramento and San Joaquin rivers. The officers of this concern are: F. W. Krogh, president; C. A. Krogh, vice-president, and Miss F. J. Krogh, secretary. Messrs F. W. and C. A. Krogh are natives of Denmark, and are 63 and 59 years of age.

**MATTOON & COMPANY.**

Among the oldest of the customs brokers of San Francisco is the well-known firm of Mattoon & Co., with offices at 530 and 532 Battery street. This firm, besides doing a general Custom House business, makes a specialty of clearing vessels and forwarding consignments of goods for wholesale and manufacturing establishments from this port to Mexico and Central America, and they thoroughly understand all the intricacies of the business of dealing with Uncle Sam. This firm was established in 1872 by Mattoon & Danglelada, and continued under this name until 1903, when Mr. A. F. Danglelada retired, and C. H. White and J. M. Mattoon were admitted into partnership. The partners, assisted by a competent force of clerks, do a large business in exporting goods to foreign ports, and have a large list of clients whose interests they look after most faithfully. J. S. Mattoon, the senior member of this firm, is an old and respected citizen here, having come to California in 1859. He is a native of Ohio, where he was born in 1839. He has been connected with the Pacific Mail Steamship Company since March, 1864, as purser, office clerk and customs broker. C. H. White is a native of this State, and was born in 1875. J. M. Mattoon is also a native of California, born in 1871. The younger members of the firm are fortunate in having the advice and experience of J. S. Mattoon to guide them in their business affairs.

**THOMAS BUTLER.**

Among the many who have contributed to the city's material prosperity we take pleasure in mentioning a very conspicuous example in the person of Mr. Thomas Butler, with office in the Emma Spreckels building. Mr. Butler is not only a builder, but he is a mason and manufacturer of brick as well. As a manufacturer of brick he makes hollow tile, pressed and solid brick. His kiln and plant are located in South San Francisco. This is the man who is entitled to the distinction of builder, for not only is he a mason and bricklayer, but he is a manufacturer of brick as well and his long and well applied experience has conducted to render his estimate of the cost of building, as to material and labor, invaluable and incontrovertible. While yet a mere boy Mr. Butler arrived in this country. His intelligence and premonition led him hitherward, and he arrived in San Francisco to lay the foundation of competence and well merited prominence amongst his fellow men. By steady application to his business he succeeded in building up his interests to their present colossal proportions. The kiln is located in a substantial brick structure of one story, wherein he affords steady and remunerative employment to about 125 men, irrespective of those employed in attendance on eight or ten wagons. Mr. Butler was born in Dublin, Ireland, in 1837, and points a very creditable moral to all who would take advantage of the unequalled opportunities of advancement afforded by ability and integrity in this country, and more particularly in this fast growing city.

**CALIFORNIA SHEET METAL WORKS.**

Among the manufacturing companies worthy of particular mention in this review is the California Sheet Metal Works, under the able management of Mr. John Augsburger, with works at 537 Howard street. Mr. Augsburger has been identified for the last fifteen years with the tin, copper, brass and sheet iron manufacturing trade. Everything in the above line is manufactured, and all brass and copper goods needed by breweries, wineries and distilleries are made to order; ventilating apparatuses of most up-to-date character are installed, and the attention of builders and contractors is called to his superior work in this line; also to his tin and slate roofing and cornice work, which have given universal satisfaction wherever used. Tanks of all kinds are made in black, galvanized, copper and brass. Among the products turned out in a large way for the supply of wholesale dealers are sheet iron laundry trays used in residences, and laundry sheet metal work of every description. The company also manufactures sheet metal water canteens in 2, 4, 6 and 8 quart sizes, plain and covered, with straps, in large quantities for the use of Arizona, Colorado and Mexico and the desert trade generally. Everything made is of the most reliable character, as is shown by the large orders received from the wholesale supply houses, who require high-grade goods for their trade. For full particulars, bids, estimates and specifications, apply directly to this company, which, from the extent of its transactions, is able to meet the severest competition in prices and furnish the best class of work.

**W. B. SUMNER & CO.**

Before California was admitted into the Union, it was a noted producer of hides, which were raised at the missions and the great haciendas of the Mexican and Spanish families. For thirty or forty years these hides were shipped around the Horn to Boston and New York, and established in those markets a reputation for character and quality. As a result, the California hide trade was established on a firm basis, and has so continued to the present day. With the advent of the Central Pacific, in 1868, the tanning industry grew to very large proportions, as nearly all of the output of the tanneries was shipped to Boston and the Eastern markets. The greater portion of the output of leather, hides, etc., now find their markets in the cities of the Atlantic, the valley of the Mississippi and in Europe. A visit to the offices of W. B. Sumner & Co., located at 909-906 Front street, corner of Jackson, will confirm this fact. This house was founded by the late W. B. Sumner in 1861, who died in 1888, since which time the management of this business has been conducted by his son, Colonel F. W. Sumner. The business of this firm embraces the handling of hides, leather, tallow, pelts and furs, and the selling territory covers the entire United States and Europe. The Sumner Tanning Company is also owned and conducted by W. B. Sumner & Co. The tannery is known as the Coasset Tannery, and is located on Carquinez Straits, in the city of Benicia, and has a capacity of over 1,000,000 pounds of sole leather per annum, and is fully equipped with the best and most modern appliances. Mr. Sumner is a native of Maine, but has resided here since 1865. He was grand commander of the Knights Templar in 1885, and for ten years was identified with the National Guard of California, and is now retired with the rank of Colonel.

**COAST CONTRACTING CO.**

A useful industry in connection with a great maritime city is the dredging business, devised for improving the Government's navigable waters. An institution here known as the Coast Contracting Company, with office at 5 Market street, is destined to serve great purposes. This company employs a small army of men, for their business extends all over the Coast, and they are not confined to dredging. They were established in 1899, and incorporated in the same year for \$50,000. They removed that frightful danger to navigation on the bay—Arch Rock. Not less dangerous were two other rocks that were terrible menaces to life and safety. They were two Shag Rocks, Nos. 1 and 2, and Ash Rock. Those they successfully removed as well. Rudolph Axman is president of this fine company, and J. S. McAnany is secretary. Mr. Axman was born in Germany forty-eight years ago. He has been in California twenty-five years. Mr. McAnany was born in California thirty-two years ago. Theirs is a splendid profession, and one which will at all times command a demand, more particularly as they are men of very progressive views and ideas; men on whose word and honor one can depend. These facts, added to their ability, will always insure that confidence and esteem which it is a pleasure to know are well merited.

### SHUTTS, WALTERS & CO.

One of the large houses that is conspicuous for the extent and value of its business is that of Shutts, Walters & Co., located at 534 and 536 Sutter street. This company are manufacturers and importers of surgeons' instruments, hospital and laboratory supplies, and with their scientific instruments give valuable aid to all kinds of difficult and scientific surgery. The company was organized and incorporated under the laws of the State of California in 1903, with a capital stock of \$30,000. They have their store and salesrooms in a large brick building at the above address, but their factory is located at 60 First street, where they give employment to ten mechanics, besides a smaller shop located on their premises. They are engaged in making the finest tools necessary for surgical use, which are introduced to the trade by traveling salesmen, in Alaska, the Orient and the Pacific Coast States, as well as to the local trade. Shutts, Walters & Co. are the sole Western agents for Van Houten & Ten Broeck Company's static machines and electrical equipments, which are in such general and favorable use in El Paso, Oakland, Sacramento, San Jose, Portland, Seattle, Tacoma, Spokane, Walla Walla, Aberdeen, Alameda, Santa Clara, Salt Lake, Butte, Helena and other leading Western cities. They are also agents for W. W. Schiedel & Co., Chicago, X-ray coils; Ernest Leitz, New York, microscopes; Victor Electric Company, Chicago, electric goods, etc. Their dioscopes, tube holders, German tubes, vacuum and Grundlach's tubes and block tin speculum and holder, designed by Dr. F. W. Caldwell of New York, are the best instruments of the kind on the market to-day. H. H. Shutts, the president of the company, is a native of Illinois, where he was born in 1806. He is a prominent Mason, and has been a resident of California for the past fifteen years. W. J. Walters, the treasurer and secretary, has resided in California since 1889, and was born in England in 1867. Both gentlemen are progressive business men and public-spirited citizens, highly esteemed by all who know them.

### HALLWOOD CASH REGISTERS.

This is pre-eminently a mechanical age. Nearly every form of manual labor has been supplanted, nay, almost obliterated by mechanical apparatus; by devices many and wonderful, almost human, one might say, that have been invented to do the work of the artisan and clerk. Probably the most wonderful, practical and generally adaptable of these is the Hallwood cash register, a perfectly mechanical bookkeeper and cashier, which registers separately cash and credit sales, moneys received on account and moneys paid out, itemizes the receipts of the different departments and the work of the various employes, and all with infallibility, and with greater rapidity than a lightning calculator computes them, and registers the totals. This register, which is manufactured by the International Mfg. Co. of Columbus, Ohio, is being introduced all over the world and is made to meet every requirement. The western branch of the company is under the able management of Mr. J. Freeman, who controls the entire business west

of Colorado and whose business quarters are located at 1327 and 1329 Market street, being in operation for six years. Mr. Freeman has been very successful in placing the Hallwood registers in the leading business institutions, not only of this city and State, but all over the West, and has established seven branch headquarters west of Colorado. He is a man of dauntless enterprise and superior executive ability whose sterling qualities are winning him prominence as a business promoter and representative citizen.

### THE WILGUS MANUFACTURING COMPANY.

Taking the various lines in their order, and referring in this particular connection to the department of machinists and engineers, we may very properly point to The Wilgus Manufacturing Co. as furnishing one of the best examples of the progress and development of that important branch of manufacturing. The business of this excellent company was established here in 1909, previous to which time they were for seventeen years located at Los Angeles. They occupy the first floor and basement at 32 First street and their factory is furnished with ample and abundant steam power and is fully equipped with a superior outfit of machinery, apparatus and appliances of every requisite kind, all of modern and improved character and design. Their specialties include oil burners, oil plant machinery, lawn sprinklers, machine work and pipe threading and the house has a business extending to all parts of the coast, Mexico and the Pacific islands; and so thorough, expert, complete and careful is its work and so reliable, honorable and straightforward its methods that it has invariably given satisfaction in the execution of its every contract and has obtained a firm footing and high place in the confidence and esteem of the trade everywhere. The individual members of the company are D. C. and L. H. Wilgus, both natives of New Jersey.

### THERIEN & SON.

Among the up-to-date manufacturers of laundry machinery and drying rooms is that of J. H. Therien & Son, 522 Howard street, this city. They are inventors of a number of patents and labor saving devices, their latest being a drying room with a fan located at the top of the casing situated above the racks containing the goods and the exhaust on one side at one-third distance from floor, a square spiral coil covering entire floor, resulting in 100 per cent additional drying capacity, thus saving one-half the time. This invention can be applied to various purposes, such as laundry, fruits, leather and wood drying. The Messrs. Therien also have a patent washing machine, extractor (centrifugal wringer); also an automatic rotary dryer which on every turn drops the clothes dried, which operation requires from ten to twenty-five minutes, depending on the speed of the rotation. The firm is composed of J. H. Therien and O. Therien, his son. They also manufacture steam puffers and all kinds of laundry appliances are made to order. Their work is of the highest order, their prices most reasonable. A separate department is also maintained for repair work of every description, including wood and iron work in the laundry line.

**J. EDLIN.**

Among the merchant tailors of San Francisco, and they are many, there are very few who have made so favorable and lasting an impression as J. Edlin, tailor and importer, 16 Post street. Mr. Edlin has been established in this city since 1890, and has gained steadily in favor and esteem of those with whom he has transacted business. This confidence and esteem have been established by sheer ability as cutter and fitter by keeping the most select stock in the city, and by his straightforward and honorable manner of treating patrons. No better argument of his growing popularity could be advanced than the fact that he retains his patrons, and those very patrons secure him new ones, who in turn become exponents of his good taste and judgment. There is a great future awaiting Mr. Edlin, for the city is growing fast in population, in wealth and in the demands and encroachments attendant, and those are good clothes, good appearance, as a result, and good association. The "expression" given a suit of clothes is a great introducer into good society. It is also an indispensable help in case of interviewing business men on a business proposition. Mr. Edlin is able to give counsel and advice in any case affecting the man's attire and how it affects his appearance or coincides with or serves the purpose or occasion for which the suit was intended. Mr. Edlin has the best wishes of a large number of gentlemen here, and we add ours with the hope he may prosper in the future in proportion to the past.

**L. OTZEN & CO.**

California dried fruits are known all over the world for the excellence of their flavor, high quality of product and cleanliness of preserving and packing. San Francisco has one of the largest dried fruit packing companies in the country, that of L. Otzen & Co. of 423 and 433 Drumm street. This company was organized and incorporated in 1901, with a capital stock of \$15,000, and within this short space of time their goods have become well known from the Atlantic to the Pacific and many foreign countries. They have buyers in all the fruit growing districts of the Pacific states who purchase dried apples, peaches, pears, apricots, prunes, plums, etc., by the carload from the big drying establishments, and being experienced they buy only the choicest of stock, which is shipped to the San Francisco packery, sorted and packed ready for the domestic or foreign trade. Their packing house is a large brick building with 60,000 square feet of floor space, and every available foot is taken up with their business, which gives remunerative employment to a half-hundred workmen. The president of this company is Mr. L. Otzen, a native of Germany, 35 years old, and a Mason. George Otzen is the secretary and is also a native of Germany, where he was born in 1872, and is also a Mason.

**FRANK S. OSTROWSKI.**

Among those firms that have been prominent in building up the great interests of vast commercialism may be mentioned that of Frank S. Ostrowski, manufacturer and dealer in show cases, bar, store, bank and office fixtures, antique furniture, mantels and hard-

wood interiors. The great specialty of this house is show cases. Those are always on hand and made to order on specifications. Their place of business is at 111-116 Mission street and consists of a two-story and basement building which affords a space of some 16,000 square feet, and employment is given to from sixteen to twenty highly experienced workmen. There are two to four wagons rolling out orders daily to local patrons, as well as conveying specimens of art and handiwork to the trains and boats for carriage and shipment all over the coast. Mr. Ostrowski has a large warehouse at 521 Ellis street, wherein a stock of goods is kept ready to meet requirements. The superior and artistic finish of all manufactures are turned out under the supervision of Mr. Ostrowski, himself a born artist in his line. Mr. Frank S. Ostrowski was born in Germany forty-four years ago, and has been eighteen years in the Golden State. He is a man whose candor and urbanity have secured him generous patronage.

**OCCIDENT ART LEATHER COMPANY.**

Among those industries which may well take rank with the professions is that being propagated by the "Occident Art Leather Co." at 116 Market street. While this industry may not be an actual indispensability it is, nevertheless, a necessity, inasmuch as that people of refined, good and discriminative taste require an outlet for those attributes they embody. They will find ample scope for speculation and exercise of good discernment and judgment in the establishment named. The Occident Art Leather Co. are manufacturers of high grade Mexican hand-carved leather goods. These goods must be well known to the best class of people, for they are established six years, occupying a whole floor in a large brick building, and giving permanent and lucrative employment to fourteen or sixteen highly expert assistants. Mr. Silling, the proprietor, was born in Virginia forty-two years ago. He has been in California seven years and is a member of the Odd Fellows. As to Mr. Silling's good taste, there is no necessity of dilution—that has been already established—and as to that gentleman socially and in business, his record will bear the strictest investigation.

**GEORGE TAYLOR.**

The vast amount of teaming, trucking and general carriage traffic is larger in San Francisco than in any other city of its size in the country, and as a consequence there is a big demand for all kinds of harness, collars, saddles, etc. One of the firms of this kind in the city is that of George Taylor, harness, saddle and collar maker, at 19 Drumm street. Mr. Taylor established his business seven years ago, and occupies a two-story building, employing only the most expert harness makers. He uses none but the best of leather, mountings, etc., and makes anything from a gold or silver mounted buggy or carriage harness to a heavy truck harness. He makes a specialty of truck collars, which find great favor among the owners of transfer companies and expressmen, and are made of the best and most durable leather, firmly sewed and stuffed with the best of hair, etc. Mr. Taylor also does all kinds of repairing, neatly and promptly.

**MARSH & KIDD COMPANY.**

The Marsh & Kidd Company is one of the enterprising firms of San Francisco who are doing their share in contributing to the commercial prosperity of this city. They are manufacturers' agents, and have headquarters in the four-story brick building at 522 Market street. This firm was established here in 1892, and was incorporated in 1898 with a capital stock of \$10,000. The company does a big business along the Coast and in San Francisco. They represent several of the largest Eastern manufacturers of glass and earthenware, and are agents for Louis Degongne & Co. of New York, for bookbinders' and paper box factories' materials and the A. L. Butz Cork Company, Philadelphia, Pa., also a bottle factory recently established in Southern California. H. F. Marsh, the president of this company, was born in Massachusetts in 1862, and came to California in 1869. He is a member of the Woodmen of the World. Arthur Kidd, the secretary, was born in England in 1866, and came to California in 1875. He is a Mason, and a member of the Redmen and Foresters.

**INGERSON & GLASER CO.**

The establishment of the art glass industry in San Francisco by John Mallon in 1858 marked an epoch in the history of California. The accumulation of large fortunes through the steady stream of gold flowing from the mines—the realization that extraordinary commercial advantages were bound to result through the possession of a wonderful land-locked harbor—and last but not least, the awakening to the possibilities of the still more wonderful agricultural country beyond, stimulated into activity the desire for permanent homes with results never before equaled in the New World. It was during this period that this Old World art was firmly established on the Pacific Coast. Heartly and substantial encouragement was promptly forthcoming. Magnificent stained glass windows were ordered for churches of every denomination; domes, ceiling lights and costly windows of beautiful and chaste design were placed in private residences, public buildings and places of amusement. Soon orders commenced to come in from adjoining territory. Oregon, Washington, Nevada, British Columbia, Mexico, the Hawaiian Islands and finally Australia. Artists and artisans were engaged from abroad to meet the ever increasing demand. After Mr. Mallon's death the business passed into the hands of the present proprietors, Messrs. Ingerson & Glaser, and is now being conducted under the name of the Ingerson & Glaser Company, with offices, studios, factory and salesrooms at No. 121 New Montgomery street in the large brick building having a frontage of one entire city block. They have concentrated under one roof an equipment which makes it possible to execute orders in any of the various branches of decorative glass. While their specialties are memorial and domestic windows executed in American opalescent glass or the English antique style, they manufacture art glass of every description, stained, embossed, engraved, leaded, cut, ground and prism glass. This latter is a wonderful

device for the diffusion of daylight throughout dark interiors. They have a full staff of designers and artisans skilled and carefully trained in the various processes of their intricate work. They furnish and carry out entire schemes of decoration with that assurance of success which only comes through years of experience and a thorough understanding of the subject. The best testimonials to the skill and artistic ability of this firm are the mute witnesses of work performed. The dome and wonderfully colored windows of San Francisco's City Hall, dome and transoms of the Stanford University library, their work in the Martinez court house, Mills College, State Normal School in San Jose, churches and private residences throughout the Pacific slope speak louder than words "their work has been well done."

**SARTORIUS & CO.**

The firm of Sartorius & Co., although only recently established, has already secured a substantial share of the current business in its line. Mr. George Sartorius has been foreman of the San Francisco Novelty Company, now the A. Merle Company, of this city, for the past twenty-one years, and his knowledge of matters connected with the business is thorough in every detail. His long experience has given him a wide acquaintance among the architects, contractors and other business men of San Francisco, by whom he is held in high esteem both for his business and social qualities. He attends to the manufacturing department, while Mr. Edward T. Pursler, the other member of the firm, looks after the office work. The workshops, covering upward of 7,000 square feet, are fitted up with a fine line of the most modern improved machinery, enabling the fulfillment of all orders in a prompt and satisfactory manner. The firm manufactures ornamental metal work in brass, bronze, iron or steel, such as elevator cars and inclosures, counter inclosure work for banks and offices, vault gates for safes and cemeteries, brass railings and signs, grill work of every kind, iron stair work, iron folding gates, etc. Their well-fitted-up plating and buffing rooms give every facility for the production of plating work in all its branches, silver, duplex copper, nickel, coating amalgamated plates for gold saving, etc. The firm is ready at all times to promptly estimate on any work submitted to it, and will itself gladly submit designs and offer suggestions if requested to do so. In addition to their own works, they are the representatives of the Winslow Brothers Company of Chicago, probably the largest firm in this line of business in the world, and are therefore in a position to give estimates on, and accept work of any magnitude. We anticipate for this firm a rapid growth, both on account of the sterling qualities of its members and because of the fact that their business dealings have been characterized by integrity, reliability and excellent workmanship of the products. Their construction shop is on the upper floor of 121 New Montgomery street, and their plating and buffing rooms are on the ground floor of 117 Minna street, in the same building.

**PACIFIC ACETYLENE GAS CO.**

Deserving of a high place in the list of a great city's enterprising men are the names of those constituting the Pacific Acetylene Gas Company, and having their business and offices at 180 and 182 First street. The names of the officers of this company are: Ira E. Mecum, president; C. F. Jacobsen, secretary and treasurer; M. E. Mecum, vice-president. They occupy a building of two stories, affording a floor space of about 4,000 square feet. They employ about a dozen highly intelligent men, and distribute their merchandise all over the Pacific Coast, Alaska, New Mexico and the islands. Mr. I. E. Mecum was born in Michigan. He is an Odd Fellow and Forester. C. F. Jacobsen is also an old resident of San Francisco. Mr. M. E. Mecum was born in California. The firm are members of the Manufacturers' Association, Merchants' Association and Chamber of Commerce. Being imbued with a practical desire to associate themselves with any suggestion or move for the betterment and uplifting of San Francisco, it is hoped that any co-operation needed may, on the part of our business men, be freely and liberally extended. They are manufacturers of acetylene generators, as well as dealers in burners, carbide, acetylene stoves, ranges and other appliances. Their presence in any community, particularly in such a populous and fast-growing city as San Francisco, should elicit welcome and encouragement from those whose interests are centered here.

**CRUDE OIL STOVE & FURNACE CO.**

Among the new industries which California has developed by her abundant supply of fuel oils is that of manufacturing oil burners for industrial purposes and for domestic use. Burners for industrial use are all of one type, that of the injector and atomizer, employing either steam or compressed air. There is no question as to their economy, and little difference in their efficiency compared one with another. This type is not suitable to the home on account of the high pressure required to atomize, hence burners designed for household use exhibit every conceivable pattern. The kitchen and furnace burner must make no soot, noise nor odor, require no repairs, and be efficient at all times, and particularly in emergencies. These requirements present almost insurmountable practical and scientific difficulties to the inventor. Large sums have been expended to produce a practical burner for this field, and still larger sums have been spent in trying to force upon the market burners that do not meet the requirements. Oil is unquestionably a more satisfactory fuel than wood or coal, because it is cheaper and more convenient, provided the burner is adapted to burn it without soot and without breaking down at a critical moment. The Crude Oil Stove and Furnace Company have devoted the last four years to the subject, and may be consulted as engineers who will tell beforehand whether an oil-burning equipment will prove satisfactory in given conditions. This concern was incorporated October 23, 1901, with a capital stock of \$500,000, with the chief seat of business at

San Francisco, and offices at 182 First street. Following are the officers and directors: Frank M. Graham, president; Ira E. Mecum, vice-president; George H. Yost, secretary; Chester E. Hailstone, Willis L. Mecum, George W. Esterly and J. Lee Hildreth. They have on file at their offices many very flattering testimonials regarding the merit of their different appliances for the production of heat and light, and particularly oil-burning devices. The company has just issued a very interesting booklet on burners, which may be secured by applying for same.

