

# ST. STEPHEN.

## The Enterprising Town on the St. Croix.

### STORY OF ITS GROWTH.

#### Young Men to the Front in Everything.

#### SPLENDID SYSTEM OF WATER WORKS.

St. Stephen destined to become a great manufacturing centre—the hopes of its people—a long list of manufacturers, business men and others.

Congratulations to St. Stephen.

Today's Progress gives a good idea of the enterprise of the people of that border town.

What struck the writer as particularly interesting during his three weeks visit to St. Stephen?

Very many things.

No one with his eyes open can be in St. Stephen a day without noticing the fact that a very large number of comparatively young men are in business on their own account. A week's stay in the place, and one sees that nearly all the leading manufacturing concerns are managed by young men. In politics, educational and social matters young men are also to the front, and in their hands is the future of the town. This may account for that life which is observable in every branch of business.

Heretofore some business men have not

Methodist church being a substantial and beautiful brick edifice. The best of feeling exists among the different religious denominations, and no man's religion is a barrier to his advancement.

The population of the town, perhaps, exceeds 2,500, and no place of its size can boast of better order.

Nearly every person is in at least comfortable circumstances, and the writer could name ten persons whose combined wealth would aggregate in the vicinity of \$5,000,000.

No more hospitable people can be found in any part of Canada. There is no pride and poverty nonsense to be noticed, and one man or woman seems as good as another, so long as he or she be respectable.

St. Stephen has the finest system of water works in the province. It is a combination of the gravitation and direct pressure systems. It is connected with Calais and Milltown, the whole forming one system and being so arranged that if a break should occur in any of the mains the supply of no town is affected. The water is pumped from a station in the river at Milltown to a reservoir situated at the back of the town. Should any accident happen to the reservoir water can be forced from the pumping engine directly into the pipes, and should any temporary disability occur in the engine the reservoir has sufficient capacity to supply the towns for several days. The Water Works company is composed largely of Main gentlemen, who own the water systems of a number of towns in Maine and who hold a charter from the New Brunswick Government. The water pressure in the different towns is sufficient to furnish ample fire protection at all points.

The town is lighted by the electric light, the streets and places of business being generously supplied. The street system is separate from the system for the lighting of stores, there being two dynamos. It is highly probable that the incandescent system will be introduced at an early date. St. Stephen has a splendid system of

both of which enterprises will probably be a certainty before many years.

There are two beautiful large farms near the town. One is the property of Hon. Geo. F. Hill, president of the legislative council, and the other belongs to Mr. Simpson, formerly of the Queen hotel.

What a number of horses are owned and driven in St. Stephen! Nearly every man owns a horse, and a good one. The town supports one of the best trotting parks in the province, and many of the prominent men are deeply interested in sporting matters. This interest has been largely increased of late, by reason of the splendid enterprise of Mr. W. F. Todd in his efforts to improve the trotting stock of the country.

The town has two brass bands, the St. Stephen cornet and the Citizens, both ranking high.

The different lumbering firms on the St. Croix have mills not only on the river at the Union, but also at Edmundston, Eel river, Magaguadavie and Bonney river. Large quantities of lumber are taken by the New Brunswick railway to St. Stephen, and thence shipped to the United States, South American and European markets.

If Progress might be allowed to make a suggestion, it would be in the line of an improvement on the sidewalks. With the large buying population of Milltown and the surrounding country, and with the close competition of Calais in the retail trade, it must be evident that the more attractive St. Stephen is made the greater will be the inflow of buyers, and the greater the trade; and to the pedestrian nothing can be more attractive than a good sidewalk. If St. Stephen would pattern after Fredericton, where a small portion of asphalt pavement is built each year without any noticeable increased burden on the people, the experiment would undoubtedly result in the town having in a few years a system of sidewalks of which it might be proud. Perhaps the members of the town

### SMITH'S VARIETY STORE.

#### ONE OF THE LAND MARKS OF THE BORDER TOWN.

A Gentleman Who Does a Good Trade in Every Department of His Immense Establishment—His Talk with "Progress" About His Business.

