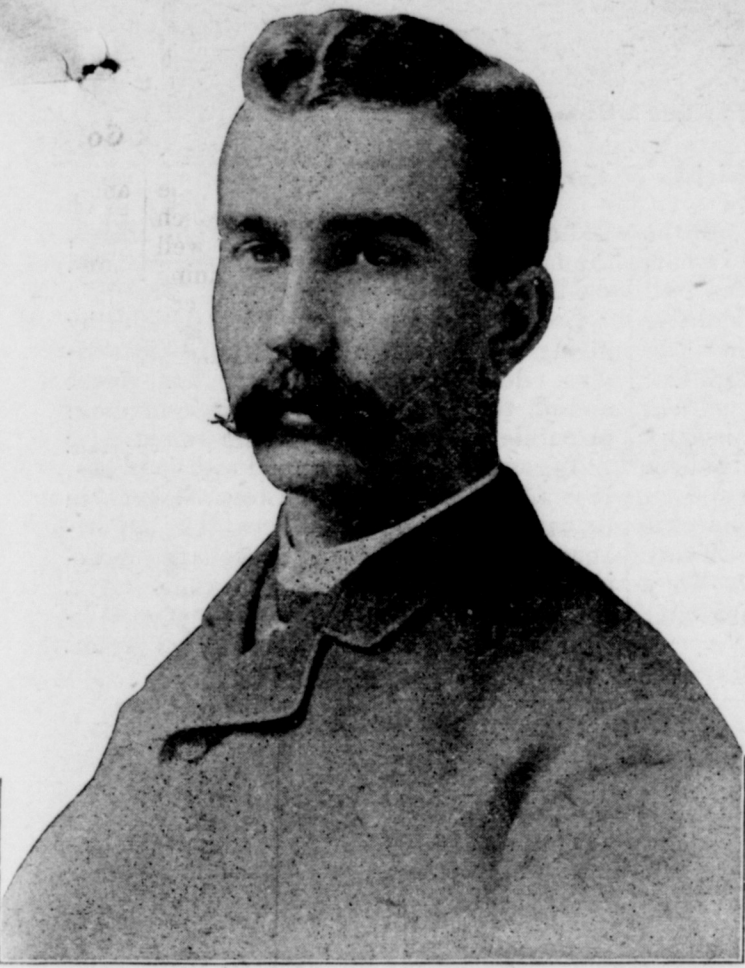




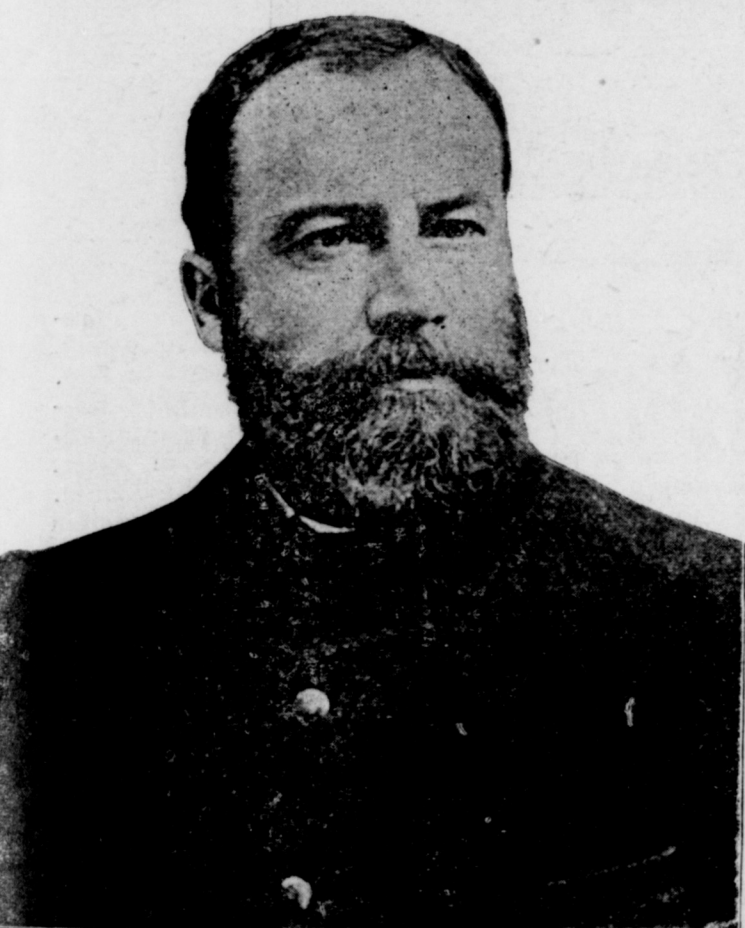
T. B. FLINT, M. P.