**GUS S. BERRY.**

Entering into the list with others we find the name of Gus S. Berry, at 1134 Market street. Mr. Berry was born in California twenty-eight years ago, and established his present place of business when he was only 24 years old, in 1900. His early yet well-developed conception of his native city's tastes and requirements in matters appertaining to personal adornment, added to an intuitive and highly educated taste for men's wearing apparel, led to his adoption of tailoring as his profession. That he has succeeded immeasurably we are led to believe from the thirty workmen now engaged, as compared with one or two at the start. And the number of Berry's suits to be seen on fashionably dressed men is fully proportionate to the increased number of employes. Mr. Berry's trade is known as the select trade. To attain to the proud distinction of being able to cater to that class, it was necessary, first of all, to possess ability and good taste, and next to conform to those and the requirements of exclusive fastidiousness, by keeping the best goods and trimmings. He has at all times contended that good linings and trimmings have much to do with the comfort and wear to be had from a suit of clothes, and the quality he uses has everything to do with substantiating the verity of his dictum.

**A. L. HETRICH & CO.**

Fully entering into the complexity of a great city's commercial interests, we find one establishment, the novelty of whose stock in trade certainly entitles it to more than passing notice. We allude to the house of A. L. Hettrich & Co., of 508 Washington street. Mr. Hettrich, the proprietor, has been in business a great many years. Finding his former quarters, 630 Washington street, too small, he moved to larger quarters at 640 Washington street. As in the former case, these premises also were deemed inadequate to the growing needs of his business, and he finally succeeded in locating his interests in the present large structure (three stories and basement) at 508 Washington street. The stock carried by this firm consists of sea shells, shell goods, corals, curios, shell jewelry and beads. Between salesmen and skilled workmen, they employ about a score of active, intelligent men, while other agents not enumerated in the number of employes given above are located and traverse Mexico, South America, China and Japan. Thus it will be seen what world-wide prominence these gentlemen have acquired by handling what the uninitiated might look upon as a novel stock.

**YOUNGBERG & SON.**

Among the brokers doing business here is the firm of Youngberg & Son, located at 417 Battery street, which was established by John E. Youngberg in 1885. Mr. Youngberg is a native of Maine, where he was born in 1844, and came to California in 1865, since which time he has been actively engaged in business and is well known in the mercantile circles of this city. He is a Mason and a member of the G. A. R. In 1902 Charles J. Youngberg, his son, was admitted to the firm, and the name changed to Youngberg & Son. Charles is a prominent young business man and Mason, and is a native of this State. The firm of Youngberg & Son does business with firms all over the world and clears vessels and stocks to all ports of entry from San Francisco. They also do an internal custom house brokerage business forwarding goods to foreign countries and are one of the leading firms in their line in this city.

**E. P. SLOSSON.**

Among the dealers in plumbers' supplies worthy of especial mention is E. P. Slosson, with office and salesrooms at 194 Minna street, dealer and wholesale distributor of plumbers' supplies, cast and wrought iron pipe, white enameled iron bathtubs, vitreous earthenware closet tanks, seats and a full and complete line of lavatory, water closet and bathroom supplies, representing the best makes to be found in this line. Mr. Slosson's long experience and extensive business transactions enable him not only to show a desirable assortment and great variety in these goods, but also to meet the sharpest competition as regards prices of same. His trade is in this city and throughout the entire Coast, and he has built up a large business by the reliable character of his goods, by his equitable business methods and his punctuality in filling orders. Catalogues and price lists representing his line can be had by writing him.

**ENTERPRISE FOUNDRY.**

An interesting and instructive feature of our civic history is the gradual unfolding of our business institutions from small beginnings to great enterprises, national, and even international, in importance and scope of operation, and it pays a most emphatic and practical tribute to the energy and ability of our business men. In no instance do we find a better illustration of this than in the evolution of the Enterprise Foundry, whose great shops, employing nearly one hundred workmen, are located at Main and Folsom streets. This concern began in a comparatively small way eighteen years ago, and increased in size and importance until seven years ago, when it was incorporated on a most extensive basis, and now does the bulk of the foundry work in this vicinity. The officers are: Henry Martens, president; Charles P. Hoch, vice-president; J. W. Heaney, secretary. All are practical men who have risen from humble beginnings to affluence and social and commercial prominence, and are heartily in favor of all progressive measures to forward local advancement.

**WM. S. MERRELL CHEMICAL CO.**

A pleasing feature of business life in the City of San Francisco is the recognized fact that not only do our home merchants and manufacturers flourish far beyond the average, but there has scarcely, if ever, been established at this point a branch house of any reputable and well-ordered concern from other sections but met with prompt and pronounced success. One of the greatest and most famous outside concerns doing business in and from San Francisco is the well-known Cincinnati firm of the William S. Merrell Chemical Company, manufacturing chemists. The San Francisco branch was established some seven years ago, is under the management of Mr. E. B. Hudson, and is located at 19 Stevenson street. Other branches are maintained in large cities in the United States and Europe. This concern enjoys a national reputation for the perfect quality of their preparations. It is the oldest pharmaceutical house in the United States, having been established in 1830. The Pacific Coast trade is supplied from the local agency, and Mr. E. B. Hudson, the manager, has proved a lively competitor. The first of January, 1905, he will have completed twenty years in the employ of this company. He is thoroughly identified with the development of the city's commerce, and places great faith in our commercial expansion.

**A. J. McNICOLL ELEVATOR CO.**

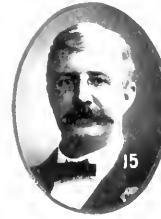
Among the oldest established and most reliable concerns in this city is that of the A. J. McNicoll Elevator Company, located at 207 and 209 Second street, where they occupy a fine three-story structure particularly adapted to their business, being capacious, and supplied with the latest up-to-date appliances, and employ thirty skilled mechanics. They are in a position not only to turn out and supply the finest elevators, but are able to compete with the largest establishments. They are manufacturers of all kinds of elevators, from the smallest dumbwaiter to the finest high-priced passenger elevator. This company was originally established in 1873, and was incorporated in 1892, with Mr. A. J. McNicoll as president. Elevators are promptly repaired and taken care of by the week or year.

**GEORGE S. BOSS.**

The rapid growth of San Francisco in recent years and the steady era of prosperity which has been in progress here during the past five or six years has attracted world-wide attention, and men of business discernment are coming here by the score to seek an investment for their capital; consequently merchants who got in on the ground floor, so to speak, have had no reason to regret their choice. Knowing that the men of San Francisco demand the best in the clothing line, George S. Boss opened up a merchant tailoring establishment at 1414 Market street in the month of August, 1903. He was formerly in the Examiner Building, where he established himself in trade five years ago, but as business increased, he sought more commodious quarters, and is now enjoying a well-earned season of prosperity.



BUSINESS MEN.



1. JOHN L. KOSTER
5. WILLIAM CARSON
9. CHARLES S. LAUMESTEPPER
13. SQUIRE V. MOONEY
17. JOHN BAYLE

2. CHARLES HOLBROOK
6. ARTHUR LEGALLE
10. ALVAH H. BAHLEDEP
14. KNUD H. LUND
18. CHARLES TELZEN

3. FRANCIS M. SMITH
7. W. P. REDINGTON
11. ISAAC UPHAM
15. EDWIN W. TUCKER
19. JOHN L. RUSSELL

4. JAMES SPEER
8. LORENZO H. SWEENSY
12. GEORGE F. EBERHARD
16. ALBERT HANSEN
20. WILLIAM A. WEIMORE

**MURRAY BROTHERS.**

Science properly applied has brought sanitary engineering and plumbing in its many branches to perfection, and the health and comfort of our people need no longer be placed in jeopardy. The plumber, steam and gas fitter of to-day is not a mere workman, but an educated sanitary engineer, who has made a special study of these lines, and has had long experience in the trade. Contractors will only recommend such as have proven themselves worthy of the trust imposed in them. One of the old and reliable houses engaged in this line here is that of Murray Brothers, gas fitters and plumbers, at 623 Sacramento street, between Kearny and Montgomery streets, who employ a large force of skilled workmen in their business. This firm makes a specialty of fitting up stores, dwellings and public buildings with gas, water and steam, plain and ornamental gas fixtures, jobbing promptly attended to, estimates given to builders, and all work guaranteed. R. T. Murray is a native of California, and was born in 1863. E. J. Murray is also a native of this State, and was born in 1867. Both are public-spirited men, who stand high in the esteem of all with whom they have any dealings.

**CHARLES BLISS.**

San Francisco has some of the very best arbiters of fashion in the United States. Among these is Charles Bliss, tailor and importer, 407, 408, 409, 410 and 411 Claus Spreckels Building, and located in this city for many years, having removed to the present desirable quarters from 115 Sutter street eight years ago. Mr. Bliss was born in Bohemia in 1858, and is a member of the Masons. The good name of Mr. Bliss as an artist in his line has permeated every quarter of the city, particularly where good taste, judgment and appreciation rule. His trade extends throughout the State also. His large premises are lavishly stocked with imported and domestic goods, and he employs a small army of experienced and skilled workmen. Mr. Bliss' close attention to business has won for him recognition by the critics and secured for him a large patronage. He keeps abreast of the age of progress, and in touch with the best thoughts appertaining to business. Every new patron of Mr. Bliss serves to add another laurel to the wreath already acknowledged to be his privilege and right to wear. The smile of satisfaction on the countenances of those who emerge togged out in an up-to-date suit affords evidence—and the very best, at that—of the handiwork and good taste displayed in the "build" of their garments.

**JUDA BROTHERS.**

The concern known as Juda Brothers, at 320 to 328 Market street, are manufacturers of the "Beauty" waist, and make silk, wool and wash waists, wrappers, dressing saques and kimonos. This excellent house was established three and a half years ago as a close corporation. The members of the firm are S. F. Juda and L. Juda, and they occupy a three-story brick building, which affords office, sample and manufacturing space of about 10,000 square feet. They employ a force of sixty in their factory, besides their salesroom force, and keep four men constantly on the road. Their fast-growing trade ex-

tends all over the Pacific Coast. Of course the trade in the city is very large, because good goods and latest styles are associated with the house. And besides, people like to have business transactions with straightforward and progressive people. You can receive fair dealing with this concern at all times, for these gentlemen are possessed of the highest honor and integrity, and the disposition to exercise them. Mr. S. F. Juda goes once a year to Europe, visiting Berlin, Paris and Vienna, for the correct advance styles, which enables this firm to show the newest novelties in their line as early as they are shown in the largest New York houses.

**GRANT & CO.**

Great conflagrations and their attendant disasters, caused by the use of inflammable material in building has taught the present generation a lesson, and the modern office building, factory, hotel, and even the ship and railroad coach, are now constructed with such material and in such a way that they are practically fire-proof. One of the largest manufacturers of fire-proof building material is the H. W. Johns-Manville Co., of New York, who make all descriptions of asbestos and rubber fabrics, asbestos cloth for theatre curtains, asbestos furnace cement, plastic stove lining, concrete coating, asbestos fire-proof paints, roofing, building felt, steam pipe and boiler covering, etc., the efficiency of which have been proven by absolute test in hundreds of cases. The Mare Island Navy Yard is one of their heaviest customers for asbestos paints and materials which are used in repairing government vessels and their boiler and pipe coverings are applied to all ships constructed by the Union Iron Works and other famous ship builders. H. W. Johns-Manville Co. are represented on the coast by Grant & Co., at 404-406 Mission street, whose enterprise and business ability have received most practical recognition in a trade which covers the entire coast and even to Hawaii and the Orient. Mr. Geo. E. Grant, Jr., has resided here for many years and is numbered among the successful business men of San Francisco.

**A. GUTSCH.**

Notwithstanding the fact that San Francisco itself is the greatest manufacturing center in the West, a great many manufacturers of other cities have established agencies or branches here as a distributing point for their products. On these agents, or salesmen, as they really are, depend the success or failure of large concerns, hence the vocation of the manufacturers' agent is an important interest. Prominent among those who are identified in this line is Mr. A. Gutsch, whose office is at 110 Mission street. He is Pacific Coast agent for George M. Clark & Co. of Chicago, makers of Jewel gas stoves, ranges and appliances, and Adam Weber retorts and benches, New York. Mr. Gutsch established here as manufacturers' agent March 1, 1898, and from the excellence and superiority of the goods handled by him has maintained a large patronage from the start, his trade extending throughout the Pacific Coast and Honolulu. Previous to establishing the business now prosecuted by him, he was engaged in installing electric plants throughout the State, and managing various gas plants in California and Arizona.

**WESTERN WIRE WORKS, Inc.**

Among the manufacturing enterprises of San Francisco is that of the Western Wire Works, Inc., located at 751 Mission street. This company is one of the largest in its line in this city, and the scope of its manufacture embraces everything in the brass, iron and wire decorative line, including window guards, wire gates and folding gates for store fronts, pipe railing, iron and wire fence, and, in fact, everything in iron and wire goods of a useful and ornamental character. This company makes a specialty of brass, iron and wire ornamental supplies for offices, banks, hotels and stores, and many of the most prominent banks and hotels have been equipped by them with grill work, desk railings, elevator cages, etc. For specifications, bids or any information concerning iron and wire work address the company. M. F. Hrubanik, the manager, is one of the most energetic and experienced business men in this line, and is well known throughout the Coast for the excellence of the work he turns out and his general reliability.

**A. BERGMAN & CO.**

Where so many sailing vessels arrive in port as they do in the Bay of San Francisco it is only natural to assume that there must be a market and demand for sails, bunting and flags, etc. A. Bergman & Co., located at 28 California street, are expert and practical sail-makers and manufacturers of hunting flags. They established in 1903 and have already succeeded in building up a trade on the coast and in the Orient. They employ only experts to put the canvas into shape for the different kinds and sizes of riggings, and supply all kinds of flags for vessels arriving in this port. They employ only the best of materials in their sails and can make them for a toy yacht or a five-mast freighter. They also convert old sails for coverings and dunnage purposes, and make other cloths necessary for shipping purposes. Mr. A. Bergman is well known to vessel owners. He is a native of Germany, where he was born in 1851, and has been in California the past thirty years, and is a member of the Masonic fraternity.

**B. H. TIETZEN.**

To obtain a comprehensive idea of the amount of business done on San Francisco Bay one must go down to the water front and watch the hundreds of freighters which do nothing but handle the thousands of tons of freight between the bay cities and points along the rivers which have sources at convenient and safe points from the city. These small bay and river craft form no small part of the commercial traffic from San Francisco and are always a source of interest to tourists who take in the water district. B. H. Tietzen of H East street, who is agent for the tug Pilot, has been in the business of handling freight on the bay for the past twenty-five years and has seen the volume of business on the bay grow from thousands to hundreds of thousands. He employs thirty men and furnishes vessels to all parts of the bay, the rivers and coast.

**CHRIS. GRUNDEL.**

One of the industries which have been promoted most energetically in San Francisco is that directed to the manufacture of smokers' articles and novelties, and in this line none can claim precedence over the house of Chris Grundel, at 333 Kearny street, whose salesrooms and manufactory occupy the lower floor at the above address. The house has been in operation for thirty-two years, and has been under its present management since 1893. All kinds of meerschaum and briar pipes, walking canes and amber goods are manufactured, and a specialty is made of fine ivory turning, dice work and tobacco mixtures. These goods have a wide sale, especially the pipes, whose exquisite workmanship and the quality of material employed have created a great demand for them. Mr. Grundel is a well-known German-American citizen, prominent in fraternal circles and closely identified with the past quarter-century of San Francisco's business history.

**LEIBOLD HARNESS CO.**

One of the responsible harness manufacturing firms in this city is that of the Leibold Harness Company, manufacturers of saddles, harness and horse boots, and wholesale dealers in all kinds of saddlery goods, with office and salesroom at 211 and 213 Larkin street, and factory at 7, 9 and 11 Ash Avenue. This firm was established in 1894, and now employs fifteen harness makers and two traveling salesmen. Their business territory includes coast states, Alaska and the Orient, and they use one hundred and fifty sides of leather per month in their big factory. J. G. Leibold, the proprietor, was born in Ohio in 1862 and came to California in 1884. This company uses nothing but the best of leather and employs only the most experienced harness makers, consequently they turn out the best harness to be found in the market. They make fancy and plain and light and heavy harness, saddles, bridles, whips, etc. deal in collars, brushes, curry combs, chamois, sponges, stable brooms, harness and coach oils, harness soaps, vulcanized fibre axle washers, and in fact anything in the harness line, besides leather trunks and suit cases.

**HUGO L. ROTERMUNDT.**

There are some professions requiring special skill and adaptability, and as only those possessing those qualifications are eligible to positions they are immune from encroachments of the less favored. Hence it is that in the paper ruling profession Mr. Hugo L. Rotermundt finds as much to do as he can possibly attend to. As a proof of this he employs about a dozen well-trained and expert men—none others could suit—to attend to orders. He has been two years or over in his present location, and in that time has given infinite satisfaction. His patrons are among the most particular and exacting, but, being master of his profession, he is easily equal to the emergency. Mr. Rotermundt was born in Chicago in 1867, and has been in California since 1875. He is a member of the Odd Fellows. His establishment is located at 408 Sacramento street.

**PACIFIC HEATING & VENTILATING COMPANY.**

A subject which appeals to all architects, contractors and owners is a proper system of central heating without which no modern structure is complete, as one fire will do the work of many, thus economizing the fuel and reducing the attention to a minimum. Plumbers and gas fitters, however excellent in their line, should not be employed for a heating job; but in order to obtain satisfactory results, specialists in heating should be seen. In this connection we refer to the Pacific Heating and Ventilating Company, who do the installation of heating systems upon the scientific principles of the circulation of warm air, for they have had years of experience in this business, and have given universal satisfaction. In connection with the above business, they also have a department for sheet metal work, and they manufacture and install all kinds of ventilating apparatus, air ducts, flues, etc., and make a specialty of installing dust and exhaust systems for mills and factories. This reliable company and its presiding officers, E. C. Rowland, president, and C. Rees, vice-president, are well known throughout this city and Coast for the excellence and reliability of their work and their straightforward business methods.

**C. P. HEININGER & CO.**

In no city in the country can there be found better supplied dealers in California souvenir goods and smokers' articles than are to be found in San Francisco. One of the best-known establishments of this kind in the city is that of C. P. Heinger & Co. of 535 Market street. They carry an immense stock of California wood souvenirs, smokers' goods, cutlery, stationery, canes, etc., and are sole Western agents for the famous Biltor, Thistle, G. B. D. and C. P. H. brands of briar pipes. Their importing is done direct, and correspondents in Great Britain, France and Germany enable them to secure the pick of the world's market in these goods. Among the California wood souvenirs handled by them may be mentioned polished fancy wood pincushions made of lurl, manzanita and orange woods, etc., in many designs, such as cups and saucers, Mexican hats, goblets, guitars, banjos, mission bells, etc.; decorated paper knives and letter openers of orange wood in several styles, decorated orange wood plaques with mission scenes, paintings of oranges, poppies, peppers, burros, etc.; handkerchief boxes made of orange wood, orange wood letter holders, jewel boxes made of orange and manzanita woods, also nut bowls, trays, napkin rings and gavel. Some unique souvenirs in manzanita root are handled, such as pincushions and trays, thermometers, calendars and thermometers combined, matchboxes, smokers' sets, napkin rings, inkstands, puff or jewel boxes, etc. The house handles an extensive line of California shell goods, such as shell workboxes and hand mirrors in many styles with shell backs. Among the sea shells highly polished carried by them are the black abalone, green abalone, red abalone, pearl oyster, pecten, owl limpets, angel wings, orange scorpion shell, horned oyster shell, pink conch, fig shell, white murex, black murex, furbelow clams, Chinese clams, polished pearl

troches, bull mouth or cameo, yellow mellow shells, etc. A full line of starfish, porcupine fish, mermaids, sea corals, etc., is also carried; also a full line of the following in abalone shell work: Napkin rings, pin trays, matchboxes, vases, inkstands, purses, butterfly pins, fan pins, watch charms, scarfpins, cuff buttons, collar buttons, etc. C. P. Heinger & Co. issue an elaborately illustrated catalogue of their wares, which will be mailed upon application.

**CALIFORNIA HYDRAULIC ENGINEERING AND SUPPLY COMPANY.**

Originally started for the manufacture and supply of hydraulic mining machinery, the California Hydraulic Engineering and Supply Company, whose building at 17 and 19 Fremont street is the first machinery house after leaving Market street, have branched out into such other and more general lines of machinery as the rapid growth of business on the Coast has made necessary. Oil well drilling and pumping machinery have always been a specialty with them, and as agents for the Kewanee high-pressure boilers they are furnishing steam plants for both power and heating purposes throughout the State. Associated with them is the Pacific Coast Radiator Company, which is handling the entire output of the only radiator factory west of the Rockies. This new industry for the Coast bids fair to become a very important one, and many of the large office buildings, apartment houses and hotels which are now in course of construction are being equipped with radiators manufactured in this State, instead of, as heretofore, imported from Eastern factories. It is not the purpose of this short review to give a detailed statement of the large and well-assorted stock carried, but merely to call attention to their general line. The company will furnish precise information and illustrated catalogues, fully describing their goods, upon direct application to them.

**GEORGE W. REED & CO.**

The internal revenue and customs brokerage business is one of the most important branches in the exporting and importing business of the port of San Francisco, and there are many old and well established firms in this city who make it a business in dealing with Uncle Sam and see that not only he gets his just dues, but that importers pay no more than the law exacts. One of the oldest and best known, as well as one of the most responsible, is George W. Reed & Co., who have offices at 504 Battery street. They make a business of entering and clearing vessels and merchandise and forwarding consignments for manufacturers, exporters, and wholesale dealers to all ports of entry in all parts of the world. Mr. Reed established himself in business in 1874 and has continued since then with good success. He is an energetic business man, public-spirited citizen, and enjoys a high standing in mercantile and exporting circles. He is a native of California and was born here in 1857. Mr. Reed is also a member of the Bohemian Club and an officer of the National Guard of California.