"C. H. Smith & Co." is a prominent sign in Dry Goods row, St. Stephen. The head of the firm is Mr. C. H. Smith, who is well known in St. John. He began his business career with Mr. Thomas Logan, who at the time conducted the Fredericton branch of the dry goods business of Horsfall & Sheraton, of St. John. He was afterwards book-keeper with the latter firm, and with Messrs. T. B. Barker and Andrew Cushing, of St. John.

"Hello, Mr. Smith, and this is your establishment, is it?" said the representative of Progress as the latter entered the former's well-filled establishment on Water Street.

"Yes."

"Well, tell me all about how long you have been here, and how you have succeeded."

"I came here in 1875, and opened a book and stationery store exclusively. It was not long until we had to enlarge by adding the organ business, and later on we added to our stock boots and shoes. I got into the boot and shoe business in a rather peculiar way. At the time of the big fire Mr. George W. Sloat was burned out. He moved into part of my store. He remained there about a year when he took the notion to go west. I bought out his stock of boots and shoes, and have continued that part of the business ever since."

"Are your boots and shoes American or Canadian?"

"They are exclusively Canadian and English. We could not afford to pay the duty on American goods of this class. Be-

"That is a separate branch of our business. We sell such goods on the instalment plan, which practically gives an honest man or woman his or her own time to pay for the piano or organ, or sewing machine, as the case may be."

"Do you find the instalment plan works well?"

"It works splendidly. You can tell almost by the manner of the person coming to buy whether there is any intention to be dishonest or not. We are well satisfied with the way the instalment plan has worked. Under it, many an honest person, with a limited income, has been enabled to purchase either piano or organ or sewing machine, who would otherwise have been obliged to have done without such an article."

"What style of organs do you sell?"

"We handle altogether the Karn & Co. organ. It is a great favorite with the people in this county, and considering its excellence, does not cost much."

"What makes of pianos do you handle?"

"Just one make—the Newcombe piano. We found out that the better way to do was to get hold of the very best make, considering the requirements of the trade, and in the Newcombe we have an instrument much superior in tone and finish to pianos that come much higher in price."

"Are the people of Charlotte a musical people?"

"They are, indeed. You can scarcely go into a house in town or country in which there is not an organ or piano. Of course I mean the homes of the more well-to-do people. It is really surprising the number of pianos and organs that we sell every year. The business in these lines was so great that we had to keep a separate set of books for the purpose."

"What style of sewing machine do you sell?"

"The New Williams. People generally

At present the rush of business is so great that it is impossible to get the stuff sawn quickly enough. The firm sells mouldings, brackets, stannoles and the like. In connection with the mill is a patent dry-house, in which the green lumber can be made as "dry as a bone" in less than six days.

Asked what he thought of the prospect, Mr. Haley, the senior member of the firm, said: "I think we would be hard to please if we were not more than satisfied. I might say that we are only about started as yet. Notwithstanding that fact we have been doing a rushing business all along. Next year with increased facilities we will naturally expect to do a much larger trade. There is a disposition on the part of the manufacturers generally to give us all their trade and we will seek in the future as in the past to be deserving of the confidence of all our patrons."

Messrs. Haley & Son's establishment is located on the St. Croix, a short distance below the town of St. Stephen. No better place could be found for a sash and door manufactory and planing mill; and Progress would not be surprised if the firm would have to enlarge their premises at an early day.

C. C. GRANT.

Ladies' and Gents' Furnishing Goods, Water Street, Near Bridge.

In every city or town of any consequence there are establishments that take a lead in supplying the community with goods in their line. There is no dry goods house in this vicinity that has attained an advanced position more rapidly than has the store of C. C. Grant. Mr. Grant for a period of nine years was associated with a former popular dry goods house. It is in fact but a little over a year ago that Mr. Grant inaugurated a modest ladies' and gents' furnishing goods store in the present location with a stock so small that a curtain draped



THE NEW SCHOOL BUILDING.

been very particular as to the class of buildings in which they carried on their operations. The construction of Ganong Brothers' magnificent building, and the erection of the new hotel now under contract will no doubt result before long in an improvement in the appearance of such business buildings as are not now all that they might be. So far as private residences are concerned, no one has ever seen more handsome ones in any other city of the size of St. Stephen. Scores and scores of beautiful residences with well kept grounds are to be noticed as one drives along the upper part of Water street, or along Union, Prince William, Marks and Hawthorne streets, all giving evidence of prosperity and a desire on the part of the owners to make their homes as attractive as possible.