Mr. T. B. Flint, M. P., for Yarmouth Co., is a descendant of one of the first New Englanders to settle at Yarmouth. It is said that his ancestor was the first white man to sail up Yarmouth harbour. He was the eldest son of the late John F. Flint and was born in April, 1817. He was educated at Yarmouth and Sackville and graduated B. A., in 1867. In 1871 he graduated L. L. B., from Harvard and he studied also with the late Hon. J. W. Ritchie, Judge in Equity. In 1872 he was admitted to the bar.



E. J. VICKERY.

He contested Yarmouth county for the local legislature twice unsuccessfully, being defeated by a majority of one in 1873. He was appointed sheriff for his native county in 1883, but resigned in 1886 to accept the appointment of assistant clerk for the House of Assembly. In 1891 he was elected to the Commons to represent Yarmouth, and he has since taken a very active part in the debates, being considered an eloquent and keen speaker. He has always taken an active part in politics and is one of the leading liberal

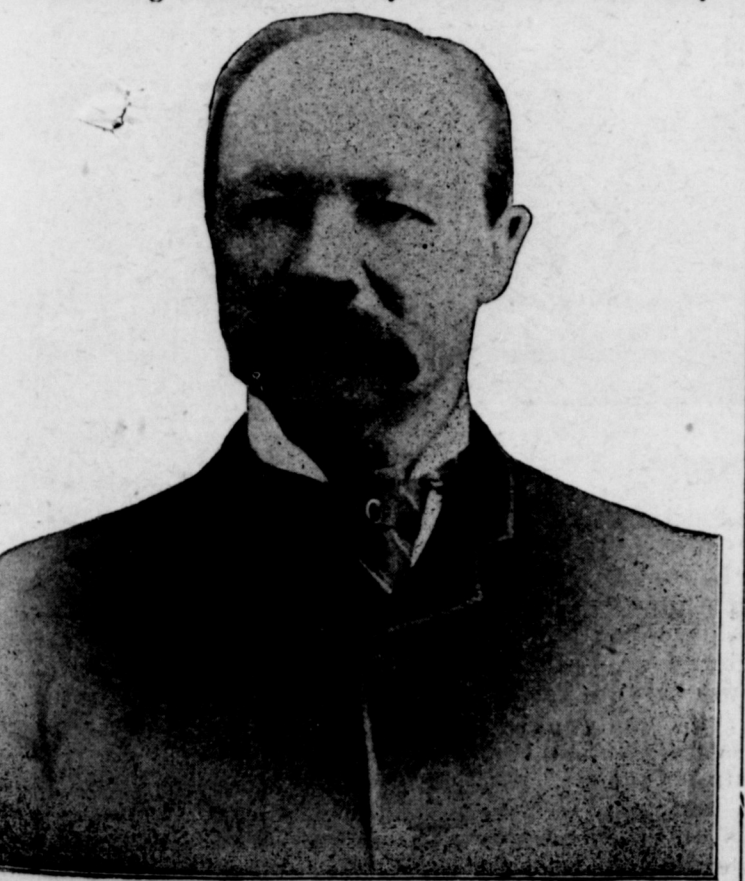


S. A. CROWELL.

Fighters in Nova Scotia, and has done much for the party. In October, 1874, he married Mary E., daughter of the late Thos. B. Dane.

EDGAR J. VICKERY.