**UNITED CALIFORNIA VINEYARDS.**

A product and industry which of itself alone would seem capable of affording ample means to live and luxuriate to all the inhabitants within the broad and expansive realm of the Golden State, and be able to produce a large revenue from exportation besides, is the wine industry of California. An illustration of this in a contracted form, yet worthy of honorable mention, is to be had in an establishment known as the United California Vineyards, admirably presided over by one "to the manor born," in the genial person of Mons. Jules Soulagés, who is wholesale and retail dealer in wines and liquors, and agent for St. Hubert Tonic Port, at 618 to 620 Sacramento street, where he has been established over six years, occupying a substantial brick building, with basement as well. This gentleman—Mons. Soulagés—was born in France in 1862, but has lived in San Francisco for over sixteen years.

**TREADWELL & CO.**

Among the many firms engaged in the wholesale liquor business in San Francisco, none sustain a higher reputation or standing than that of Treadwell & Co., wholesalers in whiskies, wines, gins, brandies, etc., and located at 111 Sacramento street. This is one of the new wholesale firms and was incorporated with a capital stock of \$200,000. They occupy two stories and a basement brick building, 30x150 feet, where they have the latest equipments and improvements in connection with the store, and handle the most complete line of fine whiskies to be found, and five traveling salesmen are on the road. Treadwell & Co. make a specialty of "Treadwell" whiskies and Old Phil Lacy whisky manufactured at Maysville, Ky., and they are agents and distributors for "Live Oak" whisky, Cincinnati; Runnymede Rye, Baltimore; "Old Orkney O. O." Scotch whisky, J. & J. McConnell Irish whisky, Belfast; Perrier-Jouet Champagne and Coates & Co. original Plymouth gin. The officers are: J. G. Treadwell, president; H. H. McPike, vice-president; E. R. Hardin, secretary.

**C. J. LERCARI & CO.**

The products of the ranches in this territory are worth millions of dollars annually and a generous share of their products find their market in San Francisco, and one of the greatest of the many advantages of the city is that it is the center of so fertile a region. Among the leading and most representative houses which deal in the products of the ranch and of the garden is that of C. J. Lercari & Co., commission merchants, located at 524-526 Sansome street. This house was organized in 1897 by C. J. Lercari, and one year ago Joseph Smith was admitted to partnership. They prosecute a general commission business, poultry, eggs, butter, cheese, fruit, vegetables, game, etc., being handled and consignments are at all times acceptable, liberal advances made when desired and returns are promptly forwarded. This company are also growers and packers of asparagus, with grounds at Sacramento, Cal., and also growers and packers of sweet potatoes, with grounds at Merced. This house is well known and rated among the best in the West, stands high in the estimation of its patrons

and enjoys the best references from the banks and commercial agencies of this city. Personally speaking, both Mr. Lercari and Mr. Smith are native Californians and members of the Stanford Parlor, N. S. G. W., and of the Olympic Club.

**MOHNS & MOHNS.**

To pen-picture the commercial history and development of San Francisco would be a most delightful task in which to engage, and the writer, ere he finished, would find full scope for all the approving adjectives in the English language. Every line of trade is well represented here, and a house to which we would call special attention is that of Mohns & Mohns, 29 Market street, wholesale and retail wine and liquor merchants. They occupy all of a three-story solid brick building, affording floor space of some 14,000 square feet. The house has been established eleven years. Up to 1901 the style of the firm was Mohns & Kaltenbach. At that time it was changed to the present style. The members of the company are J. Werle and Aug. Willoh. They are live and energetic people, and well calculated to advance the trade and extend it. They do a large local business. From here they have extended all over the Coast. It must be taken for granted that they keep a good staff of employes in attendance, besides wagons to attend to the local trade. Mr. Werle was born in Alsace, and is 36 years old. Mr. Willoh was born in Germany, and is 34 years old. A special brand of bourbon which these people handle, and one which has done much to give them prominence, is known as the "Eagle Glen Bourbon" and "Bull's Eye Rye." These are their exclusive property, and there is a flourishing demand for the same. Messrs. Mohns & Mohns are doing well, and extending their business. They selected the best place in America in which to build up a good trade and perpetuate it. It would be difficult to find two other men in the city better capable to carry on the business to its logical success than the gentlemen comprising this firm.

**GEO. BRAENDLEIN & SON.**

The union of art and mechanical skill in the field of wood workings has produced some beautiful results in recent years—beautiful hard-wood interior finish in banks, offices, public and private, and private buildings and in residences. For interior woodwork and handsome interior finish, in artistic hard-wood mantels, fine barroom fixtures and artistic woodwork of every description, we would recommend the reliable contracting firm of George Braendlein & Son, 3155 Eighteenth street, corner of Treat Avenue, where they occupy immense workshops supplied with the best manufacturing facilities, and employ as many as twenty-five skilled mechanics. They are experts in their line—the manufacturing of fine furniture to order in original designs, hard-wood interiors, bank, store and office fittings, barroom and ten-pin alley equipments. Messrs. George Braendlein and his son, Rudolph Braendlein, are both artists of preeminence, and have been very successful, as is evidenced by the many prominent buildings, stores, saloons and banks in this city which they have outfitted with their expert workmanship.

**SMITH & YOUNG.**

The builders and contractors, especially of this city, are admirably reinforced by the handlers of building materials, who handle full supplies of every description of a desirable kind and character. One of the largest and leading establishments is that of Smith & Young, 723 Market street, San Francisco, and of Los Angeles. This company carries an immense stock of building materials, and are enabled by their facilities and large dealings to meet the severest competition. Their specialties in part are: Asbestos Sheathing Paper, S. & Y., heavy and light grade; Asphalt, liquid and rock asphalt flux, crude and refined. Reservoir linings, pipe dip and roofing cement; Blueprints, made from tracings on paper and linen; Brick Preservative, for waterproofing both brick and sandstone. Does not change color of brick or stone. Also furnished with coloring pigment to produce even color on pressed brick. Carvings, in stock and made from details. Ceilings—steel ceilings furnished and erected. Cement—S. & Y. elastic roofing cement, for repairing roofs about chimneys, sky light copings, old tin and shingle roofs. Asbestos furnace cement, indestructible for linings, furnaces and stoves. Iron will melt before cement is affected by heat. Iron stove cement, thoroughly pliable; does not crumble; has solidity and tenacity. Sticks to castings on slight pressure. Taw white cement for brick, terra cotta and stone work. Cornerbead—Marsh metallic. Put on studding over lath, terra cotta or brick. Non-rusting and most rigid head made. Deafening Felts—S. & Y. brands; No. 10, 1 lb; No. 11, 1½ lbs; No. 12, 2 lbs. per square yard. Deafening—Keystone hair insulator. Hangers—Duplex wall and joist hangers and post caps. Lath—Expanded metal, wire and sheet steel. Marble—Serpentine, fire and electric proof; also white and Verde antique marble. Mineral Wool—For fire proofing and deafening. Mortar Stain—Pecora for coloring mortar and cement. Mouldings—Turned, carved and pressed. Ornaments—Pressed wood. Paint—Porcelite enamel paint. Paper—S. & Y. brand, sheathing; Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9 and 14; Permanere asphalt sheathing, Nos. 23 and 24. Plaster—Alpine cement and California wood filler plaster. Pulleys—Ball-bearing sash. Roofing—Terra cotta, tile, slate and composition roofing. Shingle stain—Dexter's English stain. Soapstone—Crude, ground and bolted. Steel—Structural steel, estimates including erection. Turning—Spindles, balls and dowels. Wall Ties—Cleveland, Morse and Pittsburg. Messrs. Smith & Young are progressive and enterprising business men, thoroughly in touch with the demands of the trade, and noted for their straightforward business methods. Their trade extends all over the Coast, Hawaii and the Orient.

**INVENTION OF THE AMERICAN FLOOR SURFACING MACHINE COMPANY.**

It has been with pleasure that the receivers have recorded many instances of great ingenuity in inventions originated within the bounds of this State. Many of said machines have come into universal use from their great utility and give much credit to California for inventions. Among those which have sprung into con-

spicuous prominence is an invention of the AMERICAN FLOOR SURFACING MACHINE COMPANY, with office at 610 Examiner Building, who have placed on the market a machine which for rapidity, economy and neatness of operation fills a long-felt want. This machine has solved the problem which has for many years perplexed architects and builders, namely, of properly surfacing floors by a mechanical means, instead of by the unsatisfactory, tedious and expensive one of hand labor. This is the only up-to-date method of surfacing, cleaning and polishing old and new floors in a neat, quick, cheap and most thorough manner. This wonderful machine, simple in construction and easily operated, was invented by Mr. A. T. Spence, a well-known contractor and builder of this city, and subsequently developed and improved by Messrs. S. B. Zimmer and J. H. Prugh, the former an able architect, and the latter a mechanical genius second to none. This machine is run with rollers and operated by one person, dirt and dust being automatically picked up from the floor and thrown into a bag pendant from the machine. The rough floors are thoroughly smoothed by a sandpapering process which produces a thorough uniformity of surface. The company has taken out patents in seven different foreign countries, besides the United States, and is selling territorial rights and supplying the machines to those buying such. This machine is not an experiment, but an actual and practical success wherever they have been operated. The long list of places include Government buildings, private dwellings, school houses, hospitals, skating rinks and old and new store and office buildings, hotels, platforms, decks of steam and sailing vessels, and wherever a smooth surface is needed. Among the buildings surfaced and which serve as a practical illustration of the machine's great utility are the Natural Science Building, Palo Alto; Oakland Postoffice, two hospitals in Alameda, Mercantile Library, San Francisco; John Bremner Building, San Francisco, and Stockton Mechanics' Institute, Mercantile Library, Building, bachelor officers' quarters at the Presidio, Union Club Building, Folger Building, San Francisco, and the Chamber of Commerce, Los Angeles, and residences throughout this city too numerous to mention. The company has issued a handsome booklet, giving full particulars and illustrations about this machine, the various utilities and sanitary advantages of its work, etc., which can be had for the asking. For full particulars in regard to leasing territory, royalties, cost of surfacing, cleaning and polishing floors, cost of equipment, etc., address Mr. A. T. Spence, secretary of the company, room 610 Examiner Building, San Francisco.

**W. P. FULLER & CO.**

W. P. Fuller & Co., 21 and 23 Front street, was established over half a century ago by Whittier, Fuller & Co., and incorporated in its present style and title ten years ago. They are importers and manufacturers of paints, oils and window glass, and maintain branches in Sacramento, Oakland, Los Angeles, San Diego, Stockton, Portland and Seattle, and their trade covers the Pacific Coast, Central and South America and the Orient. The officers of the company are W. P. Fuller, president, and L. F. Littlefield, secretary.

### LICK HOUSE.

Travelers, the whole habitable world over, are very susceptible to impressions of places and people as they go from one place to another. The first impression is formed on arrival at any place; it is strengthened by a sojourn, and rendered ineradicable for good or bad on the departure of the visitor, and which decree the first impression may have great potency in deciding. Bearing these facts in mind we are not surprised at the great and widespread influence dominant in the hotel keepers' grasp—that is, provided he knows how to conduct one. Although should he be a very tyro at the business his influence will be also widespread, but, unfortunately, detrimental to his place of abode, let it be town or city. The good hotel keeper, then, is one of the very strongest bulwarks of a city's prestige. For as a city is judged by the first good impression created on the traveler's mind on his arrival, that impression strengthened during his stay and repeated on his departure and thereby rendered irremovable, so will that visitor's opinion be of the people and their institutions, commercial and economic. Hence it is: show me your hotels and I'll show you who and what you are, and what you amount to. Now, there is no city on earth of any thing like approximate size that can show the same number of richly appointed and well managed hostleries as can San Francisco. To mention any one of them would seem invidious. Yet there is one so closely identified with our proud and progressive city's early life that mention of its name, so far from exciting envy among kindred institutions, will evolve ready affirmation to our statements. Our subject, then, is the Lick House. This noted establishment was first opened to the world's guests by Mr. James Lick in 1862, or at a time when hundreds of thousands of our fellow citizens "had not whereon to lay their heads"—during the war. It is located at the corner of Sutter and Montgomery streets, and is a solid brick and stone structure. The guest chambers, two hundred and forty in number, are remarkable in the impressions they create as emphasized in their comfort, spaciousness, sanitative brightness, elegance of furniture and bedding and every attribute contributive to man's enjoyment and health. It is on the European plan and strictly fire-proof. The restaurant and café have no superior in this or any other city. A great deal might be said on this subject alone without exhausting it, because the restaurant and café of a hotel stamp at once and for all time the seal of that class of hotel to which they assign it, so when we say that those of the Lick House have no superior, we associate the hotel with them in point of excellence. Many a time have sojourners at this famous haven of elegance, ease and comfort left the city and on their return heard the well known and familiar monosyllable "Lick," "Lick," "Lick" dinned into their ears at the ferries; many and many a time has "the Lick House" been mentioned by the tired "drummer," the weary "drummer," the hungry and thirsty "drummer"—many a time and far away has this name been used as a talisman to tide over present, and to be hoped, never to recur hardships, inconveniences and deprivations innumerable in the "drummers" travels and rendered more insufferable and intolerable by comparison with the fine appoint-

ments of the "Lick." This splendid hotel was leased by Mr. G. W. Kingsbury some years ago, and from the time of his occupancy it not only continued on in its wonted excellence, but added fresh and solid attractions.

### LEGALLET-HELLWIG TANNING COMPANY.

Prominent among the great representative business houses of this section is that of the Legallet-Hellwig Tanning Company, with office and salesroom at 401 Front street. In its twenty-five years of business activity this house has established a reputation for the high standard and superiority which characterizes its products. The business was established in 1879, and was incorporated in 1892 with a capital stock of \$200,000. They employ 175 workmen and seven traveling salesmen. They are tanners of glove, light and fancy leathers and wool pullers, and have a capacity in their South San Francisco tannery of 300 dozen skins per day. They tan deer, sheep and horse hides. A. Legallet, the president of this company, was born in France in 1857, is a director of the French-American Bank, and is the bearer of the cross of the Legion of Honor. Vice-President Chris Hellwig was born in Germany in 1852, and Secretary S. Bessinger was born in Germany in 1856.

### THE UNION LITHOGRAPH CO.

In preparing the data for the present review of the industries, manufactures and commerce of our city, it is in the highest degree pleasing and gratifying to know that we can without departing in the least from the channels of absolute verity, show with entire conclusiveness that it is ahead of many and not behind any of the great American cities in all those elements which go to constitute true municipal greatness. Our manufacturers, our merchants and our business and professional men in all lines and departments of human endeavor keep near the head of the column in the grand march of progress, as may be readily deduced from the character of the great representative firms and corporations herein depicted, and especially is this true in all lines identified with the fine art production. A truly distinguished corporation thus engaged is the Union Lithographic Co., whose extensive and well-equipped establishment is located at 325 Sansome street. This concern was established in 1887 and incorporated for \$100,000. Their plant is abundantly supplied with all essential material, appliances and apparatus, and is manned by a force of 100 skilled workmen engaged in producing artistic lithographing, and they are also printers, binders, embossers and copper plate engravers, and make a leading specialty of bank supplies. The officers of the company are B. S. Hubbard, president and manager; E. M. Walsh, vice-president, and J. F. Wiggins, secretary and treasurer. All are of the progressive circle of our business life, and they are distinguished for that enlightened, liberal and comprehensive public spirit which prompts them to aid, advocate and participate in such movements as are from time to time projected for the general benefit of the community, and more especially those whose object is to expand the trade, commerce and manufactures of San Francisco, and to keep her actively in the forefront of the business competitors of the country.

**BULLOCK & JONES CO.**

Strangers have often remarked that there are few cities where one sees more stylishly dressed men than in San Francisco, and this statement is true, for here are to be found some of the best arbiters of fashion in the United States. Foremost among these is the Bullock & Jones Co., men's tailors and furnishers, located at 106, 108 and 110 Sutter street, in their own new ten-story building. Their salesroom is fitted in an exceptionally pleasing manner, giving to their patrons the benefit of perfect light in which to make selections from a stock which is not excelled or even equaled west of New York. Bullock & Jones Company are noted for the perfection of their taste and the best dressed men in San Francisco go to them for their suits, underwear, cravats, shirts and everything in the line of haberdashery, knowing that here they will be able to select from the finest goods to be had.

**GREENEBAUM, WEIL & MICHELS.**

Of all the industries summarized and crystallized in that one word of far-reaching import, commerce, perhaps there is none of heavier contribution to a nation's financial success than dry goods. That heavy industry, however, is divided and subdivided, for we have, for instance, silk houses, dress goods houses, woolen houses, cloak and suit houses, hosiery and laces, etc. A house which we desire to review briefly is that of Greenebaum, Weil & Michels, at 17 and 19 Sansome street, importers and manufacturers of men's furnishing goods. Now men's furnishing goods are a part of the great dry goods industry, but by concentration of ability and predisposition in favor of that branch of the whole they swell up and enlarge that portion, irrespective of contact with, or aid from, any other item of the great whole. It requires splendid adaptability, perseverance and unflagging energy; and that these attributes are possessed in a marked degree by this firm is well exemplified in their successful achievement. They occupy a brick building of five stories and basement, affording space of some 30,000 square feet, every foot of which, except the office, is filled with goods. Besides this, they have a large factory at 531 to 539 Mission street. They also maintain an office at 43 Leonard street, New York. They employ in their wholesale house here about forty salesmen and stock keepers, and also keep a dozen men constantly on the road. In their factory—where they employ white labor exclusively—about 350 are employed. To give an idea of this firm's progressiveness, they got a contract with the United States Government during the Spanish war of half a million dollars for clothing. Mr. M. Greenebaum of the firm is a native of Germany, 70 years of age, and 52 years in California. He is a member of the Odd Fellows, and a director of the Merchants' Association. Mr. L. Weil, another member of the firm, was born in Germany, is 62 years old, and has been in California 35 years. He is a member of the Odd Fellows. Mr. L. Michels, the third member of the firm, is a native of Germany, 55 years old, and has been in California 35 years. He is a director in the Board of Trade. That they are all progressive men is further attested by their far-reaching trade, for not only do they do an

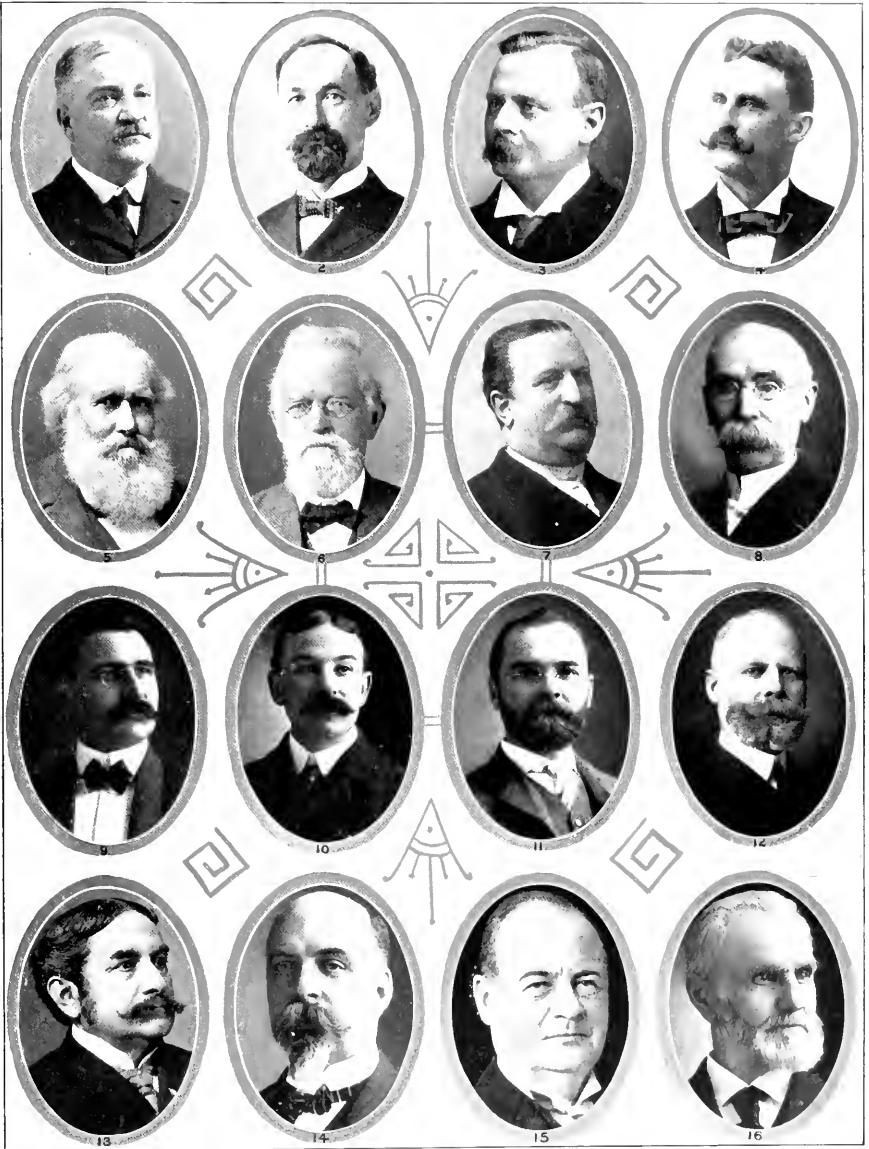
immense local trade, but they extend all over the Coast, as well as the Orient and Alaska.

**LEVI STRAUSS & CO.**

Trade expansion has ever been the watchword of our manufacturers and merchants, and now, more than ever, are the evidences of their progressive and enterprising qualities remarkably apparent in the marked increase of local business operations. Among the concerns which have ever been at our commercial front and whose high standing and wide business influence are a source of much prestige and profit to our city is the time-honored house of Levi Strauss & Co., 14 Battery street, where they have about 65,000 square feet of space closely packed with dry goods and men's furnishings. This world-wide known house was established fifty years ago by Levi Strauss and incorporated. The business is wholesale exclusively, and extends all over the Pacific Coast and Orient. They have three factories at work, for they manufacture some superior brands of their own that never have been nor can be imitated. They keep a staff of about 25 men on the road. Irrespective of this number they employ somewhere over a thousand in their place of business and factories. To enumerate all the articles kept in this concern would furnish tiresome reading. Suffice it to say they have on hand every article of dry goods merchandise that is necessary—silks, dress goods, cloaks, shawls, blankets, flannels, hosiery, lace, embroideries, trimmings, notions, lace curtains, linens, table damasks, napkins, doilies, rugs, domestics, sheetings, underwear, men's furnishings, shirts, underwear, socks, ties, collars, cuffs, handkerchiefs, overalls, jumpers, etc. The fame of Levi Strauss' overalls has gone all over the world. Although the house is well known in the best markets and factories, and among the greatest manufacturers, yet they have three factories of their own at work—one at 32½ Fremont street, this city, one out at the Mission and one at Oakland, and some of these are compelled to run overtime—for with the expansion of the city, increase in population in the country and the great popularity of the house, the business sometimes gets a little beyond control. The officers of this wealthy and model house are: Jacob Stern, president; Sig Stern, vice-president; Abe Stern, secretary. This old-time, excellent house of Levi Strauss & Co. stands to-day an object lesson of splendid achievement in wealth, popularity and esteem, and all begotten of an unflinching observance all those years of straightforwardness and honesty in all business transactions, thereby creating a confidence that asserted itself in ordering big bills from the house and leaving the selection of the goods to the house itself. Not in a single instance has there ever been any cause of disappointment. But, while Mr. Levi Strauss established those indelible principles to guide the business of the house and form its character, he did not expect to live always to enjoy the fruits of the good seed he had sown, for very recedently this charitable, this honest and fine business man passed away. He has left successors, however, who are highly eligible to fill his place and perpetuate all the virtues in business which his whole active career so faithfully and forcibly exemplified.



