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PAST AND PRESENT.

A Historical and Descriptive Sketch of

CORTLAND, N. Y.

BY D. MORRIS KURTZ.

PRICE, 25 CENTS.







# PAST AND PRESENT.



A HISTORICAL

—AND—

DESCRIPTIVE SKETCH

—OF—

CORTLAND, N. Y.,

—AND ITS—

MANUFACTURING AND COMMERCIAL INTERESTS.

—BY—

D. MORRIS KURTZ.



SHOWING ITS ATTRACTIONS AS A PLACE OF RESIDENCE AND  
ADVANTAGES AS A LOCATION FOR MANUFACTURING  
ENTERPRISES.



1883.

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## PART I.

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# CORTLAND.

### ITS RISE AND PROGRESS—THE PAST AND THE PRESENT.



LIVING on a broad and level plain, in the picturesque valley of the Tioughnioga, at the confluence of the east and west branches of the Tioughnioga river, surrounded by high hills through which debouch five rich valleys leading North, South, East, and West, the pretty village of Cortland is a worthy rival of the most beautiful town that adorns the great Empire State.

Covering an area of two square miles, laid out in irregular squares, with wide and even streets, uniformly shaded by rows of maple, elm or pine trees, and lined with pretty cottages, elegant mansions or handsome business structures, Cortland, especially in the summer time, presents a most attractive appearance. Main street, the principal business thoroughfare, commencing at the foot of the South hills, and running due north for nearly a mile and a half, then diagonally northwest until it meets Adams street and forms the Homer road, contains many neat residences, and is lined, with the exception of that portion devoted exclusively to business, with beautiful maples. But even that portion is not entirely devoid of foliage, for right in its heart, set not more than ten feet apart, is that row of noble maples fronting the old brick mansion of the Randalls, and its acre or more of gravelled walks winding through beds of beautiful flowers, rare shrubbery and stately old trees, separated from the public walk only by a low, time-stained wall of stone, with old fashioned high arched gates of iron. And both north and south of this "oasis," are many structures of brick and iron which in architectural appearance and proportions would do credit to much larger cities, and are occupied by enterprising merchants. Then one block east, and running parallel, is Church street, with its extraordinary width, that is not sufficient even, to prevent the majestic trees, full grown many a

year ago, from casting their shadows clear across ; and here are the churches, the old and the new side by side, the more costly and elegant Congregational edifice, erected in 1882, along side the old fashioned cobble-stone church of the Universalists, erected in 1837 ; the old frame church of the Presbyterians, built in 1828, between the modern and expensive structures, with their heavenward-towering spires, of the Baptists and the Methodists ; and here, too, near the site of the old Cortlandville Academy, is the tasteful monument erected in 1876 to the memory of Cortland's fallen braves, and which stands like a sentinel on guard in front the attractive grounds of the Normal School, extending east to Greenbush street, and laid out in tortuous paths, with well kept lawns, neatly trimmed shrubbery and growing trees adding largely to the appearance of the pleasing school buildings. Still further east extends new streets to the banks of the Tioughnioga, where is heard the hum of machinery in busy manufactories, and are springing up pretty little cottages, while in the southeast is Blodgett's unique park, with its trout ponds, and myriads of "speckled beauties," fountains, romantic lover's retreat, and wonderful maze and all the other delights and surprises the genius of this self-taught landscape gardener has furnished. And on the west side of Main street looms up Monroe Heights, on which are built some fine residences, and which in time will doubtless be terraced and form a most delightful spot ; starting at the corner of Main and Port Watson streets, and running diagonally southwest, Tompkins street, with its handsome dwellings, beautiful lawns and abundance of shade-giving trees, forms a favorite place of residence, while a rippling brook winds its way around the Heights and meandering through the meadows mingles its limpid waters with the Tioughnioga, which, entering on the north, skirts the base of Benham's hill and being joined by the East branch goes murmuring along the Eastern borders of the village to help swell the current of the Chenango, which in turn lends its assistance to the Susquehanna and thus journeys to the sea. And when the surrounding hills are covered with all their wealth of foliage and the trees throughout the village are full in their leaf, no panegyric, however glowing, could more than do it justice.

The village does not present the rural aspect one would naturally expect, however, the horse cars traversing Main street, the smoke curling upwards from its numerous factories and the hum of their machinery dispelling such an illusion ; and in the evening, when the streets are lighted by gas and thronged with promenaders it is, indeed, a busy, bustling little city.

Cortland is situated in the western part of Cortland county, of which it is the capital, on the lines of the Syracuse, Binghamton and New York, Utica, Ithaca and Elmira, and Cazenovia, Canastota and DeRuyter Railroads, and is forty-three miles south of Syracuse, forty-three miles north of Binghamton, seventy miles northeast of Elmira and eighty-two miles southwest of Utica, and has a population of about 6,000 inhabitants.

The early history of the village is rather vague and meagre. Prof. Charles W. Sanders, of New York, the well-known author of "Sanders Series of Spellers and Readers," who was born here, very kindly furnished the following as his recollections of its earlier days : "The beautiful, enterprising and flourishing village of Cortland, situated about midway between Binghamton and Syracuse, began to be settled in the early part of this century. It was formerly a part of the town of Homer which was ten miles square, divided in the centre. Homer and Cortland being only about two miles apart, a spirit of rivalry sprang up between them, which resulted in their separation April 11, 1829. Among the earliest settlers were four brothers—Solomon, John, Jonathan and James Hubbard, Samuel Crittenden, Eber Stone, John Morse, Moses Hopkins and Mr. Watson. As so many valleys centered

around Court House Hill, they predicted that near the base of that hill was the place to locate a village site, and some of them climbed the trees on that hill in order to ascertain the most probable, convenient, and eligible spot. Mr. Hopkins selected the west side of the hill, and located west of Otter creek. Mr. Morse purchased the land east of South Main street, now owned by Randolph Randall, and Mr. Watson settled at Port Watson, from whom the place takes its name. Solomon Hubbard, for whom the writer worked two summers, owned all the land both sides of Tompkins street, from the house formerly owned by Roswell Randall to Otter creek, embracing the cemetery grounds, and those on which such elegant palaces now adorn the village. Besides these he owned nearly all the land one mile south of Tompkins street, between Owego and Main streets, embracing lands now owned by Randolph Randall as far east as Pendleton street. Jonathan Hubbard, father of Jonathan Hubbard now living in this village, in 1798 purchased all the land lying between Main and Greenbush streets, and from Port Watson street north as far as the river. He also purchased a few acres below, near that river, on which he erected a mill in 1804 [1802-3?]\* One of his children was born in that mill. He also built the first frame house in the village on the northeast corner of Main and Court streets, which was demolished over fifty years ago, the boys making a bonfire of the rubbish. He was the wealthiest man in town. He died in 1814. At that early period the forests were plentifully stocked with wild deer, and the rivers with fish. The deers were so "unacquainted with man," that they were easily taken and furnished food for the early settlers; but bears and wolves made sad havoc among the young cattle, sheep, and swine that run at large in the woods. Among the first merchants of Cortland were two brothers, William and Roswell Randall, who commenced business in 1810, [1812?], and Mr. Asahel Lyman, who commenced a little earlier. These merchants kept such articles as were in demand in a newly settled country, and were obliged to transport their goods by teams from Albany over the Cherry Valley turnpike, and thence to Cortland. Mr. Lyman, after carrying on business several years, erected the 'Old Brick Store,' now standing opposite the Cortland House. It was built in 1817, of brick manufactured about two miles from the village by Truman Doud. Messrs. William and Roswell Randall established business on the corner of Main and Port Watson streets, opposite the Messenger House. In exchange for their goods these merchants were obliged to accept such commodities as the country produced. Among these, ashes were a staple article, which they converted into potash or pearlash for New York market. Two smoking, seething, hissing distilleries were kept in constant operation, converting the grain into whiskey, which, except what was consumed here, was transported down the Tioughnioga river in arks built at Port Watson, thence down the Susquehanna to Harrisburg, and other large places. The Court House and jail were located on Court House hill (Monroe Heights.) John Keep was the first Judge of the county, and at that time owned the house now occupied as the County Poor House. The jail was seldom destitute of tenants, not so much by those who had contravened the laws of the country, as by those who were so unfortunate as to be unable to pay their debts. The jail limits extended one mile from the jail, and the debtor was not allowed by law to go beyond that, except on Sundays, when he had a right to visit his family and friends, but must return before sunrise Monday morning. The principal lawyers in the village at that time were Oliver Wiswell, Henry Stevens, Nathan Dayton, and Samuel Nelson. The latter, for many years, was Judge of the Supreme Court of the United States. He died at Cooperstown in 1872. There were three hotels, or taverns, as they were then called, one kept by Danforth Merrick, on the site

\*See sketch, "The Cortland Mills," Part II.

of the Cortland House, one on the northwest corner of Main and Court streets, kept by Joshua Ballard, and one on the site of the Messenger House kept by Nathan Luce. The three physicians of the place were Drs. Budlong, Boies, and Goodyear. The first religious society in Cortland was formed in 1801, and soon after they erected a house of worship opposite the turn of the road leading to Homer. The society was called 'The Baptist Church of Christ in Homer.' Rev. Alfred Bennet was its honored pastor for many years, and in 1824 it numbered nearly 700 members. It was then divided into three societies, constituting the Baptist Church in Homer, the Baptist Church in Cortland, and the Baptist Church in McGrawville. The next religious society organized in Cortland was that of the Methodist. They erected the first house of worship (?) in the village in 1820. Rev. George W. Densmore being the pastor at that time. That house has been removed, and a commodious and elegant brick edifice now occupies the original site. Soon after the Presbyterian society erected their present house of worship, which continues in good repair to this day. The village now contains seven elegant church edifices, that are well filled every Sabbath with intelligent congregations. One of the chief causes of the prosperity of Cortland must be attributed to the lively interest the people have always manifested in the cause of popular education. Beside its excellent public schools, the Old Academy, though receiving no revenue from the State, was, for many years, a successful rival of Cortland (Homer) Academy, and now the Normal School is not surpassed by any for its excellent system of instruction, and its efficient and competent corps of instructors."

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Unfortunately, there are no available means of fully tracing the early history or verifying the facts and dates given, but such others as I have been enabled to glean are presented with the belief that they are substantially correct. The township of Cortlandville is not wholly embraced in this sketch, however, but only that portion—lots 64, 65, 66, 74, 75 and 76 on the county map—originally comprising the village of Cortland.

The pioneer settlers of the village were Jonathan Hubbard and Colonel Moses Hopkins, who came in 1794, and located, Hubbard on land now in the heart of the village, and Hopkins on lot 64. It was a wild but picturesque country, forming a part of Homer township, Onondaga county, which had just been organized that year from Herkimer county, and had not as yet attracted any settlers. Homer had been settled in 1791, when Herkimer county was formed from Montgomery, by Amos Todd and Joseph Beebe, "the first of the noble pioneers who planted the standard of civilization in the Tioughnioga Valley. Previous to 1791, the territory now comprised within the county of Cortland was known to the whites only by charts and maps, and though forming a constituent portion of the State of New York, was regarded, on account of its location, of but minor importance." \*

And these hardy settlers lived not a life of pleasure, except that which comes from industry and contentment, for their homes were simply rude houses built of logs and poles. They were followed in 1795 by Thomas Wilcox, who also located on lot 64, and Reuben Doud, James Scott, John Morse and Levi Lee, these four settling on lot 75. About this time, too, Dr. Lewis S. Owen, who is said to have built the first frame house in Cortland county, came from Albany and settled on lot 66, but afterward removed to Homer. Enoch Hotchkiss, Samuel Crittenden and Eber Stone came about 1796-7, the first named locating on lot 75, and the two latter on 66. In 1798 additional settlers were found in Samuel Ingles and his son, Samuel Ingles, Jr., who also located on lot 75, and then there does not appear to have been

\*Goodwin's "Pioneer History."

another until about 1802, when William Mallery located near Court House Hill (Monroe Heights) and John A. Freer, father of Anthony and S. D. Freer (the latter still a hale and hearty man of business), settled on lot 74. The building of a grist mill in 1802-3,\* by Jonathan Hubbard, must have added considerably to the importance of this settlement, yet I do not find trace of another settler until 1805, when Nathan Blodgett came from Massachusetts and located on lots 65 and 66, and then again there appears to be a blank until John Ingles and Edmund Mallery settled on lot 74 in 1808. The names of Gilbert Budd, Jeremiah Chase, John McFarlan, John M'Nish, Archibald Turner, John Stillman, Elisha Crosby and Lemuel Ingles, appear about this time, however, but when they came and whether they settled here during the earlier years or not, I am unable to say, but Lemuel Ingles seems to have engaged in mercantile pursuits and to have been the first tradesman in the village.

The southern portion of Onondaga county was being settled quite rapidly, and as the distance these settlers were compelled to travel in their attendance upon court, in Syracuse, was from fifty to sixty miles, over almost impassable roads, and requiring the loss of considerable time, a petition was presented for the division and erection of a new county by the name of "Courtlandt," which was granted by an act passed April 8, 1808. "Cortland county was named in honor of General Peter Van-Cortlandt, a gentleman who was extensively engaged in the purchase and sale of land. It is bounded on the north by Onondaga county; east by Madison and Chenango; south by Broome and Tioga; and west by Tompkins and Cayuga. Its area is a fraction over 500 square miles, and contains about 320,000 acres, forming a portion of the high 'central section of the State.' Its northern boundary lies on the dividing ridge which separates the waters flowing into Lake Ontario and the tributaries of the Susquehanna River. The surface of this county is much diversified, and may be appropriately divided into rich valleys and fertile hills. The territory comprised within the boundaries of Cortland county is composed of four whole and two half townships of the Military Tract, or lands granted by the State of New York to the soldiers of the Revolution."

The act of April 8, 1808, authorizing the erection of Courtland county, provided that the courts "should be held at the school house on lot 45, in the town of Homer." This was merely a temporary arrangement, however, to continue only until a site was selected and a court house erected. The little towns of Homer, Cortland, Port Watson and McGrawville "were equally interested in securing the location of the public buildings, and the good citizens were, apparently, equally certain of success." The locating commissioners, Joseph L. Richardson, of Auburn, Nathan Smith, of Herkimer, and Nathaniel Locke, of Chenango, after examining the various sites, decided upon "a commanding eminence west of Cortland village," which caused much bitter feeling, the people of Homer and Port Watson becoming very much excited upon learning of the decision—so unfavorable to their own peculiar interests. And to William Mallery the credit is given for securing the public buildings to Cortland, the location of which here has proven so beneficial. The court house and jail—a pine and hemlock structure—were erected in 1810, on the brow of the hill which was afterwards known as Court House Hill, but has since been christened Monroe Heights. John Keep was appointed Cortland county's first judge on the 3d day of April, 1810, and during that year His Honor opened court in the new "seat of justice," and it is not at all unlikely that the witnesses and jurors congregated in the evening at Samuel Ingles' tavern, which had been built on the site subsequently occupied by the Barnard block (now Sager & Jennings and Dexter House), and at Lemuel Ingles' store, to talk over the events of the day.

\*See sketch, "The Cortland Mills," Part II.

A school house—the first—stood on the present site of the Messenger House, and in 1811 the first church was erected by the Baptists, (who had organized in 1801,) in “the present limits of Cortlandville, about one-half mile north of the old court house.” Already were the beneficial effects derived from the location of the public buildings in the village beginning to be felt, and about 1812 the Randalls, William and Roswell, were attracted here from Madison county and engaged in the mercantile trade. In 1813 another religious society—the Universalist—was formed, and on the 19th day of May, 1814, Courtlandt village postoffice was established in a front room in the house where W. R. Randall now resides, Oliver Wiswell being the first postmaster. And during this year, too, was established the first newspaper, the *Cortland Republican*, a four-page (four columns small pica type on a page) paper, printed on a 12x18 inches sheet of brownish-white hand-made paper, and edited by Benjamin S. and David Campbell.

It was at about this period that the first manufacturing industry was established—a nail factory—in the little old wooden building in which for the past fifty years Horace Dibble has carded wool on the same old machine which had served his predecessor nine or ten years, and was even then second-handed.\* Goodwin’s “Pioneer History” makes mention of a William Sherman, who came to Homer in the Summer of 1815, and “soon after, he erected a machine shop for the manufacture of nails—the first of the kind in the State of New York—the machinery being so arranged as to feed, cut, head and stamp without assistance. On the head of each nail was stamped the letter S. Four-penny nails were then worth twenty-five cents per pound.” I am under the impression, however, that Sherman began manufacturing nails in this building, which was erected by a man named McClure about 1816, and had a saw mill in the rear, run by the same water privilege, and that he subsequently removed the machinery to Homer, where he continued to manufacture nails for a number of years. Mr. Dibble states that when he passed through Cortland in 1821, nails were then being made here by Sherman’s machine, and I have now in my possession several nails with the letters W and S stamped on their heads, which were with some difficulty drawn out of the clapboards covering the rear of the old building, by me, a few moments before these lines were written, and which there is every reason for believing were among the first nails manufactured by that machine.

Both Cortland and Homer were growing with some degree of rapidity, the latter perhaps leading, and the strong rivalry between them led to the establishment, in 1817, of the *Repository*, a weekly newspaper, by Dr. Jesse Searl, and then occurred one of those recriminating newspaper fights which the editors of this day have not as yet outgrown. Roswell Randall was then postmaster, with the office in his store on the southwest corner of Main and Port Watson streets, and the leading members of the bar were Oliver Wiswell, Henry Stephens, Samuel J. Baldwin, Townsend Ross, Edward C. Reed and Augustus Donnelly. In 1821 the Methodists, who had formed a class in 1804, when the first Methodist meeting was held at the house of Jonathan Hubbard, built a church on Church street, and the fact that there were three religious societies in the village, indicates that it was making progress.