On Main Street in Yarmouth is situated the handsome, commodious and well appointed Book and Stationery store of Mr. E. J. Vickery, who is one of the most enterprising and prosperous booksellers in the Maritime Provinces. Commencing business in the year 1885 and still only a



J. W. WALSH.

young man, Mr. Vickery has the satisfaction of noting the excellent results that are sure to reward a personal adaptation for business, good judgment in purchasing, close attention to the demands of the trade, careful enquiry as to the advanced needs of the public and a continuous outlook for whatever is new, novel, or desirable in a business that particularly requires these elements of personal qualifications are the special features by which Mr. Vickery has succeeded in building up an excellent and increasing trade.

He is very popular in Yarmouth having hosts of friends and customers in all parts of town and country.

His motto is, "That anything wanted in our line is sure to be found here," is well understood throughout his establishment and by the purchasing public.

Mr. Vickery's store is located in the most central portion of the city, right opposite the Post Office and it is a convenient and agreeable place to pass the time when waiting for the mails or for an expected car. More than that, PROGRESS can be obtained here always save when the demand exceeds the supply.

S. A. CROWELL.

S. A. Crowell & Co., hardware merchants and shoe dealers, are in their line, the leading firm in Yarmouth. They have three stores, a large handsome store on the corner of Main and Alma streets; a shoe store on the same corner, and another on Main street just below. They employ about a dozen clerks and do a large business in their three departments.

In their hardware trade they keep a very extensive stock of goods of all descriptions. Their shelf hardware is chiefly American, their heavy hardware is English. Some of their lines are mill supplies, ship chandlery, builders' hardware, shell hardware, mechanics' tools, table and pocket cutlery, lubricating oils, pure linseed oils, glass, putty, wood stains, English enamel, silver mirror plates, cut glass door panels, etc. Their specialty is painters' supplies, and they also do a large business in firearms and ammunition. A year ago they branched out into a new line by putting up a store for plated ware in which they have a fine stock of goods.

Mr. Crowell pays cash for his goods and sells at low prices. He takes a great interest in the prosperity and progress of Yarmouth and is interested in many of the towns leading enterprises and institutions, such as the Yarmouth Steam Ship Co., the new hotel and the Y. M. C. A. He has been approached to accept a nomination for civic and political honors but has always declined. He is a native of Barrington, Shelburne Co. His business is both wholesale and retail and his market is the western counties.

J. W. WALSH.

The portrait of J. W. Walsh, B. A., Principal of the Yarmouth Business College and School of Shorthand and Typewriting, appears on this page. The writer spent a very pleasant hour with the principal while he briefly outlined the modus operandi of his institution. The school is divided into three departments—Business, Shorthand and Typewriting, each under the charge of an experienced teacher, who, as far as possible, must hold the teachers' diploma of the school, the principal himself an expert in all the departments, dividing his labors among the several classes from the beginning to the closing of the course. A definite charge is made for each course; provided the standing of the student in the English branches is satisfactory, otherwise the charges are monthly; and indeed these charges are so moderate that financially speaking almost any person can receive a business training in this school. From the entrance of the pupil to the close his studies are intensely practical, and not a few, especially in the business department, holding positions of trust now in Yarmouth and the United States, have had an occasion to enter the "Actual Business" course, so practical is the method of instruction here. Each of the departments is well equipped with apparatus, and all the aids necessary to thoroughly fortify the student for business life; and it has yet to be learned that any graduate of this institution has ever failed of success. The principal of this school, from his association with societies in the United States, has unequalled facilities for assisting his graduates to positions of trust and responsibility. Among the students attending this school were some of the sons and daughters of the best educated citizens of Yarmouth. It must be gratifying to the teachers of such an institution to know that the work done here is appreciated by that class of the community. Still the classes are not so large as such an institution deserves, but the Principal has, he says, no tears for the success of his school in a progressive community like Yarmouth. "Let me tell you," said he, "we have no growlers, no fossils, no mossbacks in this Yarmouth of ours. Every mother's son of us is brimming over with enterprise and pluck; and even those of us who never had a mother are full of the thing. In a community like this everything succeeds—blood must tell." The young people of Yarmouth who may desire a business training have at their very doors an institution second to none in the provinces. The graduates of the Yarmouth Business College are no incompetents. Young men and young women who want a business training should communicate with the Principal of the Yarmouth Business College.