BUSINESS MEN.



1. RICHARD H. PEASE  
 5. MATTHEW TURNER  
 9. R. B. MOORE  
 13. R. A. FERAUD

2. JOSEPH F. FORDEKER  
 6. WILLIAM S. SNOOK  
 10. H. M. COLLEY  
 14. JOHN I. SABIN

3. W. N. DEKKER  
 7. WILLIAM ALVORD  
 11. J. GOTTFRIED  
 15. GEORGE W. MCNEAR

4. GEORGE I. DOW  
 8. JOHN HOLY  
 12. H. C. NORTON  
 16. BARTELT DOE

**WM. S. SNOOK & SON.**

Upon the sanitary condition of private and public buildings depends the health of the community, and good plumbing, steam and gas fitting are just as essential as the foundation of the building. Among the leading firms who are engaged in this class of work is that of William S. Snook & Son, who have headquarters at 554 Clay street. This is one of the oldest firms in San Francisco, and was established in 1855 by W. S. Snook, and was formerly located on Kearny street, near Washington, but was not incorporated until 1904. They have been in their present location since 1881, and now employ a force of thirty-five plumbers, steam and gas fitters. Among the large jobs of plumbing done by them was that of the new Merchants' Exchange, which is now nearing completion. This firm makes a speciality of all kinds of fancy work in this line, and in their long years of business in this city have earned a splendid reputation for doing first-class work which is as durable as can possibly be made. When the firm was incorporated, in March, 1904, with a capital stock of \$50,000, William S. Snook was elected president, and T. W. Snook, vice-president and secretary. W. S. Snook was born in New York City in 1824, and came to San Francisco in July, 1849. He engaged in plumbing in 1849, and is among the well-known men in this city.

**GEORGE SCHAFFER & SONS.**

Among the firms that we desire to mention is that of George Schaffer & Sons, located at 514 Fifth street, manufacturers of store and office fixtures and shelves. This firm was established last year by George Schaffer, and this year he admitted his sons, Alfred and George, to equal partnership. They now have a space of about 5,000 square feet, but their business has increased to such an extent that they have moved to new quarters, at 514 Fifth street. This firm manufactures all kinds of store, office and saloon fixtures, shelving, store counters and furniture of the most modern styles and designs, and employ the latest improved machinery in their plant. George Schaffer, the senior member of the firm, is a native of Germany, where he was born forty-three years ago. He has been a resident of the United States twenty-eight years, and has lived in California the past five years.

**CONSOLIDATED RUBBER TIRE CO.**

The question of the use of rubber tires on vehicles of all kinds in San Francisco is growing more important every day. The rubber tire, at first a luxury, has become a necessity, and now nearly every cab, carriage, and, in fact, all sorts of vehicles in the cities must be made to ride upon rubber tires. This has opened up a new and important field of industry, and one of the largest rubber tire factories in the United States has a branch house in this city at 130 Fremont street. This is the Consolidated Rubber Tire Company, and M. M. K. Thomas is the local manager. This company was established in 1894 by the Rubber Tire Wheel Company, but in 1897 was incorporated under the present name. The home office and factory are located in New York City and Akron, Ohio, respectively. The factory produces tons of tires each year, making a speciality of the famous

Kelly-Springfield tires. These are solid tires, made of the best rubber, and made with two parallel wires imbedded in the rubber to bind the tire to the channel of the wheel so that a sudden shock or jar cannot displace the tire. These goods have a world-wide reputation, and find a market wherever vehicles are used as a means of travel or pleasure. The company has branch houses here, in Springfield, Ohio, New York, Brooklyn, Boston, Chicago, St. Louis, Philadelphia, Detroit, Cincinnati, Pittsburg, Nashville, Paris and in the City of Mexico.

**RAMON ARIAS FERAUD.**

The trade of the United States with Central and South America has developed wonderfully in a comparatively few years, and with the completion of the Panama Canal it will be increased ten-fold. This development has been brought about by progressive business men from this part of the western hemisphere who foresaw the benefits to be accrued. One of these was Ramon Arias Feraud, a successful business man and a highly polished gentleman, who came to California in 1902, after having previously made two visits to San Francisco. He is a commission merchant and banker, and is manager of the American Trade Developing Company, which has offices in this city and New York, and with large stores, warehouses and yards in Panama. This company was established in 1875 by Senor Feraud, and was incorporated under the laws of New Jersey in 1900, for the purpose of introducing all products of this country in Central and South America. Ramon Arias Feraud was born February 20, 1848, and received his education in this country, being a graduate of the West Newton, Mass., English and Classical School and Commert's Commercial College of Boston, Mass.

**ATLANTIC FISH COMPANY.**

The wholesale fish business of San Francisco is one of the important features of the enormous wholesale trade now being transacted in this city. Fish have long been recognized as a valuable staple of commerce and a valuable food product, and you can get fish from the Atlantic as well as the Pacific ocean. One of the leading wholesale houses in San Francisco is the Atlantic Fish Company, importers and dealers in fish, located at 313 and 315 Sacramento street. This concern was established here sixteen years ago, and under the management of Agent H. M. Colety has built up a splendid trade all along the coast in direct competition with the best fish produced from the Pacific waters. The Atlantic Fish Company occupies all of a brick building of two stories and basement, with a heavily filled floor space of 8,700 square feet. They employ a number of men at good salaries to fill orders. The company is agent for Geo. Perkins & Son, wholesale fish dealers of Gloucester, Mass., and handle a big line of canned, salt and dried fish. Among their specialties are smoked halibut, tongues and sounds, salmon, salmon bellies, finnan haddies, cromarty bloaters in season and Crescent brand of eastern white codfish, XXXX Middles genuine Georges codfish and Peerless mess mackerel in five-pound tins. Manager Colety has been in California twenty-eight years, but is a native of Massachusetts, where he was born in 1863.

**CALIFORNIA FRUIT CANNERS' ASSOCIATION.**

The most extensive fruit and vegetable canneries in the world have official headquarters in San Francisco, at Pine and Battery streets, and known as the California Fruit Canners' Association. It was incorporated July, 1899, with a capital stock of \$3,500,000. They give employment to hundreds of men, women and children in their various canning factories, which are located in the fruit and vegetable growing districts of this State. They also put up the finest jams and jellies, etc., that are to be found in the market. The officers are: William Fries, president; A. L. Goldstein, vice-president; R. I. Bentley, general manager; Charles B. Carr, secretary; M. J. Fontana, general superintendent; T. B. Dawson, assistant superintendent; C. H. Bentley, manager sales department. The companies and firms which compose the California Fruit Canners' Association are: Fontana & Co., Hanford, Healdsburg and San Francisco; Cutting Fruit Packing Company, Colton, Santa Ana, Santa Rosa and San Francisco; King, Morse Canning Company, San Leandro and San Francisco; San Jose Fruit Packing Company; Rose City Packing Company, Santa Rosa; Hunt Brothers Packing Company, Santa Rosa; A. F. Tenny Packing Company, Fresno; Courtland Canning Company, Sacramento River; Southern California Packing Company, Los Angeles; Oakland Preserving Company, Oakland and Milpitas; Sacramento Packing Company, Ventura, Visalia and Sacramento; Marysville Packing Company; California Fruit Preserving Company, Oakland and Biggs; Whittier Cannery; California Fruit Canners' Association, Stockton; Chico Canning Company; Lincoln Fruit Packing Company; Sutter Canning and Packing Company, Yuba City.

**NEWMAN & LEVINSON.**

Notably among the large dry goods houses here is the house of Newman & Levinson, established in 1883 by Newman & Levinson and was organized in 1893 under the present style and title, and is one of the pillars of San Francisco's vast business structure, and among the pioneers. This concern occupies the four-story brick building at Nos. 125-127-129-131 Kearny street and has two entrances on Sutter street, where an inside staff of 150 persons are employed. In its thousands of square feet of floor space a regular stock is constantly carried that represents fully the amount of the company's chartered capital of \$150,000. Buying at first hands in every manufacturing center of the textile world, and discounting its purchases by spot cash buying the company can quote a shade closer to bed-rock even on staples than the average wholesale jobber would think possible. Personal examination of the great collection of goods is an education; it is a congress of manufacturers from all parts of the world. The four floors are arranged as follows: The first floor is devoted to silks, satins, dress goods, laces, linens, notions, trimmings; on the second floor is the art department; on the third corsets and muslin underwear, and the fourth floor is devoted to cloaks, suits, etc. This house advertises liberally, and by various effective means the trade is kept informed in regard to the goods in demand. The officers of the company are William J. Newman, president, and Benjamin Newman, Secretary.

**CENTRAL PLATING & METAL WORKS**

Among the lines well represented in San Francisco is the decorative artistic metal work line, and in this connection we would refer to an important enterprise owned and operated by Mr. F. W. Bell, the Central Plating and Metal Works, 22 Jessie street, near Second. These reliable works occupy extensive premises, and are supplied with every modern manufacturing facility for turning out a high-grade product. Mr. Bell manufactures brass, wire, iron fencing and railing and fine brass and iron grill work for stores, banks, office buildings; also folding gates, elevator cages and inclosures, and everything in the wire, brass and iron line. Among the buildings equipped is the new Flood Building, Powell and Market streets; San Francisco Jewelry Store, 821 Market street, and Bassy's famous saloon, all noted for the superior elegance of their brass work, and many others too numerous to mention among the buildings and residences of this city. In connection with these works is a complete plating and repairing department, where all kinds of plating in gold, silver, nickel, brass and copper, also oxidizing, polishing and lacquering work of every description, is done in the most thorough manner. Table and silver ware, chandeliers, gas fixtures and everything requiring replating, repairing or refinishing is done in a way to give them the appearance of being new. For bids, specifications and any further information, address the works direct.

**THE REESE WATER-PROOF MANUFACTURING COMPANY.**

Among the recent California inventions of great utility is one of the Reese Waterproof Manufacturing Company, with offices at 610 Examiner Building, and factory at Fruitvale, Cal., where they have six acres of ground and a large plant fitted out with special machinery for manufacturing their important product. The material composing the same is of composite character, and a secret of the company. It closely resembles rubber, but is more durable, retaining its flexibility under all conditions and in all climates, and their process, instead of destroying the fiber, preserves the same, making its durability double that of any other goods on the market. These remarkable goods, while having many of the qualities of rubber, and twice its wearing capacity, are crack proof under the severest conditions. They are admirably adapted to the use of seafaring men, fishermen and all such as are exposed to storms and the inclemencies of the weather; they form a warm, protective garment, and are so reasonable in price as to compare favorably with the better grade of oil clothing as to same. The company is now making the following goods, viz: Waterproof clothing, lap robes, horse covers, loin covers, tarpaulins and the celebrated Reese apex-storm apron, patented. Full explanations, together with testimonials, showing the high appreciation in which these goods are held, can be had upon direct application to the company.

**CARROLL & TILTON CO.**

It is a subject of comment of the large number of well-dressed men and boys seen on the streets of San Francisco, and they are not in holiday or Sunday-go-to-meeting attire, either. Although 3,000 miles away from the supposed center of styles, a trip to New York or any other Eastern city would reveal the fact that the male population here is as much up to date as their Eastern brethren. To verify the statement of being in the push on style, one has only to visit the store of Carroll & Tilton Company, 811 Market street, and be convinced. This firm deals in gentlemen's and boys' clothing and furnishing goods, and was established by Messrs. Carroll & Tilton in 1874. In 1899 they incorporated and enlarged their business to nearly its present capacity, with William H. Tilton as president and Charles B. Newman as secretary. Both are well-known in business circles here, and have a high standing in commercial circles. Mr. Tilton was born in New Hampshire, but has resided here for thirty years, and has been a progressive citizen. He is a member of the Odd Fellows, and is 45 years old. Mr. Newman is a native of California, having been born here forty-five years ago, and is a prominent Mason.

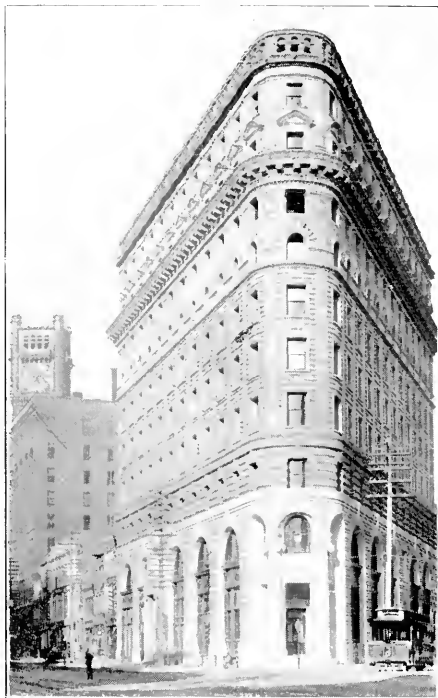
**I. MAGNIN & CO.**

While in the line of heavy manufacturing our city is unusually well represented, the smaller and lighter goods, especially dry goods, muslin garments, etc., have, with few exceptions, been left to the great Eastern enterprises. One of these notable exceptions, and one of which every San Franciscan is justly proud, is the house of I. Magnin & Co., manufacturers and dealers in ladies', children's and infants' outfits. This concern, which has been in operation since 1877, is the largest of its kind in the West, employing in its exceptionally modern, electrically operated factory a quarter of a thousand employees. The retail establishment, at 918 to 922 Market street, occupies very pretentious quarters, and does a large retail business, and by the extensive circulation of a handsome catalogue, and the aid of numerous traveling men, both a large wholesale and retail trade is done all over the Coast, their mail order business being one of their busiest departments.

**THE GARLOCK PACKING CO.**

How much of San Francisco's rapid growth and progress, not to speak of her industrial and commercial advancement, is due to natural resources, and what proportion to the remarkable enterprise of our people, it is, of course, impossible to determine; certain it is, however, that our city is very largely blessed in both directions, and the combined results are in the highest degree gratifying to all whose interests or affections are centered here. A large concern which is very prominent in the formation and maintenance of this city's proud position of industrial and commercial greatness, and one which we would fain emphasize for its honorable career is The Garlock Packing Company, the largest manufacturers of fibrous packings in the world, and whose home office and factories are located at Palmyra, N. Y., and local office at 547 Mission street, this city. This mammoth company was established

over twenty years ago, and is represented by branch offices in every large city in the civilized world. A conservative estimate of the number of employes of this company will run into the thousands. How diligently these people have furthered their interests and those of this city may be gleaned from the orders they receive. To commence with, they are manufacturers of steam, water and ammonia packings, hose, rubber belting and pump valves. They have supplied their product to the Palace Hotel, St. Francis Hotel, Occidental Hotel, Lick House, Pleasanton, Fairmount, new Flood, old



CROCKER BUILDING

Flood, Phelan Building, Mutual Bank Building, Hayward, Mills, Crocker, Chronicle, Examiner, Starr King Buildings, etc., almost interminable. Mr. H. H. Hyde is manager, W. J. Selbie, assistant manager, and F. B. Travers is in charge of the manufacturing and shipping departments. These men are, without doubt, thoroughly practical representatives of this line of trade. The Garlock Packing Company is composed of O. J. Garlock, E. R. Nichols and F. W. Griffith. This triumvirate of names forms a cornerstone of colossal strength and a household word in the machinery world. Space alone prevents us from eulogizing them still more, but we are content to allow the merit of their production to speak for itself. For further information, catalogues, samples, etc., apply direct to the company.

### BASS-HUETER PAINT COMPANY AND S. F. PIONEER VARNISH WORKS.

Reiteration becomes tiresome when we affirm our purpose to include in our notices those who, by strict and diligent investigation, are found worthy. By a careful analysis of the merits of the men herein mentioned, our stand in the compilation and publication of this volume will be found paramount to any self-laudation that may be (however wrongfully) ascribed to us. These prefatory remarks are suggested by the appearance on our desk of a card bearing the potential names of the Bass-Hueter Paint Company and San Francisco Varnish Works, with offices at 816 Mission street. Such a firm deserves more than an attenuated notice. But we know that the mention of their name will evoke commendation from those who have had or will have business relations with them. And if the mere mention of their name and business will revive interest in the prosperity of those who are foremost factors in this city's giant strides and progress, we feel that we have performed a duty, no matter how slight. E. L. Hueter is proprietor and owner of both the Bass-Hueter Paint Company and San Francisco Pioneer Varnish Works, representing an investment of over a million dollars. H. T. James is manager. The varnish works was established in 1857, and now occupies the entire block bounded by Twenty-third, Twenty-fourth, Kansas and Rhode Island streets, rating as one of the largest in the manufacture of fine coach, railway and house varnishes in the country. The name "Hueter" is a guarantee for every grade they make, and the situation on the Pacific Coast gives them a distinct advantage over other manufacturers, as they are in comparatively close touch with the principal gum-producing countries, and import direct from New Zealand, the Philippine Islands, India, etc. The business of the Bass-Hueter Paint Company has expanded so within the last few years that they found it necessary to secure larger quarters. Their new store, 816 Mission street, is the largest and best equipped in California, and the paint factory, 317, 319 and 321 Jessie street, is as complete a plant in this line as can be found in the United States. They employ a large force, and seven competent salesmen cover the entire Pacific Coast at regular intervals.

#### BISHOP & CO.

The great and enterprising house of Bishop & Company at 425 and 427 Battery street, who were established in Los Angeles in 1887 and in San Francisco in 1902, occupy a solid brick building of three stories and basement, which gives them floor space of some 15,000 square feet, which affords them barely room for office and samples. They are an extremely busy house in the city and keep fifty persons employed. But the magnitude of their enterprise is not confined, for it extends all over the world. They employ about thirty commercial men of address and intelligence to represent them, and whatever expense attaches to the employment of so generous a number of commercial travelers it's quite safe to assume that a deservedly large revenue over and above the amount invested reverts to the firm as a fitting reward and recompense for their ambition, enterprise and progressiveness. They are manufacturers, packers and exporters of the following brands of good

things: Bishop's jams, cakes, candies, soups, jellies, crackers, beans, catsup, olive oil, preserves, Chili sauce, potted meats, glace primes, apple butter, plum pudding, princess soda, chili con carne, chrystalized fruit and rubidoux chocolates. The San Francisco factory is located at 425-427 Battery street, and other factories are in Portland, Oregon, and Los Angeles, Cal. This is decidedly the largest industry in its line in the United States. The partners are Roland P. Bishop, Wm. T. Bishop, Jr., J. O. Koepfli. Mr. Roland P. Bishop is a native of Kentucky, 48 years of age. Mr. Wm. T. Bishop, Jr. is a native of Ohio, 40 years of age. Mr. J. O. Koepfli is a native of Ohio, 40 years of age. Mr. Henry B. Morris is a native of Kentucky, 55 years old, has been in California seventeen years. He is the local manager.

#### A. L. LUNDY COMPANY, Inc.

Through her wholesale and commission houses San Francisco supplies the whole Western slope and most of the Oriental countries with butter, eggs and cheese, and the volume of business from this port amounts to hundreds of thousands of dollars each year. Among the leading firms engaged in this business is that of A. L. Lundy Co., incorporated, wholesale dealers in butter, eggs, cheese, shipping and commission, at 121-123 Davis street. This company was established ten years ago, and in 1899 was organized and incorporated with a capital stock of \$25,000. They are located in a three-story brick building, 50x150 feet, and give employment to sixteen house employes and three traveling salesmen. Their trade is in the city, on the Coast and in the Orient, and they have three factories in this State, with a total capacity of 275,000 pounds of butter and cheese per month. These factories are located at Isleton, Tomales and Valley Ford. A. L. Lundy is president of the company, and was born in Canada in 1867. He has resided in California since 1886, and is a member of the Masons. S. H. Greene, treasurer and vice-president, was born in Maine in 1868, and has been in this State since 1886. W. L. Hensley is a native of this State, and was born here in 1868.

#### THE BERNHARD MATTRESS CO.

Perhaps the most unique and at once the most useful plant of its kind in the State is that of the Bernhard Mattress Company, manufacturers of all kinds of mattresses, woven wire mattresses, iron beds, lounges and upholstery of every description, whose extensive establishment occupies the large four-story brick building, 60x125 feet, located at 612 and 614 Mission street, and a three-story factory at 651 Howard street, where 100 people are given employment, turning out mattresses of every description; also pillows, lounges, etc. The product of this extensive house finds its way all over the Pacific Coast and into Arizona, Nevada, Mexico, the Philippines and Honolulu; in fact, they were numbered among the first to take advantage of the commercial expansion in the Orient. The Bernhard Mattress Company was established eighteen years ago, and was incorporated December 8, 1892. Their success has been rapid and well deserved, as they are notable examples of what thrift, enterprise and commercial courage can accomplish.

**CAHILL & HALL ELEVATOR COMPANY.**

San Francisco has its own factories which manufacture elevators. They are large concerns, and produce high-class and powerful elevators, and their productions are not limited to San Francisco, but large numbers are furnished to other cities of California, Oregon, Washington and other adjacent States, and to Honolulu and the Orient. Among the old-established and most prominent local companies is the Cahill & Hall Elevator Company, Incorporated, who occupy the entire magnificent three-story and basement brick structure at numbers 133 and 135 Beale street. This company was established in 1887, seventeen years ago, and their business has steadily increased since, until now they employ from 50 to 75 skilled and practical employes, who turn out some of the finest freight and passenger elevators in this country. The essential elements entering into the construction of elevators, to render satisfactory service to the users, are absolute safety from accidents and smoothness of operation, and the Cahill & Hall Elevator Company has devoted particular attention to these points, with the result that their products equal, if they do not surpass, those of the largest manufacturers in the country. They have installed elevator plants in many of the largest buildings in San Francisco and throughout the Coast, a few of the buildings being the old Flood Building, Phelan Building, San Francisco Savings Union, California Hotel, Spring Valley Water Works Building, the United States Appraisers' Building, the United States Mint, the Pacific Mutual Life Insurance Company, State Capitol, the Potter Hotel, Santa Barbara; Van Nuys Hotel and Angelus Hotel, Los Angeles. Besides manufacturing high-class electric passenger and freight elevators, they make hydro-steam and hydraulic elevators, also all kinds of power elevators, dumbwaiters and hoists. They also give particular attention to repair work, and make a specialty of inspecting elevators and taking care of same by the month. The company is under the most skillful management, the officers being Patrick Cahill, president, and Joseph B. Keenan, secretary and treasurer. Both gentlemen are noted for their reliability and integrity, which has characterized all their dealings. They are well known throughout the Coast, are prominent in commercial circles, and have done much to advertise our city, being always ready to assist any enterprise for San Francisco's welfare. It is not within the scope of this article to do full justice to this company and the magnitude of its operations, but estimates will be cheerfully furnished on all work, and further information can be promptly received by addressing the company at 133 and 135 Beale street.