“The mail was brought from Syracuse by a four horse stage, the horn announcing its arrival being tooted vigorously from the upper end of Main street to the post office door. The arrival of one mail and the departure of another were the only enlivening events of the day. The postoffice of that time was a very small affair compared with the one at present, as persons were considered lucky who received one letter a month, and in order to get that had often to pay as high as twenty-five cents,” Samuel Nelson, then a young lawyer who had located in Cortland about 1817,

\*See sketch, “Horace Dibble’s Wool Carding Mill,” Part II.

was postmaster from May 11, 1822, until succeeded by Charles Lynde, a village storekeeper, June 2, 1823, and here was laid the foundation of Chief Justice Nelson's successful public career.

The year 1823 was marked by the erection of two buildings which now form the landmarks of an almost forgotten age. It was during this year that the two story brick building on the corner of Main and Court streets, now occupied by the Savings Bank, was erected by William Randall for his store, and from a cherry counter then placed in the building, Lewis Hauuum has made a very fine violin. And it was then, also, that the old mill\* which ruined the health and fortunes of several good men was erected by Nelson Spencer for a paper mill. In tracing the history of this old mill the following interesting letter, in answer to my request for information, was received from Mr. James H. Sinclair, local editor of the *Chenango Union*, who passed his boyhood days in Cortland:

"OFFICE OF THE CHENANGO UNION, NORWICH, N. Y., July 27, 1883.

D. MORRIS KURTZ, ESQ.: *Dear Sir*.—Your favor of the 23d inst. was duly received and a pressure of business will, I trust, excuse the delay in replying. While I regret my inability to give you anything like a satisfactory sketch of the old mill—my "Mecca" still, when I visit Cortland—I will gladly give you what information I can. When the mill was built I am unable to say. It was erected, I am quite sure, by Nelson Spencer, who was distantly related to the Randalls, of Cortland. Early in the spring of 1832 or 1833—the former year, I think, my father, Thomas Sinclair, in company with John J. Speed, both of Ithaca, purchased the property—Spencer having failed in business—and father at once removed with his family to Cortland, and took charge of the job of refitting the mill, which was at the time in a very demoralized condition. From my recollection now, the buildings must have been a dozen or more years old. Nothing, I believe, but coarse paper had been made there, and the machinery was of the most primitive kind. Paper had been made by the hand process—the pulp dipped from a vat, in a seive-like frame, forming the sheet by gently shaking—a tedious process, and one requiring a skilled workman. At that time there was quite a settlement of dwellings clustered around the old mill, which had been and were afterwards occupied by employees and their families; and there was also a store, owned and run on a small scale by the mill owner. Nearly all of these buildings have gone to decay. The new firm of Speed & Sinclair refitted the mill throughout and put in a machine for making paper, but without driers. They made fine papers a specialty, and their goods stood foremost in the market. It was a busy little hamlet and a pleasant one. My father died in the spring of 1841, and for some time after that the business was leased to the employees in the mill. About the year 1847, Daniel Bradford, who was engaged in book-selling in the village, purchased the property, and conducted the business of paper making. Here I am at a loss to give you dates, as I had then left the place; but I think the next purchaser was Stephen D. Freer, still of Cortland, who converted the old establishment into an oil mill. After a time he disposed of it to a Mr. Spear, (I think that was the name,) who continued the same business for some years. Then it went into the hands of the Messrs. Cooper, who converted it into a foundry and machine shop, and are still, I believe, its proprietors. \* \* \* Thanking you for your kind offer of a copy of the pamphlet, when issued, which I appreciate, and trusting that its publication will meet your expectations and those of the public, I remain,

Yours truly,

J. H. SINCLAIR."

The principal event in the next six years was the granting of a charter to the Syracuse, Binghamton and New York Railroad, in 1826, and the consequent hopes

\*See sketch, "Cooper Bros. Foundry and Machine Shops," Part II.

of rapid improvement to which the scheme gave rise, and despondency at its failure to be carried out. "It was most evident that the Tioughnioga River, as a commercial highway, could never be available to any great extent, and that other channels of communication must be provided in order to encourage enterprise and reward adventure. State roads had been laid out, and were measurably improved; and the county had been cut up into goros or townships, while each of these was made to resemble an imperfect checker board, being variously marked out by 'bridle paths,' or, to say the least, very undesirable roads. The Erie canal, commenced in 1817, and completed in 1825, established a more direct line of communication with Eastern cities. Previous to this, the heavy goods of our merchants were brought up to Albany by way of the North River; were then conveyed by land to Schenectady; then through the canal at Little Falls; then through Wood Creek, Oneida Lake, Onondaga River, and the Tioughnioga, or were transported by land and carriage from Albany or Utica. Cattle were usually driven to the Philadelphia markets; potash was sent to New York or Montreal; wheat was shipped on rafts and arks down the Tioughnioga and Susquehanna to Baltimore. Internally shut out from the natural advantages or the more remote benefits of artificial communication with which other sections of the country were blessed, the citizens located on the rich flats of Cortland, Homer and Preble were made thrice joyful in their exultations of success. The toils, the sacrifices, and the cost of building a railroad had not, however, been fully considered or counted, and hence the active projectors were doomed, like the inexperienced alchemist, to see their golden dream fade away." Considerable improvement had been made in the village during these years, however, the Presbyterian society, which had been organized in 1824, having built in 1828 the frame edifice still standing on Church street; William Randall erecting in the same year the mansion on Main street, now occupied by Randolph Randall, which has not in the least changed in appearance, except it be in the marks of time; the female boarding seminary, which Oliver W. Brewster conducted for a number of years in the old frame building then standing on the north-west corner of Main and Court streets, which had formerly been occupied by Eb. Hopkins as a tavern, and in which music and the languages were taught the young ladies, many of whom were attracted here from a distance, and then after a time converted into a tenement house, and finally removed to its present site, where it is occupied by Smith & Kingsbury's hardware store, also being opened this year; and the population somewhat increasing. John Lyndes, a physician, had succeeded Charles Lyndes as postmaster in December, 1824, and kept the office at his house, about half-way between Cortland and Homer, until he was succeeded, July 28, 1825, by Roswell Randall, who removed it to his store in the old Eagle block, opposite the Messenger House corner.

The bitter feeling engendered between Cortland and Homer by the success of the former in securing the public buildings in 1810, and which had been kept alive and fanned into a flame by the newspapers of the rival villages, culminated in 1829 in the division of the township, Cortlandville township being formed from the southern part of Homer. The village then contained about 400 or 500 inhabitants, with the usual complement of stores and taverns, and had as manufacturing industries the paper mill of Nelson Spencer, the wool carding and cloth dressing mill of Martin Merrick, who purchased the nail factory for this purpose when William Sherman removed that enterprise to Homer, and the pottery of Sylvester Blair, which had just been established by him on the North side of Court House Hill.\*

Time passed on, on its never returning journey, and the village made progress slowly but surely, another accession to its manufacturing ranks being received in

\*See sketch "The Tioughniogian Pottery," Part II,



1832 in the establishment of a small foundry and machine shop by Daniel Larned,\* on Port Watson street. The community was evidently a religious one, and gave freely of their means, to the cause of the Lord, for in 1833 it is found that the Baptist society built a new edifice on Church street. But as an offset to this Danforth Merriek had built the Cortland House the preceding year. Canfield Marsh was the postmaster, having succeeded John Lyndes on the 28th of July, 1830, and keeping the office in his store in the old wooden building which stood on the present site of the Union Hall block, where he was a manufacturer of and dealer in hats and caps, and Rufus A. Reed was the editor of the *Republican and Eagle*, a consolidation of the *Cortland Republican* and *Homer Eagle*, which occurred about 1832. "Mr. Reed's printing office was in the second story of what was once known as Elder's store, but in 1836 the three story building now known as the Keator block, on the corner of Main and Port Watson streets, was erected by Webb & Edgcomb, merchants, and the *Republican* office was removed to the corner rooms in the third-story of that structure. The second story was occupied by Horatio Ballard and Dr. A. B. Shipman in front, and J. Depuy Freer in a rear room over what is now the drug store of G. W. Bradford. Of Mr. Ballard there is no present need to speak; but the mention of the name of Depuy Freer will call to the minds of your older inhabitants an excellent lawyer and genial man, whose comparatively early death was greatly regretted."† During this period, also, was published the *Cortland Advocate*, a Democratic or Jacksonian paper, edited by Henry S. Randall, which succeeded in 1838.

The location of the Court House on the hill appears to have become, for some unknown reasons, objectionable (although it would seem that a more desirable site could not be chosen), and the old structure was accordingly condemned, and pronounced "unsafe," and about 1837 the brick building, with its stone jail in the rear, on the corner of Court and Church streets, was erected, the deed of the land on which it stands bearing date February 18, 1837. In this year, too, the Universalists built their church, and it was about this time that Charles W. Sanders first issued his "Sander's Speller," the press work being done on an ordinary hand printing press in the *Republican and Eagle* office and Daniel Bradford doing the binding. Two years later—the first week in September, 1839—the Cortland County Agricultural Society which had been organized in 1838, held their first exhibition in the school building afterwards occupied by the Cortlandville Academy, and November 14, 1839, Richard Scouten, proprietor of the old Eagle "tavern," then a two-story building, succeeded Canfield Marsh as postmaster, and as he kept the office in his "tavern," there were doubtless many callers for "mail."

The exciting Presidential campaign of 1840 was then approaching, and the Democrats, being without an organ, a stock subscription was secured, and in the spring of 1840 the *Cortland Democrat* was issued, with Seth Haight and Henry W. Depuy as the editors and publishers. Among the older of the Democratic leaders in the village at that time were Joseph Reynolds, Henry Stephens, Roswell Randall, William Bartlit, J. Depuy Freer and Anthony Freer, and among the younger were Horatio Ballard, Henry S. Randall, Frederick Hyde, Henry Brewer, William H. Shankland, James S. Leach, William P. Lyndes, Andrew Dickson and William B. Allen. The Republicans or Whigs, more properly speaking, numbered among their leaders, Rufus A. Reed, Oren Stinson, Harry McGraw, John J. Adams, Tercius Eels, Gideon Babeock, Joel B. Hibbard, Danforth Merrick, James C. Pomeroy and Daniel

\*See sketch, "The Cortland Machine Company," Part II.

†Reminiscences of "Journalism in Cortland County," by H. G. Crouch, in *Cortland Standard*, May 3, 1883.

Hawks. In the meantime the *Republican and Eagle* was reorganized under the name of the *Cortland County Whig*, with Harmon S. Conger, "a young lawyer of ability and ambition," in editorial charge, and "the Democrats and Whigs kept up a weekly fusilade of wit, and as much argument as could be expected under the circumstances."

The post-office appears to have been knocked about like a shuttle-cock at this time, Joel B. Hibbard succeeding Richard Scouten as "P. M.," February 24, 1841, and transferring the office from the "Eagle Tavern" to his store on the opposite corner of Main and Port Watson streets. His term was very brief, however, he being succeeded, a couple months later, (May 15, 1841), by Tercius Eels, a merchant whose store was in the long, low, white building, then on the present site of the Garrison Block. Then on the 14th of May, 1842, Danforth Merrick was appointed, and removed the post-office to the "Cortland Tavern," but on September 6th of the same year, Andrew Dickson was appointed his successor, and the office again was located at the corner of Main and Port Watson streets. As the incumbents were all of one political faith, these frequent changes would seem to indicate that the postmastership was not the desirable position it now is.

The Cortlandville Academy was incorporated in 1842, occupying the district school building, (to which additions were constantly being made), then standing on the present Normal School grounds, and "Cortland and Homer were two as refined and intelligent communities as could be found in the State. Two academical institutions and excellent common schools throughout the county, to furnish the former with students, had raised the standard of culture high. A change in the farming methods at this period, by largely increasing the dairy interests, gave rapid advancement and prosperity to the agricultural population. The farmers grew in wealth; their homes and surroundings improved, and the wooded hills rapidly appeared as rich pastures or cultivated fields." The county was increasing in population and productive resources and renewed efforts were made to revive or obtain a new charter for the Syracuse, Binghamton and New York Railroad, but for the time being proved futile.

Soon after the Presidential contest of 1844, the *Cortland County Whig* was removed to Homer, leaving the *Democrat* the sole representative of Cortland's interests, and it was in the office of this paper, in 1845, that D. R. Locke, who as "Petroleum V. Nasby" is now so well known in both hemispheres, entered as an apprentice to learn the "art preservative." About 1846 the *Liberty Herald* was established by James W. Eels and Nathaniel Goodwin. It "was the sensation of the day. It was printed in the room of the Elder building, vacated by the *Whig* office. John Thomas was the editorial writer, and editorials filled the little sheet of a temper and language that made vivid the clanking chains of the slave, and created the illusion that one could hear the blood-hounds bark and the crack of the slave-driver's whip!" The paper passed through several hands, including Rev. Samuel R. Ward, "the eloquent black orator and preacher," and finally, after a hard struggle of a few years, suspended. Apart from these incidents there was nothing of importance to chronicle until the revival of the railroad project in 1848-9, when "meetings were called in various sections, and the people were ably and eloquently addressed with reference to the propriety of immediate action in behalf of the laudable enterprise." Books were opened for subscriptions, and in 1850 sufficient stock was subscribed to warrant the making of surveys, and in 1852 the work of grading the road was commenced.

Cortland had become a village of nearly 1,500 inhabitants, and applied for a village charter, which was granted the 5th day of November, 1853, and on the 3d day of December the first bank was opened by William R. Randall, with Jonathan Hubbard

as cashier. The principal business firms were J. W. Startevant & Co., J. S. Squires, S. E. Welch, W. O. Barnard, Daniel Bradford, William Fish, James Van Valen, Cloyes & Todd, Anthony and S. D. Freer, Henry Brewer and John McFarlan, with D. C. Dickinson as one of the leading manufacturers, he having begun manufacturing boots and shoes in 1850, and then employing about twenty workmen. Jehiel Taylor had succeeded Andrew Dickson as postmaster, April 18, 1849, and Henry G. Crouch, now editor of the *Kingston Argus*, and from whose interesting reminiscences of "Cortland Journalism" I have liberally excerpted, was the editor and publisher of the *Democrat*. But although Cortland had made considerable progress, Homer was somewhat in the lead, and was considered the leading place in the county.

Eighteen hundred and fifty-four was a year long to be remembered! For it was in this year that the completion of the long-talked-of and much-hoped-for railroad project was witnessed. And the memory of James M. Schermerhorn, "to whose unremitting and laborious exertions the company are mainly indebted for the final completion of the road," and of the Hon. Henry Stephens, its first President, and also the other citizens of Cortland and Homer who so nobly lent their assistance, should ever be kept green by the people who are now reaping the benefits of their public spiritedness and enterprise. The Syracuse, Binghamton and New York Railroad was formally opened to the public on the 18th and 19th days of October, 1854; and they were gala days, too! An excursion party went over the road, and "the train consisted of twenty-seven cars, which were crowded to such an extent that it was impossible for only a portion to be seated. The display at the various stations presented a somewhat truthful conception of the joy of our citizens. From every church that had a bell went forth a joyous welcome; cannons were fired; and bonfires and illuminations signalized the auspicious event." Cortland received what was then considered a "boom," and it is learned that during 1855 Randall's bank transacted a business amounting to \$4,810,685.25, and that the amount paid out by James VanValen, J. D. Schermerhorn, James S. Squires and J. A. Graham, for butter shipped by them, exceeded \$249,000, while the amount of freight shipped from Cortland station over the Syracuse, Binghamton and New York Railroad from April 1, 1855, to March 24, 1856, was 5,883,100 pounds, or a little more than 2,941 tons! "Comparisons are odious," but the reader's attention is nevertheless called to the freight shipments from Cortland in 1882.

It was during the winter of 1853-4 that the Cortland Rural Cemetery Association was incorporated, and on the 11th day of August, 1854, the beautiful grounds lying on the north side of Monroe Heights were dedicated by the Rev. D. W. Bristol, of Ithaca. And it will be noticed that as the population of the village increases the number of its churches are also increased, the Catholics building a chapel on Washington street in 1855, and the Episcopalians erecting an edifice on Court street in 1859.

Fairs were held by the Cortland County Agricultural Society yearly, and although regular grounds and buildings were not possessed, and the exhibitions were held on the common or in the school buildings, Cortland supplying the location one year and Homer the next, they are said to have been highly successful, interesting and instructive, and probably more interest being felt in the event than there is now-a-days. But the society purchased the land now owned by them in the northern part of the village in 1858, a trotting track was laid, exhibition buildings erected, and in 1859 the first county fair was held on permanent grounds. Hiram Crandall was postmaster, and the village again boasted of two newspapers, the *Cortland Gazette*, published by C. Parley Cole, and the *Republican Banner*, which had just been established in 1858, by E. D. Van Slyck and Peter H. Bacon. The *Gazette* was

Democratic in politics, and the successor of the *Cortland American*, published as a Know-Nothing organ a couple years by Edwin F. Gould, who had purchased the *Democrat* of H. G. Crouch in 1855 and changed its title, but in 1861, Mr. Van Slyck the editor of the *Banner*, desiring to go out as a volunteer with the Seventy-sixth Regiment, sold his paper to Mr. Cole, who consolidated the *Gazette and Banner*, and conducted it as a Republican paper. And to the war of the rebellion Cortland sent its full quota of the brave souls who offered up their lives that the Union might be preserved.

