



CALIFORNIANA

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THE
INDUSTRIES
OF
SAN FRANCISCO.

HER
RANK, RESOURCES, ADVANTAGES,
TRADE, COMMERCE & MANUFACTURES.

CONDITIONS OF THE
PAST, PRESENT AND FUTURE,
REPRESENTATIVE INDUSTRIAL INSTITUTIONS,
HISTORICAL, DESCRIPTIVE,
AND
STATISTICAL.

FRED. H. HACKETT, Editor.

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P R E F A C E .

IT has been the aim of the author, in compiling and editing "The Industries of San Francisco," to present the public with a concise and accurate work on the many natural and artificial advantages of the city, and incidentally of the State, relative to trade, commerce, manufactures; to note the cardinal causes which have combined to produce these results, and to call attention to present conditions and future probabilities. Except in the selection of the historical data, and the commercial, manufacturing, and financial statistics which it contains, but little originality is claimed for the book, space having permitted the author to treat only of the salient features of the situation.

With these few words of explanation, the work is committed to the press, relying upon its own merits and the sound judgment of the public for success.

FRED. H. HACKETT,
EDITOR.

San Francisco, July, 1864.



ODD FELLOWS' NEW HALL.
(Courtesy of the Evening Bulletin.)

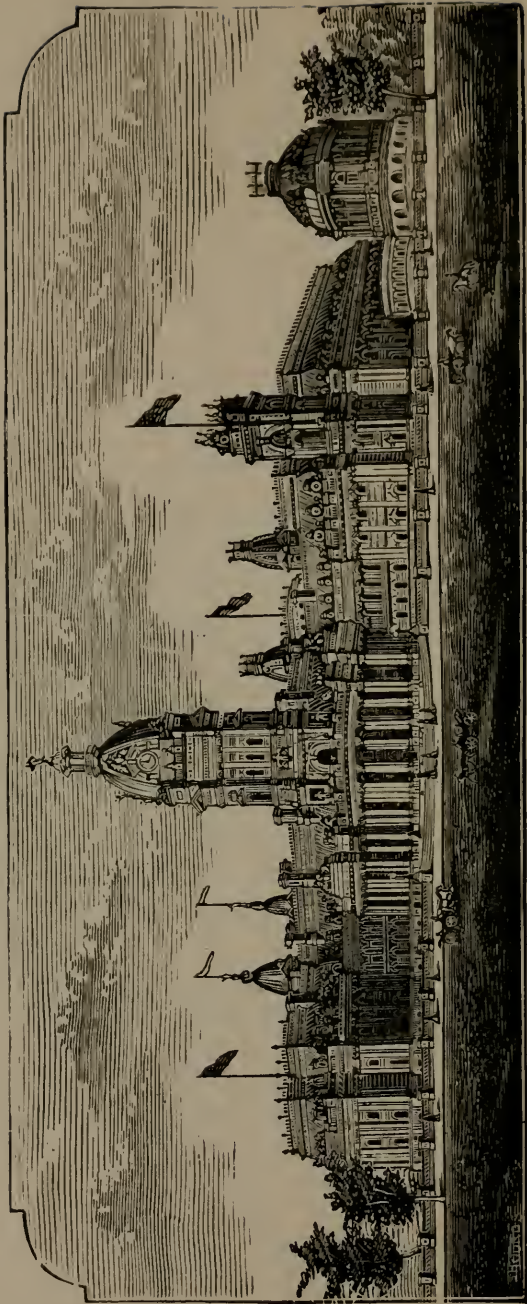
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THE NEW CITY HALL.
(Courtesy of the San Francisco News Letter.)

THE PAST.

ORIGIN, EARLY HISTORY, AND PROGRESS OF SAN FRANCISCO.

CONSIDERED according to size and population, the ten leading cities of the United States rank as follows: New York, Philadelphia, Brooklyn, Chicago, Boston, St. Louis, Baltimore, Cincinnati, San Francisco, and New Orleans. The four great sea-ports are New York, Boston, Baltimore, and San Francisco. The youngest, and in many respects the most remarkable of all these great cities is San Francisco, the metropolis of California, and

THE ATHENS OF THE PACIFIC COAST.