S. C. HOOD.

Mr. Samuel C. Hood has been in the jewelry business just twenty years in Yarmouth. He is located at 301 Main street, in Studio block, in the centre of the city. The store is very finely appointed with handsome glass front cabinets and large show cases. He has a full line of watches, clocks, silverware, jewelry and optical goods and does a large business in his various lines.

It is particularly of this other and more important line of occupation that mention would be made. Mr. Hood is a graduate optician, whose skill as a practitioner is generally conceded. He has taken special courses in optical work and is thoroughly acquainted with the principles and details of the science. He fits perfectly and any one who is afflicted with the discomfort of poor eyes or badly fitting glasses should visit him. His fame has gone abroad and his patients come from all over Nova Scotia and even from the neighbouring provinces as far as Montreal. He has highly complimentary testimonials from Messrs. T. B. Flint, M. P., Clarence



S. C. HOOD.

Rogers, J. R. Kenney and F. B. Crosby, and from Revs. Messrs. Hall and Macintosh among others.

WM. MILLEN.

A St. John face appears among the photos of Yarmouth's representation business men, that of William MilLEN, who conducts a large shoe business. He left St. John in 1860 to enter upon his mercantile career and his large and full experience of Boston and New York business life has proved of great advantage to him. He has been for a quarter of a century in the shoe business, six years in Boston, eight years in New York, eleven years in Yarmouth. Since his coming to Yarmouth he has occupied a central



WM. MILLEN.

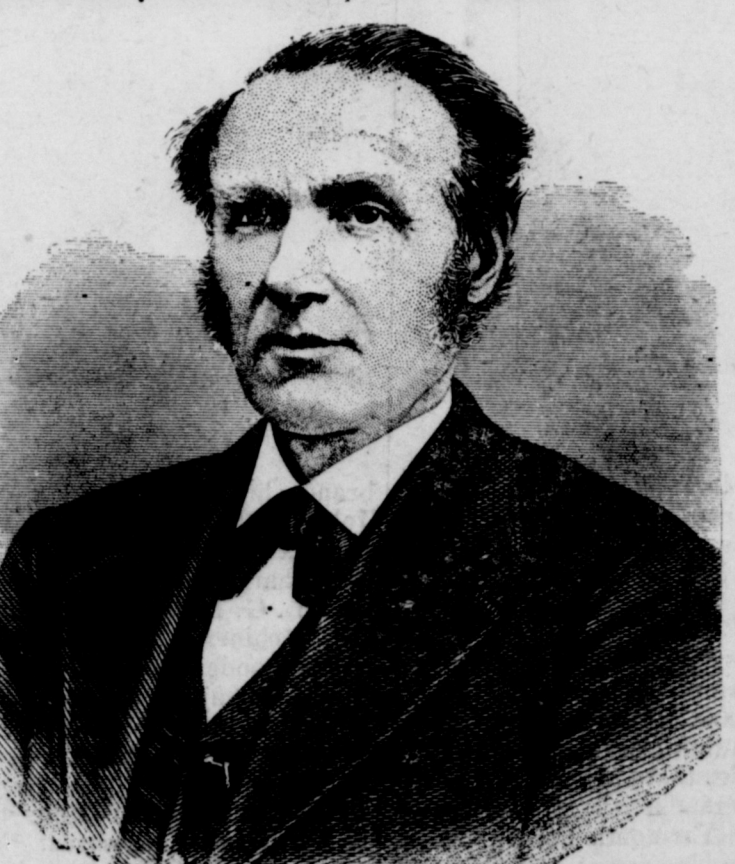
stand on Main street opposite Bank of Nova Scotia and nearly opposite the Music Hall.