King and Water are the business streets of the town.

I need scarcely be stated that St. Stephen has always been noted for the superiority of its schools. The trustees work hand and hand with the teachers, and no necessary work is spared to make the educational service as efficient as possible.

The people are nearly all church-goers. There are six churches: Trinity (Episcopal), whose pastor, Rev. W. W. Campbell, has gained fame as a poet, contributing largely to American magazines, and for whom Messrs. J. & A. McMillan, of St. John, have recently published a book of poems, entitled *Lake Lyrics*; Christ church (Episcopal), with Rev. O. S. Newnam as pastor; church of the Holy Rosary (Roman Catholic), whose pastor, Rev. Father Dollard, is so well and favorably known in St. John; Presbyterian, Rev. Mr. Cameron, pastor; Baptist, Rev. W. C. Goucher, pastor; Methodist, Rev. Mr. Weddall, pastor. The churches are all handsome. The finest are undoubtedly the Roman Catholic and the Methodist, the former being a new structure, handsomely finished, and occupying a commanding position on Union street, on a lot purchased from Mr. Arthur M. Hill, of the customs department; and the

train service, five trains on the New Brunswick railway arriving and departing each day, and one on the Shore Line, of which Mr. W. A. Lamb is the able and genial manager, with headquarters at St. Stephen. Communication with the outside world is likewise furnished by the Frontier steamboat company, whose boats connect at Eastport with the International line of steamers; and by the steamer *Fishing*, which connects St. Stephen with the Islands and St. John.

The feeling between St. Stephen and Calais is most cordial, and the two communities in their business and social life being practically one. The matter of politics and nationality makes a distinct dividing line between them—a feature of both communities being the intense loyalty to their respective flags.

St. Stephen's great desire is to become a manufacturing town, an ambition which seems in a fair way to be gratified. Its people claim that the town is admirably situated for manufactures, having splendid water power, cheap fuel, unsurpassed facilities for shipment by sea or land, an energetic population characterized by liberality towards all those who may make an attempt at any venture in their midst, and a good surrounding country able to supply with the necessities of life a city of 20,000 population. The manufactures already established are meeting with gratifying success and the goods of several of several of them are finding a market in all portions of the Dominion, successfully competing with those of other manufacturing centres. The prospect of St. Stephen becoming a large manufacturing and distributing centre is enhanced by the fact that just below the town is situated the Ledge which is claimed to be one of the best deep water harbors on the continent, and which the people hope will one day be recognized by shippers to and from the West. In fact its recognition they feel can scarcely be denied, should the Shore Line Railway through Maine be completed, and the talk of extension of the C. P. R. from Mattawamkeag to Calais be carried out.

council will turn this suggestion over in their minds.

St. Stephen's period of greatest progress was during the American war, at which time it obtained a great start in business, and since which it has been steadily although not so rapidly increasing.

It would require very considerable space to print the names of all those who assisted in making pleasant the visit of Progress' representative to the border. He will never forget their many kind attentions. To Mr. George J. Clarke, editor of the *Courier*, he is indebted for much valuable information. It would be hard to say in which position—editor, lawyer, police magistrate or judge of the civil court of Milltown—Mr. Clarke is the more popular. He is one of Charlotte's ablest young men, and has a bright future before him.

#### QUATRAINS.

##### His History.

He came—he lived—he died;  
That is his history.  
If there was aught beside,  
'Twill vanish presently.

##### Flattery.

Who gives excessive praise  
Where true desert appears,  
That merit doth not raise,  
But at all others rears.

##### Nature's Son.

Felix is Nature's son:  
His ships are never lost;  
His battles all are won;  
His will is never crossed.

##### Ambition.

Ambition up—up—up  
His eager way doth wend,  
And, having reached the top,  
As fain is to descend.