It is picturesquely situated on the western shore of the Bay of San Francisco, whence it derives its name, at the base of high hills, in a plain gently inclined toward the bay. The city is about six miles in width and occupies the northern end of a peninsula, thirty miles in length, with the Bay of San Francisco on the east, and the Pacific Ocean on the west. Built on a sandy soil, the city is regularly laid out, and the streets cross one another, with few exceptions, at right angles. Formerly there was a cove a mile wide in front of the city, and extending half a mile into the land. Clark's Point was on the northern side of this cove; Rincon Point, on the southern side. The water along the front line of the cove was forty feet deep, and around its edges were mud flats, which were bare at low tide. The sand ridges have since been cut away, the hills cut down, and the cove filled with earth, and where large ships rode at anchor in early times, are now paved streets. Telegraph Hill, 294 feet high, lies in the northeast corner of the city, and Rincon Hill, 120 feet high, in the southeast corner. Russian Hill, 360 feet in height, is situated in the western section of the city, which lies mainly within the amphitheater formed by these hills.

The history of San Francisco is replete with incidents romantic and dramatic. It begins with the settlement by the Spanish of the obscure village of Yerba Buena (good herb), in 1835, under which name it was known until January 30, 1847, when it was changed by an act of the *Ayuntamiento*, or town council, to San Francisco. The population at that time was only about 450. Gold was discovered in Coloma, forty-five miles northeast of Sacramento, by James

W. Marshall, January 19, 1848, an event which soon attracted the attention of the civilized world toward California, and ere the end of the year 1849, San Francisco had doubled in size, and was

DEVELOPING WITH WONDERFUL RAPIDITY

From an obscure village into a center of commerce and civilization. From April 12, 1849 to January 29, 1850, there arrived by sea 39,888 immigrants. In the summer of 1849, the city covered an area of about half a mile square, its boundaries being California, Powell and Vallejo Streets, and the water line, which was then, for some distance south of Jackson Street, near Montgomery Street. The inhabitants lived in tents, shanties, and mere shells of houses. The streets were not graded, planked, or paved, nor did any of the wharves extend out into deep water.

THE INCREASE IN POPULATION

During this year was very rapid, it being estimated at 2,000 in February, 3,000 in March, 5,000 in July, and 8,000 in November. At about this period San Francisco was infested by a criminal organization, called "The Hounds," who, in the absence of any systematic administration of justice, paraded the streets in the day-time, and attacked Spanish-Americans, under the pretext that they were foreigners who were unjustly taking away the gold of the Americans, and at night committed robberies and deeds of violence, irrespective of nationalities. In July the citizens held a popular assembly, and adopted such active protective measures that "The Hounds" were scared, and soon after disbanded, and fled from the city. In October the survey of the city was extended north of Post Street to Larkin, and south of Post to Leavenworth and Eighth Streets, and the lots thus acquired by the city were sold at auction, and some remaining unsold, the Alcalde, John W. Geary, was authorized to sell them at private sale. The price of the 100-vara lots was \$500 each, and \$200 each for the 50-vara lots. The value of these lots is now, on an average, several hundred times, and in some instances a thousand times higher than it was then. The winter of 1849 was very wet, and it was a common occurrence for men to sink to their waists in mud on Montgomery Street, and for horses to get stuck deep in the mire and be left there to die. Dirt and brush were thrown into the streets at some of the crossings. No lumber or gravel could be conveyed to the localities most in need of improvement, and about all that was practicable, was to lay an occasional stray plank, and throw into the mud a box, barrel or keg.

THE MONTHLY GOLD YIELD OF 1849

Was \$1,500,000, a large increase over that of the preceding year, and was a great stimulus to the trade of the city, which, so soon as the streets began to dry, in the spring of 1850, rapidly advanced. Several times in its early history has San Francisco been virtually burned out. Following are

THE DATES OF THE GREAT FIRES,

In the order of their occurrence: December 24, 1849; May 4, 1850; June 14, 1850; May 2, 1851; and June 2, 1851. It is estimated that the respective losses on these occasions ranged from \$1,000,000 to \$7,000,000. Of course the growth

of the city was retarded and business sustained a temporary depression, which, although severe, was of short duration. In 1850 San Francisco was incorporated, and John W. Geary was elected mayor. Following is a chronological list of the mayors from that date to the present day:—

John W. Geary, May, 1850; C. J. Brenham, May, 1851; S. R. Harris, January, 1852; C. J. Brenham, November, 1852; C. K. Garrison, October, 1853; S. P. Webb, October, 1854; James Van Ness, July, 1855; E. W. Burr, 1856-59; H. F. Teschemacher, 1860-63; H. P. Coon, 1864-67; Frank McCoppin, 1868-69; Thomas H. Selby, 1870-71; William Alvord, 1872-73; James Otis, 1874; died October 30, 1875; George Hewston (appointed to fill unexpired term), November 4, 1875; A. J. Bryant, 1876-79; I. S. Kalloch, 1880-81; M. C. Blake, 1882; Washington Bartlett, 1883.