The opening of the Syracuse, Binghamton and New York Railroad had, it is true, given somewhat of an impetus to the growth of the village, but up to this period it was only of that character which sometimes attends localities possessing resources and advantages not yet fully understood or developed, and forces them along almost against their own volition, and in 1861 it only numbered a little more than 2,000 inhabitants. It is not unfrequently that the destroying element—fire—proves decidedly beneficial in its effects upon the future of a community; and example often leads to the greatest results. Such, at least, may be said to have been the case with Cortland. In January, 1862, a fire broke out in the old Eagle Hotel, and destroyed the entire block on the corner of Main and Port Watson streets, which included the buildings occupied by Henry Brewer's harness and J. McFarlan & Co.'s furniture establishments. For a year the blackened ruins lay in grim contrast with the pretty greensward on the opposite corner, but on which to-day stands the magnificent Standard Block. Then H. J. Messenger, at that time in the full tide of prosperity, commenced the erection of the fine hotel building now bearing the name of the Messenger House, and Messrs. Brewer and McFarlan also began their work of rebuilding. Upon the completion of the Messenger House, in 1864, Mr. Messenger commenced the building of Taylor Hall block, which, when thrown open in 1865, was the first public hall in the village, as it was, also, the first building of really large proportions erected. And although the progress then made may be partly attributable to the effects of the war, it is acknowledged that to the example set by H. J. Messenger is Cortland indebted for that progress which followed. "Let honor be given where honor is due."

The introduction of gas in the village in 1863 by the Cortland and Homer Gas Company, which had been organized in 1861, was an evidence of progress, as was also the organization of the First National Bank in 1864, the Savings Bank in 1866, and the Cortland National Bank in 1869. In 1866 the Methodists built a fine new church on the site of the old structure, and in 1868 the Catholics erected a new church on North Main street. But the crowning event of this decade was the institution of the State Normal and Training School, which succeeded the old Cortlandville Academy, and was erected on the grounds occupied by the Academy since 1842. The following brief sketch of the State Normal and Training School was kindly furnished by Dr. J. H. Hoose, the accomplished Principal: "This school was instituted under Chapter 466, Laws of 1866 of the State of New York. The building and property were deeded to the State by the Corporation of Cortland Village, in 1868, the valuation being not far from \$100,000. Hon. Abram B. Weaver was State Superintendent of Public Instruction at that time. He appointed in December, 1868, to constitute the Local Board, Hon. Henry S. Randall, Dr. Frederick Hyde, Hon. R. Holland Duell, Hon. Horatio Ballard, Norman Chamberlain, Charles C. Taylor, Henry Brewer, William Newkirk, and Aaron Stafford. Mr. Randall became President. His first official communication to the Board was to the effect that self-devotion to the school as a State trust, and harmony and unanimity in counsel and purposes should characterize the proceedings of the Board. Mr. Stafford died in

1872, and Mr. Robert Bruce Smith was appointed to the vacancy. Mr. Randall died in 1876, when Dr. Hyde became President, and Mr. J. S. Squires was appointed to fill the place. Mr. Ballard died in 1879, and Mr. J. C. Carmichael was appointed to the vacancy. The policy which was inaugurated by Mr. Randall has been steadily followed by all those who were in the Board with him; the school has prospered ever since it opened, which was on March 3, 1869. It has sent out about 400 Normal graduates: nearly 2,400 Normal students have been connected with it. It has three courses of study: An Elementary English Course, of two years; an Advanced English Course, of three years; and a Classical Course, of four years. The last year of each course is devoted to professional work, theory and practice. There is a large school of practice connected with the Normal school, embracing ten grades of thorough courses of study, beginning with pupils when they are of legal school age, which is five years old, and graduating when they are fifteen or sixteen years old. Students must be sixteen years old in order to enter the Normal School. Dr. J. H. Hoose has been principal of the school since its opening in 1869."

Always well represented by newspapers, from which such an excellent idea of the character of a community can usually be formed,—of its sluggishness or thrift, of its backwardness or its enterprise,—these years had not been an exception to the rule. The *Democrat* had been reorganized in 1864 by H. G. Crouch and M. P. Callender, who conducted it until 1868, when it was sold to Benton B. Jones, and successfully continued by him. In 1867 Frank G. Kinney established the *Cortland Standard*, a 32-column Republican paper, which was well received and met with success, and the *Gazette and Banner* was still published by C. Parley Cole. But upon the death of Mr. Cole in 1869, his paper was sold to W. H. Livermore, who changed its name to the *Weekly Journal*. Mr. Kinney's health failing in 1872, he sold the *Standard* to Wesley Hooker, who also purchased the *Journal*, and consolidated them under the title of the *Standard and Journal*. Horace A. Jarvis succeeded Hiram Crandall as postmaster, the 16th of March, 1861, and held the position for seventeen years, his term not expiring until July 13, 1878, when the present incumbent, James A. Nixon, was appointed.

The old charter of 1853 had been repealed, and a new and special village charter granted April 28, 1864; a new era of prosperity had set in; the village began to grow more rapidly, more business houses were established, more dwellings were erected, and the sister village of Homer, which had previously led Cortland in progress, was in turn being led by her younger rival. The opening of the Utica, Ithaca and Elmira Railroad from Ithaca to Cortland, in 1872, conferred additional facilities and advantages upon the village, and it steadily increased in population and in importance as the marketing centre for this section. Many improvements were made, the Baptist congregation in 1872 erecting a new church on the site of their old edifice at a cost of \$32,000; two new manufacturing enterprises were started; in 1874 the work of grading the streets was commenced; in 1876 the antiquated structure which had been occupied as the County Clerk's office since 1819 was removed, a handsome building of fine properties erected in its place, and Main street otherwise improved. And during that year a writer described it as being "one of the most beautiful and healthy towns in the Empire State, with a population of 3,398," but "it is chiefly noted for the location of the Normal School."

But the history of the past ten years is a familiar one—how in 1872 Fitzgerald & Kinne began manufacturing platform spring wagons on what was then considered a large scale—how from this beginning has sprung the great Cortland Wagon Company, the most extensive manufacturers of platform spring wagons in the world;—how in 1874 the Wickwire Bros. bought an old hand-loom and began weaving wire

cloth—how C. F. Wickwire invented power looms, and they have become the largest manufacturers—save one—of wire cloth and wire goods in America;—how in 1877 C. B. Hitchcock came to Cortland a comparatively poor man—how in six years he has built up a business from \$4,000 to \$500,000 a year and become the largest manufacturer of cutters in the world;—how other manufactories, which have proven equally successful, sprung into existence, within the last few years, and where in 1874 there were only two utilizing steam power there are now nearly a score;—how in the past two years there were 450 new buildings erected and the village increased 2,000 in population, and where in 1880 there were 4,000 there are now 6,000 inhabitants;—all this is familiar and leaves but little more for me to say.

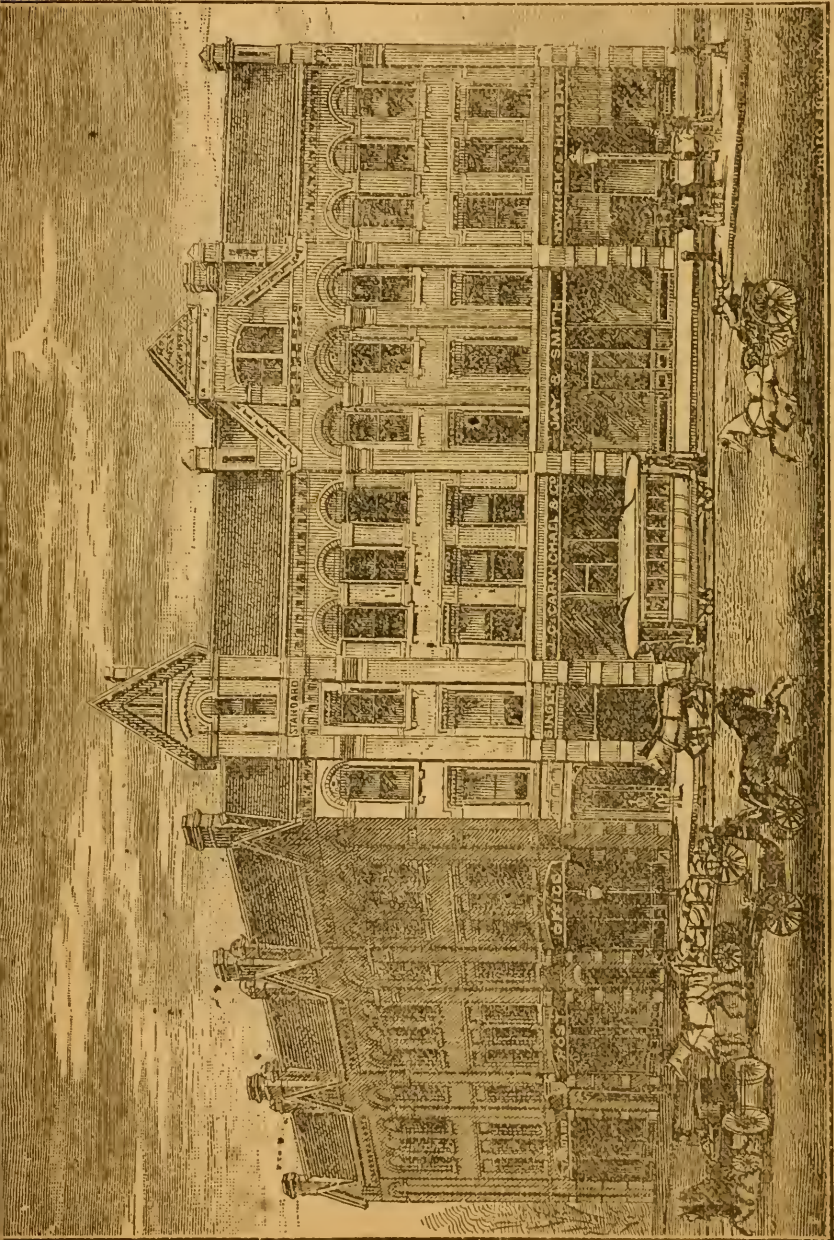
The success the Cortland Wagon Works and Wickwire Bros. Wire Works had met, awoke the latent energies and stimulated the enterprise of the people, and from 1877 dates the new epoch in its history. New manufacturing and other enterprises were started; new buildings commenced in various parts of the village; the Canastota, Cazenovia and DeRuyter Railroad was completed to DeRuyter in 1878, giving another outlet; still greater success attended the industries established, requiring the employment of larger numbers of workmen; prosperity reigned and the census of 1880 showed a population of 4,050. Then Cortland began to grow as it had never grown before; its people were fully awakened to the possibilities of their village; another factory was built, more workmen were given employment, and in 1880 there were forty-three new buildings erected. During the year 1881 was witnessed increased activity in all branches of trade and manufacture, the older factories were enlarged, new ones established, and one hundred and seventy-five new buildings were erected. The year 1882 was a repetition of this, only on a larger scale, two hundred and seventy-five new buildings being erected, the Second National Bank established and a horse car railroad, connecting Cortland and Homer, constructed. And a census taken in the Winter of that year showed a population of 6,000, while an idea of the volume of the business transacted may be obtained from the statement that during 1882, 67,812 tons of freight were handled at the Syracuse, Binghamton and New York Railroad\* station, and 42,614 tons at the station of the Utica, Ithaca and Elmira Railroad—a total of 110,426 tons, which does not include the immense quantity of butter, eggs and poultry, shipped by express.

Eighteen hundred and eighty-three has come and is rapidly passing away, but is leaving traces of unprecedented prosperity. Three hundred new buildings have been erected, or are contracted for and being built this year, new streets are being opened, ground has been broken, and the work of building commenced for a new factory in which a large number of workmen will be employed. Efforts are being made, and will doubtless prove successful, to secure the location here of the Utica, Ithaca and Elmira railroad shops, with their hundred or more employees, other enterprises are in prospective, the industrial and commercial interests of the village are in the most highly prosperous condition—and it is no longer “chiefly noted for the location of the Normal school,” but is noted for its wagon, carriage, sleigh, wire goods and other manufactories.

Cortland is spreading out on the North, the South, the East, the West; it is dotted with busy manufactories, handsome business structures, fine residences, churches and public schools; “Excelsior” is the motto, “Progress” the watchword, “Thrift and Enterprise” the tokens of success; it is probably growing more rapidly than any other town in the East to-day, there is every indication of a continuance of this

\*Failed to report. Estimated from the smallest month's receipts.

growth, and just as it is now the most "beautiful, thriving and prosperous village," it will undoubtedly soon become one of the largest and most beautiful cities in Central New York.



The "Standard" Block, corner of Main and Tompkins Streets—Erected in 1882.

And here let me parenthetically mention an industry of which there is probably but little known, but that will yet, small and insignificant as it is in comparison with the large industrial establishments, confer as great a reputation upon the place—the manufacture of violins. In the third story of one of the business blocks on Main street, Lewis Haunum is patiently weaving out for himself—with “his hand for a shuttle and his brain for a loom”—a name as the maker of the finest violins produced in this country. Following Guarnerius in modeling and Straduarius in grading, he produces a result that is making his violins the favorite with the best violinists in America. He commenced in 1875, and has made during that time fifty-two violins, which already command large prices, and will increase in value with age.

As a place of residence Cortland offers many attractions—attractions that are equalled by few localities in the interior, combining many of the advantages secured in larger cities with all the delights and pleasures of a rural life. The climate is decidedly healthy; the atmosphere is clear, pure and invigorating, and it is entirely free from all malaria, fever or ague. A never-failing supply of water is obtained at slight cost by means of driven wells; the water in the rivers and brooks is clear as crystal, and every brook is a trout brook. It is surrounded by a fertile country noted for its dairy and food products, and abounding in fine drives, picturesque and beautiful scenery. Every branch of mercantile enterprise is represented in the village, enabling the residents to avail themselves, at home, at reasonable prices, of every requisite to the comfort, convenience and enjoyment of life. Seven religious denominations—Baptist, Methodist, Congregational, Universalist, Episcopal, Presbyterian, and Catholic—are represented by large congregations and churches. There are five district schools within the corporation limits, and tuition is free in the Normal School to all village residents, text books also being furnished students free. Three first-class newspapers are published weekly—the *Cortland Standard*, a thirty-six column folio, edited and published by William H. Clark, who succeeded Wesley Hooker, in 1876; the *Cortland County Democrat*, also a thirty-six column folio, edited and published since 1868 by Benton B. Jones (with the exception of a brief interval), and the *Cortland News*, a thirty-two column folio, established in 1886 by Buell & Lansing, but edited and published since 1882 by Frank G. Kinney—all in a prosperous condition and representative weekly journals. The village is well supplied with hotels, the Messenger House being one of the finest hotels in the interior of the State, first-class in every respect and conducted on a scale of liberality that gives it a high rank among the best hotels in the country; three other very good hotels are also possessed in the Dexter House, Central Hotel, and the Cortland. Horse cars traverse the entire length of Main street and connect it with Homer, that pretty little village of about 3,000 inhabitants, just two miles north. It is illuminated with gas of a fine quality, has an efficient volunteer fire department, with a steamer, hook and ladder truck, and full equipment of the most improved apparatus, housed in Firemen's Hall, (erected in 1875), and every ready to respond to an alarm, while fire wells are scattered throughout every portion of the village, ensuring an exhaustless supply of water. On the north side of Monroe Heights is that beautiful terraced city of the dead—Cortland Rural Cemetery, with its winding drives, and elegance of lawn and shrubbery—one of the most attractive spots the imagination could conceive. A handsome iron bridge will in all probability soon span the Tioughnioga, Elm street be continued to the apex of Salisbury Hill, and here amid terraces and lawns, with a scene of unsurpassable loveliness spread out like a panorama before them, be erected some of the most charming homes in the land. Blodgett's Park, with its trout ponds, perplexing maze and other wonders in land-landscape gardening



affords a pleasant resort for a day's rest or recreation, while a scheme is in contemplation to throw a dam across the Tioughnioga river, near the confluence of the East and West branches, making it navigable for nearly a mile, and form on its bank a public park. From Benham's Hill on the South, Randall Hill on the North, Salisbury Hill on the East, or Monroe Heights on the West, a magnificent landscape of rich and varied beauty is presented to the view, and with all its attractiveness of location and surroundings, its churches, educational institutions, beautiful shaded streets, elegant public and private grounds, pretty cottages, handsome residences, stately mansions, and massive business structures, a more delightful place of residence could not be desired.

As a location for manufacturing enterprises, Cortland certainly presents advantages that cannot be ignored. The uniform success of the manufactories established here within the last ten years, and which is truthfully set forth by sketches of the more prominent industries, in Part II., and not in the least exaggerated, conclusively proves that it does possess facilities and resources that must and will eventually make it a manufacturing centre of still greater importance. Their wonderful success has been attained within a very few years—ten years the longest period—and this, too, when Cortland was as yet unknown, and without the advantages or the facilities now possessed, and with but little capital but indomitable pluck and energy, backed by ability and enterprise. And if such unparalleled success can be attained under such circumstances, what could not be accomplished now by a combination of greater capital, with the facilities and resources now offered, and the prestige given to Cortland by its manufacturers? The transportation facilities are unexceptionable, the railroads display the most friendly spirit, and manufacturers are given the benefit of special rates that place them on an equality with, if it does not give them advantages over, competitors in any locality. The Syracuse, Binghamton and New York Railroad connects at Binghamton with the New York, Lake Erie and Western, and Delaware, Lackawanna and Western Railroads; at Syracuse with the New York Central and the West Shore roads; the Utica, Ithaca and Elmira connects at Elmira also with the Erie and Delaware, Lackawanna and Western, and at Freeville with the Southern Central, and the Cazenovia, Canastota and DeRuyter Railroad also connects at Canastota with the New York Central—thus giving a choice of shipment over five of the greatest rival lines in the State. "New railroad enterprises already on foot, and which give promise of speedy and successful completion, hold out a prospect of enlarged shipping facilities and reduced freights, increasing the profits of manufacturers already established here, and offering stronger inducements for the location or origination of new ones." The village is governed by a President and Board of Four Trustees, who, seeing the advantages that accrue from the establishment of manufacturing enterprises, wisely pursue a policy of liberality towards manufacturers that cannot fail to prove mutually beneficial. The taxes are very moderate, and inducements are held out to manufacturers desiring to locate, in both land and taxes, that are worth the most careful consideration. Water is free! At a depth of fifteen or twenty feet a sub-stratum of water is struck, in any part of the village, that, when a driven well is sunk, rises in the pipe to within a few feet of the surface, affording an exhaustless supply at the simple cost of driving the pipe—a cost so slight that this water supply forms no inconsiderable item in a manufacturer's favor. Gas sells at \$2.50 per 1,000 cubic feet. The telegraph and express facilities are equal to the needs of a city of large population. Three National Banks and a Savings Bank afford banking facilities of an exceptional character. The surrounding country may be described as rich valleys and fertile hills, furnishing every variety of food product. The

dairy business has increased to an unparalleled extent, H. Wells, Ives & Schermerhorn, E. M. Hulbert and A. VanBergen having purchased and shipped last year \$350,000 worth of butter. The citizens are alive to the importance of securing other industries, contributing liberally of their means and lending their assistance to promote their welfare and the welfare of the community, and enterprise in search of a suitable location for the establishment of manufactories or for the investment of capital in mechanical industries, has, therefore, but to investigate the resources and advantages of this village to be convinced that every essential to success is either on the spot or within easy and direct access.

