

## GOODS MADE "ON HONOR"

HAVE BROUGHT SUCCESS TO H. HORTON & SONS.

Handsome Saddlery Hardware That Is Always to be Relied Upon—The Gratifying Growth of a Business That Leads in Its Line.

No business must adapt itself so completely to the needs of a country as that which supplies the people with their saddlery hardware.

There is an old saying, and a true one, that "there is always room at the top." It is as much so in business as in the learned professions, and probably harder to reach in business circles. In all lines of com-

## ABILITY AND ENERGY

BROUGHT THEM TO THE FRONT AND KEPT THEM THERE.

Some of the Reasons Why Barry & MacLauchlan Have Built Up a Flourishing Business Against the Competition of Established Hardware Firms.

No department of trade is better represented in this city than that of general hardware, the numerous firms in the business supplying not only the cities of Saint John and Portland, but also finding a market for their goods in the smaller towns and villages. Such a business requires not only large capital but great experience, for a hardware store holds an immense

## NOT TALK, BUT WORK

HAS BUILT UP A BUSINESS FOR MR. T. WILLIAM BELL.

In His Specialty, Tea, He Can Make Prices Against Any Other Wholesaler and His Patrons Find That All His Wares Are Exactly as Represented.

One of the most comfortable and best appointed offices and warehouses in St. John is that at No. 88 Prince William street, a very good cut of which is presented below. A glance at the sign tells us that these premises, situated in such convenient reach of the post-office, banks and principal business houses, are occupied by Mr. T. William Bell, who carries on a large and rapidly developing general importing and commission business, and who is sole agent in the maritime provinces for

simile with which it began this sentence.

In support of the statement that staple groceries have hitherto been parasites on the tea chest, Mr. Bell says that a well-known South wharf firm, a few days ago, addressed one of their customers, to whom he had sold ten half-chests of tea, as follows:

As you have placed your tea order with Mr. Bell, you may get the rest of your groceries from him also.

Mr. Bell thinks that cheap Chinese tea, like cheap Chinese labor, should be kept out of the country; and he therefore does not trespass upon the ground of those firms which, during the past year, have been advertising and selling so-called tea at 10 cents a pound.

Mr. Bell does not contend that he does

## PUSHING BUSINESS

AND WINNING THE REWARD OF INDUSTRY AND ABILITY.

W. C. Pitfield & Co., a Leading Wholesale Dry Goods House of St. John—The Firm Composed of Messrs. W. C. Pitfield and Samuel Hayward.

There is quite a general impression around St. John that the firm of W. C. Pitfield & Co. is composed of two of the keenest business men in town. The public seems to have hit the bullseye this time. The success of this firm since it has had ownership and control of the great wholesale dry goods establishment on Canterbury street speaks for their business ability and enterprise.

correct idea of its great size and massive-ness. If the business continues to grow as it has in the past year, it will need to be enlarged before another twelve months passes by.

Mr. W. C. Pitfield, who is the managing partner—Mr. S. Hayward being occupied in the conduct of his own extensive business—has been in the business some 18 years and has gained all the experience necessary to conduct a flourishing and successful trade. He knows every dealer almost in the three provinces and sells something in every city and town in New Brunswick, Nova Scotia and Prince Edward Island.

He keeps all his present trade and increases it by good business methods and a



mercial industry there are to be found some houses that are thoroughly representative and leaders in their line.

Such a house is that of H. Horton & Son, importers of saddlery hardware, and manufacturers of horse blankets, which has been in existence for the last 40 years and which is today more healthy than ever, showing conclusively that the people of the provinces know how to appreciate a stable firm and to keep it in vigorous life by their ever-increasing patronage.

Horton & Son formerly occupied a store in the Y. M. C. A. building, but owing to the large increase in their business, they were compelled to move to larger quarters, which they now have in the commodious three-story building No. 39 Dock street, the dimensions of which are 100x25 feet, extending back into Nelson street, affording splendid accommodation for their immense stock, the whole having an area of 6,200 sq. ft. Progress took an extended tour through the premises under the guidance of Mr. G. A. Horton, who was admitted to the partnership in 1883 and since the death of his father, a year ago last April, has carried on the business alone under the old style. The stock is really a fine one and is disposed on the different floors in the most handy manner.