Near the close of 1850, the California clipper ships each measuring 1,000 tons, or more, with sharp bows, tall masts, and long bow sprits and yards, and having a capacity to carry a wide spread of canvas, put in an appearance in the harbor. In 1851 tents began to give way to frame houses, which were in turn supplanted by brick, and the erection of fire-proof buildings was also commenced. The year was also signalized by the organization, in June, of

THE VIGILANCE COMMITTEE,

By citizens, whose main purpose was the punishment of incendiaries. The municipal administration was then very lax, incompetent and criminal. The first victim of the Vigilantes, as the committee was called, was John Jenkins, an ex-convict from Australia, who, for the burglary of a store, was tried, convicted, and hanged to a cross-beam of an adobe building on Brenham place, opposite Portsmouth Square, now the Plaza. The period of nearly six years from the beginning of the gold excitement, until the close of 1853, was marked by a steady and rapid increase in the production, or rather in the exportation of gold, and has accordingly been styled the Golden Era. But the flush times of 1853, were succeeded by

A SEVERE BUSINESS DEPRESSION IN 1854,

Affecting all mining, commercial, mercantile and trade industries. A decline of \$4,000,000 was experienced in the exportation of gold, a decrease in the rates of wages, the tonnage of vessels entering the port, and in the prices of real estate. For the first time in the history of San Francisco there was a large emigration to the Atlantic States, so that the increase in population by sea was only 3,000 or about 17,000 less than that of any of the preceding four years. The immigration by land also decreased, and did not approach its former magnitude, until after the completion of the trans-continental railroad. The California Telegraph Company got into operation late in 1853, thus establishing communication by wire between San Francisco, Sacramento, San Jose, Stockton, Marysville, etc., and the California Steam Navigation Company was organized, and for fifteen years afterward controlled the freight and passenger traffic between the metropolis and the principal inland ports.

Lone Mountain Cemetery, superseding Yerba Buena Cemetery, was opened

in this year. Meiggs' Wharf was built, and Henry Meiggs, after the issuance of about \$200,000 worth of forged city warrants, etc., fled to South America. At the close of the year 1853, San Francisco had 250 public streets, many of which were graded and planked, or paved; 626 brick or stone buildings erected, or in course of construction, and real estate valued at \$38,880,200. The city also contained 15 flour and saw mills; 13 foundries; 12 daily news journals; 5 American theaters, 3 or 4 of which were open at all hours, French, German, Spanish, and Chinese theaters, and 19

BANKING HOUSES OF THE HIGHEST CREDIT.

A year's operation at one of the banks represented over \$80,000,000. The market was notable, not less for its fluctuations, than for its leading articles of trade. Fruits, vegetables, butter, and eggs were not then produced; soap, candles, pickles, and clothing were not manufactured; flax and cotton were not grown; no leather was tanned; no pottery was burned; no iron was smelted; and no hats, boots or shoes were manufactured. For all such and similar articles, the residents of San Francisco were principally dependent upon New York. The total imports for 1853 were 745,000 tons of merchandise valued at fully \$35,000,000. The freights to vessels entering the port during the year were \$11,752,084, and the import duties collected at the Custom House were \$2,581,975.

The wages of female servants in 1854, ranged from \$50 to \$75 a month. Wood was worth \$15 a cord, and coal \$50 a ton. At the markets beef, pork, and mutton sold for 37½ cents a pound; salmon for 25 cents; butter \$1.00; eggs \$1.25 a dozen; turkeys \$6.00 to \$10.00 each; chickens \$3.00; milk 25 cents a quart, etc. Early in 1854 a severe panic occurred in mercantile circles, the result of over speculation, and there was a fall in the rates of interest, and in the prices of merchandise and real estate. The city had more stores and warehouses than she could use, and out of 1,000 business houses in the middle of the year, more than 300 were unoccupied, and there were over 200 voluntary bankrupts, each with an average deficit of \$40,000. The depression thus begun continued for about two years.

The city was first lighted by coal gas on the evening of February 11, 1854, the price being \$15 per thousand. During the year, a vessel with 780 Chinese passengers, 200 of whom were females, arrived in port. The idea of excluding the Chinese altogether, or of admitting them under specified restrictions, was even then discussed by the press of the city and State. A deal of political corruption prevailed in San Francisco, in 1855, and in May, 1856, James King, an editor of the evening *Bulletin*, was shot and killed by James P. Casey, an ex-convict, whose ballot-box stuffing had been exposed in that journal. A re-organization of the Vigilance Committee occurred at this time, and by it Casey was hanged. James Sullivan, *alias* Yankee Sullivan, the prize pugilist was arrested by the Vigilantes, for election frauds, and becoming scared, committed suicide. Two months after the hanging of Casey, and Charles Cora who had murdered United States' Marshal Richardson, Joseph Hetherington, and Philander Brace,

murderers, were also hanged. These men, Casey, Cora, Hetherington, and Brace were all who were hanged by order of the Vigilance Committee of 1856.