Although Cortland's growth has been exceedingly rapid during the past few years, it is not due to speculation, nor has it been the spasmodic or mushroom growth that has characterized some towns in the West and in the oil country. Its population has been drawn by the demands of its manufactories for labor. These manufactories are not conducted simply as a speculation, but, as a rule, by young men desirous of building up for themselves a permanent business. Their capital was small, but their earnings were invested in the business each succeeding year, and their capacity enlarged and increased by this means until they have attained their present prominent positions. The secret of their success lies partly in the utilization of labor-saving machinery to its utmost limits, and reducing the manufacture of their products to a system. But they have won success on their own capital, and there is probably but few manufacturing centres in the country to-day which stand on a sounder basis. And growing thus rapidly, growing thus soundly on a solid, substantial foundation, who can say that the day is far distant when Cortland will meet Homer on the north; the banks of the Tioughnioga be lined with factories, the pretty cottages of their workmen filling up the entire space between; that fine stretch of land lying along South Main street be dotted with fine business structures or handsome residences; Monroe Heights covered with stately mansions, and the village stretch out on either side into a city rivalling any of the beautiful cities that now adorn the southern or central part of the Empire State?



## PART II.

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### ITS MANUFACTURING INTERESTS.

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#### THE CORTLAND WAGON COMPANY.



THE history of the Cortland Wagon Company, which in a few years has transformed a quiet, sleepy village into a busy, bustling manufacturing place; whose products have made it known throughout all the length and the breadth of this great land; whose wonderful success has been the means of starting other industries, which give promise of a like brilliant career, and must attract still other industries and still further enhance its reputation and advance its growth, is a doubly interesting one—interesting to the disinterested reader as an illustration of what may be accomplished in a few years by a combination of capital, of ability, of enterprise, and interesting to the inhabitants of the place it has made, the value of whose property it has so largely increased, and who feel a justifiable pride in its success, as well as to the thousands upon thousands of people throughout the country, who are to-day benefitting by the products of the establishment, and have a curiosity to know something about it.

The career of this company has been one of the most wonderfully successful ones known, they having in ten years accomplished that which has but seldom been accomplished in forty or fifty years. And this, too, during a period of national depression when even the oldest and largest manufacturing concerns in the country were satisfied to tide over the difficulties of those trying times, without retrogression, and gave but little heed to thoughts of progression. But still more wonderful does the success they have attained appear, when it is considered that the same degree of success was only attained by the prominent manufacturing enterprises of the day after forty or fifty years' struggle, even with all the advantages derived from the inflated times and advanced prices incident to and following the war of the rebellion. Although the business from which it has grown was established in 1869,

the history of the Cortland Wagon Company really dates only from 1872, when the first move was made towards building wagons for the general market. And from a production of 500 wagons in 1872, the business has steadily grown, doubling itself year after year, until 12,000 wagons are now made and sold per annum!

In the small two story frame building now occupied by the *Cortland County Democrat*, the wagon making business of which the great Cortland Wagon Company of to-day is the outgrowth, was established in 1869 by Messrs. Fitzgerald & Gee. It was a business such as is usually found in small villages, and had an annual output of about 150 wagons. And as such it continued until 1872, when Mr. Gee's interest was purchased by Mr. C. W. Kinne. Then a new life was infused into the business; then it was that the idea of building platform spring wagons for the general market was first put into execution. New and larger buildings adapted for the purpose were erected on Railroad street, and the first year of the partnership of the new firm of Fitzgerald & Kinne was marked by the manufacture and sale of 500 of these wagons.

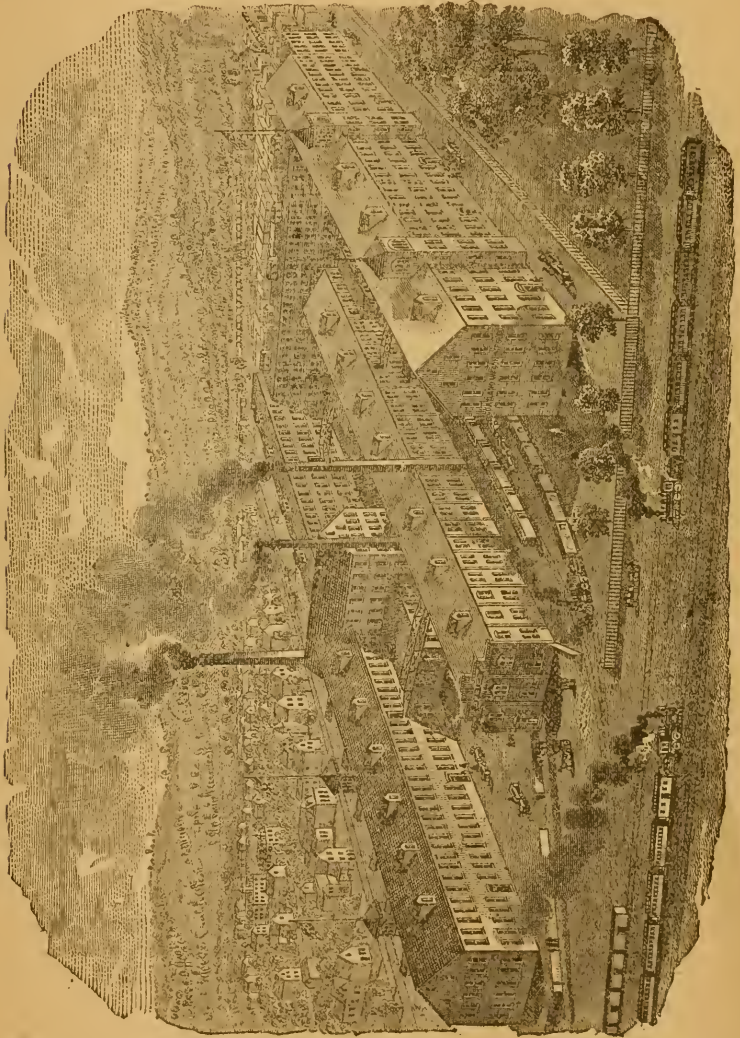
The plan adopted was to build a wagon first-class in every particular, and by building them in large quantities be enabled to sell them at a much lower price than could wagon makers who build but a few each year, and still make a reasonable profit. And the wisdom of the plan was immediately demonstrated, 700 wagons being produced and sold in 1873, the second year; and in the third year the business doubled itself, the output in 1874 being 1,000 wagons. The year 1875, the fourth year, was marked by a production of 1,500 wagons, and the firm then assumed the title of the Cortland Wagon Manufacturing Company, and the business having outgrown the dimensions of their works on Railroad street, they erected the wood-working shop, (the north building) on the present site of their immense establishment.

The reputation they had acquired by this time created a still more largely increased demand for their products to supply, which in 1876 required the building of 2,200 wagons. And upon the death of Mr. Kinne in May, 1877, the entire management of this extensive business devolved upon Mr. Fitzgerald. But he was fully equal to the task and produced that year 3,200 wagons, and erected in the fall of 1877 the large south building of the new works. The production in 1878 was the same as that in 1877, and in the latter part of the year a stock company—the present Cortland Wagon Company—was formed, with a capital \$100,000, the directors being Messrs. L. J. Fitzgerald, W. J. Tisdale, Hugh Duffey and N. D. Welch.

The new company took possession of the works on the first of January, 1879, and produced during their first year between 5,000 and 6,000 vehicles, which was increased in 1880 to 8,000, the same number being manufactured and sold in 1881. In the fall of 1880 the middle building and the east building, which connects the north and south buildings, were erected, and on the first day of April, 1881, the old works on Railroad street were abandoned and the whole business centered at this point, between the S. B. & N. Y., and U. I. & E. Railroads, with special tracks from both roads running into the works. Here the facilities were still more largely increased, until they are now manufacturing and selling 12,000 platform spring wagons, buggies and phaetons per year, thirty railway cars of an extra large size being owned by the company and employed in the transportation of their products to all parts of the United States!

With the exception of Mr. Welch, who withdrew, the directors are the same as when the Company was organized, Mr. L. J. Fitzgerald, the founder of the establishment, being President; Mr. Hugh Duffey, Vice-President and General Superintendent; Mr. W. D. Tisdale, Treasurer, and Mr. Frank Place, Secretary; and the

Cortland Wagon Company has become probably the largest manufacturers of "spring work" in the world, employing from 380 to 425 men, and paying out \$18,000 monthly in wages, their works, valued at \$500,000, covering nine acres of ground, and having a capacity for producing 18,000 vehicles per annum, or one every ten minutes!



The Cortland Wagon Company's Works.

Such an unqualified success could not be obtained without merit of a high order, however, and although the growth of the industry has been very rapid, it is clearly shown to have been steady, natural and healthful, due altogether to the quality and price of its products and the enterprise and ability of its conductors. From building platform spring wagons exclusively, the business was extended to buggies and

phaetons, until now there are more than thirty-two different styles of platform spring wagons, buggies and phaetons manufactured, which are warranted and sold at prices ranging from \$50 to \$350 each. These vehicles being shipped to every part of this country, and many exported to other countries, have made for this company and for the village of Cortland a reputation that is proving mutually beneficial.

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### THE WICKWIRE BROTHERS' WIRE WORKS.

Dividing the honors with the Cortland Wagon Company, to the Wickwire Brothers an equal meed of praise is due for the transformation wrought in Cortland during the past ten years. Commencing in 1874, when the village contained only about 3,000 inhabitants, to manufacture wire cloth on a very small scale, the Wickwire Brothers steadily advanced until they occupy the position of the second largest manufacturers of this class of goods in the United States, giving employment to nearly two hundred people and paying out thousands of dollars in wages every month. And had it not been for the establishment of these two industries, which awoke the latent energies of its people, stimulated their enterprise and attracted to it other enterprising men, in all probability Cortland would have remained the same small village it was ten years ago.

Engaged in the retail hardware trade in the village when they conceived the idea of establishing a woven wire factory, in 1874, C. F. and T. H. Wickwire put in operation a small factory with one hand-loom, producing about one hundred and fifty square feet of wire cloth a day. There was then but little demand for these goods, but they placed the product of their loom upon the market, and it met with such a ready sale that more looms were added, and in the second year they decided to abandon the hardware trade and devote their sole attention to this business. A demand was soon created for their wire cloth, which increased so steadily that enlargements of the factory were continually necessary and being made. The hand-looms were too slow, and the elder brother, possessing considerable mechanical ingenuity, devoted his attention to the perfection of a power loom, which he successfully accomplished and put in operation on the first of January, 1877. Then the factory was overhauled, power looms being substituted for the hand looms, and the facilities increased gradually. But with increased facilities came an increased demand for their products; again and again it became necessary to build additions to their factory, and success was attained beyond even their most sanguine expectations. Being dependent upon wire mills in other parts of the country for the drawn wire used by them, they determined to erect a mill and draw the wire themselves, and accordingly the large wire mill on South Main street, near the U., I. & E. Railroad depot, was built in 1880 and put in operation, they being the first and only manufacturers of woven wire in this country to draw their own wire. And their whole history is but a repetition of this same story of a constantly increasing demand for their products and increase of productive capacity every year to meet it. Seven million square feet alone of the wire cloth, for which they found but a limited demand when they commenced manufacturing, are now annually required to supply their trade, and the business which amounted to but \$10,000 in 1874 had grown to \$200,000 a year in 1882!

The Wickwire Bros. now manufacture 30,000 square feet of fine wire cloth per day, or 10,000,000 square feet per year, besides an immense quantity of dish covers, corn poppers, coal sieves, flour sieves, etc., and the equipment of their works—the machinery of which was designed and constructed by themselves—is not surpassed by any establishment in this country. The wire mills occupy a large four-story brick

structure, 40 feet in width and 165 in length, with a wing 40x75 feet in dimensions, and an engine house 40x34 feet. Here the wire is "drawn" from one-fourth of an inch in diameter down to the thickness of a hair, and the wire which was worth four cents a pound when it came from Sweden is worth twenty-five cents a pound when it is finished and woven into wire cloth. Three floors of this building are occupied for drawing wire, and one floor for weaving, thirty-five looms being in operation. Two engines of 150-horse power are required to drive the machinery here, and seventy-five people are given employment. The three frame buildings in the rear of No. 31 Main street, comprising the main factory, are occupied by the weaving, wood working, painting and shipping departments and the office. These buildings are three stories in height, and form an H. The north building is 115 feet in length and 50 feet wide, with a painting tower seven stories high on the northeast corner. The south building is 110 feet long and 30 feet wide, and the building connecting these two in the middle is 25x50 feet in dimensions, alongside of which is the engine and boiler house. A force of 100 people are employed here and 45 looms operated, an engine of 40-horse power driving the machinery in the various departments, much of which is very ingenious. By reducing the cost of production they have reduced the price of fine wire cloth, which sold at five cents a square foot, when they began manufacturing it, to two and one-quarter cents a square foot, and are the largest makers of flour sieves in the trade, producing more than any other five manufacturers. Owning a half interest in a sawmill, where all lumber is prepared for them, drawing their own wire, and their factories being equipped with the most perfect power looms and other machinery, there is not a concern in the country possessing equal facilities for doing this work.

In less than ten years the Wickwire Brothers have made a name in the manufacturing world that reflects the highest credit upon themselves and this, their native place, conferring such substantial benefits upon Cortland as will ever cause them to be remembered with pride by its citizens.

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### THE EXCELSIOR TOP COMPANY.

Uniform and, it might be said, phenomenal success has characterized the establishment of every manufacturing enterprise in the village since 1872, a good illustration of which is furnished by the Excelsior Top Company, manufacturers of tops, dashes and trimmings for the carriage trade. In March of 1881, L. K. Tenney rented a portion of the old Gee shop, on Port Watson street, and began manufacturing carriage tops under this title, having but one man in his employ. Mr. Tenney was a practical carriage trimmer, who had been making carriage tops by contract in the wagon works here, when he determined to enter the business on his own account, and, to use his own expression, "either make or break." He laid out all his capital, which was not large, in stock, and then went out "on the road" to get orders. His indomitable pluck overcame all obstacles, and from the very start won for him success. In two months it was necessary to secure more work-room, the shop was removed to large rooms near Benton's planing mill, and at the end of the year his books showed that a business of \$40,000 had been transacted during the ten months in which he had been engaged in the trade. On the first of January, 1882, the shop was removed to still larger quarters in the Cortland Machine Company's buildings, the working force was steadily increased, and the close of the second year disclosed the fact that the business of 1882 was more than double that of 1881, amounting in round numbers to \$90,000. Land was then purchased at Nos. 143, 145 and 147 Elm street, and ground broken for a large factory. Mr. W. H. Newton was admitted to

a partnership on the first of January, 1883, and on the 10th of that month they removed into the new building, where about sixty-five male and female operatives are employed, and one hundred carriage tops, one hundred dashes, forty cushions and forty backs are turned out every day. And the young man who went into the business a couple of years since, willing to work hard to build up a business of \$10,000 or \$20,000 a year, will this year have the satisfaction of transacting a business amounting to fully \$200,000! A just reward for his hard work, his pluck and his enterprise. The factory, which is 96x40 feet in dimensions, three stories, with a building 30x60 feet adjoining, has been well equipped with everything that will save labor, a twenty-horse power engine driving the machinery, and already produces more carriage tops than any other concern in the country. A trade has been secured which extends from Maine to California, and the demand for the Excelsior Top Company's work is steadily increasing. Both Mr. Tenney and Mr. Newton are practical men, capable of doing every part of the work themselves, and this fact doubtless has much to do with the success they are meeting. The factory is under the superintendence of Mr. Newton, while Mr. Tenney represents the interests of the firm abroad, constantly making new friends and customers; and that their success will not only continue, but be still more marked with each recurring year, there is not the least doubt, and for it they have the good wishes of all interested in the welfare of Cortland.

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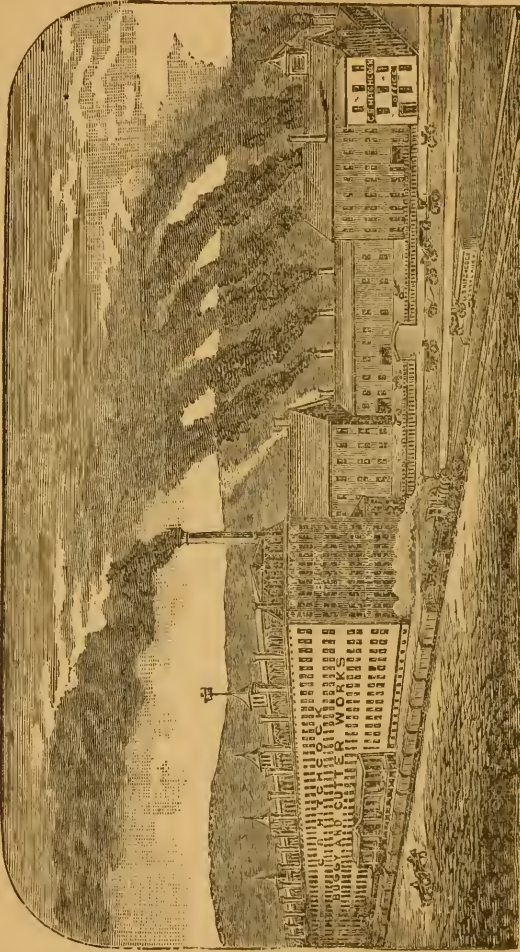
#### C. B. HITCHCOCK'S BUGGY AND CUTTER WORKS.