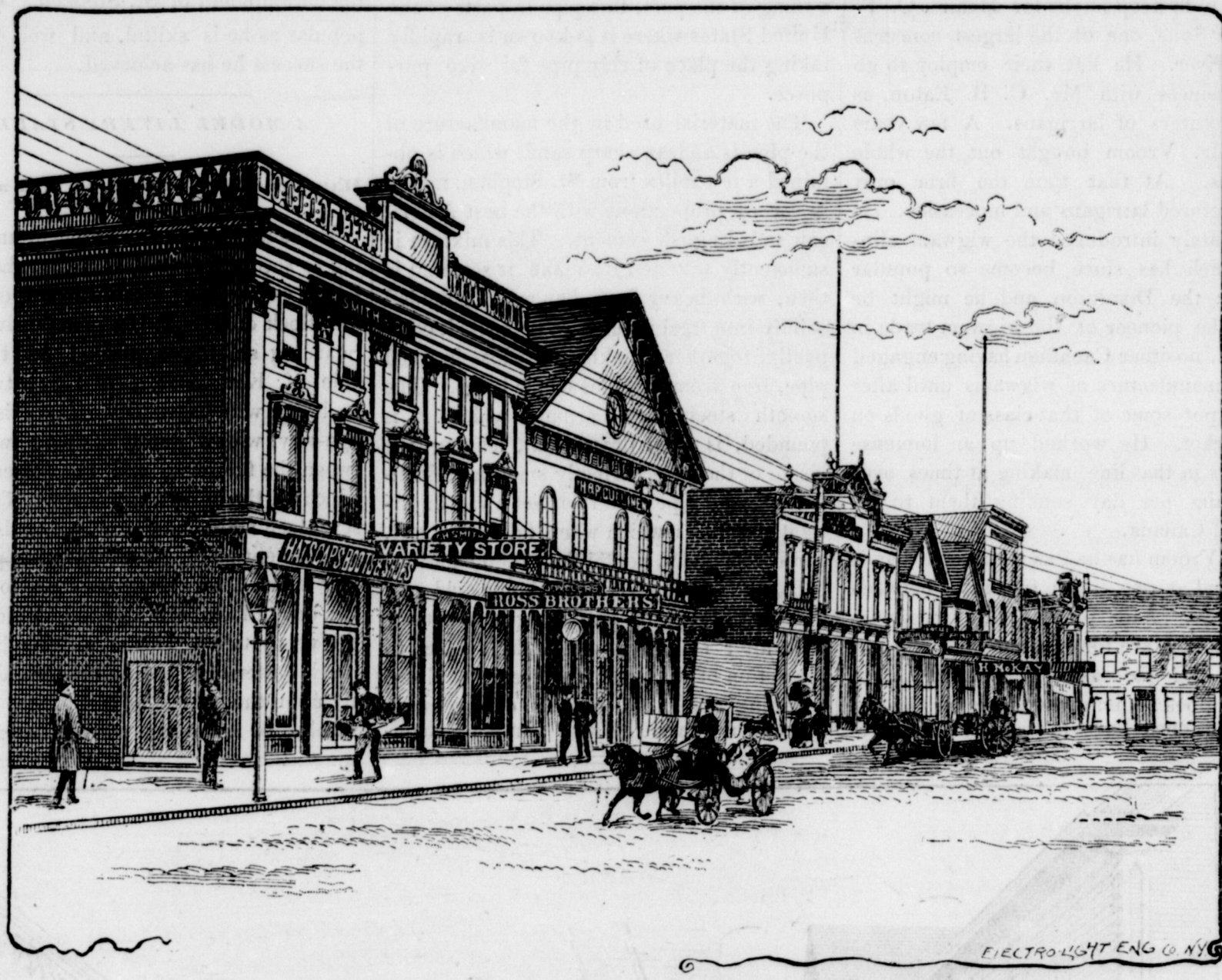
##### Love.

The love that Hope must feed,  
That ever lives Hope's trail,  
And dies when Hope is dead,  
I cannot love at all.

##### Labor and Reward.

No glory crowns the deed  
That has no danger in it;  
Worth nothing is the meed  
If any one can win it.