TIMES WERE COMPARATIVELY DULL IN 1857,

Criminals dreading the Vigilantes were shy of the city, and there was a lack of any special mining excitement, or land speculation. The only notable event of 1858 was the excitement which prevailed from April to September, over the discovery of gold in the banks and bars of Frazer River, British Columbia, and for a time virtually depopulated the city. Real estate rose in value in 1859, building became active, and several manufacturing establishments were erected. It was in September of this year that in a duel ten miles from the city, in San Mateo County, United States Senator David C. Broderick was killed by Judge David S. Terry. The population of San Francisco in 1860, was estimated at 56,802, and the attention of capitalists began to be attracted toward the Comstock Mines of Virginia, Nevada. The immense revenues derived from these mines, together with

THE PROGRESS OF AGRICULTURE IN THE STATE,

Wonderfully stimulated the growth of San Francisco, and during the year ending in August, 1861, 1,453 new buildings were begun or completed, including the Occidental Hotel, the Russ House, the Lick House, the Masonic Temple, Grace Church, etc. There was a noticeable improvement in commercial and trade circles, on the completion, in this year, of the Trans-continental Telegraph Line. The organization of the San Francisco Stock and Exchange Board was also effected. It was comparatively an uneventful year in 1862, but in 1863 the construction of the Central Pacific Railroad was begun at Sacramento, the control of the water front was transferred by the Legislature from private corporations to the State. The new buildings erected in 1864, numbered 1,050, and Long Bridge was completed, extending for a mile along Mission Cove, and giving convenient access to South San Francisco. The exportation of merchandise in 1865 amounted to \$15,000,000, over three times as much as it was ten years earlier. The electric Fire Alarm and Police Telegraph was established in this year. A severe earthquake visited the city October 8th, damaging buildings, disturbing the real estate market, and so scaring the inhabitants that many of them returned to the East. The Pacific Mail Steamship Company completed the construction of extensive wharves in 1866, and the building of the stone dry dock at Hunter's Point was also commenced. An important incident of the year was the organization of the paid Fire Department, and the abandonment of the old-style hand engines for steamers drawn by horses. The sales of land within the city limits aggregated \$13,000,000 for the year, and

THE EXPORTS OF MERCHANDISE

Had increased to \$17,000,000. Kearny Street was widened and became the rival of Montgomery. The year 1867 was marked by an increase of \$5,000,000 in the value of merchandise exported over that of the preceding year, and

the sales of mining stocks had doubled. The building of the Merchant's Exchange, the Bank of California, and the stone dry dock was also completed. The severest earthquake ever experienced in San Francisco was that which occurred October 21, 1868. Buildings were badly damaged and the prices of real estate seriously disturbed, still the sales for the year aggregated \$27,000,000—an increase of \$10,000,000 over the sales of the preceding year. There was also a slight loss of life during the earthquake by the falling bricks, etc. For a time the confidence of business men in the stability of the city was shaken, but ere long the scare caused by the shock was virtually forgotten, and the former feeling of security in the community was restored. The transcontinental (Central Pacific) railroad was completed in May, 1869, establishing a connection between Sacramento and New York, and a few months later the Western Pacific Railroad, as it was then called, was in operation between Sacramento and San Francisco.

A REAL ESTATE PANIC, AND THE INTRODUCTION OF THE FREE POSTAL DELIVERY SYSTEM,

Were also among the notable incidents of the year. The population of San Francisco, in 1870, had increased to 149,473, of which number 75,754 were native Americans, and 11,703 were Chinese. There were 1,200 new buildings erected during the year, still the market had not fully recovered from the panic of the preceding year, and the average monthly sales of real estate, which, in the first half of 1869, had been \$3,500,000, fell to \$1,300,000 in 1870. In 1871, '72, '73 and '74 the growth of the city was very rapid, and times were greatly improved. Work was begun on the Palace Hotel, a mammoth and costly structure, in 1874, and in 1875 the mining stock excitement, which had begun in the preceding summer, culminated. The Bank of California failed. W. C. Ralston, its President, met his death in the waters of the bay—a supposed case of suicide—and the Nevada Bank was established. The destruction of Virginia City, Nevada, by fire, also occurred during this year, the loss being felt in San Francisco, where much of the burned property was owned. Prosperity prevailed in 1876. The Baldwin Hotel, rivaled only by the Palace, was erected, and the Southern Pacific Railroad was extended for a distance of several hundred miles, thus bringing San Francisco into closer connection with the southern country.