On the first or main floor, entered from Dock street, the business and private offices are located, in the rear. The stock carried on this flat is of a most comprehensive nature and includes all kinds of shelf hardware used by saddlers and general storekeepers, including for instance an immense assortment of whips, brushes, curry combs, shoe thread, hames, halters, and riding saddles. On the second floor will be found horse blankets, surcingle, sleighblinds, lap robes, patent leather, felt, axle grease, harness leather, oils, etc., etc. The firm keep all the latest English and American styles of trimmings for harness. They are New Brunswick agents as well for the celebrated Warren leatherbone whips, which surpass any whip in the market for durability and low price, and which are rapidly taking the place of other makes. Messrs. Horton have gone very extensively into the manufacture of horse blankets, this department of their business being under the supervision of an experienced workman and giving steady employment to a large number of hands, who turn out blankets which cannot be beaten in Canada or elsewhere. The firm make all styles and qualities of these blankets so that they can suit the taste and pocket of all classes of purchasers.

After the survey of the premises was ended, Progress indulged in a few moments' chat with the proprietor, in his cosy office on the ground floor, and found that Mr. Horton had been a number of years on the road, and is, therefore, acquainted with the needs of his numerous customers, of whose wants he has made a careful study. Of late, however, he has not been able to continue his trips, his presence at home being required since his father's death, and his place on the road has been supplied by a good, intelligent agent, so that the firm are ever keeping themselves before the public. Mr. Horton has the largest business in his particular line of goods of any house in this section of the dominion, and as the years pass by his trade keeps constantly increasing.

variety, so that good capacity is necessary to keep the run of the many departments. Especially is this the case in the wholesale houses, where almost everything "from a needle to an anchor" can be procured. When in such a business one finds a young firm not only holding its own with older firms but making rapid advancement, it serves as a good example of the success which attends push and energy. All this applies to the firm of Barry & MacLauchlan, which started business in April, 1886.

The building occupied by this firm is on Dock street, running through to Nelson street, five stories in height, although but three of these front on Dock street, owing to the abrupt slope between the two streets. The five floors give accommodation to a large and varied stock of goods, to gain an adequate idea of which one must take a systematic trip through the building from bottom to top, under the guidance of one of the genial members of the firm. The first floor, which fronts on Nelson street, is 90x40 feet, and makes a splendid warehouse for paints, oils, glass, chains, sheet zinc, horseshoes and horseshoe nails, cut nails and spikes, grindstones, tar, pitch resins, and dry and tarred sheathing paper. The second floor, of the same size as the first, is occupied by shovels, spades, forks, hoes, scythes, saws of all kinds, carriage bolts, ready-mixed paints and varnishes—part of this floor being used for packing the orders for shipment. The third floor extends from Dock to Nelson street, and is of the same depth as the two lower floors, but not nearly so wide. On this floor are the offices, which are light, airy and comfortable; here also is a full line of samples and small hardware, embracing a good assortment of table and pocket cutlery, razors, scissors, butcher and sheath knives, scales, wooden and tin measures, and a good supply of the celebrated "Black Diamond" file, which are the favorites on the market at present. All this is but little more than half of the stock. Above are two stories, 90x25 feet. On the fourth floor is stowed a tempting variety of small hardware, whips, lashes, and mechanics' tools. Still another ascent, and on the last floor: one finds the stock of stamped and pierced tinware, enamelled kettles and saucepans, as well as a good supply of wooden ware, embracing brooms, pails, washboards, clothespins, brushes, and a line of wrapping paper, bags and twine.

Besides the different lines of goods named the firm have a large stock of sporting material, including fine guns and revolvers, as well as powder, shot, cartridges and game bags. They keep a full stock of railroad contractors' supplies in the way of mattocks, picks, shovels, barrows and explosives. Progress was interested to learn that they are sole agents for the celebrated Blenkhorn hand hammered axe, for which there is such demand, as well as for the new explosive, "Rackarock," which is largely taking the place of dynamite on account of the absence of the danger which attends the handling of the latter, and which can be shipped by rail without the slightest risk of explosion.

In conversation with one of the members of the firm, Progress was pleased to hear a favorable report of the state of trade during the past year and of the bright prospects for the New Year so close at hand. Mr. MacLauchlan travels over one side of the province, from St. John to Edmundston and Mr. Barry travels from St. John to Quebec. These gentlemen are both well known on their respective routes.

The firm of Barry & MacLauchlan is exclusively wholesale and any one who wishes to buy hardware at bottom prices will do well to give their establishment a call.