He supplies the city and surrounding country and can justly claim the largest shoe business in western Nova Scotia. He keeps in stock a large variety of foot wear to suit any taste. One of his specialties is the MilLEN shoe manufactured in Montreal. This he has been handling for five years and it is the best \$3.00 shoe in the market. Mr. MilLEN follows the best business methods in order to offer



E. K. SPINNEY.

the public the best inducements to put on his shoe. He does an entirely cash business, he watches the market closely and he buys for cash and to the best advantage. As he lives just over his store he is always on hand to attend to the wants of his customers. The store is fit by gas and electricity and is fitted with the most modern appliances, such as button sewers and heel plate machines. The establishment is known as the "American Shoe Store," and the name attracts many tourists to his place of business.



A. C. ROBBINS.

E. K. SKINNEY.

Mr. E. K. Spinney, though yet a young man, has built up one of the largest businesses in Yarmouth. About 20 years ago, being then about 22 years of age, he commenced his business career. The firm was at first Spinney, Kinney & Co.; then it became Spinney, Aikens & Co., and in 1885 Mr. Spinney bought out Mr. Aikens and since then has conducted the business under his own name only.

He is located in Townsend's block, a little above the centre of Main street. He is a direct importer of iron, hardware, paints, oils, naval stores, tea, rice, soda, and makes a specialty of vessels outfits and fishing supplies. His store and office room is large and he has large warehouses on the water front.

Mr. Spinney devotes himself to a large variety of undertakings being interested in fishing, shipping, lumbering and manufacturing. He also represents a number of insurance companies, the Union Fire Insurance Co., the Imperial Fire Insurance Co. and Queen Fire Insurance Co., of England; Eastern Fire Insurance Co., of Canada; National Fire Insurance Co., of Ireland; Mutual Life Assurance Co., of New York, and others.

Mr. Spinney has always taken an interest in everything which he thought might help and benefit Yarmouth and he is truly one of the town's best benefactors.

A. C. ROBBINS.

Mr. Robbins has retired now from active life, and lives a life of ease with his daughter, Mrs. Farr, in his own handsome residence, said by some, to be the handsomest in Yarmouth. He still retains the kindly manner, and that genial welcome which always attracted people to him. He is now well past the allotted three score and ten years, and loves to tell how Yarmouth has gone forward, and what difficulties and trials her citizens had to endure in her early days. He filled the position of president of the Bank of Yarmouth for many years, and later was a Director of the Exchange Bank, but failing health forced his retirement from a public and business life. He still attends to his own shipping business however, and may be found in his office for a couple of hours in the day. Mr. Robbins is considered a wealthy man, and his money is invested at home and in home enterprises. Among the number, might be mentioned Parker, Eakins & Co. and the Yarmouth Duck and Yarn Co. Ltd. as well as many others.

WM. LAW, M. P. P.

A man who has long been connected with Yarmouth's active business life is Wm. Law, M. P. P., who represents the town's contribution to the local legislature. He is a native of Erin and came to Yarmouth from Belfast in 1847. He resided in the United States for a time and then returned to the town and has lived there ever since. He is senior partner of the long established firm of Wm. Law & Co., auction, commission and wholesale grocery merchants, which was established in 1860. None of the men who were controlling mercantile business of any sort are now thus engaged except Mr. Law. All those houses have passed into other hands.

Mr. Law has been agent for the Boston Marine Insurance Company for fourteen years. In 1888 they put up their handsome building on the corner of Main and Cliff streets. It is a three story brick building, 60 feet square and contains, beside the offices of the company and of Wm. Law & Co., a very fine music hall as well as a number of lawyers' offices.

Mr. Law has identified himself closely with the shipping business and is now the largest ship owner in Yarmouth. His list includes one iron ship, two steel and seven large wooden ones. He is also the promoter of the street railway, and it was entirely through his exertions that this was constructed. He was some years agitating it and at his own expense obtained a charter. At length he got capital interested and the investment has proved a marked success. He is, among other public enterprises with which he is connected, a director of the Yarmouth cemetery.