**FULTON ENGINEERING AND SHIPBUILDING WORKS.**

The city office of this enterprise is located at 15 First street, and their immense works are at Harbor View, where they cover many acres, and to-day they turn out more work, and possibly even better work, than at any previous epoch of their fifty-two years' steadfast growth, in scope and in magnitude. The following is a partial list of vessels for which this company furnished hulls, marine engines and boilers: Ajax, net ton-

nage 335, engine 770 horse-power; Captain Weber, 612 gross tonnage, engine 450 horse-power; Charles Nelson, 1,057.86 gross tonnage; Dauntless, 612.71 gross tonnage; Grace Dollar, 638.33 gross tonnage; Hermosa, 313.42 gross tonnage; James Eva, 609.88 gross tonnage, engine 600 horse-power; Samoa, 377.26 gross tonnage, engine 368 horse-power, and a large list of others.

**JOSHUA HENDY MACHINE WORKS.**

The Joshua Hendy Machine Works are manufacturers of and dealers in boilers, engines and machinery of every description. The principal office of this corporation is located at 38, 40, 42 and 44 Fremont street, while the huge machine works and foundry are at the corner of Bay, Kearny and Francisco streets, where they occupy a square block. The scope of manufacture embraces boilers, engines, pumps, architectural iron work, light and heavy castings and machinery of every description; their specialties include hydraulic mining, quartz and saw mill machinery, automatic ore feeders, "Triumph" ore concentrators, hydraulic gravel elevators and hydraulic giants, and they are sole agents for the Bates Corliss engines, Russell automatic engines, Excelsior boilers and engines, Eric Engine Works boilers and engines, hand and circular sawmills, rotary and centrifugal pumps, Buffalo duplex steam pumps, machinists' tools, etc. The company gives employment to a force of workmen numbering 209, and their business extends throughout the entire West, Australia, South America, China and Africa. The officers of the company are: S. J. Hendy, president and manager; R. Chartrey, vice-president; John W. Hendy, superintendent, and Charles C. Gardner, secretary.

**GEORGE W. CASWELL CO.**

The importation and wholesale dealing in teas, coffees, spices, oils and condiments form one of the important branches of the mercantile industry of San Francisco, and large sums of money are expended annually in importing these valuable articles of commerce. One of the most prominent of the leading importers in this city is the firm of George W. Caswell Company of 412 and 411 Sacramento street. This firm was established in 1887, and was incorporated in 1901 with a capital stock of \$50,000, and does a splendid importing and exporting business with the merchants of Alaska, Japan, China, Australia, the Pacific Coast and locally, where they supply their customers with the best teas, coffees, spices and olive oil to be secured in the markets of the world. The company occupies a three-story and basement brick building with a floor space of 36,000 square feet, filled with a complete stock of their imported goods. They employ ninety store men, fifteen traveling salesmen, and use seven wagons in the delivery of their goods. George W. Caswell Company are Pacific Coast agents for M. Ricci & Co., dealers in Italian olive oil of the finest quality. All the members of this company are business men of the highest standing in this community. George W. Caswell, the president, is a native of California, born here in 1864. G. H. de Mamiel, the vice-president, is a native of France, born in 1861. The secretary, H. S. Foote Jr., is a native of this State, and was born in 1869.

BUSINESS MEN.



1. EDWARD P. HEAD  
6. W. E. DENNISON  
11. GEORGE W. CASWELL

2. T. H. AYDLOTT  
4. BENJAMIN IDE WHEELER  
9. JOSEPH E. KEUNAN  
12. CHARLES F. H. MERRY

3. DAVID STARK JORDAN  
7. GEORGE C. PARBLE  
10. PATRICK CAHILL  
13. WILLIAM ROSELINGTON

5. JOHN M. CURTIS  
8. J. H. NEUSTADLER  
11. THOS. RICKARD

**F. W. BRAUN COMPANY.**

In the multifarious integrals that are fundamental in the creation and elevation of a nation's greatest ambition—commerce—we find, as prerequisites, first of all intelligence, education, mining—which, of course, begets the means to set the wheels of commerce revolving—mills, which are indispensable in the reduction of the mines' product, should that be gold or silver, from its crude state to a condition which will admit of its being transmuted into the currency of the realm, and thereby rendered interchangeable throughout the world. And we find, also, supplies necessary for those mills, for to work mills without supplies would be an impossibility. Before going further into detail, we are sensibly and cheerfully impelled to introduce a highly responsible concern. It is that of the F. W. Braun Company, 18 and 20 Spear street. This company, whose head office is at Los Angeles, was established over fifteen years ago, and incorporated in 1903 in the sum of \$1,000,000, and are importers, manufacturers and dealers in assayers' materials, school and physical apparatus, mining and milling supplies, and one of the largest jobbers of heavy chemicals in San Francisco. They are the patentees and manufacturers of the Cary gasoline assay furnaces, combination assay furnaces, muffle assay furnaces, Cary hydro-carbon burners, laboratory ore crushers, pulverizers, ore samplers, cupel machines, bullion rolls, etc. They are strictly headquarters for R. and H. potassium cyanide 98-99 per cent, zinc shavings, chloride of lime, caustic soda, manganese, C. P. and commercial acids, etc. Their trade, as must be naturally expected, is very large, and besides the great volume of their local business, they extend all over the vast domain of the Pacific Coast and to the Orient. At Los Angeles, in addition, they have a most extensive wholesale drug business, and also have a large branch house in San Diego. The company occupies a large and substantial brick building, four stories high, with basement, affording floor space of some 44,000 square feet. They employ a number of traveling salesmen, besides expert assistants to the number of thirty, to attend to manufacture and the distribution of orders. Mr. F. W. Braun is president of the company; Mr. L. N. Brunsig is first vice-president; Mr. G. Knecht, second vice-president, and Mr. William Kennedy, secretary. Mr. William Roslington is manager of the San Francisco house, and Mr. William Gray is in charge of the San Diego branch. These gentlemen are heavy contributors to the city's great commercial prestige, because of their business qualifications and their prudent exercise of them. They are gentlemen of the highest order of integrity and probity, and quite worthy of the esteem and confidence of the community.

**W. T. GARRATT & CO.**

Among San Francisco's oldest established concerns may be mentioned W. T. Garratt & Co., established in 1850 by the late W. T. Garratt. They are manufacturers of and dealers in the Hooker steam, hand and power pumps, centrifugal pumps, the Hall duplex steam pumps, Garratt's jackhead mining pump, combined pump and boiler, wine pumps, Lomergan oilers, steam and

hydraulic gauges, steam whistles, bells and gongs, logging jacks, water and gas gates, fire hydrants, brass work for steam, water and gas, hydraulic rams, air compressors, metals. Their business premises are located at 438-442 Fremont street, with machine works at Fifth and Brannan streets. The trade of the house extends throughout the United States and Hawaii. The officers of the company are: H. D. Morton, president; Walter J. Garrick, vice-president; Garritt B. Sterling, secretary.

**STEIGER TERRA COTTA & POTTERY WORKS.**

The growing extent, value and importance of San Francisco's manufactures and industrial interests is an ever-inspiring subject of contemplation to those whose material interests are centered here, and whose practical intelligence tells them that there can be no surer basis of sustained prosperity for our community than these same interests. It is gratifying to know, in this connection, that in addition to the new industrial enterprise which ever and anon is being organized, established and launched into activity, very many of the older ones are increasing their resources, extending their plant and multiplying their producing facilities, as well as pushing out and expanding the field and scope of their operations. One of the most important concerns of its kind in this city is the Steiger Terra Cotta and Pottery Works, which was incorporated under the general statutes of this State in 1808 with a capitalization of \$100,000, and possesses abundant resources and facilities for the prosecution of extensive operations. The factory, consisting of three large buildings, ten kilns, railroad tracks and storage yard, covers eight acres on the bay shore near South San Francisco, and is the only establishment of the kind in the State that is located on tide-water. It employs one hundred men the year around. Some of its specialties, such as 3,000-pound acid tower plates and three-inch diameter glazed pipes twelve feet in length, have never before been attempted on the Pacific Coast. The city yards of the company are located at Eighteenth and Division streets, and the main office is on the fifth floor of the Mills Building. The scope of production comprehends basic and acid fire brick and tiles, hollow tile fireproofing, salt-glazed sewer pipe, pressed brick, architectural terra cotta, hollow brick, paving brick, drain tile, chimney pipe and tops, acid jars and pipes for chemical manufactures, flower pots, ornamental vases, etc., which are distributed to all parts of the Coast and foreign countries. Taking it in all, this is one of our most important and valuable industrial establishments, and as such is deserving of the generous measure of success which it has achieved and is augmenting. Its officers are: W. E. Demison, president; James H. Bishop, secretary; L. A. Steiger, manager. These gentlemen are all well-known San Franciscans, of high standing and repute in all circles, and are among our most thoroughly enterprising business men and most progressive citizens. The Steiger Terra Cotta and Pottery Works, under its present able, enlightened and progressive ownership and management, bids fair to steadily increase in importance and value to this community.



**THE GEO. F. EBERHARD COMPANY.**

The leading manufacturers of eastern cities have long recognized the importance of San Francisco as a sales and distributing point for their goods and many of them are represented here by sales agents who look after their interests and keep standard stocks on hand for quick delivery. One of the oldest and most prominent of the sales agencies is that of the Geo. F. Eberhard Company, located at 12 and 14 Drumm street. This company was incorporated in 1889 with a capital stock of \$30,000. They have headquarters in a three-story and basement, 35x110 feet, and they occupy the whole place with their offices and warehouse, and they give employment to nineteen persons inside, besides having eleven traveling salesmen on the road. These men travel throughout the West and Northwest, going through Montana, Idaho, Washington, Oregon, Utah, Nevada, Arizona and California. Geo. F. Eberhard is president of this company and was born in Ohio in 1856. He has been in California since 1889. Vice-president and treasurer S. H. Strite was born in Maryland in 1858 and has been here the past seventeen years. Geo. H. Eberhard, secretary and manager, is a native of Ohio, and was born in 1879. He became a resident of California in 1889. The company sells to the wholesale saddlery, harness, carriage and hardware trade.

**HULSE, BRADFORD CO.**

Mission street of late has taken extraordinary strides in the matter of accommodation for those whose business interests require space, light, air and all other accessories requisite in the transaction of vast business enterprises, but impossible to utilize in small old fashioned buildings. The forcible and pertinent application of these remarks will be easily conceded by a visit to the colossal wholesale establishment of the Hulse, Bradford Co., 772 to 776 Mission street, a solid brick building of five stories, all occupied and utilized for the display and sale of carpets, upholstery goods, window shades, bedding supplies, etc. This enterprising firm has a branch place of business in Los Angeles giving employment to half a hundred men. This brief sketch would be quite incomplete if mention of the individual members of this very prominent firm were omitted. Mr. D. H. Hulse, president, was born in New York in 1846 and came to California in 1868 while yet quite young. Mr. Hulse is a Mason, a member of the Merchants' Association, Knights Templar and Golden Gate Commandery. Mr. Wallace Bradford was born in Massachusetts in 1853. He, also, is a Mason and member of the Merchants' Association as well. These gentlemen have been firmly established in this city for the past sixteen years, and between local help and traveling salesmen steady employment to about one hundred is afforded. It is not easy to estimate the number of people benefited by the magnitude of this firm's business—of those who directly and indirectly obtain aid and encouragement for their labor. Add to the number of people benefited directly by doing business for this great firm—the number dependent on those for support etc, and you have a community of no mean proportions.

**J. BAUMGARTEN & CO.**

Seldom, indeed, has it occurred in this or any other country that a city so young in years and with but 110,000 inhabitants has succeeded in building so many stupendous business interests as to day stand to the credit of the business metropolis of the Pacific Coast, a city in very many ways far and away in advance of many communities much older, much wealthier and far more populous. But one conspicuous instance that will serve to illustrate and exemplify this fact may readily be found in the old-established and honorable business concern styled J. Baumgarten & Co., located at 578 Mission street. This business was originally founded forty years ago by A. Baumgarten, who was succeeded by the present firm twenty years later. They occupy the entire second floor of the six-story brick building at the address mentioned, and carry an extensive stock of foreign and domestic woolsens and tailors' trimmings. Full quarter of a hundred persons are employed on the premises, and a number of capable and alert traveling salesmen represent the house on the road, traveling to all parts of the Coast, and transacting an enormous volume of business with the best retail merchants of that extensive scope of trade territory. They are broad, liberal and equitable in their treatment of patrons, and exercise exceeding care and promptness in the execution of all orders. The members of the company are J. Baumgarten, Carl Weyl and M. L. Cahn. Mr. Baumgarten was born in Hungary fifty years ago, and came to California thirty years ago. Mr. Weyl is a native of France, 60 years of age, but has resided in California for fifty years, and Mr. Cahn is a native of Oregon, 38 years old, and has resided in California since childhood. We do not have to tell San Franciscans that these gentlemen occupy conspicuous places in the very front rank of their business men, nor that they represent our most progressive citizenship, for these facts are known by the business fraternity.

**PALACE HOTEL.**

The Palace Hotel, the noble structure which graces and adorns the corner of Market, New Montgomery and Stevenson streets, lending beauty and dignity to all those thoroughfares, is the property of the Sharon estate, was opened for the reception of guests October 14, 1875, and its opening marked an era in the hotel business of this city. It is conducted both on the American and European plans, and contains over 1,000 guests' chambers. The Grand Hotel, located at the corner of Market and New Montgomery streets, is owned by the same estate, and is under the same management. It is conducted on the European and American plan, and is admirably appointed. The Grand Hotel has 400 guest rooms, and there is no hotel in the country more magnificently and luxuriously fitted, appointed and furnished. The personal care and direction of these houses is lodged in Mr. John C. Kirkpatrick, a native of Pennsylvania, 48 years of age, who has lived in California many years. In 1887 he was selected to take charge of the immense interests of the Sharon estate, and in 1893 he was made manager of the Palace, and recently of the Grand Hotel.

**GEORGE CLEMENT PERKINS.**

George Clement Perkins, United States Senator, was born at Kemmunkport, Me., in 1830. He went to sea, and arrived at California in 1855, and engaged in the mercantile business in Oroville, and subsequently engaged in banking, mining and steamship business. He was elected to the State Senate, representing Butte county, in 1869, and was elected to represent Butte, Lassen and Plumas counties in 1872, to fill the unexpired term of David Boucher, deceased. Mr. Perkins was elected Governor of California in 1879, and in 1893 was appointed United States Senator by Governor H. H. Markham, vice Hon. Leland Stanford, deceased; and in 1895 was elected United States Senator to fill the unexpired term of the late Hon. Leland Stanford. He was elected to a full term in 1897, and re-elected in 1903.

**CHARLES FRANKLIN HUMPHREY.**

Charles Franklin Humphrey was born at Belleville, Kas., November 23, 1871. He received his collegiate education at the Kansas State University, and read law with Riggs & Nevison of Lawrence, Kas., after which he was admitted to the bar in that State. He came to California in 1895 and began the practice of his profession in San Francisco, and has made a specialty of corporation and mining law, and, having perfected himself in these branches, his services are constantly in demand. Mr. Humphrey is a member of California Commandery, No. 1, Knights Templar; California Chapter, No. 5, Royal Arch Masons; Excelsior Lodge, No. 166, F. and A. M., and the Elks. He has taken part in many important and prominent cases during the term of his practice, and has won much favorable comment for the completeness with which all of his cases are characterized.

**HOLT BROS. COMPANY.**

A firm to which we wish to direct special attention is Holt Brothers Company, located at 30 and 32 Main street, which was established in 1867, and incorporated in 1892. They are importers of wagon and carriage materials, hardwood lumber, springs, bolts, axles and carriage hardware, and are the representatives of the Holt Manufacturing Company of Stockton, Cal., manufacturers of traction engines, harvesters, etc. The officers of the company are: C. H. Holt, president; A. H. Bachelder, vice-president, and Carl A. Bachelder, secretary.

**PACIFIC TOOL & SUPPLY CO.**

The Pacific Tool and Supply Company, 101 to 111 First street, was established in 1889. They are dealers in high-grade machine tools and shop supplies and fine tools and material for workers in metal, and the trade of the house covers the entire Coast. Mr. Charles Stallman is the proprietor and manager.

**D. N. & E. WALTER & CO.**

The purpose of this review of San Francisco is to give some account of her great representative concerns in the several branches of trade, and in the importation and wholesale distribution of carpets our great representative house in that of D. N. & E. Walter & Co., incorporated, whose extensive business quarters are located at 529 and 531 Market street. The business was established in 1858 by D. N. & E. Walter, and several years since was incorporated under the general laws of California, amply capitalized. They occupy the entire four-story and basement brick and stone building at the address indicated, and employment is given to about sixty persons. They handle every grade of carpets, matings, oilcloths, linoleum, upholstery goods and paper hangings, and are sole agents for Wild's linoleum, Rox tapestries and Hyg tapestries, and their trade extends throughout the States of California, Washington and Oregon. The San Francisco house is in charge of Mr. Isaac N. Walter, president, and Mr. Clarence R. Walter, secretary and treasurer of the company.

**CALIFORNIA HOTEL.**

The California Hotel was built in 1890 by the Macdonough estate, and for four years conducted by them. In 1894 General R. H. Warfield took possession, and it continued under his management until a short time ago, when Albert Bettens took the management. The hotel is a very handsome nine-story building, and it may here be truthfully stated that the California is the only modern-built, absolutely fireproof hotel on the Pacific Coast. It contains one hundred and fifty rooms, most of which are en suite, and is the most handsomely furnished hostelry in the city. The interiors are furnished in hard woods, and in every instance the furniture corresponds with the character of the wood, thus producing a tout ensemble which brings to the guest a sense of satisfaction and comfort. Every modern improvement has been introduced by the management, and the employes, who number nearly one hundred, are proficient and courteous.

**PACIFIC COAST BORAX CO.**

Francis M. Smith, president of the Pacific Coast Borax Company, was born at Richmond, Wis., February 2, 1846. He remained at home on his father's farm until twenty-one years of age, when he came West and discovered Teel's Marsh borax mines, in Nevada, in 1872. He is president of the Realty Syndicate Company, and is a member of the Sons of the American Revolution.

**CALIFORNIA POWDER WORKS.**

This mammoth enterprise is under the able supervision of Mr. John Bermingham, who is president of the concern. He was born in Utica, N. Y., February 25, 1830, removing to California in 1850, being one of the pioneer citizens of San Francisco. He has served as School Director and United States Supervising Inspector of Steam Vessels for the Pacific Coast, and is always in the front ranks of any enterprise calculated to advance the interests of this city and community.

### SAN FRANCISCO PATTERN WORKS.

There is no city in the world which has behind it a more progressive past, nor before it a more brilliant future, than our great metropolis of the Pacific, which is often appropriately styled the "Liverpool of the West." In this publication it is our aim not only to draw outside attention to the remarkable business growth experienced by San Francisco, but also to the superior quality of enterprise and public spirit which seems to pervade our commercial and industrial atmosphere, and this can be exemplified in no more striking manner than by reference to that highly progressive concern, the San Francisco Pattern Works, established in 1872, and for eleven years past was under the able management of Mr. Otto Brown, who retired last December, and has been succeeded by Henry C. Flick and Samuel H. Love, two of the most accurate pattern and model makers in this city. The business has greatly increased in volume since the change, both members of the firm being young men of enterprise, who give their best efforts to please their customers. The works, at 180 Fremont street, are as completely equipped as modern ingenuity can render them, and the latest mechanical appliances are constantly being added in order to increase and improve facilities. The business commands the trade of our leading foundries and iron works, who value the perfect reproduction and exquisite workmanship which characterize every detail of the work done here. The firm is seriously thinking of taking larger quarters soon, and with their increased facilities has the prospect of achieving the highest measure of industrial success.

### DOLBEER & CARSON.

This company was established in 1863, and incorporated sixteen years ago with a capital stock of \$1,500,000. Their office is located at 6 California street, and their mills at Eureka, Cal., where a force of men is employed in handling their huge output, which is shipped to all parts of the Coast, and the firm numbers among its permanent and regular customers most of the leading dealers in this territory. Dolbeer & Carson are in every sense a most important factor in the great lumber trade of San Francisco. The executive officers of the company are William Carson, president; George D. Gray, vice-president, and William G. Mogan, secretary. Mr. Carson is a native of New Brunswick, 78 years of age, and came to California in 1852. He resides in Eureka, Cal. Mr. Gray, of George D. Gray & Co., has resided in California thirty years, while Mr. Mogan, who is also secretary of the San Diego Lumber Company and the West Coast Lumber Company, is a native Californian, 35 years old.

### MARVIN-SHOWLER HIDE CO.

Among the prominent and reliable firms here is the Marvin-Showler Hide Company, located at 511 and 515 Front street. This firm was established in 1901 and deals in sheepskins, hides, tallow and butchers' supplies, having a fine local and coast trade. This concern is incorporated with a capital stock of \$50,000 and occupies all of a two-story and basement brick building at the above address, where they employ a competent office force, including a traveling salesman. The Marvin-

Showler Hide Company keep a complete supply of the most modern butchers' tools, blocks, saws, meat cutters and choppers, sausage grinders and rendering kettles, which they supply to the trade on the shortest possible notice. The firm is well and favorably known to the coast butcher trade, and the individual members stand high in business and social circles because of their progressive public spirit. Mr. H. A. Marvin is the president of the company and is a native born Californian. He is prominent in Masonic circles. Mr. W. Y. Showler, the secretary, was born in this State and is a thoroughly posted business man in all the details of his business.

### REDINGTON & CO.

Among the largest establishments in the wholesale drug line is Redington & Co., located at 23, 25 and 27 Second street, which was established in 1849 by the late John H. Redington. They handle drugs of every description, and everything essential for the equipment of the retail drug store, and their trade extends throughout the Pacific Coast and the Orient. The members of the company are W. P. Redington, Christian W. Smith and Isaac S. Coffin. Among other drugs, etc., carried by them may be mentioned patent medicines, proprietary goods, druggists' sundries, glassware, sponges, chamois skins, perfumes, soaps, tooth, hair and nail brushes, etc.