E. Kiderlen, of Rotterdam, and in New Brunswick for Mackie & Co., of Glasgow.

Although Mr. Bell's importations embrace goods from nearly all parts of the world, he has for the past two years been directing his attention principally to the importation of teas, having been drawn into this field of commerce by the fact that the gross blades of profit were not quite so closely cropped as in every other branch of the grocery business, and he has, by giving full values, and thereby reducing the margin of profit to the level of legitimate earnings, succeeded in working up a business that is going to live—and live in clover, too, if Progress may pursue the

largest tea trade in the maritime provinces, and does not permit his newspaper advertisements to announce that he can offer 965,000 half-chests stored in St. John, London and Jemseg, but he does contend, and on good grounds, that his trade comprises a greater percentage of high class teas than does the trade of any other house.

In addition to the premises on Prince William street, as shown in the cut, Mr. Bell has storage for his goods in the public bonded warehouses, Nos. 2 and 26, on Nelson street, so that he has plenty of room for the accommodation of his large stock.

### IN THE FRONT RANK.

The St. John, N. B., "Progress" stands in the front rank of Canadian weeklies. There is about it a good, healthy atmosphere which is inspiring. It looks steadily on the bright side of things, and its readers are the better of perusing it. Its news and sketches and social gossip are served up in a racy, piquant style, its editorials are short and sensible, and the printed page is a model of typographical excellence. It is a new comer, non-political and with apparently good staying powers.—Toronto Empire

### How to Keep Track of Your Friends.

PROGRESS tells every week what people are doing in every town and city in New Brunswick. Its society correspondents are numerous and reliable. People living or having friends in St. John, Fredericton, Moncton, Woodstock, Chatham, Dorchester, Richibucto, St. Stephen or Calais, should send \$1 for a year's subscription and keep posted on the movements of their friends and at the same time get more and better reading matter for the money than can be obtained for \$1 anywhere.

### How It Was Done.

In six months PROGRESS has more than doubled its circulation, and at the rate it is now increasing will during the next six months double it again. This has been accomplished by giving a paper worth \$2 a year for \$1. If you have not already done so, send \$1 for a year's subscription and have a pleasant visitor every week.

### Some Interesting Facts.

The paper required to print this edition of PROGRESS weighed 6,000 pounds. The edition is equal to 45,000 sheets of the regular Saturday paper, or 90,000 of any of the city dailies.

### GREAT STOCK—SMALL PRICES.

The Special Inducements Offered by Messrs. E. G. Nelson & Co.

Every one in St. John is acquainted with the establishment of Messrs. E. G. Nelson & Co., corner King and Charlotte streets. Special care has recently been taken to arrange the carefully selected stock in separate departments, so that customers can find just what they require without their patience being taxed by a tedious search.

On entering, the first department is the show-case, full of books for boys, including annuals, books of travel and adventure, and stories by Capt. Mayne Reid, Kingston, Ballantyne, Jules Verne, and other popular writers. In a second show-case is a fine selection of books for young ladies' and girls' reading, among which are to be noticed the works of E. P. Roe, Miss Cummings, Mrs. Whitney, Louisa M. Alcott and Pansy. The juvenile department is enough to gladden the heart of every child in the city, and includes richly colored picture books, Chatter Box, Bo-Peep, Wide Awake, Mother Goose, and all the children's favorites. For older readers Mr. Nelson has a fine assortment of presentation editions of the poets and famous prose writers, as well as a full line of photo albums, in-morocco and plush, scrap-books and stamp albums.

On the second floor of the establishment is the special Christmas show-rooms, wherein is displayed a handsome stock of toys, games, dolls, dressing cases, workboxes, desks and fancy goods of all kinds, which Mr. Nelson is selling at very low prices. Don't forget to give it a call, and take the children with you.



It is worth the while of any stranger, or any visitor to St. John to spend an hour or two in their dry goods emporium. He would gain a good and correct idea of the volume of wholesale business one of St. John's leading houses carries on. He would learn how large a stock it is necessary to carry to meet the wants of a fastidious public. He must be impressed with the air of business activity which prevails in and about and throughout every department of the concern.

A glance at the building gives a very

great care that his stock is always up to the mark. He buys in the best European markets, in the manufacturing centres and is prepared to give all his customers the benefit of his close margins. The Canadian markets find in him a liberal and keen buyer and their best goods find their way into his warehouses. His stock of staple and fancy dry goods is second to none and he makes a specialty of ready-made clothing.