Mr. Law was elected to represent Yarmouth county in the Nova Scotia legislature in 1886, and was re-elected in 1890. The trust reposed in him he has not betrayed, and the interests of his constituency have been well looked after. His residence is at Milton and is one of the handsomest in town, while his grounds are very finely laid out and have the best gardening attention.

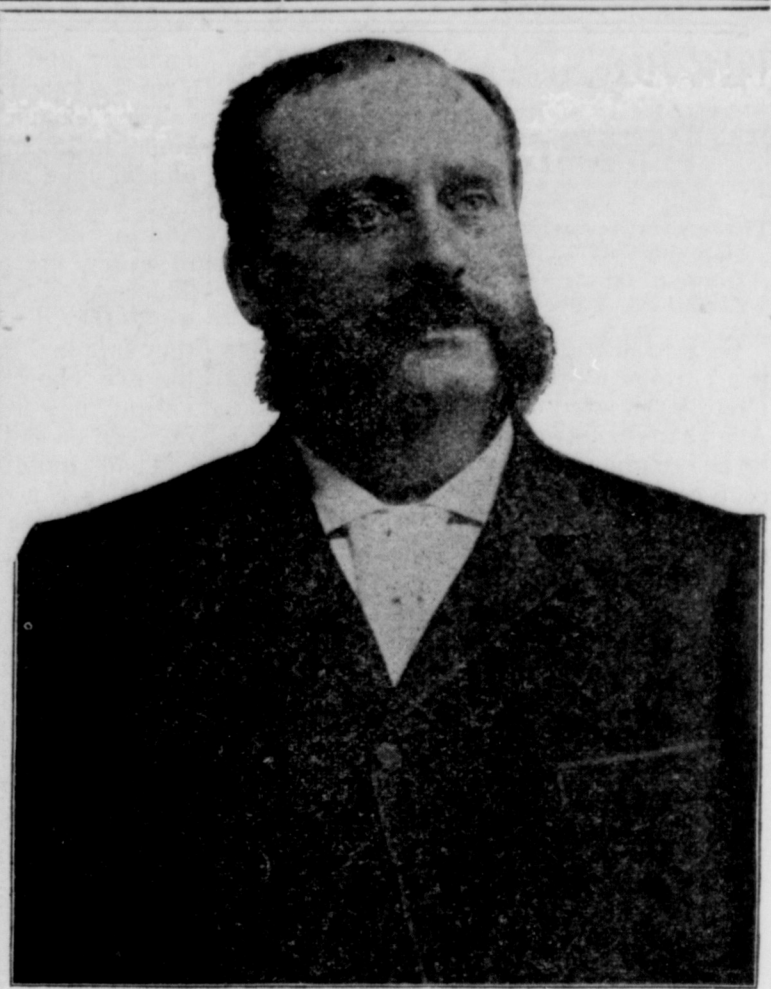
L. G. SWAIN.

Justly celebrated among the tourists who visit this province and carry away with them mementos of its pleasant villages and lovely landscapes is the photographic studio of Mr. L. G. Swain. It is located on the corner of Main and Cliff streets, and is furnished with an excellent outfit adapted to do the best photographic work. Mr. Swain has been a resident in Yarmouth for forty years and the greater part of that time has been devoted to the camera, so that he is an artist of thorough experience in his profession, and is prepared to give the best satisfaction to his customers.

He is ably assisted by Alfonso Doe, who, under Mr. Swain's instruction, has become a skilled artist in landscape work. He displays excellent taste in choice of most picturesque spots and he places his camera only upon those points from which the landscape appears to the best advantage. Though Mr. Swain does excellent grouping and individual work, his forte is as a landscape photographer and he intends in future to devote himself to this even more than he has already. To this end he has in immediate contemplation a new studio which he will place in charge of another man and let Mr. Doe, with the aid of an assistant, devote himself to landscapes. His photos are on sale at his studio and at the bookstores, and orders are attended to with promptness.