### C. SPIEGEL.

Among the great supply lines well represented here none other is more thoroughly equipped than the beer supply line, which ably re-enforces our great breweries in making their products so palatable, cooling, refreshing and inviting to the taste. In this connection we would refer to Charles Spiegel, 102 Fifth street, where his extensive offices and show rooms are replete with all machinery and appliances in this line. Pumps, ice machines, cooling devices and apparatus of every kind used in improving beer are to be found in great variety. Mr. Spiegel has had long experience in this business, and is in thorough touch with the latest developments, improvements and inventions in this important line. He is Pacific Coast representative of the celebrated Bishop Babcock Company of Chicago and Cleveland and so well and favorably known to the beer trade as the largest in this business, and which is indorsed by the leading brewers of the United States. This company manufactures the renowned "Little Wonder" beer pumps of world-wide repute for efficiency, economy and general practicality; also hand pumps, faucets, lungs, ice and coil boxes, drain boxes; in fact, everything for the equipment of up-to-date saloon trade. Mr. Spiegel also handles the Improved Peerless gas machines, carbonic beer pumps, compressors and vibrators and carbonic gas regulators. The above form only a small quota of his immense line, and are merely named to give a general idea of his stock. Everything from the largest ice machine to the smallest corking device will be found at his store. In connection with this business is a complete department for repair work of all kinds. Punctuality and thorough business methods characterize every transaction of this house, and from long experience and extensive business operations he is able to meet the severest competition.

**DUNHAM, CARRIGAN & HAYDEN CO.**

The Dunham, Carrigan & Hayden Company, located at 17 and 19 Beale street and 18, 20, 22 and 24 Main street, was originally founded in 1819 by Conroy & O'Connor, succeeded in 1875 by Dunham, Carrigan & Co., and incorporated in 1888 in its present form. They are importers of hardware, iron, steel and brass goods, railroad, mining and mill supplies, iron pipe, fittings, tubes, etc., and enjoy a large and wide-spread trade. The officers of the company: Bruce Hayden, president; Andrew Carrigan, vice-president; T. P. Gower, secretary.

**THE GRAY-BARBIERI CO., Inc.**

The Gray-Barbieri Co., incorporated, have contributed their quota, which is saying a good deal, to this city's growth and prestige by the very position they occupy in the great commercial world—that of the commission line. This firm was established over a quarter of a century ago, and incorporated in 1902 with ample capital. Their place of business is at 305, 307 and 309 Washington street, where they carry a choice stock of fruit (green and dried), nuts, eggs, butter, potatoes, beans, oranges and lemons. Consignments are at all times received and top-notch prices and quick returns guaranteed.

**SCOTT & GILBERT.**

The firm of Scott & Gilbert of 300 and 302 Davis street, where they occupy the entire second floor, are extensive manufacturers of flavoring extracts, spices, drugs, aerated beverages and various pharmaceuticals, their operations covering that whole field most amply and completely, while their trade relations extend to all parts of the Pacific Coast, Alaska, Hawaii, the Philippines and the Orient. Possessed of enormous general resources and facilities, they are enabled to cover a practically unlimited field. The individual members of the firm are Jed M. Scott and J. B. Gilbert, both of whom have been residents of California since 1879.

**OLSEN & COOK.**

In the line of ship tinsmiths, plumbers and metal workers we wish to call attention to the firm of Olsen & Cook, located at 11-13-15-17 Mission street. This house was organized and established fourteen years ago, and, having abundant resources and facilities, they at once came to the front and have given a remarkably good account of themselves in establishing and building up a most excellent trade which has within itself all the elements of a vast future development. Their warehouse is a substantial and commodious brick building, 60x50 feet, and admirably suited to the demands of their business. They are manufacturers and importers of ship stores, pumps, marine lamps and supplies, tin, copper and sheet iron ware, and they also repair stove and range castings, their trade covering the entire coast. The individual members of the firm are: C. D. Cook and M. Olsen; the former was born in Germany in 1844 and is a member of the Masons, while the latter is a native of Norway, being a member of the Master Marine Benevolent Association. Both are enterprising and progressive merchants.

**BERNSTEIN & CO.**

Our observations upon the commerce and manufacturing industries of the city of San Francisco cannot better be emphasized than by brief allusion to a few actual instances and examples of San Franciscan business enterprise. One among these, and one that has enjoyed the confidence of all those with whom they have had business relations, is the firm of Bernstein & Co., at 414 Market street, manufacturers of all kinds of store fixtures, counters, shelving, etc., but making more particularly a specialty of show cases. Their trade extends over the Pacific Coast States, Australia, Hawaii, Alaska, Central America, Mexico, etc. The house has as a proprietor Mr. A. Hertenstein, who is an able business man.

**STROHMEIER'S CANDY PALACE.**

The product of the candy factories of San Francisco is equal to that of any city in the world. Visitors may find candies put up in handsome souvenir boxes which will please their Eastern friends. The retail stores are regular palaces filled with sweet stuffs, and are liberally patronized by the hundreds of visitors who come here from the East. Strohmeier's Candy Palace, at 1006 Market street, is one of the well-patronized stores in this city, and it requires a force of eight clerks to attend to the wants of customers. The firm was established in 1886, and consists of W. A. Strohmeier, aged 45, and an Odd Fellow, and F. E. Strohmeier, aged 43. Both are natives of Pennsylvania, and have been identified with the business interests of this city for a number of years past.

**THE VALLEY COFFEE AND LUNCH HOUSE.**

"Where can we go to get a toothsome lunch and a really good fragrant cup of coffee?" That question had been asked, satisfactorily and affirmatively answered many times or more in the former location of Mr. Ravn when occupying the site at Fifth street and Mint avenue prior to going into business in their present location at 111 Market street, and known as The Valley Coffee and Lunch House, where Mr. John Karstensen was admitted as a partner. The seating capacity of their place is about one hundred. Few men, indeed, are well calculated to cater to the wants of the public. But Messrs. Ravn & Karstensen were found not only equal to all emergencies involved in dispensing the good things at their establishment—they were able to satisfy the different tastes and peculiarities of the masses without a justifiable murmur arising from a single patron. Mr. Hans Ravn was born in Schleswig in 1849 and established in business in this city in 1880. He is a member of the Merchants' Association. Mr. John Karstensen was born in North Schleswig in 1808 and is a Mason. These gentlemen have made a record as caterers and merit the esteem of the public and deserve the unlimited patronage of all those asking cleanliness and quick service.

**NORMANN'S CAFE.**

One of the most complete and best appointed centrally located restaurants in this city is the celebrated Normann's Cafe, located at 411 Bush street, opposite the California Theater. This is a handsomely furnished, commodious restaurant, manned by an efficient force of obliging and capable attendants, and is in every detail thoroughly modern and up to date. The cuisine is under the personal supervision of C. Peach, the popular and genial manager. Mr. Peach is a native of Germany, where he was born in 1856, and he has been in California since 1874. This place was established many years ago by the late Otto Normann, and is owned by his widow, Mrs. Mathilda Normann. Thirty people are employed by this popular resort, and such famous beers as imported Wuerzburger and Pilsner, and also John Wieland's famous Tivoli and Extra Pale beers are always on draught. There are two large dining rooms, with a seating capacity of 250 persons, and they serve on an average of 500 people each day. This is one of the most popular restaurants and cafes in San Francisco.

**LASTUFKA BROS.**

Prominent among those who manufacture high grade harness and saddles is the firm of Lastufka Bros., located at 1822 Market street, between Van Ness avenue and Franklin street, and the only harness and saddle manufacturer north of Eighth street in this city. They were established in 1899, and their retail and manufacturing departments are in the rear of their place of business, giving steady employment to a number of skilled workmen. In conjunction with harness and saddles, they manufacture whips and deal extensively in horse clothing. Mr. F. J. Lastufka was born in Bohemia forty years ago, and is a member of Bohemian Lodge. Mr. J. C. Lastufka was also born in Bohemia, thirty-eight years ago. He, too, is a member of Bohemian Lodge. These men are artists in their profession and deserve the moral and material patronage and support of those requiring distinctive styles and qualities of harness and saddles.

**PACIFIC FOLDING PAPER BOX COMPANY.**

One of the largest and most prominent establishments in their especial line is that of the Pacific Folding Paper Box Company, located at 14 and 16 Fremont street, where they occupy three floors of a commodious four-story building. The business was established in 1885, and is conducted by Alfred H. Greenbaum, and it has known one of the most conspicuous successes in the entire history of this city of successes. The scope of manufacture includes boxes for the wholesale and retail grocer, confectioner, baker, dry goods merchant, dress-maker, merchant tailor and cloak house, milliner, soap manufacturer, stationer, liquor houses, miller, macaroni manufacturer, fruit grower, wholesale and retail druggist and florist, and also paper novelties and envelopes. The trade of the house is very large, and extends throughout the Western States, Australia, Honolulu and Japan. Mr. Alfred H. Greenbaum, the proprietor, is liberally endowed with excellent business ability and

qualification, has abundant push and enterprise to his composition, and is by no means slow to reach out for business wherever it is likely to be found.

**J. ZENTNER & CO.**

The firm of J. Zentner & Co., with headquarters at 222 226 Washington street, was established nineteen years ago. They do a general commission business, and are wholesale dealers as well, in green and dried fruits, potatoes, onions, beans, wool, butter, eggs, etc., and make a specialty of poultry and game. Consignments are solicited, and liberal advancements made and returns promptly forwarded. Mr. Zentner was born in Austria thirty-nine years ago, and came to this country when a mere lad, having lived here about twenty years. How well he has made of his time may be readily inferred from the position in business he occupies to-day, as well as the influence such a position must wield. There can be no gainsaying the fact that such prominence and influence was never gained other than by fair, honorable dealings and strict attention to all the details that go to constitute the successful whole. The firm of Messrs. Zentner & Co. embodies all the essentials necessary to arrive at the summit of recognized importance and weight in a thriving city like San Francisco.

**LA BOHÉME CAFÉ.**

In a great and progressive city like San Francisco, a city of such strenuous endeavor of mind and often of muscle, we often wonder if the citizens of this great commercial city realize half the blessings placed in their way for comfort and recuperation from the toils and trials inseparable from the business men in a great maritime city. If they do not realize and gratefully recognize the matchless means at their disposal for recuperation and social enjoyment of an elevating tendency and character, we would suggest a visit to the La Bohème Café, Concert and Family Resort at 406 and 108 O'Farrell street, where wines, liquors and cigars of the very best brands are kept and where the *cuisine* is strictly first class, and where while partaking of the same for the sustenance of the body, the mind and very soul are elevated in drinking the sweet and classical strains of master minds in music rendered by the American Ladies' Orchestra under the direction of Mr. Louis N. Ritzau. This charming and elegant retreat has been established only four months, but even in that short space it has become known as a feature of this city of prominent attractions. They employ about fifty well trained and polite assistants, not to mention a chef who carries the diplomas of continents for his excellence in the culinary art. The grill in this place is a prominent feature of excellence, and the seating capacity of this place is over seven hundred. The officers are: Geo. Alpers, president; L. N. Ritzau, manager; D. B. Faktor, secretary and treasurer. Mr. Alpers is one of our Supervisors. The very best service always prevails here and unqualified success is bound to crown the efforts of those who so notably fill a want in any city aiming to rank as first class among the great cities of the world.

**OHMEN ENGINE WORKS.**

A firm which has done much to perfect American machinery is the Ohmen Engine Works at 132 Main street, whose productions are among the latest and best and whose quarter century of business operation has been devoted to the perfection of high grade steam engines for general power purposes. Modern steam engineering practice demands an engine capable of sustained operation at high speed, possessing the utmost refinement in the matter of regulation and developing the maximum horsepower with minimum weight and floor space. For many years the Ohmen Engine Works have devoted themselves to the most careful design and development of an extensive line of simple, compact, high grade engines to fill these requirements. This type of engine has found great favor for direct connecting to centrifugal pumps, dynamos and blowers. These engines are built with an open frame and controlled by a shaft governor and oiled automatically. This is but one of the several types of engines which are manufactured by this company. They build engines up to 150 horse power capacity, and of types herein mentioned to suit different classes of work. Horizontal tandem compound engines, vertical high speed balanced engines, either belted or direct connected, electric lighting generating sets, vertical slide valve engines with throttling governors, automatic cut-off engines, horizontal and vertical; small marine launch engines and hoists, special engines, built on order and to plans.

**SCHULTZE BROS.**

The best schooners and steamers engaged in the freight and passenger traffic on the Pacific Coast are built right here in San Francisco, where you can secure anything from a little naphtha launch or gasoline boat to an ironclad gunboat of the first class order. Among the boatbuilders of this city is the reliable firm of Schultze Brothers, which is located at 1138 Fifth avenue South. The firm is composed of R. W. and A. H. Schultze, and they are known to all shipping concerns along the Pacific Coast, who recognize the value of their good work. In 1900 it built the eleven-ton steamer King Fisher, net capacity three tons. The big steamer Tyonic was built by them in 1901, gross 59, and net of 36 tons. That year they also constructed the steamer Fox, of 29 tons gross, and 13 net. In 1902 the schooner Covina was built by Schultze Brothers, and has a gross tonnage of 83, and a net of 74. This is one of the finest schooners on the Coast. In 1903 the firm built the fast steamer Ada Warren, which has a gross tonnage of 45.81, and a net of 26 tons. Both of these gentlemen are practical in their business, and give personal attention to the details. They are held in high esteem by all with whom they have had business transactions.

**W. M. MUNDER & SONS.**

This city has already attested its capacity for and adaptability to the important industry of shipbuilding. All the raw materials are found on this Coast to meet the expanding demand for ships built in these waters. The report of Hon. E. W. Mastin, deputy naval officer at this port, shows that while the imports have decreased con-

siderably, the exports have increased several millions, and now this port ranks fifth in the amount of duties collected, the sum aggregating about \$8,000,000 annually. New York, Philadelphia, Boston and Chicago only lead us. One of the ship and marine ways building firms located here is that of William Munder & Sons, at 376 Fifth avenue South. The vessels constructed by this firm since 1900 are now plying the waters all along the coast, and they give employment to many skilled mechanics in their yards and docks. In 1900 the schooner Annie L., with a gross of 60 and net of 53 tons, was constructed by this firm. In 1901 they built the schooners Crockett, gross tonnage 62, net 56, and H. Eppinger, gross 96, net 89. The steamer Surprise, gross 110, net 75 was built in 1902, as were the schooners Charles W. gross 89, net 71, and Redwood City, gross 37, net 32. In 1903 the line schooner Ellen was built, with a gross tonnage of 84.15, and a net of 72. They also constructed the schooners Erma and the Adele Hobson. Emile J. Munder, Hugo Munder and Mrs. H. Munder compose this firm. The ships they have built and will build in the future will add vastly to the coast and river commerce, and they are already one of the important factors in their line. The firm also conducts a ship chandlery department in connection with the yards.

**LINDSTROM'S SWEDISH MEDICAL GYMNASTIC INSTITUTE.**

Lindstrom's Swedish Medical Gymnastic Institute located at 406 Sutter street has been established only about ten years, but they have effected so many cures that it has earned a splendid reputation, and patients are treated in a most skillful, scientific and courteous manner either at their homes or at the offices on Sutter street. Patients are treated in accordance with the principles of the Royal Gymnastic Central Institute of Stockholm, Sweden. Both A. O. Lindstrom and A. Einarson, the proprietors, are graduates of Stockholm, and with a force of eight assistants successfully treat lumbago, gout, indigestion, dyspepsia, constipation, disorders of the liver and kidneys, paralysis, nervousness, neuralgia, insomnia, St. Vitus dance, enlarged and stiffened joints and other human ailments. Swedish movements embrace active, passive and so-called resisting movements, which latter are peculiar to the Swedish system. It is a method of treating disease by scientific manipulation of the muscles, nerves, arteries, etc., and readjusting and stretching any displaced or contracted tissue, thereby freeing the circulation of nerve force and blood to and from the tissues. For more than a century the Swedish system of movements and massage have been developed, improved and perfected, until now it is universally recognized as the most complete, scientific and most distinguished system of any country. Lindstrom's Swedish Medical Gymnastic Institute has lady attendants for ladies and separate apartments for gentlemen with men masseurs, and everything is elegant and first class style. Mr. A. O. Lindstrom has been a resident of California the past fourteen years, and was born in Sweden in 1862. Mr. A. Einarson was also born in Sweden in 1872, and has been in California since 1894.

**CAFÉ ODEON.**

The cafes in this city—that is to say, the leading and representative ones—are nowhere surpassed in any of the elements that go to make restaurant life agreeable. One of the finest of these places here is the Cafe Odeon, which has been in operation for five years at Nos. 8 and 10 O'Farrell street, and which is a prime favorite with the traveling public, as well as being the chosen dining place of a large number of our leading citizens. This place is elegantly appointed, is of modern equipment, and is within easy reach of the leading places of amusement and business houses. It occupies three stories and basement, and is the headquarters for German Masonic orders. The cafe and gentlemen's grill room is on the ground floor, where there are thirty polite attendants to look after the wants of patrons. The family dining room is on the second floor, and there is a splendidly furnished banquet hall, where many notable gatherings have been held. The proprietors are most affable gentlemen, who give personal supervision to the management of the Cafe Odeon, and are progressive and public-spirited citizens, held in high esteem by all who have the pleasure of their acquaintance. Adolf Becker is a native of Germany, and was born in 1851. He is a prominent member of the Verein Eintracht, and has been here for twenty-eight years; and Fritz Ranschkolb is also a native of Germany, and was born in 1852. He is prominent in the orders of the Verein Eintracht and Deutscher Krieger Verein.

**LEO METZGER & CO.**

In this review of San Francisco we desire to mention the firm of Leo Metzger & Co. of 118 Battery street. This firm are wholesale dealers in California wines and importers and jobbers in French and German wines on a large scale. They occupy two stories and basement brick building, 30x125 feet. This firm was organized twelve years ago by Leo Metzger and has since then built up a big trade in the United States, Mexico, South America and the Orient, their export trade amounting to thousands of dollars annually. They are agents for the Schramburg Vineyard Winery in Napa County, Cal., which has a yearly capacity of 80,000 gallons of excellent wine. Mr. Metzger is a well known business man, was born in Germany in 1844, but has lived here since 1865. He is a member of the Masonic fraternity.

**SCHLESINGER & BENDER.**

California wines and brandies are noted for their delicious flavor, and are pronounced by connoisseurs to be unsurpassed even by the finest imported varieties. They are suited to the finest drug, club and family trade, and are free from the adulteration which is so often detrimental to the flavor and effect of Eastern and European brands. A review of this important branch of commerce would be incomplete without mention of the old-established and justly popular house of Schlesinger & Bender, established in 1879 by Schlesinger & Bender, and subsequently, in 1895, incorporated as Schlesinger & Bender, and now ably managed by Mr. Leroy Schles-

inger. This extensive concern occupies commodious quarters at 738 Brannan street, where may be found one of the largest stocks of finely matured wines and brandies existing on the Coast. A very large quantity of fruit brandies is also carried in bonded warehouses, in all some 400,000 to 500,000 gallons, all of high grade and superior excellence. Anything wanted by the trade in the line of pure wines and liquors will be found in the headquarters of this concern, which are elegantly fitted up and especially adapted to their use. A complete corps of traveling salesmen represent this house throughout the entire United States. The members of the firm comprise Leon L. Moise, vice-president; Gerald Schlesinger, treasurer, and Bert Schlesinger, attorney.

**J. A. EICHORN & BRO.**

The firm of J. A. Eichorn & Brother, tailors, was established here ten years ago. The firm is composed of J. A. Eichorn and H. A. Eichorn, both natives of Germany, but for the past twenty-five years residents of the United States. The former was born in 1865, while the latter first saw the light of day two years later. They, like the rest of the world, heard of the disposition manifested here to be well dressed, so they journeyed to this growing city, and they are not sorry for it, as their numerous well-dressed and well-pleased patrons attest the solidity and expansion of their trade. To be a tailor means to be a man of exquisite taste and one whom the patron can look up to for the very best advice as to what is most becoming and least incongruous, as age, complexion, height and build, as well as for the occasion for which the garment or suit may be intended, such, for instance, as business, street, theater, evening, hall, dinner or full dress. J. A. Eichorn & Brother are dictators in the matter of good taste and judgment.

**BAY CITY MARKET CO., Inc.**

A good indication of the wealth and health of a city is the consumption of meat. These are home-made truisms, but none the less are they facts. One of the leading concerns of its kind here is the Bay City Market, wholesale and retail butchers, at 1138 Market street, where they have been established since 1879. They occupy a two-story building extending from Market to Turk street, while the various stalls extending back to Turk street are rented to retailers and wholesalers of groceries, poultry, delicacies, butter, cheese, fruit, etc. This market has firmly established a name for first-class meat and fair dealing that no person or company can rob it of. And not only does superiority attach to the products dispensed to customers in the front of the building, but it must also apply to poultry, delicacies, butter and cheese, fruit, fish, groceries—everything under the roof of the building managed by Emilie Strouse must be first class or not at all. These are a few of the fundamental rules that governed Mark Strouse during his life and business career, and as faithfully has his widow adhered to them, and she has been rewarded by the confidence and esteem of the great public and the prosperity which is considered inseparable from the possession of them. The business was incorporated in 1900 by Mrs. Emilie Strouse as the Bay City Market Company, Inc.