MATTHEW RICHIE KNIGHT.



WATER STREET, LOOKING WEST—DRY GOODS' ROW.

sides, the Canadian manufacturers are improving so rapidly in the style and quality of boots and shoes that it is not very desirable to import the American."

"I see that you are also in the hat and cap trade."

"Yes, we do quite an extensive trade in hats and caps. Ours are nearly all London, England, made, and the result is that, while we are never behind American styles, we are often ahead of them. It is a fact not generally known that the Americans often pattern after the English styles of hats and caps. English hats are regarded as being of a better quality than any other make."

"You carry a very full line of stationery?"

"Yes, and I will show you a cheap line of books, which, for price and quality, cannot be beaten perhaps any place else in Canada. There is a bound book containing several hundred pages. It is, as you know, one of Dickens' best novels. I can afford to sell that bound book for 34 cents, or I will mail it to any part of Canada for 37 cents. The cheap rate does not apply alone to Dickens' works. It applies to all the standard writers of prose and poetry."

"Is the fact that you can afford to sell such bound books at such a ridiculously low price generally known?"

"I cannot say that, as we do not do much advertising. This I do know, however, and that is, we do an immense trade in such books. We also do a large trade in Sunday-school and day-school books."

"You keep the St. John and Boston daily papers here, I observe."

"We do, and, in addition, we are prepared to take subscriptions for any newspaper, no matter where published. We give the papers to those ordering through us at publishers' prices, with a special cut rate to clubs. We are also agents for the St. John Progress, which is working up an immense circulation in St. Stephen, Milltown and Calais."

"I notice that, in addition to organs, you have pianos and sewing machines."

prefer it to all others. It is cheap, and not too heavy to handle, and is a great favorite in consequence."

"You seem to be having a closing out sale, just now."

"So we have. We are closing out goods at low figures to make improvements in the store this fall."

"Do you do much country trade?"

"Very considerable. We have a man and team out all the time in the sewing machine and organ business; and we do a great deal of jobbing among the islands and in other parts of the county."

The St. John friends of Mr. Smith will be pleased to hear that he is doing a large and prosperous trade.

#### A NEW INDUSTRY.

Haley & Son's Sash and Door Factory and Planing Mill.

St. Stephen's newest industry is the sash and door manufactory and planing mill, started about a year ago by Messrs. Haley & Son. The firm is composed of Mr. William Haley, formerly of Yarmouth, N. S. (and recently connected with Haley Bros., St. John), and his son, Mr. Henry E. Haley, who is at present book-keeper with Parker, Eakins & Co., Yarmouth, but who will remove to St. Stephen in the spring. The new establishment is the only one of the kind on the Canadian side of the St. Croix, and its success is an assured fact. Already it does a great trade in the making of packing cases and winding-boards for the St. Croix cotton factory, turning out about 500 of the former and 10,000 of the latter every month. It is also intended to supply the St. Croix soap factory with boxes. Messrs. Haley & Son have made a lot of shooks for the St. Andrews sardine factory. They buy all their own timber, and saw it on the premises into sizes required for shooks, boxes and packing cases. The timber is bought mostly during the winter from country men, and consists of spruce, fir and pine. A large quantity of planing and matching is done for the different lumber yards at St. Stephen.

#### The Uses of Words.

Lawyer's clerk—"Will you take a chair, miss?"  
Boston girl—"No, thank you, I wouldn't know what to do with it. But I'll sit down if I may."—*Life*.

#### AN INCIDENT.

It was one day last summer  
That I met her on the beach—  
"Spending her holidays," she said,  
"I'll soon, now, have to teach."

I wandered with her by the sea,  
We picked up shells together,  
She was my partner in the stroll  
No matter what the weather.

I never was absent from her side—  
I could not keep away—  
She was so changeable, so quick  
To pass from grave to gay.

Her holidays drew to a close—  
She had "only two more days,"  
But "she truly did not mind it,  
You know, school-teaching pays."

'Twas then I pleaded: "Give it up—  
Come, be my wife"—I prayed;  
When, quietly, she answered me,  
"No, thank you, I'm engaged."

HOPE