The building up of a business from \$4,000 a year to \$500,000 a year in six years, is but seldom accomplished by one man, especially in the interior cities and towns of the East, and a brief biographical sketch of the gentleman here in Cortland who has accomplished it, will not, therefore, be inappropriate. C. B. Hitchcock was born in the village of Dryden, in Tompkins county, in 1840. When two years old his parents removed to Homer, and soon after he lost his father by death. He attended school in the village until he was thirteen years of age, when he went to Venice, Cayuga county, and worked on the farm of Mrs. Jesse Tillott for two years and a half. Returning to Homer he attended school a year, and then decided to learn the painting trade. After working two years at house painting, he advanced to carriage painting, and for two or three years painted carriages for S. W. Cately, after which he went to Cincinnati, where he had secured a situation as a painter. He was then twenty-one years old, and having been frugal and industrious, with the savings from his earnings, soon purchased an interest in the carriage shop of Larrabee & Gee, a year later becoming sole proprietor. He only conducted this business one year, however, when he rented his shop and entered into the furniture and undertaking business, in which he continued until 1877, at one time being engaged in the painting and finishing of sleighs, undertaking, the furniture trade, and conducting a livery.

Naturally ambitious, he was not content with a small business; Cortland was then beginning to feel the effects of the industries which had been established several years previously and he disposed of his business in Cincinnati and removed to this village, with the intention of engaging in the buggy and cutter trade. In the spring of 1877 he began building cutters in the old Gee property on Port Watson street, and manufactured and sold that year 100 cutters. He then purchased the old church property at the corner of Elm street and the S., B. & N. Y. Railroad, and turning the church into a factory produced, in 1878, 250 cutters and 100 buggies. Additions were built to the factory in 1879 and 550 cutters and 200 buggies pro-



duced, and with each succeeding year new buildings have been erected and the capacity and production doubled until the old church property, to which three other building lots have been added, is covered with great buildings from two to five stories in height, in which from 150 to 200 men are employed, and from which 10,000 cutters and 2,000 wagons will be turned out this year!



C. B. Hitchcock's Cutter and Buggy Works, Corner of Elm Street and the S., B. & N. Y. R. R.

The works now comprise a wood working shop and engine house, 60x100 feet in dimensions; blacksmith shop, 30x120 feet; painting and stock building, 100x120 feet; a five story building, 40x330 feet, occupied by the repository, trimming and shipping departments (from the doors of which cars are loaded with stock) and several smaller buildings, all of which are arranged with the idea of facilitating the production of cutters and wagons, being fully equipped with the latest improvements in labor saving machinery, with a large engine furnishing the motive power.

C. B. Hitchcock has become the largest manufacturer of cutters in the world, and

the business which in 1877 amounted to only \$4,000, will for the year 1883, amount to \$500,000. And the fact that he has accomplished this is in itself the best commentary upon Cortland's latter growth and prosperity. He is a typical self made man, his great success being due solely to his ability, push and enterprise, and does honor to the place he has adopted as his home.

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## THE R. C. TILLINGHAST CARRIAGE AND CUTTER WORKS.

Still another instance of the almost phenomenal success which has attended the establishment of industrial enterprises in Cortland within the last few years, is found in these carriage and cutter works. In the latter part of 1881 a copartnership was formed between R. C. Tillinghast and F. A. Warner for the manufacture of carriages and cutters under the name of R. C. Tillinghast. Ground was broken for the main building on the first day of January, 1882, and the work of erecting the building proceeded with as rapidly as possible. In the meantime, a blacksmith shop was built, and Mr. Warner, who is a practical carriage maker, and knew that many wagons were built which, when put together, would not work satisfactorily, began experimenting on a carriage which he could rely upon. Having obtained one to suit him, manufacturing was commenced and their carriages soon appeared upon the market. In two or three months more room was required and an addition built to the works, and before the end of the year this was repeated several times. Their first years' business resulted in the manufacture and sale of between 300 and 400 carriages, and 1,000 cutters, and their second year opened up most auspiciously. They are now manufacturing about twenty-five wagons a week, and will produce this year between 600 and 700 carriages, and about 1,200 cutters. The business which in 1882 amounted to about \$50,000; will in all probability be not less than \$80,000 at the close of 1883, and their future business career is certainly filled with as bright promises. Their works are most favorably located on Owego street alongside of the U. I. & E. Railroad, just west of the depot, and comprise the main building, 40x80 feet in dimensions, three stories; blacksmith shop, 20x60 feet; a building 20x200 feet in dimensions for storage purposes, and another, 20x60 feet, for setting up work. Two more frame buildings, each two stories in height, and twenty feet wide and fifty feet in length, will have been erected and a siding from the U. I. & E. Railroad, (enabling them to ship from their doors) constructed before these pages have gone to press. A reputation is being acquired for the good quality as well as the cheapness of the carriages and cutters manufactured, and with the prestige they have already gained and the work they are producing they will undoubtedly move to the front in this industry. Mr. Tillinghast ably represents the factory "on the road," and is making for it many friends and customers. Mr. Warner is not only a practical carriage maker, but a gentleman possessing business ability of a high order, which has been demonstrated by the successful manner in which he has conducted this enterprise from its inception. He was formerly superintendent of C. B. Hitchcock's buggy and cutter factory, and later assistant superintendent of the Cortland Wagon Company's extensive works, and possesses a thorough knowledge of wagon and cutter building. And having decided that quality as well as quantity shall mark the factory in which he is interested, the prediction is ventured that but few years will have passed before it ranks with the largest of Cortland's celebrated factories.

## CORTLAND OMNIBUS COMPANY.

The building of omnibuses is one of the newer industries in Cortland, but like the others it is making itself at home, and brings considerable money into the village. The Cortland Omnibus Company are the successors of W. T. Smith & Co., of Homer, and began operations in the buildings formerly occupied by the Cortland Horse Nail Co., in December, 1881. The business has been very prosperous and is steadily increasing. Between seventy-five and one hundred omnibuses, ranging in price from \$300 to \$500 each, will be produced this year. These works, situated along side the U. I. & E. Railroad, a few steps west of the depot, consist of two large buildings forming a —, the main building being one hundred feet long and fifty feet wide, and the west building, forty by ninety-four feet in dimensions, with a large engine and boiler house and a dry house adjoining. Sixteen of the most skillful mechanics to be obtained are employed here, under the superintendence of Mr. W. T. Smith. Six different styles of omnibuses are made, which is claimed to be more than any other establishment in the United States produces, as they are also claimed to be the lightest and strongest. As an omnibus manufacturer, Mr. W. T. Smith, the superintendent of these works, has made a reputation which extends far and wide. He began business as a carriage builder in Homer with his father in 1850, and in 1867 went into business there himself, eight years ago building his first omnibus for the Dexter House in Cortland. It brought him in several orders, which in turn brought in others, and he was soon compelled to abandon carriage building and devote his sole attention to the manufacture of omnibuses. He built the first light omnibus ever made in this country, and lightness with strength, are the characteristics of the vehicles produced by him, and that have given them their popularity. Inducements being offered him to come to Cortland, he rented his Homer establishment, and in December, 1881, formed a co-partnership with the Cortland Wagon Company, under the title of the Cortland Omnibus Company. In March, 1882, a stock company was formed, which took control of the works, with Mr. Smith as superintendent, and now conducts the business. Under the management of Mr. Smith the Cortland Omnibus Company will undoubtedly continue to prosper and add largely to the industrial reputation of the village.

## THE CORTLAND MACHINE COMPANY.

One of the oldest industrial establishments in the village, the works of the Cortland Machine Company are known to nearly every resident of Cortland county, and although its growth has been rather slow, as compared with those of more recent origin, it has been steady and sure, and now gives promise of being more rapid and keeping pace with the advancement making by the town. The works were established in 1832, by Daniel Larned, and were conducted by Anthony and S. D. Freer, from 1837 until 1860, (then changing hands several times before coming into the possession of the present proprietors in 1875), and for years were devoted to manufacturing and repairing agricultural implements. About nine years ago the Victor Mowing Machine was first produced at these works, and gave to them quite an extensive reputation. In 1875 a stock company was formed and incorporated as the Cortland Machine Company. Under their control the works were enlarged, and began what is proving a successful career. Two years ago they commenced manufacturing a line of wood-working machinery, which proved a decidedly profitable venture, as they found a demand for all the machines they could produce, and have since been running steadily on orders. These machines include Royce's improved automatic hollow chisel mortice machine (the only machine made having the auto-

matic feed attachment, which is under complete control of the operator), and other special tools and machines for wagon and cutter makers. Wagon factories in Cortland, Syracuse, Watertown and Homer, in this State; the Columbus Buggy Company, Columbus, Ohio; the Racine Wagon Company, Racine, Wisconsin; and others have been supplied with machinery, which gives the most universal satisfaction. While devoting considerable attention to this line of machinery, the Victor Mowing Machines and other agricultural implements have not been neglected. Last year a car-load of the Victors was made up and sent to California, where they met with such favor that a company was immediately formed at Oakland to build them. The works of the Judson Manufacturing Company, of Oakland, California (the general manager of which owns a large interest in the Cortland Machine Company), now cover several acres of ground, and in less than a year have produced more than one thousand Victor Mowing Machines. And not to be outdone, there are good prospects of the Cortland Machine Company increasing their working force, and also producing one thousand Victors for next year's trade. Their works are well equipped, and there is no good reason why their business should not double itself with each succeeding year. The main building, at Nos. 14, 16 and 18 Port Watson street, is a three story brick structure, 110x57 feet in dimensions, occupied by the storage and salesrooms and the office. In the rear are the foundry, machine shop and the wood-working shops, all well supplied with tools and conveniently arranged, with a sixty-horse power Buckeye engine for driving the machinery. The working force at present consists of thirty men, nearly all skilled mechanics. The officers of the Cortland Machine Company are C. S. Chamberlain, President; A. T. Dickinson, Vice President; S. B. Elwell, Secretary and Treasurer, and J. C. Yager, General Manager. These gentlemen are among the most enterprising citizens of Cortland, and as they are not content with standing still, there is every reason to believe their works will be again enlarged and the working force and capacity increased within a year.

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#### CORTLAND BOX LOOP COMPANY.

This company, which was started a little more than a year ago, are manufacturing a pressed leather loop used on harness and carriages. It is an enterprise requiring a great amount of time to fully develop, but it is progressing in the most prosperous manner. They are at present making a specialty of a carriage loop with patent metallic fastener of their own invention, which they are furnishing to the largest manufacturers of fine carriages in the United States. The Cortland buckle loop, although a new article, is widely and favorably known in the carriage trade as easy and quick to adjust, giving a very neat finish to the carriage top. This company is the only concern which manufactures a leather carriage loop, buckles and attachments complete. Of their harness loops it can be said that they are acknowledged to be perfect in every particular, and with such work as they are turning out, they must very soon be the leaders in their line of industry. Manufacturers would accordingly find it greatly to their advantage to correspond with them before buying. The gentlemen composing the company, Messrs. E. H. Brewer and C. W. Stoker, are both young, enterprising and possessed of the ability and capital to push the enterprise to the farthest limits of success. Mr. Brewer is known as the largest harness manufacturer in this section of the country, and Mr. Stoker as one of the most successful young tradesmen ever engaged in business in Cortland, and the future of the industry is therefore very promising.

## LEWIS S. HAYES' CHAIR FACTORY.

Among the manufactories which have been put in operation in the southern part of the village within the past few years, is the patent folding chair factory of Mr. Lewis S. Hayes, near the corner of South Main street and South avenue. He erected a building here in July, 1879, and began manufacturing folding chairs by steam power—and this was the origin of the cheap folding chairs which have become so popular with dealers. In three years his business has increased eight fold, and to-day he probably produces more folding chairs than any other three concerns in the world. Three large and well arranged buildings are now occupied, railroad tracks running right to his doors and enabling him to unload or load cars without extra handling, and car load lots of chairs are shipped to all parts of the United States, four or five cars being loaded for California when the works were visited recently by the writer. The idea of manufacturing folding chairs as a specialty having been conceived by Mr. Hayes, he immediately put it into execution in a systematic manner, utilizing special machinery to its utmost limits, and the result has been one of those phenomenally successful business careers that causes the visitor to Cortland so much surprise.

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 HENRY F. BENTON'S PLANING MILLS.

As a manufacturer of doors, sash, blinds, etc., and dealer in lumber, Henry F. Benton is well known throughout this and surrounding counties. He established his business at the corner of Railroad street and the S., B. & N. Y. Railroad, in 1866, dealing in lumber, and in the Fall of 1877 put in operation a small planing mill. Unbroken success attended him until 1878, when his planing mill was destroyed by fire. Undaunted by this disaster, work was immediately commenced on a new and larger building, and in thirty-five days from the date of the fire steam was gotten up and the machinery of the new mill running. This energy seems to have characterized his whole business career, and the result is seen in the large business of which he is to-day the possessor, it having almost quadrupled since it was established in 1866. Three acres of ground lying alongside the railroad, and extending from Railroad street to Port Watson street, are occupied, and about an acre of this land is under cover. He handles from three and a half to four million feet of lumber and a couple of million shingles a year, besides manufacturing large quantities of doors, sash, blinds, etc. Exceptionally fine facilities are possessed by him for conducting this business, a side track capable of receiving twelve cars extending into his yards, over which the cars of the S., B. & N. Y. and U., I. & E. Railroads are run. The office fronts on Railroad street, and storage buildings extend thence clear back to East Court street. Just opposite, and fronting on East Court street, is the planing mill, a two-story building, 33x110 feet in dimensions, to which another building, 26x40 feet, has recently been added. Thirty workmen are employed in the planing mill, which is thoroughly equipped with all the labor-saving machinery, driven by a sixty-horse power engine. The balance of the lot on which the planing mill stands, extending back to Port Watson street, is devoted to the storage of lumber. The trade is principally local, and has been confined to a circuit of about twenty miles, but is extending farther and farther every year. Last year's business showed an increase of fifty per cent. over that of the preceding year, and the first six months of 1883 has been still greater, with the probabilities of amounting for the year to \$100,000. This is probably due to the great increase of building in the village the past couple of years. Mr. Benton is a good representative of the class of live, enterprising business men who will sustain Cortland in the rapid progress it is making.

## THE CORTLAND MILLS.

One of the old land-marks, the Cortland Mills for eighty years has withstood the test of time, and ground its share of "grists" for the farmers of the vicinity. But what changes it has witnessed in these eighty years! When the mill was built, in 1802-3, by Jonathan Hubbard (whose son, Jonathan, now an old gentleman, resides on Tompkins street), all the land in the neighborhood was nothing but a wilderness. Under the terms of the contract by which he secured the land he was required to erect a dwelling upon it within two years. Trees were cut down and a space cleared for the foundation. A mill was built, and to a room partitioned off from one corner on the second floor he brought his young wife to dwell, and thus complied with the stipulations in the contract. And here they began housekeeping and grinding the "grists" the farmers brought from long distances, and here in this room their first child, a daughter, was born to them. It was the second mill built in the county, and was painted red, then and for many years being known as Hubbard's red mill, or the "old red mill." Jonathan Hubbard died in December, 1814, and the mill was kept in the estate until the two children attained their majority, when by the division it fell to the daughter, who was born in the mill. About 1824 it was sold to Horace White, and has since passed through many hands. For a time it was occupied and run by Asa White, his father. It was then sold to the firm of Bennett & Gillett, who were succeeded by Gillett & Gillett. Abram Mudge run it a number of years and sold it to his son, Ebenezer Mudge, who sold it to Carr & Moses. Daniel Rose was the next purchaser, the mill coming into the possession of the present proprietor, Thomas F. Brayton, in 1873. The old red mill, which stood all alone in the wilderness, now stands near the foot of a fine street lined with neat dwellings, with the hum of the machinery of a busy factory employing a score of workmen to keep the whirr of its own wheels company, while the shriek of the locomotive and the rumbling of heavily laden trains of cars drawn over steel tracks but a short distance both east and west of it is heard at frequent intervals. And the old mill itself, with such additions and improvements as to have been almost entirely rebuilt—rechristened and repainted—has undergone such changes as to be almost unrecognizable. Mr. Brayton has lately added the machinery for making the Hungarian roller process flour, and has turned it into a first-class flouring mill. The building is now a two-story frame structure, 54x30x25x28 feet in dimensions, with one run of stone for custom work, doing seventy-five bushels of wheat and two hundred bushels of feed per day, and the Hungarian roller mills having a capacity for producing seventy-five barrels of a superior flour each day. A fine water power is supplied by the Tioughnioga river. The new process has proved a decided success, and Mr. Brayton is securing a large business, that is still increasing very rapidly.

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 TIOUGHNIOGIAN POTTERY.