**F. P. WINCHESTER,****Eastern Hardware and Saddlery Agencies.**

Among those Eastern agencies represented here which are conspicuously prominent in the manufacture of saddlery and harness hardware and general hardware of all kinds, and of the most desirable characters, are the following, under the able management of Mr. Fred P. Winchester, with offices and salesrooms in the Cluett Building, 578 Mission street, viz.: Rubber and Celluloid Harness Trimming Company of Newark, N. J., manufacturers of rubber, celluloid and Walker compound harness trimmings; F. M. Barnett, Newark, N. J., saddlery hardware; O. B. North & Co., New Haven, Conn., common saddlery hardware; H. W. Cooper, Moline, Ill., Concord clips and saddlery hardware specialties; Nashua Saddlery Hardware Company, Nashua, N. H., fancy saddlery hardware; Waterbury Manufacturing Company, Waterbury, Conn., glass and metal rosettes; Imperial Bit and Snap Company, Racine, Wis., manufacturers of J. I. C. bits and saddlery hardware; New York Stamping Company, Brooklyn, N. Y., currycombs; Fort Recovery Stirrup Company, Fort Recovery, Ohio, wood, galvanized and brass-bound stirrups; J. A. Barnsby & Sons, Walsall, England, English saddles and saddlery hardware; E. T. Rugg & Co., Newark, Ohio, halters, ties and leads; Jared Holt Company, Albany, N. Y., harness makers' wax; Alpheus Arter, Lisbon, Ohio, gig, kay, coupe and express saddles; Williamsport Staple Company, Williamsport, Pa., blinds, checked winkers and slide loops; Faatz-Reynolds Felting Company, Lestershire, N. Y., felts and housings; Louisville Girth and Blanket Mills, Louisville, Ky., cinchas, hair tassels and hair blankets; Victor Crupper Company, Dayton, Ohio, cruppers; Zinc Collar Pad Company, Buchanan, Mich., zinc and sole leather collar pads; C. Withington & Sons, Buckfield, Me., rice, root, kittool and German fiber brushes; Bickmore Gall Cure Company, Old Town, Me., Bickmore gall cure; C. C. Richmond & Co., Boston, Mass., Boston harness oil soap and Crosby's specialties. The above include the best lines of saddlery hardware in this country. Mr. Winchester also represents one of the most important accounts in the United States, that of the Diamond Saw and Stamping Works of Buffalo, N. Y., manufacturers of the celebrated "Sterling" hack saw blades and frames and emery wheel dressers, and as this is a very important company, we will give a brief description of some of their celebrated products, than which none better are made. Sterling hack saws are the most efficient, durable and economic on the market; they do better work and last longer than any other; they are made of the best tempered steel, in all lengths, widths and thicknesses. These blades are made for hand and power frames, for cutting steel rails, structural iron and iron material of all kinds. They also manufacture a blade for cutting brass tubing and for bicycle work, with 24 and 32 teeth to the inch. Samples of hack saw blades can be had free of charge upon application to Mr. Winchester. This company also makes a most complete line of hack saw frames for all work. Their number 10, the cheapest frame, is particularly noteworthy, being made of malleable iron, japanned. Numbers 40 and 50 are also worthy of especial men-

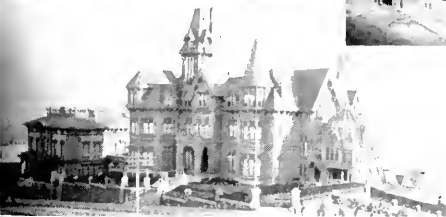
tion, being the best adjustable frames on the market. Numbers 30, 60 and 70 are made especially for heavy and deep work, and have never been excelled. "Sterling" emery wheel dressers represent the latest improvement in this line, and are made out of stamped steel, very attractively finished in Japan. These emery dressers have an extra set of cutters with each dresser, and are put up in neat and handsome style. Their kitchen saws, made of the very best tempered steel, represent the best money values to be found in this line. For price lists, catalogues and any information regarding the above named goods, apply directly to F. P. Winchester, 578 Mission street. Another important account represented by Mr. Winchester, and one which is very prominent in saddlery hardware, is that of August Buermann of Newark, N. J., one of the largest manufacturers of bits, spurs, stirrups, etc., and the very largest of Mexican bits and spurs in the United States. He is also one of the oldest manufacturers in this line, having been established in 1842. His Mexican spurs and bits have an international reputation for durability and excellence of pattern, suitable for all conditions, and owing to his large transactions, leads the market in prices on these popular goods. He also manufactures one of the most complete and up-to-date lines of saddlery hardware in the country. He has recently increased his already large manufacturing facilities for making hand-forged steel bits, and has undoubtedly the largest and most complete manufacturing department of its kind in this line in the world. Their bits are all guaranteed, being made out of the best grade of steel, and they are in a position to make any style bit, whether from sample, drawing or description, at prices that are right. Their saddlery hardware comprises South American, Mexican, Californian, Texan and English patterns of all styles and descriptions, and they were awarded the only medals and diplomas at the Centennial Exposition in 1876 and the World's Industrial and Cotton Centennial Exposition, New Orleans, 1884-85, for superior excellence of their exhibits, and will undoubtedly have similar results at the St. Louis Fair, where they have a magnificent display. To summarize and give a detailed account of the many splendid, unique and original patterns and designs, representing everything new in saddlery hardware, bits, spurs, stirrups, etc., of all kinds, and adapted to the use of all nations, is beyond the limits of this review. Mr. Buermann has issued handsomely illustrated booklets for the convenience of the trade, explaining the advantages and describing the qualities of the different goods represented in every department of his immense and varied manufacturing output, which can be had upon application to Mr. F. P. Winchester. Besides the above lines, Mr. Winchester has the following agencies, viz.: Atlas Bolt and Screw Company, Cleveland, Ohio, stove and tire bolts, machine screws; Milton Manufacturing Company, Milton, Pa., bar iron, nuts and washers; Chisholm & Moore Manufacturing Company, Cleveland, Ohio, chain hoists, etc.; Stokes Brothers Manufacturing Company, Frechold, N. J., horse and shoe rasps; Starr Brothers' Bell Company, East Hampton, Conn., team and house bells; Wrightsville Hardware Company, Wrightsville, Pa., cast goods, sash pulleys, etc.; Taplin



Manufacturing Company, New Britain, Conn., Dover egg beaters. From the above it will be seen that Mr. Winchester represents the very best accounts in his line on this Coast, and this should particularly appeal to all desiring a large variety and assortment. Catalogues, price lists and any other information desired regarding the above lines may be had upon direct application to F. P. Winchester, 578 Mission street.

**SHERMAN, CLAY & CO.**

This great music house was established over thirty-five years ago by Sherman, Heyde & Co., and incorporated under our State laws for \$1,000,000. The premises occupy an entire substantial four-story brick building, covering an area of over 50,000 square feet, and is stocked to repletion with pianos, organs, violins, violas, harps, guitars, mandolins, banjos, zithers, as well as all



BUILDINGS OF "FRATERNAL ORDERS AND HOPKINS INSTITUTE" OF ART

Pioneer Building.  
Mark Hopkins Institute of Art

Native Sons' Building

Old Fellows Building.  
Masson Temple.

**L. P. DEGEN BELTING COMPANY.**

The L. P. Degen Belting Company, located at 105-107 Mission street, was established here twenty years ago, and incorporated in 1902, capitalized for \$75,000. They are manufacturers of and dealers in oak-tanned leather belting, filled rawhide belting, rope and lace leather, etc., and their goods are shipped to all parts of the Pacific Coast. They are agents here for the New Jersey Car Spring and Rubber Company's rubber belting. Mr. L. P. Degen is the president and manager of the concern.

brass and wind instruments, drums, etc., as well as sheet music from every composer worthy of note in the world. A large force of about sixty find plenty to do around this magnificent establishment. They also have branches at Oakland, Cal., and Seattle, Wash. The officers are, L. S. Sherman, president; C. C. Clay, vice-president, L. Georges, treasurer, and L. F. Geisler, secretary. The mere mention of this great firm's existence is quite enough to awaken and stimulate the gratitude felt and shared in by every citizen of refined and cultivated tastes or desires in having such an establishment as that of Sherman, Clay & Co. in their midst.

### THE PENDLETON.

Not all the good hotels in San Francisco are operated by landlords. Some of them are conducted by women, and, as usual in this progressive twentieth century, the fair sex are proving the equals of the sterner in business matters. One of the handsomest and best regulated hotels in this city is the Pendleton, located at 900 Sutter street, corner of Leavenworth. This is a fine five-story stone and brick building, 150x150 feet, recently remodeled, and contains 150 rooms, and operated on the American or European plan. There are forty suites of two, four and six rooms, with private baths. Mrs. M. E. Pendleton, the proprietress, opened this house five years ago, and has enjoyed a splendid patronage ever since, as she is an experienced manager and a good hostess. Mrs. Pendleton opened and operated Hotel Longworth in 1883, and after four years she opened the Pleasanton, and continued as proprietress for a number of years, when she decided to open the Pendleton. She is a thorough business woman, and has been engaged in the hotel business on the Pacific Coast during the past twenty years, catering to the best class of trade. The cuisine and service cannot be excelled, and the place is electric lighted, steam heated, with hot and cold water baths, and a private telephone in each room, making an appreciated convenience for her guests.

### CHARLES KRIEGER.

One of the neatest and cleanest and most inviting resorts for ladies is at 1642 Market street, in the St. Nicholas Bldg., and well known as Krieger's fine candy and ice cream factory. Mr. Krieger must have countless admirers, both old and young, for he has catered to the highly cultivated and discriminative tastes of San Francisco's nice society during ten years in his present location, and fifteen years previously.

The factory, which is in the rear of his reception room, is under the strict and personal supervision of Mr. Krieger, who is thoroughly versed in the art of successfully appealing to the tastes of the fair sex—in the matter of confections at least. He bears a good name as manufacturer of delicious confectionery and ice cream, and the polite attention bestowed on patrons adds flavor to his other service. Mr. Krieger was born in Germany forty-four years ago and came to the Golden State when but 9 years old. He is a member of the Eintracht Society.

### CAFE ZINKAND.

This establishment was opened to the public in 1895 by Charles A. Zinkand, whose repute as a host and public entertainer has been known to the public for many years. Located at Nos. 923 to 929 Market street, on the lower floor of the Emma Spreckels Building, covering a floor space of almost 15,000 square feet, it is very handsomely and tastefully decorated, and the tables, which are capable of seating 600 people at once, are spread with the snowiest linen and the finest plate. Almost a hundred attendants, cooks, waiters, etc., are employed. Mr. Charles A. Zinkand is one of our oldest citizens, and a prominent club man. His two sons, F. J. and

W. C. Zinkand, are natives of this city. The former is a Mason, while the latter belongs to the Native Sons of the Golden West.

### GEORGE A. WILLARD.

Among the important Eastern agencies represented here are a number under the able management of Mr. George A. Willard, with offices at 519 Mission street. We herewith give a brief account of same, viz.: MALLORY-WHEELER COMPANY of New Haven, Conn., one of the leading manufacturers of locks in the United States. This company has been in business since 1834, and has attained the highest degree of perfection in their line. They manufacture bronze, steel, gun metal and wrought iron tumbler padlocks in great variety, ranging in price from 50 cents to \$700 per dozen. These locks are absolutely secure, durable and efficient in every respect, and represent the latest improvements in this line. Even in their cheaper grades of steel locks, shackle is secured both at point and heel, which is not usually the case with other makes, the double security thus obtained making the locks most difficult to pick. The better grade of locks, while strong and secure and substantial, are also ornamental in design, and can be better appreciated by seeing them in the handsome illustrated catalogue issued by the company. WILLIAM SCHOLLHORN COMPANY of New Haven, Conn., manufacturers of Bernard's patent hollow frame crucible steel pliers, the evident advantages of which have become clear to all mechanics, being hollow frame, they are very light, and having parallel jaws they clinch tighter and grip the surface of the article held with more security than is possible with regular pliers. This plier is patented, and has gained a great reputation wherever known. This company also makes several grades of cheap pliers to compete in price with other manufacturers; these also have the hollow frame, but are without the parallel jaw features. ATLAS MANUFACTURING COMPANY, New Haven, Conn., manufacturers of Bradley steel shelf brackets, metal clasp coat and hat hooks and oval edge tin spoons; these latter are the lightest and cheapest spoons to be found, ranging in price as low as 40 cents a gross. BAKER, McMILLEN COMPANY, Akron, Ohio, manufacturers of the celebrated Eclipse levels. These levels are patented, and are composed of a proved level glass, which is protected by an indestructible outside glass casing, leaving the bubble in sight wherever working. They represent the latest improvement in this line. F. E. KOHLER & COMPANY, Canton, Ohio, manufacturers of hardware specialties and of the cheapest, best and most complete line of curry-combs of American manufacture. These goods range as low in price as \$3 per gross. DETROIT BRUSH WORKS of Detroit, Mich., the original manufacturers of the celebrated solid back Dandy horse brushes. The great feature and advantage of this brush is that, instead of the bristles being wired into the wood, each tuft is fastened separately with steel staples, thus securing great durability and superior wearing qualities. Illustrated catalogues and price lists of any of the above lines can be had upon direct application to Mr. George A. Willard, 519 Mission street.

**WESTERN BUILDERS' SUPPLY COMPANY.**

One of the most important, and the largest company here in its line, is that of the Western Builders' Supply Company, operated by J. T. Liggett and C. B. McCroskey, with offices and salesrooms at 119 New Montgomery street. In wood finish specialties they carry the largest stock and most varied assortment on this Coast. They are the Coast agents for the celebrated Marles' carved moldings (wood), which include the latest developments and most artistic designs in carved moldings to be found anywhere. All kinds of art wood moldings are carried in hundreds of different styles and patterns. These goods add both satisfaction and value to both inside and outside finishes, and are not expensive, which fact is generally appreciated by all experienced builders. In the line of capitals and brackets, particularly for inside natural wood finish, an immense stock is carried, no less than twenty-four styles of the former in 1,100 different sizes, and twelve styles of the latter in 400 different sizes. Their line of machine wood moldings cannot be equalled by any work for panels, freizes, pilasters on doors, dressers, mantels, etc. Illustrated catalogues of all goods can be had upon application. In grille they make an up-to-date line of the most modern patterns; these make a splendid effect between parlors, for offices, and wherever an artistic effect is desired. They handle a full assortment of metal ceilings, wainscoting, panels, etc., unexcelled for durability and in the latest and best designs. Also metal shingles and tiles; these make a neat, durable and attractive roof for residences, cottages and other buildings, combining durability with unique effect. Building papers, felts and insulators are distinct specialties, the value of which is universally recognized by all practical builders, as protection against wind, moisture, heat and cold. Their "Golden West" and "Perfecto" building papers and "Keystone" hair insulators are pronounced by experts to be of very superior quality. We would also refer to their mortar and shingle stains, of which no better are produced. Their Clinton mortar stains hold the World's Fair medal, 1903, and are guaranteed not to fade. Their celebrated "Cresolin" shingle stains are unexcelled for durability, and are superior in appearance and preserving qualities to any paint. Can also be used in interiors for rustic effects. All of the above materials add immensely to the durability, appearance and value of a building, and are not expensive. Catalogues and price lists upon application.

**A. MERLE COMPANY.**

This firm was established in 1864, and maintains offices at Los Angeles and Portland, Or. Its office here is at 515 to 519 Mission street, while their factory is located at North Beach, where are employed 350 men. They are manufacturers and dealers in silver-plated copper, amalgamating plates, brass and iron bedsteads, artistic metal work, etc. The officers are: A. Rudgear, president; J. F. Healy, vice-president, and A. J. Merle, treasurer. Their trade covers the Pacific Coast, British Columbia and the Hawaiian Islands.

**MENDELSON BROS.**

Of all the industries that are engrossed or embodied in that vast aggregation known as commerce, there is one very distinctive item and one that never becomes the prey of too many venturesome aspirants for its promotion. And that is that exclusive branch of the great dry goods business known as silks. It is, and at all times has been, exclusive and distinct, because its fine and expensive texture, together with its appeals to the touch, the eye and to an irresistible appeal to its charms as an article intended for use in the manufacture of ladies' wearing apparel as well as underwear, too, for both sexes. Silks, then, hold a high place in the markets of the world, where, particularly, refined taste and wealth place the coveted article within easy reach. A very prominent firm in San Francisco whose ability to handle that article and whose success in handling it has long since passed the limit of probability is Mendelson Bros. at 7 and 9 Battery street, who are large importers of Chinese and Japanese silks. They are also creating a great demand for the domestic article. This fine concern was established over thirty years ago by Morris Mendelson, and is a close corporation. Besides their splendid local business, they have a very large trade throughout the vast Pacific Coast and Orient. Their factory is at Yokohama, Japan, and they have a branch there as well as one at Canton, China, and Lyons, France, and New York City. That should be sufficiently widespread to afford them prominence. It is, but not any more than they deserve, for they have not embarked in this enterprise in a haphazard manner—they have gone into it fortified with ability and a keen conception of the "ups and downs" incidental to the great outlay of means and passage of time in its upbuilding and perpetuation, and certainly it has not taken over thirty years to establish their unequalled success—a success which is so universally acknowledged and emphasized in the steadily increasing volume of trade in this model establishment. This firm has done much in making the name San Francisco a potent power in the commercial world. And if they have done nothing else, that alone should entitle them to the gratitude of every man having the welfare of this city at heart. Apart from their immediate great industry, which they have always surrounded with honorable, straight-forward methods in their transactions, they are foremost in the promotion of any measure for the betterment of this city and community. Mr. J. Mendelson is a native of New York. He has been in California seventeen years. Mr. E. Mendelson is a native of California, 35 years of age. He is a Master Mason and member of Star of the East lodge of Japan.

**ACKNOWLEDGEMENTS.**

The publishers desire herewith to acknowledge favors and extend thanks to those who were instrumental in making this work a success. To Mr. J. W. Taber, Vaughan & Keith, Bushnell and Hodson for photographs; to Charles G. Yale, statistician; Thomas J. Ford, Superintendent of Mails; Frank Wiggins, Commissioner from California at the St. Louis Fair; H. C. Finkler, Secretary Supreme Court, and others for valuable assistance given and data contributed.

**HOTEL ST. FRANCIS.**

The newest, as it is the finest hotel, not only in the West, but in the United States, is the Hotel St. Francis, located at Geary and Powell streets, which was opened to the public in March, 1904, and is under the management of Mr. Allan Pollok. Among the notable features of the St. Francis are its spacious and elegant lounging room, its promenade corridor leading to its magnificent restaurant, its library, containing 4,000 volumes and all accessories; its ladies' parlor and reception rooms, its 450 elegantly furnished guest chambers and its information and promotion bureau, presided over by William McMurray.

**MCCOSKER & ALFORD.**

One of the firms recently established in this city is that of McCosker & Alford, with office and storeroom at 90 Second street. They are importers of fine Irish linens, woolsens, dress goods, silks, and all kinds of high class dry goods. Although having been in business here since February, 1904, this firm has already established a fine trade in the city and State and are branching out in the Oriental countries. Their linens are imported direct from the mills in Tandragee, Ireland, and Dumfermline, Scotland, where the finest linens in the world come from. Mr. Alford, father of one of the firm, is the owner of an extensive silk mill at Catasauqua, Pa., and he supplies McCosker & Alford with all the latest styles in domestic silks.

**SELIG BROS. & CO.**

Of the many industries in a large city there is one at least that will escape danger of over-crowding, and that is by all means the tailoring business. We are backed up by indisputable testimony when we assert that tailors were not made in a day, nor a week, nor a month, nor a year. In fact, some could not be made tailors by any process of manufacture known to science. While others—but they are few—by predisposition in favor of that avocation, natural aptitude and adaptability achieve success. And of this latter class we desire to make special mention, and in so doing we are pleased to call attention to the house of Selig Bros. & Co., at 8 and 10 Battery street, manufacturers and wholesale tailors, and occupying three floors and basement in a large brick building. They employ over one hundred men manufacturing, and three traveling salesmen whose duties consist of placing their agency all over the Pacific Coast and Orient, all of which goes to prove our contention regarding the adaptability or inadaptability of men at the trade. The members of this firm are adepts at the business and they are qualified to exercise a very healthy supervisory influence over those in their employ. Hence it is that their good name has become famous. And not content with this—for they are ambitious—they are constantly enlarging and spreading their fame, and before long they will extend to Mexico and Central America. The members of this firm are Sam S. Selig, Philip Selig and Edgar D. Sachs. Sam S. Selig is a native of California and 41 years old. Philip Selig is a native of the "Golden State," 32 years old, a Mason and also an Elk. E. D. Sachs is another native of California, 34 years old, and a Mason.

**H. H. BIRKHOLM.**

This well-known gentleman was born in Denmark, September 23, 1847, and located in California in 1869. He is proprietor of the Yosemite Hotel, and six years ago was appointed Consul of Denmark, which position of trust he still holds with honor to himself and credit to his country.

**RENÉ HALEWYCK.**

The subject of this sketch was born in 1867, coming to California in 1901. He received the degree of Doctor of Laws at the University of Belgium, and in March, 1901, was appointed His Belgium Majesty's Consul for California, Idaho, Montana, Nevada, Oregon, Utah, Washington, Alaska, Arizona and the Hawaiian Islands.

**CALIFORNIA BUSINESS COLLEGE.**

This flourishing college, located at 901-925 Golden Gate avenue, is presided over by Mr. Robert L. Durban, who is also president of the Western Correspondence University. Born in Cottage Grove, Ill., September 28, 1868, at the age of 29 years he removed to California, and was educated at the Stanford University. He is a member of the United Moderns, and as an instructor has made a reputation for himself of which many an older man might well be proud.

**GEORGE DE URIOSTE.**

Mr. George de Urioste was born in the City of Guatemala, Central America, in 1853, and came to California in 1874, and is a member of the old and time-honored commission firm of Urioste & Co., which was established the year of his arrival here. November 11, 1901, he was appointed Consul of Argentine Republic, which post of honor he still retains. He was educated at the Institute of Vergara, Spain, and at a private academy in Angouleme, France. Mr. Urioste is a gentleman of sterling integrity, and stands in the foremost ranks in business and social circles.

**F. RODRIGUEZ MAYORGA.**

Nicaragua made no mistake when the Government of that country appointed F. Rodriguez Mayorga as Consul-General to this country, with his headquarters in San Francisco. The Consul received his appointment in 1903, and at once took up his duties here. By his polished and gentlemanly manners, his high education and diplomacy, Consul Mayorga has not only proven a valuable addition to the Consular corps here, but has made many friends, and is universally esteemed by all who have the pleasure of his acquaintance. He was born in Jimotepe, Nicaragua, January, 1879, and was educated in the University of Guatemala City, and after a thorough course of legal study was admitted to the bar of Guatemala and Nicaragua, and for two years practiced law in his home city, showing such an excellent knowledge of international law that it attracted the attention of the high Government officials, and his appointment to a Consulship here eventually followed. Consul Mayorga is indeed a very welcome addition to our social and diplomatic circles.

BUSINESS MEN.



1. JAMES GIBB  
 5. J. EDLIN  
 9. GEORGE DE URIONTE  
 13. PHILIP SELB.

2. M. A. GUNST  
 6. MARK STROUSE  
 10. F. R. MAYORGA  
 11. THOMAS K. ALFORD

3. JESSE SOUTHWICK  
 7. R. L. DURHAM  
 11. RENE HALLWAYK  
 15. REDMOND A. MCCUSKER

4. LUKE M. MARISCH  
 8. L. OLSEN  
 12. H. H. BIRKHOJEM  
 16. ARTHUR R. HASKINS

**JAMES GIBB.**

San Francisco has been since its foundation the headquarters of the many distributing houses in all lines of trade for not only the Pacific states alone, but for the great territory lying to the east and adjacent. By reason of the unequalled location of this city on one of the finest harbors in the world at a time when water transportation was all the people could depend upon, it acquired a prestige that railroads and time have failed to eliminate. One reason for this is that old and reliable houses established forty or fifty years ago having once, by reason of natural advantages gained control of the trade, have been holding it ever since by reason of their upright and honest business dealings, notwithstanding the great efforts put forth by newer cities to enter the field. One of the oldest and most prominent houses in the wholesale wine and liquor trade, established as far back as 1860, is that of Mr. James Gibb. Before the advent of railroads Mr. Gibb had built up an extensive business, which he has successfully maintained through over forty years of the city's growth. His establishment at 615-617 Merchant street is right in the heart of the wholesale business of the city, and has long been a landmark to the old miners and others who sought Fortune's favor in the early days upon the golden shores of California. The reason for this is obvious when his stock of pure, straight goods is taken into account, for in his store-rooms can be found such famous brands as the "Belmont Hand Made Sour Mash," imported by him from the distillery at Louisville, Kentucky, and such foreign brands as "Glenmorangie Old Highland Malt Whisky," imported direct from Scotland, and "Huckleberry Gin," imported direct from Rotterdam, Holland. Mr. Gibb came to the United States in 1848 and came around the Horn on the ship "Buena Vista," arriving here in 1850. He has built up and successfully maintained a large trade over the entire coast, and to-day occupies a prominent position in our commercial world. He caters to the best element of the city, including the leading families and clubs.