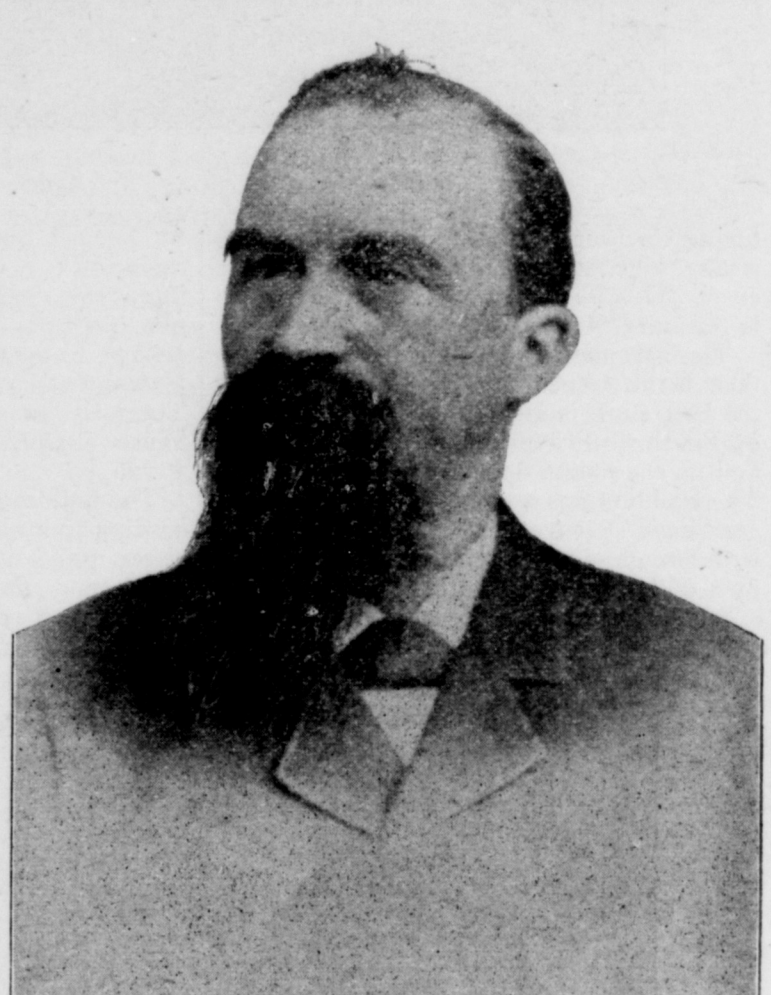
CHAS. E. BROWN.

In another column is a good photo of one of Yarmouth's oldest and best-known men. Mr. Brown has for many years past been a leading spirit in the affairs of Yarmouth. He is now president of the Milton Library Association, and the success of that institution is in a great manner due to his energy and perseverance. For thirty years he acted as secretary to it, and it was only on the completion of the third decade that he was allowed to retire, and then to fill the position of president, which he has since held. Mr. Brown is also a director of the Bank of Yarmouth, which position he has held for many years.



A. J. MCCALLUM.

Among Yarmouth's business men the old granite town of St. George, N. B., is represented in Mr. A. J. McCallum, the proprietor of a large and lucrative drug business. He has been engaged in business about twenty years and his large experience guarantees the best attention to customers. A year or so ago he was burnt out and he is now located in "Studio" block, 295 Main street. Here he



WM. LAW, M. P. P.

keeps a general line of drugs and medicines, sundries and the best line of remedies.

Mr. McCallum is best known in connection with a couple of proprietary medicines in which he does a large business. His Fruit Phosphate Nerve Tonic has found a large sale.

At present he is introducing another remedy, his Phosphates and Iron Tablets, a powerful nerve tonic and a perfect boon for insomnia or overwork. For those who are afflicted with sleeplessness no better remedy can be found. He proposes to push this and will take every advantage of every means and offer every inducement to open a market for it, believing that it once it gets a hold upon trade



L. G. SWAIN.

its excellence will cause its quick arrival in public favor. The regular price is 50 cents per package, but in order to introduce these tablets he purposes to mail them per order three packages put up plainly for \$1.00. Special attention will be given to mail orders, and persons afflicted with insomnia could not do better than test and find out their excellence.



CHAS. E. BROWN.