In 1829, when Cortland contained only about 400 inhabitants, a small building was erected near Otter creek (then a quarter of a mile out of the village) by Sylvester Blair, for a pottery. Clay was brought from Amboy, N. J., to Syracuse by boats, drawn on wagons to this village, made into pots and shipped in arks down the Tioughnioga River or peddled throughout the country. It was the only pottery in this section of the country, and Blair employed but two workmen and done a business amounting to about \$10,000 a year—then no inconsiderable sum of money. He continued in the business until 1835, when he sold to Mason & Russell, by whom it was conducted on about the same scale for a few years. Chollar & Darby purchased

the business in 1839, and during the next ten years increased it about one-fourth, or to \$12,500 a year. In 1849 they sold to Madison Woodruff, who for eighteen years had worked as a journeyman in the pottery, and under his management the business increased until it amounted to \$15,000 a year. He built new and larger pottery buildings, (now numbered 95 Groton avenue) in 1858, and for six or eight years done a good business, but did not attempt to increase it any more. Of late years he has not felt inclined to give the business much attention and it has consequently diminished to a comparatively small proportion of the sum it amounted to in 1858, but in the hands of a couple enterprising young men could be made a large and profitable business. Mr. Woodruff is now an old gentleman nearly seventy-five years of age, and not desiring to be troubled with the cares of business, would sell the pottery at much less than its value. The main building is a two story brick structure, 30x60 feet in dimensions, the kiln has a capacity for burning about \$300 worth of ware, and there is a two story frame storage building, 32x42 feet in dimensions, with about an acre and a half of ground on which are also good wood sheds. The facilities for manufacturing ware are very good, and with the superior shipping facilities and other advantages now offered by Cortland affords a splendid opportunity for one or more young potters, or business men with little capital, but sufficient enterprise to look abroad for trade, to do a business of \$25,000 or \$50,000 a year. For fifty years has Mr. Woodruff lived in Cortland and watched its growth from a village of 400 or 500 inhabitants to a thriving, prosperous, manufacturing town with a population of over 6,000! He now lives comfortably on a little farm near the pottery, passing away the time during the summer overseeing the tilling of his twenty-five acres of land; during the winter turning a wheel, and with skillful hand forming pot after pot in his pottery, probably thinking of the time when he turned this wheel as a journeyman for his daily bread instead of amusement, as now, and thus enjoying the easy, peaceful, and contented life he has earned, and to which he is so fully entitled.

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### I. H. HOLCOMB'S CIGAR FACTORY.

That "a prophet (or manufacturer) is without honor in his own country" cannot be applied to Cortland. An illustration of this is furnished by the business of I. H. Holcomb, the cigar manufacturer, whose product is entirely consumed in this village. Mr. Holcomb began manufacturing cigars on Cortland street, in 1873, with but one man in his employ. In a year his business had increased to such an extent that he was compelled to secure larger quarters, and removed to No. 5 Mill street. Here he now employs five good workmen, and manufactured and sold last year 200,000 cigars. This year his business will amount to fully \$10,000, and he has erected a new and larger factory at No. 53 Groton avenue, into which he will move before the close of the year. In this new factory he will have room for twenty workmen, and there does not appear to be any doubt but that the demand for his goods will call for this large increase in his working force. He manufactures seed and Havana cigars, and as previously stated his entire product is consumed in Cortland. He makes a specialty of manufacturing private brands for dealers, and is now making thirty-nine different brands for dealers here. The "I. H. H.," a ten-cent cigar, is one of the most popular sold, but all his goods give the most complete satisfaction, and probably his best recommendation is the fact that he is not compelled to go away from home for patrons. In his ten years' residence here Mr. Holcomb has proven an enterprising and desirable citizen, and one for whom all would wish continued prosperity.

## COOPER BROS.' FOUNDRY AND MACHINE SHOPS.

The buildings now occupied by the Cooper Bros.' foundry and machine shops have not a little interest attached to them, both by reason of their age and the vicissitudes of their occupants. These buildings, on the west bank of the Tioughnioga, just a short distance below the confluence of the east and west branches of this river, were erected about 1823 by Nelson Spencer for a paper mill. The water privilege was (and still is) an excellent one, and the pure, clear water well adapted for the manufacture of paper. Spencer erected large buildings with the purpose of engaging extensively in the business, but although the production would now be considered small—"the machinery being of the most primitive kind, and the paper being largely made by hand, the pulp dipped from a vat in a sieve-like frame, forming the sheet by gently shaking"—the demand at that time was not equal to the production, and after a few years he suspended operations. One informant states that only coarse paper was manufactured, while another says he produced very fine paper, and also conducted the largest bindery then in the interior of New York. However that may be, Spencer failed to make a success, and the mill lay idle several years. In 1832 or 1833 Speed & Sinclair took possession of the mill, refitting it throughout and putting in considerable machinery. "They made fine paper a specialty, and their goods stood foremost in the market," but upon the death of Mr. Sinclair, in 1841, it appears that the business passed into other hands, being conducted for some time by the firm of Smith & Duff, and later by Asa Wilcox. About 1847 Daniel Bradford became its proprietor and continued the business until 1864, or thereabouts, when the buildings were purchased by the firm of Sears, Freer & Cottrell (Francis Sears, S. D. Freer, John B. Cottrell), and converted into an oil mill, flax-seed oil being manufactured. This partnership was dissolved in 1866 and the business conducted by Freer alone until 1871, when he also gave it up, and for some time again the mill lay idle. John B. Cottrell then occupied the buildings for a brief period, and in July of 1881 sold the property to the Cooper Brothers, the present proprietors. Some fatality seems to have hung about these buildings, for none of the people through whose hands they have passed ever made a success there, and a few ruined both their health and their fortunes in the attempt. But this fatality (if it did exist) must have been removed, for the Cooper Brothers, who converted the building into a foundry and machine shop, are certainly meeting with success. Soon after purchasing the property they placed in the building a few tools and began work themselves, doing repairing and job work. Gradually increasing their stock of tools and extending the scope of their business as was demanded, they were last year warranted in building a new foundry, with a capacity for melting and casting two tons of iron per day, and following out this policy of progression, they to-day possess an excellent equipment of tools for manufacturing machinery of various kinds and doing all special work in their line, and give employment to a number of workmen. The main building is 40x80 feet in dimensions and the foundry 36x60 feet, and they have a cheap and adequate (even for a much larger establishment) motive power in the Tioughnioga river. Lately they have been producing considerable machinery for roller mills, tread powers and shafting, wheels, pulleys, etc., and the prospects are decidedly favorable both for a larger increase in orders and the erection and equipment of a new machine shop, when the old building will be used for storage purposes. The Cooper Brothers are imbued with a spirit of enterprise that, combined with their sound financial standing, must and will undoubtedly win for them a successful career in this field, and it is confidently predicted that they will yet carve out for themselves a name as being the foremost among Cortland's prosperous manufacturers.



## HORACE DIBBLE'S WOOL CARDING MILL.

Just around the bend of North Main street, and across Otter creek, a little old wooden building, half covered with ivy and with moss-grown roof, attracts the attention of every passer-by. A sign over the door reads:

CARPETS, BLANKETS, &C., WASHED. CARDING AND DYEING.
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A young wool carder and cloth dresser in search of work, Horace Dibble came through Cortland in 1821 on foot. He passed the night at David Merrick's hotel, then standing on the site of the Barber block, (and which still stands there, although the old building has been built around, about and overhead until it is no longer discernible), and in the morning started out on his walk through Homer and on until he should find employment. Passing by this building he was impressed with its desirable location, and vowed that did he ever possess sufficient money he would become the possessor of the spot. Upon making inquiries he learned that the building, in the rear of which stood a saw mill, had been erected by a man named McClure five or six years previously. It was occupied as a nail factory by William Sherman, who had invented a machine into which the iron was fed and nails were automatically cut, headed and stamped with the letters W and S. A portion of the water of Otter creek was diverted from its course and forced to turn the wheel driving the saw and the nail machine before again mingling with the waters that had passed. The young wool carder walked on, thinking of the time when he hoped to own this, the most desirable location for his business he had ever seen, and card wool for himself—no longer doing so in the employ of others.

To-day a silver-haired old gentleman sits in this old building, rising every few minutes to place an armful of wool in an old carding machine—a picture of contentment, of one who has apparently solved the problem of life and finds life worth the living. Horace Dibble's young hopes and wishes have been fulfilled, and he owns the place for which he longed so many years ago.

The nail machine was removed about 1824, and Martin Merrick placed a carding machine in the building and carried on the business of wool carding and cloth dressing for a number of years. Off in another county Horace Dibble was carding wool, and learning that Merrick was offering the mill for sale, in 1833 came here and purchased it. And here he has remained for fifty years, carding wool on the same machine, which is thought to have been built in Little York years before it came into Martin Merrick's possession, and has consequently served in the business nearly as many years as its possessor, but is still just as strong and just as serviceable as the hale and hearty old gentleman, despite his years, who feeds into it the wool it prepares.

With the exception of the saw mill, which has disappeared, and the sign over the door, the building is the same as it was fifty years ago, but the small willow sprouts that Mr. Dibble planted, between the years 1847 and 1852, along the road on both sides the pretty little brook, have grown into the fourteen great willow trees of immense girth, which now cast such a grateful shade over this portion of a popular drive. And although the progress characterizing the village has not here been shown, the "old wool carding mill" is one of the landmarks that would sorely be missed, as would also the pleasant and smiling countenance of the proprietor, and it is therefore, probably better as it is.

### ORR & CROSELYS OVERALL FACTORY.

The latest enterprise, and one giving promise of the same brilliant success that has marked those already noted, is the overall manufactory of Orr & Crosleys, on the Homer road. It was started about the middle of April, in a small building only large enough for the operation of ten sewing machines. This was a temporary arrangement, however, and was abandoned upon the completion of their large new two story factory in May, in which fifty machines are now running. Orr & Crosleys pantaloon overalls, sack coats, engineers jackets, flannel suits and shirts are manufactured, and although established but a few months, large orders have already been received for them from New York, Philadelphia, Rochester, Syracuse and other places, while the samples are meeting with decided favor throughout the East and the South. They start under the most auspicious circumstances; their factory has been built with an idea to the comfort of their work people, with very high ceilings and an unusual number of windows, insuring an abundance of light and pure, fresh air, and consequently good work by good operators; the factory is equipped with the new Singer (oscillatory shuttle) sewing machines, driven by a steam engine of adequate power; they have an abundance of capital and buy stock in large quantities for cash, and finally, the head of the firm has had a lifetime's experience in the business, and was for many years the general superintendent of the old established and well known overall factories of Sweet, Orr & Co., at Wappingers Falls and Newburgh, N. Y., his father being a member of that firm. Orr & Crosleys will make a reputation for the quality and workmanship of their goods, warranting all work not to rip, and have adopted a plan which must result in success, all work being manufactured under the personal supervision of Mr. Orr, and thoroughly inspected three times before being permitted to leave the factory. The members of the firm are Charles H. Orr, E. D. Crosley, M. H. Crosley, and F. A. Crosley. Of Mr. Orr it is said that he ranks as one of the best cutters and draughtsmen engaged in this business, a statement warranted by his previous connection with Sweet, Orr & Co.'s factories; the Messrs. Crosleys, father and sons, are known as large and influential farmers from Scott, in the northern part of this county, Mr. E. D. Crosley also having been (and still is) a practicing lawyer for many years in the Federal and State Courts, and possessing a wide reputation for his ability; and combining their capital with Mr. Orr's experience, and all devoting their sole attention to the business, there can be no doubt of their success or the benefit that Cortland will derive from an industry that will give employment to a large number of people and add largely to its wealth and industrial reputation.

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### CORTLAND MACHINE COOPERAGE.

Situated at the corner of Mill and East River streets, the Cortland Machine Cooperage is probably seen by but few of Cortland's visitors, and there are doubtless many of its citizens even who are unaware of the extent of this business, which adds not a little to the prosperity of the village. The barrels, firkins, tubs, pails, etc., manufactured here are in demand throughout a large area of territory, extending as far West as Iowa. From fifteen to twenty men are given steady employment, and the value of the industry to the village is considerable. The works were built about twelve years ago by Charles W. Kinne, who with L. J. Fitzgerald afterwards started the Cortland Wagon Company on the road to prosperity. Mr. Kinne was succeeded by Todd & Wallace, and they by Todd & Dolphin. The latter firm dissolved partnership and John G. Dolphin then continued the business for some three or four years himself. On the first of January, 1880, the establishment was purchased by

Thomas F. Brayton and has since been continued by Robert Nixon, the present proprietor, who has probably made the greatest success of it, and has secured a prosperous business. A three story and basement frame building, 30x60 feet in dimensions, is occupied by the manufacturing departments, and another building 15x30 feet for storages purposes. The main building contains a very full and complete equipment of cooperage machinery, the motive power being supplied by the waters of the Tioughnioga river, and a thirty horse power stationary engine. The works have capacity for producing from 60 to 100 barrels, or 100 to 150 firkins per day, and a large number of tubs, pails, etc. Under Mr. Nixon's management the business is steadily increasing, and to such an extent that more room for manufacturing purposes is necessary if it is desired to accept all orders that are being received. Mr. Nixon is a Scotchman by birth, and came from Glasgow, Scotland, at the solicitation of friends here, to engage in this business, and his success is therefore peculiarly gratifying.

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### BANGS BROTHERS' CHAIR FACTORY.

The chair manufactory of the Bangs Brothers, on Oak street, near the R. M. Tillinghast carriage works, is running steadily on a fine class of novelty chairs, stands, paper holders, etc., and giving employment to from ten to twenty men. The business was established in 1877, when it was conducted by the Cortland Furniture Manufacturing Company. Mr. A. H. Day succeeded this company, in 1879, and carried it on alone until 1881, when he formed a co-partnership with Elmer Bangs. The buildings now occupied by the present proprietors were erected by the firm of Day & Bangs, in 1881, and they conducted the business until July, 1882, when Mr. Day's interest was purchased by Mr. F. E. Bangs, and under the title of Bangs Brothers it has since been continued with considerable success. The Bangs Brothers manufacture two hundred of the cheaper grade folding chairs or one hundred fine chairs per day, and have a good demand for their products. Two buildings, each 30x60 feet in dimensions and two stories high, are occupied for manufacturing and storage purposes, and are well equipped with machinery, a twenty-horse power engine furnishing the motive power. Last year's business was exceptionally large, and the prospects of a steady business are reported as being very favorable.

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### OTHER MANUFACTURERS.

While the foregoing sketches will give an idea of the extent and diversity of the manufacturing interests of the village, they by no means comprise the entire list, which it is impossible to review within the limits of this work. Among the more prominent establishments not noted however, are the O'Neill Wagon Works, Day & Atwood's Shirt Manufactory, the Cortland Steam Mills, John Ireland's Planing Mills, and Tisdale's Flouring Mills, besides many other lesser industries, which swell the aggregate number of employes and the amount of wages paid monthly to large proportions. Work is also progressing rapidly on the buildings for a new industry with the title of the Sanford Fork and Tool Manufacturing Company, of which Mr. Robert Nixon, who has so successfully conducted the Cortland Machine Cooperage, is President; Mr. E. O. Rickard (for five years one of the most valued employes of the National Bank of Cortland), Secretary and Treasurer, and Mr. DeForest Sanford, (son of the originator of the celebrated Sanford pitch fork, which will be the speciality), Superintendent. The works of the company on Elm street, east of the

U., I. & E. Railroad, will comprise a main building, three stories, 50x32 feet in dimensions, and a building adjoining for manufacturing purposes, 40x100 feet, with a complete equipment of machinery, driven by a sixty horse power engine. It is understood that about 100 workmen will be given employment, and that the company will produce about 10,000 dozen forks during their first year. Besides the regular Sanford fork, which was originated forty years ago by Mr. B. Sanford, father of the Superintendent, and is known to all dealers in farm tools as the best hand fork in the market, they will also manufacture all kinds of tined steel tools. The company starts under the most favorable auspices and will undoubtedly meet with the same flattering success that characterizes Cortland's industries in general. Other manufacturing establishments are in prospective, with every indication of soon assuming full shape, and the outlook is more than promising for the village becoming a city, as well as a manufacturing centre of great importance.



## PART III.

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### ITS COMMERCIAL INTERESTS.

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#### BANKING.



CORTLAND is in the most highly prosperous condition, and three National Banks and a Savings Bank, with other business concerns in proportion, testify to the thrift and activity of the place. The Savings Bank has nearly \$500,000 on deposit (an average of \$200 to the credit of each depositor), and the four banks show deposits aggregating more than a million dollars, while the statements of each indicate a healthy state that is more than gratifying.

The First National Bank of Cortland was incorporated under the national law in 1863, and was organized in February, 1864, with the following directors, the capital stock being \$125,000: Thomas Keator, President; Garry Chambers, Arthur Holmes, Rufus Edwards, James S. Squires, Lansing Carley, Nathan Bouton, Dan. C. Squires and Leander Fitts. Thomas Keator, the organizer of the bank, died June 25, 1879, and was succeeded by S. Keator as President. The career of the bank has been a flattering one, and a continuation of the charter for another twenty years was applied for and granted February 24, 1883, when it was reorganized with the same Board of Directors then (and still) in office, viz.: Samuel Keator, President; E. Keator, Cashier; Matthew Van Hoosen, Ransom Warren, Hector Cowen, Hon. O. U. Kellogg, Hon. A. A. Carley, E. C. Carley, T. H. Wickwire, C. W. Stoker, John B. Hart, R. B. Smith and Robert Purvis. The bank has declared dividends of from ten to twelve per cent., free of taxes, every year, and the statement of July 23, 1883, shows a capital stock of \$125,000; value of real estate, \$16,000; surplus and undivided profits, \$95,000; deposits, \$190,370.

The National Bank of Cortland was organized March 1, 1869, as the Bank of Cortland, with a capital stock of \$100,000 and the following Board of Directors: James S. Squires, President; Wm. H. Shanklain, James A. Schermerhorn, H. P. Goodrich, Horatio Ballard, B. B. Woodworth (Cashier), F. H. Hubbard, S. E.