Progress predicts a very successful career for W. C. Pitfield & Co.

### JOHNNY'S EARS ARE OPEN.

And He, Therefore, Hears Many Good Words About the People's Paper.

TO THE EDITORS OF PROGRESS: Of course, if I said what yours was a good paper, every one would say I see a little junk of conceit, 'cause I'm a author for it, and what I see tryin' to make out I was something 'cause you print my things. Anyway, I know what I heard people say, and if I am a young fellar, young fellars got ears.

Pa and ma uster buy a PROGRESS apiece, and pa never said anything about extravagance, and he always does about everything else. They yousen't go to bed at all till they read it through. They uster say what they never was happy since they had me, till PROGRESS begun to get printed, and pa couldn't understand how you could afford to sell sitch a paper for one dollar a year, or three cents apiece. Pa and ma make believe what they don't buy your paper now, 'cause I'm a author for it, and they have interviews with me nearly every week, 'cause they say what I expose our family and make them fight with all their friends. It comes purty hard on a young fellar, too, when he tries to tell the truth like our Sunday-school teacher, tells us always to. Anyway, pa and ma keep the paper in the bureau drawer every week, 'cause I saw it, and they read it when they think I'm in bed. You'd think they'd be proud 'cause their young son was a author, instead of beatin' him fur it.

Our minister always has to take his handkerchief out of his coat-tail pocket when he talks about PROGRESS, he gets so excited. He says what it's the best paper he ever saw and the editors must be all Monty Custers to give it away fur \$1 a year or 3 cents a piece. He says what PROGRESS is fearless and bold and awful interesting and he thinks he'll recommend the paper to his Sunday school, as a sample of intertainin' uprightness. He says what the only objectshun is because the attendance would be so large what the school wouldn't hold them, 'cause they'd all cum to get PROGRESS for nothin'. He always pats me on the head and says I'm gittin' to be quite famous, but what I oughtinter be so personal if I want to be a great man sum day.

Everybody on our street reads PROGRESS and says what it's a great thing fur only 3 cents a piece and they all send it to the country after they're done, 'cause all the boys on our street has to go to the post office every Monday afore school.

Yours fur a dollar a year,  
JOHNNY MULCAHEY.

### FROM FATHER TO SON.

The Abiding Prosperity of the Great Industry Established by the Late Mr. S. R. Foster.

One of the oldest and most important manufacturing industries of St. John is that for the making of nails, and no man did more for its development than the late Mr. Seth R. Foster, who came to this city from South Hanson, Mass., 30 years ago, and was first employed as foreman of the Cold Brook nail factory, then in its infancy. In 1849 he became foreman of the late Mr. W. H. Adams' nail factory, with an interest in the business. Being of an inventive turn, Mr. Foster soon added the manufacture of tacks, establishing the first tack factory in the maritime provinces—if not in the whole Dominion—and in 1865, on the death of Mr. Adams, he bought the factory from his heirs. In the fire of 1877 the factory buildings and most of the valuable machinery were destroyed, but, nothing daunted, Mr. Foster at once rebuilt the substantial four-story building on Georges street, 88x100 feet in size, which the firm has since occupied. The factory is fitted up with the best of appliances, some of the machines being of Mr. Foster's own invention. At present 35 machines and 50 workmen are employed to turn the 1500 tons of iron, zinc, copper, brass and steel annually used into some 302 varieties of cut nails, cut spikes, tacks and brads. Mr. Edwin C. Foster, a gentleman of wide business experience and ability, has been the proprietor since the death of his father, two years ago. This house finds a market in all parts of the dominion and in the West Indies, and wherever its goods have come in competition with those of other makers, they have been well able to hold their own.

### He is Happy Now.

"Joyous Christmas be blamed!" said a man the other day; "Christmas makes me tired. I've got to buy presents for my friends at home and abroad, and I don't know what to buy."

"You want to give them something that they will remember you by, I suppose," said his friend.

"Oh, anything would do, so long as it was worth something, or suited the purpose."

"Well, why not give your friends subscriptions to PROGRESS? It's only \$1 a year, and they'll remember you with pleasure every week when they get the paper." "Thank you; that makes me happy. PROGRESS is worth \$1 a week—best paper published—I'll make all my friends happy, too."