**J. F. PLUMEL CO.**

Our business houses are wide awake and very conspicuously prominent among them is none more worthy of mention than the old-established house of the J. F. Plumel Company, importers of fine brandies, Bordeaux wines and olive oil, an extensive stock of which is carried. The firm does not confine itself to imported goods especially, but handles a large stock of high-grade California wines and brandies. The premises occupy the ground floor and basement of a five-story building at 31 Eddy street. They are extensive importers of "Hermitage Rye," "Reading Rye," "Belle of Anderson" and "Glenarm" whiskies, fine brandies, etc., chemically pure olive oil and olive oil soap, and are the Pacific Coast agents for Vitel mineral water and Kolakina, the tonic par excellence. An extensive trade has been built up in the thirty-three years of commercial activity of this house, and its customers not only are found in California, but in adjoining States. Mr. L. Renard, who for seventeen years was employed by Mr. Plumel, recently purchased the latter's interest, and is now the proprietor.

**LUKE MARISCH & CO.**

A practical illustration of San Francisco's go-ahead-tiveness is not more clearly defined than in the case of Luke Marisch & Co. of 230 Third street, a brief sketch of which is welcome to these columns. This enterprising firm started in the wholesale liquor business in 1895. The offices and salesrooms of this concern occupy the lower floor and basement of a two-story building at the number indicated. Their trade, even in the short time of their business existence, covers the entire Pacific Coast. Together with its being wholesale, and, as a consequence, very large in their output, they find occasion to supply hotels, clubs, druggists, etc., who in their discrimination want a "taste" of the famous brands of which this go-ahead firm has secured sole agencies. Those brands are represented in the Gold Crown Distillery and George H. Ellis Pure Rye, surely an assortment to tickle the palate of the most fastidious and exacting. You will find over 100 barrels in stock, as well as twice as many in the Golden Gate Warehouse to age and attain mellowness. Mr. Luke Marisch, the sole proprietor, although a young man, has certainly arrived at a high point of altitude in his business, and in the confidence and esteem of those—and they are legion—whom business or social obligations bring him in contact with. He is a native Californian, is a member of the Eagles, Foresters, Young Men's Institute, Knights of the Royal Arch, California Liquor Dealers' Association, Coopers' Union and San Francisco County Driving Club.

**T. J. WALSH & CO.**

The city of San Francisco may well look forward to a grand and remarkable commercial future. The splendid palaces of commerce which line our chief business thoroughfares bear ample and forcible testimony to the exceptional enterprise and progressiveness of our merchants and business men, and these staunch qualities, united to the highly favorable geographical location of our city, the populous and prosperous country surrounding us, and the unsurpassed natural and acquired resources, advantages and facilities possessed, render the present progress and future development of the trade, manufactures and commerce of this community a matter of absolute certainty. The wholesale and retail liquor trade covers a very large area of this city's extent. The degrees of excellence are sometimes conformable to the locality, but we are inclined to the impression that a great deal more rests with the man and management of the place. For instance, take a look into the establishment of Thomas J. Walsh & Co., at 733 Market street, and you will find a place bearing a very progressive stamp in all its appointments. But this is not all that demands attention directed toward the house of Mr. Thomas J. Walsh & Co. The first and last impression is the quality of goods handled and the manner in which they are served. The establishment is under the direct management of Mr. T. J. Walsh personally, whose good-natured sociability has endeared him to a large circle of friends in San Francisco as well as other parts of the world, whither travelers reach from this great port.

**CHARLES A. HELLWIG.**

San Francisco is well represented by excellent cafes and bakeries, and one to which the public turns when in need of refreshments is Hellwig's Confectionery and Cafe at 112 Grant avenue, corner of Union Square avenue. This restaurant and bakery was established in 1868 by Frederick Hellwig, who was one of the best known restaurant men and bakers in the city. About three years ago Chas. A. Hellwig, a popular young man, succeeded to the business and has built up and maintained a splendid business and is one of the most successful caterers in the city. His cafe has a seating capacity of about sixty persons and serves on an average about 6,000 people each week. The cuisine is of the best that can be supplied by skilled chefs and the tables provided with the most seasonable delicacies, cakes, rolls, pies, ice cream, etc., which the markets afford. The restaurant and bakery occupies all of the three stories and basement brick building at the above number, and eighteen employes look after the wants of the many patrons. He supplies parties, balls and receptions with the most toothsome dainties, catering to the best trade in the city, his products having become noted for their excellence and wholesomeness. Chas. A. Hellwig, the proprietor, is a progressive young business man who has many friends who hold him in high esteem. He is a native of California and was born in this State in 1872.

**DAIRYING IN CALIFORNIA.**

California is an ideal dairy section of the United States, the climatic conditions being perfect for the production of the finest grades of butter and cheese. During certain seasons the natural grasses in some sections of the State enable dairymen to produce the best results at a nominal cost. When these sections have their dry season other sections are producing from fine natural grasses that come in later, and when all natural grasses are exhausted, the alfalfa districts are producing from fine green feed favored with irrigation, thus giving the State the greatest advantages in keeping her markets well supplied with fine full-flavored products the year through. During the past ten years great advancements have been made in the manufacture of butter, but the improvements have affected mainly the finished product, and the most vital and important features have been left to care for themselves. These places for improvement are now open to live, energetic and up-to-date dairymen who are looking for a place to locate, where conditions permit cattle and farm livestock of all kinds to roam the hills and valleys for 365 days of the year without fear of freezing or melting. The butter industry has reached so near a point of perfection in the channels of commerce that San Francisco is enjoying most of the trade of the Orient and the Hawaiian Islands. The merchants in this line are alive to the fact that a great deal depends upon the advancement of this trade for the care of increasing productions and are ever exerting themselves to increase the export demand. It is gratifying to know that the rapidly increasing population of San Francisco and the suburban towns is using large quantities of our production, and this, coupled with the export demand is

cause for the importation of hundreds of carloads of dairy produce and poultry from all points east. The differential in freight gives the California farmer a ten per cent advantage over his eastern competitor, saying nothing of the greater ease of production and better market values. The above article is furnished by W. H. Roussel of the firm of Roussel & Davidson, Nos. 19 and 21 California street, and is intended to convey to the purchaser and producer alike the great advantages obtainable on the Pacific Coast—commercially San Francisco, and productively the entire State. The members of this firm are native sons who have carefully associated themselves with and are ever alert for the advancement of dairy produce in all of its avenues, and having built up their business on reputation can readily be relied upon in filling export and local orders and in answering any inquires pertaining to the future possibilities of dairying in California and the marketing of the products.

**BRUNIG'S IRON & MACHINE WORKS.**

During the last dozen years remarkable advances have been made in every department of the mechanical world. A house here that has been a leader in the manufacture of all kinds of tools, cutters' woodwork and special machinery is that of Brunig's Iron and Machine Works, at 523 Brannan street. Mr. Brunig readily furnishes estimates on all kinds of iron and machine work. He has been established over six years, and employs a dozen expert workmen—none others could suit in the class of work he handles. After having captured the confidence and commendation of the San Francisco public, his good name sought the extensive fields of the entire Pacific Coast, and it will be only a matter of a short time before he will invade New Mexico, Mexico and the Orient, as he is virtually a man of indomitable pluck and tireless energy, always ready to view matters on the bright side, and never faltering in his devotion to the attainment of his very laudable ambition to be able to keep pace with the very best in his profession. This gentleman is a native of California, and is 33 years old. He is past president of the Native Sons of the Golden West, Parlor No. 157.

**C. W. PIERCE ELEVATOR WORKS.**

Among the most skillful mechanics in this city who has made his specialty in the elevator business—that of installing hydraulic ram sidewalk elevators—is Mr. C. W. Pierce, proprietor of the C. W. Pierce Elevator Works, 271 First street, this city. He also does repairing of electric, hydraulic and hand elevators, and inspecting same. Among the buildings that he has done repair work on are the Union Trust building, Emma Spreckels building, Commercial Hotel and many other buildings throughout the business district. He has also installed dumb-waiters in the building of Mack & Co., wholesale druggists. He has a patent on the latter which is superior to others in the fact that stopping of the same at any particular floor can be regulated by a patented device of his own invention. Mr. Pierce has been in the elevator business for twenty years, and consequently is experienced in every detail of the same. He is at all times willing to furnish estimates.

### PACIFIC ENVELOPE COMPANY.

One of the most important factories started here in recent years, representing as it does a new home industry, the like of which cannot be found west of the Missouri river and one of which this city has reason to be justly proud, is the Pacific Envelope Company, incorporated, with offices and factory in the Crocker Building, 451 Mission street. They occupy extensive and commodious quarters and employ a large force of skillful operators, their factory being fitted out with special machinery of the most complete and up-to-date character. Machine and hand made envelopes of all qualities are made in standard sizes and weights; a large stock is always carried for immediate delivery, and special sizes and weights are made to order. They are made plain, lithographed and printed, and a complete printing office is operated in connection with the factory. This company is under the able management of W. J. Griffin, who has by his equitable business methods, punctuality in delivering goods and the reliable character of the same established a very large business on this coast. Their unexcelled manufacturing facilities and their large transactions in raw materials have placed the company in a position to meet the severest competition. The capacity of their factory has been taxed to its utmost to supply the large home trade, but increased facilities and enlargement of the plant being decided upon, they will soon be in a position to supply the export trade of the Pacific Ocean countries, where a large demand for their goods exists.

### THE GRATON & KNIGHT MANUFACTURING CO.

There is no city in the United States to-day that offers such grand opportunities and unequalled advantages as a great manufacturing and commercial center; also an unsurpassed distributing point for merchandise and manufactured articles, as does the city of San Francisco. These magnificent opportunities have been grasped by men of capital and good business judgment, who have placed their ideas into action by erecting immense manufacturing plants that give employment to many thousands of skilled workmen. The progressiveness that San Francisco has shown in the last few years has led the largest and foremost business concerns of the eastern part of the United States to establish immense factories here. Large branch houses of very wealthy concerns have been established, and from this large center enormous business is transacted. One of the important and most enterprising of these is The Graton & Knight Mfg. Co., who are tanners and manufacturers of pure oak-tanned leather belting, with immense tanneries and factory, and also general offices at Worcester, Mass. The branch stores of this company extend throughout the United States; namely, Boston, New York, Philadelphia, Milwaukee, St. Louis, Chicago, Portland, Seattle and this city. This company made their initial bow into the belting world in the year of 1851, beginning on a very small scale and gradually forging to the front. In 1872 the company was incorporated with a capital stock of \$500,000. This was increased a few years later to \$1,000,000. The business has increased steadily and they are producing and

selling annually over \$3,000,000 worth of manufactured material which is distributed throughout the country, with a large export trade. All of the branch houses are under control of the general offices in the East. The officers of the company are: Joseph A. Knight, president; Henry C. Graton, treasurer; Walter M. Spaulding, vice-president and secretary. The main object of their branch stores is to give the trade in the different localities where they are situated immediate service. Enormous stocks are carried, and all demands can be attended to at very short notice. The prices are always the same at the stores as those which can be obtained at the factory. Their facilities for manufacturing belting are the largest and the best of any plant in the world. Their tanneries are run as an auxiliary for the belt department, therefore this company has the supremacy in the making of leather belting. They also run in connection with the belting business a department called counter and inner sole department. They supply the largest trade with shoe counters and inner soles of every description. For catalogues and further information apply to the company directly at 450-461 Mission street, in the Crocker Building.

### A. W. PIKE & CO.

That San Francisco is fast coming to the front as the great manufacturing center and distributing point of the far West, Hawaii and the Orient is manifested not only by the constantly increasing number and size of our factories in every line, but by the establishment of agencies here by all leading eastern Manufacturers. In this connection we would refer to a very substantial agency here in the hardware line, representing as they do a large number of well known and reliable eastern manufacturing concerns. Messrs. A. W. Pike & Co. have established and built up a large and substantial business on the coast, necessitating the establishing of offices in Seattle, Wash., and Los Angeles, Cal. Their goods are of reliable character, and by their straightforward business methods they have commended themselves to the trade in general. They carry a warehouse stock for the manufacturers they represent for immediate delivery, and the local house is in a position to meet the sharpest competition and fill the largest orders at short notice. We refer to A. W. Pike & Co., with offices and sample rooms in the Crocker Building (See plate) at 461 Mission street. This company is sales agent for the following large eastern manufacturers for the Pacific Coast, Hawaii and the Orient: Penn Hardware Co., Reading, Pa., builders' and shelf hardware; Goodell-Pratt Co., Greenfield, Mass., fine mechanics' tools; Massachusetts Tool Co., Greenfield, Mass., fine precision tools; J. Wiss & Sons Co., Newark, N. J., shears, scissors, snips and pruners; Wire Goods Co., Worcester, Mass., wire coat and hat hook, bright wire goods, kitchen and bathroom specialties, pool wire cloth lines, hammock hooks, and a general assortment of wrought and wire hardware; Chantrell Tool Co., Reading, Pa., hammers, hatchets, axes, braces, screwdrivers, nail pullers, cast hammers and hatchets; C. Hammond & Son, Ogontz, Pa., hammers, hatchets, edge tools; J. R. Torrey & Co., Wor-



cester, Mass., Torrey strops, brushes, tweezers and hones; J. R. Torrey Razor Co., Worcester, Mass., safety razors, razors and razor cases; Nichols Bros., Greenfield, Mass., butcher knives, cleavers and steels.

#### HARTFORD RUBBER WORKS COMPANY.

Since the advent of automobiles, at first a luxury, but now in common use, and consisting of almost every class of vehicles, from the finest pleasure automobile to

hicles of all kinds. Their immense factory, supplied with the latest improved machinery, covers many acres of ground in the city of Hartford, and contains five groups of immense structures used in the various departments of their gigantic business, to give some idea of which it is only necessary to state that 1,000 skilled operators are constantly employed. This great company was the pioneer in this comparatively new field, being the first to manufacture pneumatic tires, and their



CROCKIER BUILDING,  
Corner Mission and First Streets

the heaviest automobile trucks and freight wagons, a new industry has come into life, one of which has developed into an immense business. We refer to the manufacture of rubber tires for vehicles of all kinds, which have become an actual necessity, being economical and practical in every way. In this connection we would refer to one of the largest and most reliable manufacturing concerns in this line in the United States, the celebrated Hartford Rubber Works Company of Hartford, Conn., with branches in every important city in the United States. The local branch is under the able management of Mr. M. J. Tansey, and the company are manufacturers of Hartford bicycle, carriage and automobile pneumatic tires; also solid rubber tires for ve-

goods have a high reputation for superior excellence and durability, and among their brands, which are in universal use, are the celebrated Hartford Thorn, No. 89, No. 77, No. 77 E. H., No. 70, No. 50 and Dunlop bicycle tires. The Hartford single tube Michelin type of automobile tires and Hartford clincher are durable, resilient and render longer service than any other tires known. The perfected Dunlop detachable automobile tire, used in connection with removable beads, makes the task of the chauffeur a pleasure, and is so easily operated that a child can take off or put on these new style Dunlop tires with the greatest ease. This represents the latest improvement not only in the perfection, but also with the safety of automobile tires. The mechanism of the

same is very simple. In the head itself there is a turn-buckle that is operated by a small tool, which enlarges the circumference of the head, allowing it to practically fall off at the will of the operator. They also manufacture the famous Turner endless solid tires, as are now used upon the heavy trucks and fire engines of the San Francisco and many other Fire Departments. This company manufactures a full line of the above named goods, too numerous to itemize in this review, it being the object of same merely to give a general idea of the importance of the company, and the excellence of the goods manufactured. For further information, catalogues, price lists, etc., write the company at their San Francisco office, Crocker Building, 161 Mission street. (See photograph of building.) In connection with the above goods, of which a heavy stock is kept continually on hand for immediate delivery, the company also carries in stock a full and complete line of bicycle tires and automobile sundries, such as patches, valves, pumps, tapes, cement, plugs, inner tubes, etc., etc., price lists and catalogues of which can also be had for the asking. The Hartford Rubber Works Company is also distributing agent on the Pacific Coast for the original G. & J. Tire Company of Indianapolis, Ind., manufacturers of the famous G. & J. tires for bicycles and automobiles. These tires, by their great durability and general perfection, have attained so great a reputation as to need no further comment. Like all goods of superior merit, these famous goods have had many imitators. However, the original G. & J. tire is made only by the G. & J. Tire Company of Indianapolis, Ind. These are two of the most important factories in the rubber tire business, and Mr. Tansey, by his thorough business methods, ably represents both on the Pacific Coast, Hawaii and the Orient.

#### PACIFIC COAST RUBBER COMPANY.

One of the leading concerns on the Pacific Coast is the Pacific Coast Rubber Company, which has stepped into a leading position with the trade. Its stores at 453 and 455 Mission street, having a floor space of 40,000 square feet, are filled with a full line of rubber boots and shoes, hose, belting, packings of all sorts and mechanical goods, paying particular attention to the heavy trade. Being Pacific Coast agents for the Boston Belting Company, the oldest makers of belting, hose and packings in the United States; the Apsley Rubber Company, whose output of rubber boots and shoes is acknowledged by the retail trade to be of the finest style and quality; Fayerweather & Ladew, makers of the only Hoyt's pure oak-tanned short-lap leather belt, and carry in stock from 1 inch single to 30 inches double, which is sold under a guarantee as to durability and against imperfection of manufacture; the Daniel's P. P. rod packings, both for high and low pressure, a packing with a universal reputation for superior staying qualities, together with a general assortment of goods for dealer, mill, factory and shop trade, are in a position to fill all orders in a satisfactory manner, both as to quality and promptness in delivery. The fact of having stores in San Francisco, Portland, Seattle and Tacoma gives them an immense stock to draw from. The firm has a factory in San Francisco for the manufac-

turing of all kinds of packing, making a specialty of the "Norton" brand of ring, sectional, spiral and sheet packings for oil, steam, ammonia and hot and cold water, all of which have an established reputation for excellence in construction and lasting properties in work, and are especially adapted to the increased temperature and pressure incident to the running of modern machinery. The Imperial stitched rubber belt handled by these people is made of extra heavy duck, properly frictioned, and is acknowledged the best rubber belt in the world for use both in wet or dry work, on either large or small pulleys, and for the heaviest kind of machines. The "Boston" brand stands without an equal, barring the "Imperial," for the transmission of power and durability. For ordinary uses their "Niagara" brand is far above the average. The rapidly increasing trade of this house, both domestic and foreign, is ample proof of the excellence of their goods and the liberal management of their business. The firm also carries a complete line of mackintosh goods, rain coats, rubber surface and oil clothing, to which the attention of the trade is called. We know that correspondence with the Pacific Coast Rubber Company will lead to a trade with them which will be mutually beneficial, and any communication addressed to Mr. H. C. Norton, vice-president and manager, will meet with prompt acknowledgment.

#### PACIFIC JUPITER STEEL COMPANY.

The progress of this city in all sorts and descriptions of manufactures is only such as might be expected of any community which so largely and prominently manifests all the progressive characteristics of those of San Francisco. We are constantly reminded of the great industrial advancement by being brought in contact with the many large and well-established concerns. Of these none is more prominent than that of the Pacific Jupiter Steel Company, with offices in rooms 344 and 346 Crossley Building. The company was incorporated in 1902 with a capital stock of \$1,000,000, and has an extensive trade in the Orient and on the Pacific Coast, where it furnishes all kinds of steel castings. Its mammoth works are situated in South San Francisco, and have a capacity to turn out 600 tons of steel per month, and gives employment to eighty molders and foundry men, with two traveling salesmen. The plant covers eighteen acres, and is completely equipped with the most modern steel-working and casting appliances. The Pacific Jupiter Steel Company furnishes castings and various kinds of steel products to the Union Iron Works for their Government contracts, and to all the other large foundries and machine works, to the Southern Pacific and Santa Fe Railroad shops and numerous other concerns, as well as the mining companies in this part of the country. The company's affairs and works are under the personal management of Constant Meese, its president, who has been for the last thirty years actively connected with the iron and steel industry on this Coast. The other of the directors are Mr. W. N. Goodwin, Mr. B. D. Pike and Mr. A. F. K. Kempky. These gentlemen are all progressive and public-spirited business men of broad and liberal ideas, and stand high among the manufacturing industries of this city.

## CALIFORNIA STATE MINERAL TABLE

SHOWING THE MINERAL PRODUCTION OF THE CALIFORNIA MINES FOR 1903.

Compiled by CHARLES G. YALE, Statistician State Mining Bureau.

	Quantity	Value
Asphalt, tons.....	41,670	\$503,659
Bituminous Rock, tons.....	21,944	53,106
Borax, lbs.....	68,860,000	661,400
Cement, bbls.....	640,868	968,727
Chrome, tons.....	150	2,250
Chrysoprase, lbs.....	.....	500
Clay—Brick, m.....	214,403	1,999,546
Clay—Pottery, tons.....	90,972	99,907
Coal, tons.....	93,026	265,383
Copper, lbs.....	19,113,864	2,520,997
Fuller's earth, tons.....	250	4,750
Gold.....	.....	16,471,264
Granite, cubic feet.....	408,625	678,670
Gypsum, tons.....	6,914	46,444
Intusorial Earth, tons.....	2,703	16,915
Lead, tons.....	55	3,960
Lime and Limestone.....	.....	592,268
Lithia Mica, tons.....	700	27,300
Macadam, tons.....	605,185	436,172
Magnesite, tons.....	1,361	20,515
Marble, cubic feet.....	84,624	97,354
Mica, tons.....	50	3,800
Mineral Paint, tons.....	2,370	3,720
Mineral Water, gals.....	2,056,340	558,201
Natural Gas, m. cubic feet.....	120,134	75,237
Paving Blocks, m.....	4,854	134,642
Petroleum, bbls.....	24,340,839	7,313,271
Platinum, ozs.....	.....	1,052
Pyrites, tons.....	24,311	94,000
Quartz Crystals, lbs.....	.....	1,968
Quicksilver, flasks.....	32,094	1,335,954
Rubble, tons.....	1,610,440	1,237,419
Salt, tons.....	102,895	211,365
Sand—Glass, tons.....	7,725	7,725
Sandstone, cubic feet.....	353,002	585,309
Serpentine, cubic feet.....	99	800
Silver, commercial value.....	.....	514,444
Slate, squares.....	10,000	70,000
Soapstone, tons.....	219	10,124
Soda, tons.....	18,000	27,000
Tourmaline.....	.....	100,000
Tourquoise, lbs.....	10,000	.....