Welch, Samuel Sager, C. C. Taylor, Lucius Babcock, Jerome Hulbert, J. C. Pomeroy, S. R. Hunter, A. B. Lamont and George L. Cole. It continued as the Bank of Cortland until the first day of January, 1875, when it was chartered as the National Bank of Cortland, with a capital of \$100,000, and the following Board of Directors: James S. Squires, President; George L. Cole, Wm. H. Shanklain, Ed. M. Hulbert, Hamilton Putnam, A. B. Lamont, Byron A. Benedict, Wesley Hooker, John J. Sampson, Nathan Spencer, Samuel Sager and Stephen R. Hunter. The President, James S. Squires, has been a resident of Cortland for the past thirty years, having been engaged in trade previous to the organization of this bank, of which he then became President, and has held the position during the fourteen years of its existence. There are associated with him as directors, at the present time, George L. Cole, the Vice-President; Charles L. Selover, the Cashier, and Nathan Spencer, Wesley Hooker, C. W. Collins, B. A. Benedict, L. J. Fitzgerald, Hamilton Putnam, C. H. Parker, Wm. H. Clark, Robert Bushby, F. C. Stratt and Nathan P. Darby. The statement of July 23, 1883, shows a capital stock of \$100,000; value of real estate, \$14,000; surplus, \$27,687.60; deposits, \$280,685.04.

The Second National Bank of Cortland was organized the 25th day of November, 1882, with a capital of \$100,000, and the following directors: D. S. Bull, Cashier; J. S. Bull, Fitz Boynton, L. J. Fitzgerald, George C. Hubbard, J. R. Schermerhorn, George N. Bliss, Harrison Wells, John D. Schermerhorn, M. H. McGraw, D. F. Wallace, E. A. Fish, H. F. Benton, M. S. Pierce and W. B. Stoppard. The bank is proving a very successful institution, and the statement of July 23, 1883, shows a capital stock of \$100,000, surplus (over and above dividend of three per cent. just declared), \$1,487.50; deposits, \$94,000.

The Cortland Savings Bank was organized April 13, 1866, a charter being secured through the efforts of Hon. Stephen Patrick, of Truxton, and the original trustees were William R. Randall, President; Hiram J. Messenger, Thomas Keator, Jedediah Barber, George W. Bradford, Perrin H. McGraw, Henry Stephens, Frederick Hyde, Horatio Ballard, Henry S. Randall, R. Holland Duell, Hiram Crandall, Horace P. Goodrich, James W. Sturdevant, Alphonzo Stone, Silas Blanchard, Raymond P. Babcock, Nathan Smith, Daniel E. Whitmore and Stephen Patrick. The bank was opened September 25, 1866, in a small room on the second floor of Randall's Bank, with Calvin P. Walrad as Secretary and Treasurer, and from this modest beginning its business gradually increased until it was necessary to secure the large room now occupied (formerly Randall's Bank), and the deposits amount to nearly \$500,000. The trustees are now Frederick Hyde, President; G. W. Bradford, R. Holland Duell, Henry Brewer, Horace P. Goodrich, Charles C. Taylor, Abram P. Smith, Calvin P. Walrad, James C. Carmichael, Morgan L. Webb, (Treasurer), Stephen Patrick, Madison Woodruff, Norman Chamberlain, Samuel E. Welch, Alphonzo Stone, George N. Copeland, Henry McKeivitt, William H. Twiss and A. Leroy Cole, and the statement of the bank, made January 1, 1883, shows the assets to be \$449,151.43; liabilities, \$426,477.43; surplus, \$22,674.80.

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#### MAGER & WALRAD.

The dry goods and carpet store of Mager & Walrad, at No. 11 North Main street, is one of largest mercantile establishments in Cortland, and with its handsome, well-lighted storerooms, large and tastefully displayed stock, would do credit to many cities of much greater population. The history of the house dates back to 1846, when it was established as a general store by J. W. Sturtevant & Co. (E. H. Dowd), in the storeroom now occupied by Dickinson & McGraw. There the busi-

ness was conducted by this firm for more than twenty years, and was then the largest store in the county, where almost anything desired could be purchased. E. A. Fish was admitted to a partnership in the firm in 1861, and the store was subsequently removed to the room now occupied by a saloon at No. 19 North Main street. The general store system was abandoned about 1862-3, and in 1869 Mr. Dowd's interest was purchased by C. P. Walrad, and the firm name changed to Sturtevant, Fish & Co. Mr. Sturtevant's interest was purchased by the junior members of the firm in 1872, and Fish & Walrad continued the business with much success, removing in 1879 to the handsome new Schermerhorn building. On the 5th day of March, 1883, Fish & Walrad sold the establishment to G. J. Mager, and the co-partnership of Mager & Walrad was formed almost immediately thereafter. There are doubtless many readers who will remember the old firms and the changes that have taken place, and will call to mind the contrast made between the present and former storeroom, and here find an illustration of the progress made by the village. Mager & Walrad carry a fine stock of foreign and domestic dry goods, ready-made garments for ladies, and a complete line of carpets. Their dry goods storeroom is twenty-five feet in width and seventy-five feet in depth, while two large rooms on the second floor are occupied by the carpet department. Much taste is displayed in the arrangement of the stock and the storerooms are very attractive, indicating an enterprise and appreciation of the wants of this progressive era that will doubtless retain for Mager & Walrad the position they have secured.

#### NEWKIRK & HULBERT.

The business of Newkirk & Hulbert, wholesale and retail dealers in hardware, stoves and machinists' supplies, is an outgrowth of the foundry and machine shops established by Daniel Larned in 1832, conducted by A. & S. D. Freer for many years, and now owned by the Cortland Machine Company. The Freers carried on the foundry and machine shop from 1837 until 1861, when they sold to the firm of Chamberlain & Benson. In 1865 Benson's interest was purchased by H. C. Smith, and Chamberlain & Smith conducted the business until 1873, when they erected the three-story brick building at No. 14 Port Watson street, and engaged in the hardware trade. The business was divided in 1874, the stock company known as the Cortland Foundry and Machine Company taking the foundry and machine shops, and the Cortland Hardware Company succeeding to the hardware business. H. C. Smith then bought out the Cortland Hardware Company, and conducted the business for a time, and sold to C. F. Chamberlain, who was succeeded in turn by Floyd Chamberlain. In a short time, however, C. F. Chamberlain again purchased the business, and forming a co-partnership with C. E. Huntington, under the title of C. F. Chamberlain & Co., continued the business a year and then organized the Chamberlain Manufacturing Company. In 1879 W. S. Newkirk and Ernest M. Hulbert, forming the firm of Newkirk & Hulbert, succeeded the Chamberlain Manufacturing Company, and under their management the business has nearly doubled in four years. Upon the completion of the new *Standard* block last February, they removed into this handsome building, where they now occupy the four floors fitted up especially for their large business. Here they carry an unusually large stock of hardware, stoves and machinists' supplies, and bid fair to become the most extensive dealers in these goods in Central New York. Both gentlemen are life-long residents of Cortland, but are putting a life into the business that has certainly not been a chief characteristic in the conduct of the mercantile business of the village previously.

## COBB &amp; PERKINS.

Although some very successful business careers have been noted in preceeding pages, there is still another, and, in comparison, equally successful one to chronicle. It is that of the Cortland Steam Bakery, which was established in a very small way at No. 12 Court street, by Eggleston & Cobb, in 1873, as a family bakery. From the start it was received with decided favor and in less than two years the business had increased to such an extent as to warrant the putting in of steam power, which was done in the spring of 1875. About this time Eggleston retired and the firm of Cobb & Perkins was organized. The business was conducted with a spirit of enterprise that could not fail to win success, and additions and improvements were made from time to time which increased the capacity and extended the business into wider fields. In January, 1881, the confectionery business of L. D. Garrison was purchased and the manufacture of candy begun, and from that time the business was increased and extended still more rapidly, the storeroom No. 10½ Court street being secured for the retail department and other additions made, until they now occupy the entire two story building, 30 feet wide and 120 feet deep. This building is fitted up in the most convenient manner and with all the improvements in machinery, etc., for the manufacture of bread stuffs, crackers and confectionery in large quantities, and their facilities are not surpassed by any concern in Central or Southern New York. As jobbers in fruits, oysters, cigars, etc., they also rank among the largest concerns in the interior, and their trade extends throughout the counties of Cortland, Broome, Chenango, Madison, Onondaga, Cayuga, Tompkins, Tioga, and the counties of Northern Pennsylvania. Their business last year amounted to twelve times as much as it did the first year, which amounted to no inconsiderable sum even, and contrary to all expectations the first six months of this year have shown a greater increase than that of last year. Mr. Cobb is a native of Homer, and Mr. Perkins of Virgil. They are both young men, and the fact that this is their first business venture adds not a little to the gratification felt at the success they have made.

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TANNER BROTHERS

From the time of their first appearance in the village the Tanner Brothers have taken a prominent position among its business men, and have steadily grown in public esteem, increasing and extending their business until they occupied the leading position among its dry goods merchants. The brothers, Adolphus F. and Abram T. Tanner, came from Dryden in March of 1864, and opened a dry goods and notions store in the Messenger House block. Here they remained until October, 1868, when they removed to the Moore block. Their business steadily growing larger, when the new Garrison block was completed, in 1878, they secured the large north storerooms, which were finely fitted up for them, and then added a millinery and carpet and oil-cloth department. With one of the most spacious and elegant stores in the village, their trade still more largely increased, and they were fully rewarded for their enterprise. Their dry goods, notions and millinery storeroom is twenty-three feet wide and ninety feet in depth, stocked with the finest goods in the market, and two large rooms on the second floor are occupied for the display of carpets and oil-cloths. Their business career has been one of unbroken prosperity, and when the death of Abram T. Tanner occurred, on the 19th of June, 1883, Cortland lost one of its most highly respected and prosperous tradesmen. The business is continued by Adolphus F. Tanner under the title of the Tanner Brothers, and will undoubtedly retain the position it has gained and keep pace with the progress of the village.



## SMITH &amp; KINGSBURY.

The extensive hardware, stove and tinware business now conducted by Smith & Kingsbury, at No. 12 North Main street, was established in 1859 by E. D. Mallery, in the old brick building at the corner of Main street and Groton avenue. It was the second tin and hardware store in the village, and was started on a very small scale, the storeroom now occupied by C. H. Gaylord's grocery being devoted to the sale of hardware, and having a small tin shop in the rear. Soon after the business was established, and during the same year (1859), Mallery sold to the firm of Mills & Goodrich, who carried on the business four years, in 1863 or 1864 securing the frame building then standing on the corner of Main and Court streets (and which had been occupied many years as a female seminary), and removing it to the present site turned it into a hardware store and tin shop. Mr. Goodrich then retired from the firm, and Myron H. Mills continued as sole proprietor for two years, when he sold an interest to Josiah Stevens. The business was conducted by Mills & Stephens about two years, and upon the retirement of Stephens, in 1867 or thereabouts, Mills continued the business alone until 1869, when he sold the hardware department to Theodore Perkins, retaining the tin shop. In February of 1870 he formed a co-partnership with F. D. Smith, under the firm name of Theodore Perkins & Co., and the tinware business was again included. W. S. Newkirk succeeded Perkins in 1871, and Newkirk & Smith conducted the business until 1875, when the present co-partnership of Smith & Kingsbury was formed. The business has shown a very large increase the past three years, and Smith & Kingsbury now occupy the entire building, twenty-seven feet wide and ninety feet in depth, with one storehouse in the rear and another on the north side. Their trade is principally retail, but they carry a stock so large as to enable them to wholesale at competitive prices. The stock carried embraces hardware, tinware, stoves, etc., a specialty being made of mechanics' tools, of which they carry a large variety, and the business includes gas and steam fitting, tin roofing and plumbing. Smith & Kingsbury are live, enterprising business men, and it is gratifying to note the fact that their business this year is showing a considerable increase over that of preceding years.

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 C. VAN ALSTINE.

As one of the oldest shoe dealers in the village, Mr. Van Alstine assists materially in tracing some of the changes that have taken place on Main street. He began shoemaking in 1861, in a small frame building then standing on the plot of ground now occupied by the Schermerhorn residence on South Main street, and which had previously been occupied by a liquor store. It was moved to the rear of the lot about 1863 or 1864, and Mr. Van Alstine then carried on business in the Samson block a couple of years, when he sold out and engaged in the livery business. In 1869 he formed a co-partnership with Henry Purdy, and they opened a shoe store in the little wooden building which stood on the present site of the Schermerhorn block. Here they remained four years, in 1873 removing to the Calvert block and commencing a wholesale and retail trade in boots and shoes. After the death of Purdy, in 1874, the stock was closed out, but Mr. Van Alstine again engaged in the retail trade in the Calvert block, in 1875. The old frame building, which has been supplanted by the handsome Schermerhorn block, was again occupied by him, however, from 1876 to 1878, when preparations were being made for the building of the new brick structure. He occupied the old post-office block, on the northwest corner of Main and Court streets, from that time until he removed to his present location in the Dexter House block, in 1880, where he now carries a very nice stock of boots and shoes, and does custom work and repairing.

## D. F. WALLACE.

When the Taylor Hall block was completed, in 1865, the Apgar Brothers, of Ithaca, came here and opened a book and stationery store in the north storeroom. They only remained three years, however, and in 1868 sold their stock to A. Mahan, who added a music department to the store, and in 1870 formed a co-partnership with D. F. Wallace. Under the firm names of A. Mahan & Co. and Mahan & Wallace, the business was conducted by these gentlemen four years, they adding the book bindery, which had been established by Horace Dowd two years previously, in 1873. In 1874 the partnership was dissolved and the business divided, Mahan taking the music and sewing machine business and Wallace the book, stationery and binding business, which he has since conducted with much success. About four years ago Mr. Wallace began jobbing largely in wall paper, and in that branch has been highly successful, last year standing fifth among the jobbers of wall paper in the State outside of the city of New York. The book and stationery business has about doubled since 1865, and the wall paper business increased about five-fold. An idea of the extent of this business may be gained from the statement that Mr. Wallace now occupies the large north storeroom, basement and adjoining basement in the Taylor Hall block, the entire back half of the second floor of this block and a good-sized storage building in the rear. His wholesale trade extends throughout Central New York and Northern Pennsylvania, and the completeness of his stock attracts retail purchasers from all the neighboring towns. Mr. Wallace is certainly one of the most enterprising of those whose business comes under the head of the "Commercial Interests of Cortland."

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A. MAHAN.

Success has been made in commercial as well as in manufacturing circles, an illustration of which is furnished by the career of A. Mahan, the well-known dealer in musical instruments and sewing machines, at Nos. 9 and 11 East Court street. Mr. Mahan came to Cortland from Virgil, where he had been engaged in the produce business for a number of years, in 1868, and purchased the book and stationery establishment of the Apgar Brothers, in Taylor Hall block. He added pianos, organs and sewing machines to the stock and successfully continued the business until 1870, when he formed a copartnership with D. F. Wallace. Under the names of Mahan & Co., and Mahan & Wallace, these gentlemen remained in partnership until 1874, when the business was divided, Mr. Wallace continuing in the book and stationery trade and Mr. Mahan removing the piano, organ and sewing machine business to the large new building he had erected for this purpose at Nos. 9 and 11 East Court street. Here he gave his sole attention to the building up of a trade in these goods, and the success he has met may be judged from the statement that he now handles sewing machines by the car load lots, and four wagons are constantly employed in delivering pianos, organs and sewing machines throughout this and surrounding counties. Under his energetic management the business steadily increased, growing to such proportions as was not dreamed of when he commenced, and he has become the largest dealer in pianos, organs and sewing machines in Central New York, his trade extending not only throughout a radius of twenty-five miles, but into Syracuse, Ithaca, Binghamton and even into other States. It is but a few years since he sold a handsome grand piano to President White, of Ithaca, for Sage College, and lately he has received orders from Connecticut for two grands and a square piano. A reputation that brings orders from such points must necessarily be a wide and extensive one, and could only be acquired by the strictest integrity in dealing with a large number of

people. But representing the leading piano and organ manufacturers in the United States, and always having in stock the largest assortment of their best makes, he has been enabled to draw his patronage from among those who desired quality in the instruments they purchased, while buying in large quantities he was enabled to give them a large benefit in price—and to his superior management, combined with these advantages offered, his success is doubtless largely due. Mr. Mahan's trade is principally retail, with a small jobbing trade near by, and amounts to an aggregate sum that is really surprising. He occupies a greater part of the building, 45x80 feet in dimensions, at Nos. 9 and 11 East Court street for his warerooms, and has besides a large storehouse, where is kept in stock the surplus pianos, organs and sewing machines. He employs a number of sub-agents in the surrounding towns, and displays his energy and executive ability by constantly working up new territory and extending his business to still greater proportions. And that he will retain the position he has gained of the largest and most prominent individual dealer in musical instruments and sewing machines in Central New York, no one who is acquainted with the gentleman can have any doubts. Mr. Mahan is also interested with F. A. Bickford, a practical gunmaker of large experience, in the firm of F. A. Bickford & Co., dealers in guns and sporting goods generally, who occupy a portion of the Mahan block. He is also one of those enterprising and public spirited men who are giving of their time and means to promote the welfare of the community, and who will yet give to Cortland the position in the manufacturing and commercial world, to which it is entitled by reason of the facilities and resources possessed, despite the laggards who wait until success is assured before giving their support to schemes for its advancement. Mr. Mahan is President of the village and resides on North Main street in that elegant home erected in 1881, which, with its pure Queen Anne architecture, its two acres of lawn, beautiful fountain and well kept grounds, forms one of the most pleasing dwelling places in the village and adds so much to the attractiveness of this portion of Cortland.

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#### J. C. CARMICHAEL & CO.

Half a century ago, when Cortland was one of the smallest villages in the county, and was jealous even of Homer's seemingly brighter prospects, the furniture business of J. C. Carmichael & Co. was established in a frame building then standing on the site now occupied by the three story brick building at No. 11 Port Watson street. The founder of the business was J. McFarlan, and it was in 1834 that he founded the house which for forty-nine continuous years has occupied the position of the leading furniture and undertaking establishment in Cortland. In 1851 J. C. Carmichael entered the business, being admitted as a partner in 1855, and the firm of McFarlan & Carmichael continued until 1866, when the senior partner's interest was purchased by Mr. Carmichael, who has since conducted the business, and is today one of the oldest merchants in the village, having been engaged in this one business here for thirty-two years. When the magnificent new *Standard* block was completed last spring, the desirable storerooms now occupied were fitted up especially for the furniture business, and J. C. Carmichael & Co. have now one of the finest furniture establishments in Central New York, displaying a stock that one would only expect to see in the larger cities. The three floors devoted to the business are models of elegance and convenience, and when compared with those in which the furniture business has been conducted in the past, form one of the best illustrations of Cortland's growth and progress. Mr. Carmichael has been one of the foremost citizens of the village, having twice been called to the Presidency, and has done not a little towards advancing its interests and promoting its rapid growth.

## G. W. BRADFORD.

In 1847, when G. W. Bradford came to Cortland and entered the drug store of Daniel Bradford, as a clerk, the village contained but a small proportion of its present population, and Main street, from the Cortland House to the Eagle Hotel (now the Messenger House), was about the extent of the village. Besides Daniel Bradford's drug store there were dry goods or "general" stores kept by J. Sturdevant & Co., W. O. Barnard, Orrin Stimson, Asa Lyman and James Van Valen, the harness store of Henry Brewer, J. McFarlan's furniture store, the foundry and hardware store of A. & S. D. Freer, and Homer Gillett and Lovett Cudworth and Isaac M. Seaman's grocery stores, while Andrew Dickson kept a dry goods store and the post-office in a building then standing on the northeast corner of Main and Port Watson streets. Mr. Bradford remained a clerk in that drug store nine years, and in 1856 opened a drug store in the storeroom now occupied by him, and for twenty, seven years has carried on the drug business in this location. Here he has continued in the drug business without change, witnessing a thriving manufacturing town grow up about him, his own business increasing and extending to such proportions never dreamed of when starting. And this is the only instance noted in which a business house has continued in the same location and without a change in the name of its proprietor for such a period in Cortland. The old Dixon block, then a three-story building, has been transformed into the four-story Keator block, but with the exception of having been enlarged and somewhat modernized the storeroom now occupied by G. W. Bradford's drug store is the same one in which he commenced and for twenty-seven continuous years has conducted the drug business.

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E. H. BREWER.

One of the first harness makers in the village of Cortland was Henry Brewer father of the subject of this sketch, and founder of the large harness manufacturing business now carried on at No. 9 Port Watson street. Mr. Brewer started business on his own account in 1834, beginning in a small way by renting a room in the second story of the small frame building then standing on the site occupied by the present factory, and began making harness. His tireless industry and close business habits made him successful, and as his business grew larger a workman was employed to assist him, and in time a room on the first floor was rented, and still another man employed. Steadily and surely the demand increased for his harness, which were made very strong and found to wear well, and it was not many years before four or five hands were employed and the whole building, 20x24 feet in dimensions, two stories, was occupied and finally purchased. In January, 1862, this building, with the Eagle Hotel and another building adjacent, was burned to the ground. The business was continued in a building on the opposite side of the street until 1864, when it was removed to the large three-story brick structure erected on the site of the burned building, and the working force again increased, the first floor and part of the second being occupied. As the business was steadily increasing, he subsequently admitted his son, Henry L. Brewer, to a partnership, under the title of H. Brewer & Son, but upon the failure of the junior member's health this partnership was dissolved and Mr. Brewer continued the business alone until 1874, when he sold to E. H. Brewer & Co., and retired from active service. E. H. Brewer & Co. conducted the establishment until 1877, when J. A. Schermerhorn was admitted, and the firm name changed to Brewer & Schermerhorn, who continued in partnership until 1879, when by the death of Mr. Schermerhorn, E. H. Brewer became sole proprietor. The growth of this business has probably been more steady and sure than

any other noted, and its reputation extends into many distant States. The entire building, 24x50 feet in dimensions, three stories, is now occupied for the manufacture of harness, from fifteen to twenty men being constantly employed, and their product being sent to points in Massachusetts, New York, Pennsylvania, New Jersey, Ohio, Illinois, Michigan and Dakota. Fine work (track and road harness) has been a specialty with this house for many years, and their success in a great measure is due to their peculiar method of manufacturing. All their fine work is made on a system of combination dies and forms, which ensure perfect proportion and accurate work, and are fully protected by patent. A noteworthy fact that might be mentioned here is that it is not found necessary to employ traveling salesmen, as all the orders come direct from the houses to whom only circulars are sent, and indicating that the reputation acquired in forty-nine years is not without its profit. Mr. E. H. Brewer is one of the most enterprising of Cortland's young business men, and besides successfully carrying on this large harness manufactory, is the senior member of the Cortland Box Loop Company, which gives promise of becoming the largest concern of the kind in this country.

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### SAGER & JENNINGS.

The first store opened in the village for the sale of drugs exclusively was that of A. Sager, near the corner of Main and Court streets, on the present site of the Schermerhorn building, in 1857. The business was comparatively small, but Mr. Sager continued there until 1861, when desiring to enter the service of his country, he sold to Dr. T. C. Pomeroy, and went out as a volunteer with the Seventy-sixth Regiment. Being discharged on account of disabilities in May, 1863, he returned to Cortland, and in June again embarked in the drug business in the old Barnard block, on the corner of Main and Mill streets. Many readers will remember this building, which would now appear very common looking, but was then one of the most prominent buildings in the village. It was three stories in height in front, with the roof sloping back until it was only two stories high in the rear, and look rather stunted in comparison with the building now occupying the site. Alongside of it, and where the Dexter House stands, was an old-fashioned two-story gable roof building, occupied by L. Dexter's billiard saloon and Henry Woodruff's tailoring establishment. A shed projected from the top of the first story and a sign extended across the pavement, giving it quite a different appearance from that which this corner now presents. In the fall Mr. Sager let down the floor about sixteen inches, put in a new front, and rearranging the interior of the storeroom made it quite an attractive store. He conducted the business alone until the spring of 1865, when he formed a co-partnership with Thomas Dalton, under the firm name of A. Sager & Co., which continued one year, when Mr. Dalton withdrew to engage in business in Western Pennsylvania. He is now a member of the firm of Smith & Dalton, of Syracuse. In April, 1866, this corner was purchased by Mr. Sager and L. Dexter, and the property divided, the former taking the building occupied by his drug store and the latter the old two-story building. Mr. Sager then built the frame building in the rear for a storehouse, afterward occupied by Harrison Wells, and carried on the business alone until the spring of 1870, when he formed a co-partnership under the old name of Sager & Co. with W. A. Pierce, a book-keeper in the National Bank of Cortland. This partnership was dissolved after a year and seven months' continuance, Mr. Pierce going to Syracuse and becoming a member of the firm of Smith & Pierce, in the same house which Mr. Sager's former partner —Dalton—has since entered. In 1872 Mr. Sager and Mr. Dexter rebuilt the entire

corner, making it a uniform three-story building, with Mansard roof, and the latter's part of the block was then opened as the Dexter House. The present firm of Sager & Jennings was formed in the spring of 1876, under the name of A. Sager & Co., the firm name being changed to Sager & Jennings in the spring of 1881. The business has steadily increased, and the store is now one of the largest in the village. Mr. Sager came to Cortland from Syracuse in 1856, having read medicine with Alfred Mercer with a view to practicing, but entering the drug business here and finding it congenial, continued in it with the success noted. He served honorably in the war of the rebellion, and came home from it a Brevet-Major. Mr. E. F. Jennings, the junior member of the firm, is a native of Palermo, Oswego county, and came to Cortland in 1871 as a clerk in his partner's store, having just left the University of Illinois, where he had been preparing himself for the drug business. After a service of three years with Mr. Sager, he went to Hamilton, Madison county, and formed a co-partnership with a former clerk of Mr. Sager's, under the title of Root, Jennings & Co., but only remained there a year, returning to Cortland and forming the present co-partnership.

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#### S. M. BENJAMIN.

The marble business now conducted by S. M. Benjamin at No. 89 North Main street, was established by O. W. Dowd in 1849. S. M. Benjamin worked in Dowd's shop nine years, and it is said that during this time he never lost even half a day—a record to which but few journeymen can point in these days. In 1860 S. M. and J. W. Benjamin purchased the marble business of Dowd and for twenty-two years the Benjamin Brothers honorably and successfully conducted the business, the partnership only being severed by the death of J. W. Benjamin on the 13th of June, 1882. In this, as in the other classes of business in the village, much progress has been shown. When Mr. Benjamin worked for Dowd in 1849-50 only plain two-inch slabs, to set in the ground, were sold, while now principally fine monumental work is sold. Since the death of his brother, Mr. S. M. Benjamin has continued the business alone, and the reputation acquired by the Benjamin Brothers for satisfactory work and honorable dealing, ensures the patronage of the best people. A building twenty-six feet wide and seventy feet in depth is occupied for the business, five skillful workmen being employed, and a fine stock of finished work is shown, special designs being made to order. As one of the older business men, Mr. Benjamin is worthy this recognition, which is with pleasure accorded him.

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#### JAY & SMITH.

The handsome shoe store of Jay & Smith, in the new *Standard* block, which was opened to the public last March, has met with decided favor, and purchasers of fine goods have learned that it is to their interest to visit the new establishment. One advantage possessed by them is the fact that they are also wholesale dealers, and consequently can offer inducements to retail purchasers that are not within the reach of regular retailers. They occupy a basement and two floors in the *Standard* block, the elegantly fitted up store room (twenty-two feet wide and ninety feet in depth), No. 30 Main street, being devoted to the retail trade, and the basement and second floor being occupied by the wholesale department. They are gaining a large trade in Central New York and Pennsylvania, selling to both the jobbing and retail trade. Mr. E. W. Smith, the junior member of the firm, is a commercial traveler of many years' experience, and possesses a large acquaintance, not only with the trade, but with Eastern manufacturers, and derives therefrom considerable benefit in buying

goods. Mr. George E. Jay is well known here, and pays particular attention to the retail trade. They carry a very full and complete line of fine goods in all varieties in the retail department, and in the wholesale department the medium grade of goods is made the specialty. Their flattering success (doubtless largely attributable to the inducements they are enabled to offer, both in the wholesale and retail trade,) is very gratifying to their friends, and certainly gives them promise of a very bright future.

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### S. D. FREER.

Identified with the business interests of the village for a lifetime, a brief sketch of Stephen D. Freer will not be without its interest to a large number of readers. His father, John A. Freer, was one of the earliest settlers in Cortland, having located here in 1802. S. D. Freer was born in 1815, and as a boy attended school at the "four corners," a mile south of the village. When seventeen years of age he entered the post-office, then kept by Canfield Marsh, as a clerk and apprentice at the hat finishing trade. He did not remain there long, however, and in 1834 entered General Randall's store, on the southwest corner of Main and Tompkins streets, as a clerk. In 1837 he went into the employ of his brother, Anthony, in the foundry business, and in 1838 the firm of A. & S. D. Freer was formed. They conducted the foundry and a large hardware store until 1861, when the business was sold. In the meantime he had engaged in the coal trade, upon the opening of the S., B. & N. Y. Railroad, in 1854, and also conducted that business until 1865. He was a member of the firm of Sears, Frear & Cottrell, organized in 1864, who manufactured flax-seed oil in the old paper mill for a few years, and entered the coal business again, after the failure of this industry to prove a success, in 1873. His last venture proved a decided success, and in 1874 he purchased the large frame building on the corner of Railroad street and the S., B. & N. Y. Railroad, where he successfully continued in this business until August, 1883, when he removed to the new coal buildings and offices just completed, opposite the Cortland Wagon Company's works. The buildings are the finest in this section, the coal pocket structure being one hundred and eighty-eight feet in length and forty-eight feet in height, with a capacity for dumping fifteen cars at one time. It is supplied with all the improvements in screens, sieves, etc., for preparing the coal without labor while loading on wagons, and is a model of its kind. The offices are very finely appointed, and the whole forms an establishment unsurpassed in Central or Southern New York. Mr. Freer is one of the few business men who are natives of Cortland, and have been engaged in business here all their lives, but he is by no means a laggard in making the improvements that the rapid growth of the village makes imperative to keep pace with its progress, and is honored alike for his enterprise, his integrity and his qualities as a citizen.

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### THEODORE STEVENSON.

Of the live, enterprising men who have done so much towards making Cortland the place it is to-day, none are deserving more commendation than Theodore Stevenson. First in all schemes of public improvement, in all plans for the development of the resources of the village, and first to give of his time and his means to advance its interests and assist its growth, he is a type of that class of self-made men who, public spirited and enterprising, by force of their own strong will often succeed in carrying themselves and the place with which they have identified themselves to the highest pinnacle of success. And all unprejudiced minds will agree with me in saying that Theodore Stevenson has proven himself to be a man of inestimable value to this

community. He came to Cortland in 1872—a visitor. The attractions of the beautiful village decided him to locate here, and he engaged in business as an insurance and real estate agent, but more especially as a representative of the Phoenix Mutual Life Insurance Company, with which he has ever since been identified. That success which must attend well directed efforts—push and a strict attention to the duties, the obligations of his calling—attended him, and he built up for himself a prosperous business in this line. He early perceived the possibilities of the village, but was not in a position, financially, to take advantage of the opportunities offered until 1880, when he made his first investment in real estate, and erected a fine residence on Church street—a two-story, French roof dwelling, with bay windows, heated by steam and supplied with all the modern improvements. This was the first house in the village so furnished, and was intended for his own occupancy. But he also erected a neat two-story dwelling, with bay windows to top of second story, on Groton avenue—a very desirable residence, which he was not long in selling. In 1881 he purchased a lot on Clinton avenue, on which stood a small house and barn. Here he erected three seven-roomed Chautauqua cottages, with projecting roofs and wide piazzas, also building a large double house on the lot and refitting the barn into a pleasant dwelling place. Early in 1882 he purchased of H. P. Goodrich twelve acres of land east of the S., B. & N. Y. Railroad (balance of Hubbard and Pomeroy tracts), and laid out Garfield street, from Crandall to Hubbard, grading and laying a stone walk all the way around. Four cottages (three of them double) were built on this street, a house on same tract, on Crandall street, and a large four-gable double house, with wide halls and fine stairways, at No. 130 Elm street, and in the fall a single cottage and large double house of twenty-two rooms were built on a sub-division of same tract, on Pomeroy street. In December of 1882 and January of 1883 the balance of this tract, on the east side of Pomeroy and extension of Elm streets, was cut up into lots, and on the south side of Elm, near the U., I & E. Railroad, he built a three-story block, 40x100 feet in dimensions, with large wing in the rear, for the Excelsior Top Copany. This work was done in twenty working days during the coldest part of the winter, it being necessary to scrape the snow off the ground to lay the foundation. In the spring of 1883 another cottage was erected on the west side of Pomeroy street and a large double house built on the north side of Elm, Excelsior street also being extended north from Elm. Six acres of the choicest land on Monroe Heights were purchased in April, and when West Court street is extended over the hill, here will be erected some of the handsomest residences in Cortland. In July the Kinney tract, east of the U., I. & E. Railroad, was purchased, and Franklin street laid out to Elm on the north. An acre of land being sold to the Sanford Fork and Tool Manufacturing Company (Nixon & Rickard), he contracted to erect parallel with the Excelsior Top Company's building a three-story block, 32x50 feet in dimensions, with an addition 40x100 feet in the rear, all set on solid mason work foundation and constructed in the most substantial manner. Work was progressing very rapidly on this contract at the time of writing, and the balance of the tract had been cut up into lots ready for sale, the Kennedy tract purchased and also plotted on Elm street, and this street extended clear to the Tioughnioga river. Besides doing all this work, Mr. Stevenson has given largely of his time and means to promote the welfare of the community in other respects, and while it is admitted that his labor is not without its rewards, it is claimed that he is entitled to the fullest recognition of his services. All that he has done has been accomplished in the face of adverse circumstances, under which the majority of men would have succumbed, and while his work is not yet done, there cannot be the least doubt but that he will success-



fully complete all that he has set himself to do. He is a far-seeing, shrewd, energetic business man, displaying a boldness that is somewhat startling to the average person, but with sufficient conservatism to prevent rashness, possessing not only the mind to plan but the executive ability to carry out his projects, and were there a few more such men in Cortland it would be making still more rapid progress, and soon be admitted to the sisterhood of cities.

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## CONCLUSION.

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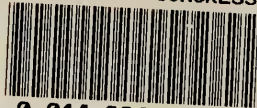
While it was found impossible to give place to every one of the manufacturing industries, it will readily be perceived how much more is it so to review each representative of the commercial interests,—so numerous, indeed, that were it attempted a small volume of itself would be required. And much as I would like to present sketches of the old established houses of S. E. Welch and Warren & Tanner, in the dry goods trade; C. W. Collins' immense crockery establishment; H. M. Kellogg's large hardware store, established by the Wickwire Brothers long before they thought of weaving wire cloth either on hand or power looms; Garrison & Co., Squires & Co., C. H. Gaylord and Raudall & Co's. grocery houses; A. M. Schermerhorn's great carriage and wagon repository; J. C. Gray and C. F. Baldwin, the jewelers; W. B. Johnson's drug store, established by Abner L. Smith and Theodore Perkins, in 1865, and at one time conducted by Isaac W. Brown and the late George H. Arnold; Harrington & Co. and E. M. Reid & Co's. large clothing houses; R. Beard & Son's prosperous furniture establishment, and the other business concerns, both wholesale and retail, embracing every branch of trade—for which purpose notes were taken—the limits of the work forbid it, and they must consequently be omitted. Suffice it to say, however, that wonderful progress has been made in commerce as well as in manufacture, and that the extent of these interests in a village of 6,000 inhabitants, and which only four years ago contained a population of but "3,398, and was chiefly noted for the location of the State Normal School," is the cause of much surprise among its visitors. And having now completed the task which it was my pleasure to undertake—whether satisfactorily or not I, of course, cannot judge—with my sincerest thanks to those who have so kindly assisted me with both information and encouragement, and the hope that the work will prove to be not without its benefits, I will say ADIEU!







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