A SERIES OF REVERSES VISITED THE CITY, BEGINNING IN 1877.

A general depression, caused by the competition of the Chinese, the labor agitation, stock gambling, a decrease in the value of real estate, etc., then ensued, and for a time injuriously affected the industries of the city and State, and lessened their population. The labor agitation, emphasized by the July riots, began in 1877, and the year also witnessed the memorable failure of the Pioneer Savings and Loan Society (President, Duncan) which resulted disastrously to so many honest depositors. The following year (1878) was signalized by the beginning of the decline of the Comstock mines, and by the death of the capitalists and speculators, Messrs. Hopkins, Reese, O'Brien, Uiedlander and Colton. The labor riots of '77 led to the organization by
izens of

THE COMMITTEE OF SAFETY,

And for a time the peace and prosperity of the city were retarded by scenes of violence and excitement. The monthly dividend of nearly \$2,000,000 which the Consolidated Virginia had been paying for some time previous was suspended in January, 1877, and the stock of the California also declined in a like ratio. It is estimated that at the beginning of 1875 there were a hundred millionaires in California, many of whom were worth over \$5,000,000, but in 1877 half of them had ceased to be millionaires, in the estimation of the public, and a score or more were reduced to the verge of bankruptcy. But in 1878 the city began to recover from this period of depression, and in 1879 the population, including 20,000 Chinese, was estimated at 290,000. Since the commencement of the year 1880 to date (1884), the history of San Francisco has been marked by

AN ERA OF UNEXAMPLED PROGRESS AND PROSPERITY.

Financial difficulties have disappeared with the enactment of a Chinese restriction law and the cessation of the labor agitation, stock gambling, etc. Business is again transacted in legitimate channels, our mercantile, manufacturing and commercial industries have attained to a high state of development, and still continue to advance. The hated Chinese are gradually departing, Caucasian immigration is increasing, and the social, industrial and commercial destinies of San Francisco now rest upon a safe, solid and satisfactory basis. Having now concluded our historical review, in which we have tried to trace, as clearly and concisely as possible, the great events which have aided or retarded the growth and progress of San Francisco, we shall, in the next chapter, consider her present condition and future prospects with special reference to her trade, commerce and manufactures.



PRESENT AND FUTURE.

THE CITY OF TO-DAY—HER PROSPERITY AND PROSPECTS.

IT will be seen from the historical review in the preceding chapter how San Francisco, from a small and semi-barbarous settlement, has, with the process of time, developed by successive stages into one of the wealthiest, proudest, and most promising of the ten great cities of America. The rapid growth and progress of San Francisco is without a parallel in modern times. Surviving extensive losses by fire, earthquakes, real estate panics, mining stock gambling, riots, a labor agitation, etc., she has continued to increase in size and population, and is to-day the commercial metropolis of California,

THE RECOGNIZED QUEEN OF THE PACIFIC.

For style and elegance San Francisco is not surpassed by any other city in the Union, and in some respects she is the rival even of New York. Where, for instance, is there such another hotel as the Palace? Market street is our Broadway; Van Ness avenue and California street, age considered, may be likened to Fifth and Madison avenues in Gotham; Kearny and Montgomery will bear comparison with State and Clark streets, Chicago, and are clearly superior to Fourth and Fifth streets in St. Louis. Art and science thrive in San Francisco. It is the center of vast wealth, civilization and refinement, and the home of a legion of industries. The city is also the pet residence of many millionaires, and her aggregate wealth, with a population of about 300,000, is estimated at \$500,000,000. Bret Harte thus graphically describes San Francisco:

“Serene, indifferent of Fate,
Thou sittest at the Western Gate.
Upon thy heights, so lately won,
Still slant the banners of the sun,
Thou seest the white seas strike their tents,
O! warder of two continents,
And, scornful of the peace that flies
Thy angry winds and sullen skies,
Thou drawest all things, small or great,
To thee, beside the Western Gate.”

It was, of course, as has already been stated, the discovery of gold in California, in 1849, that first drew general attention toward San Francisco, and it is

customary to date her history from that era. But she owes her present high rank no less, perhaps, to a beautiful and balmy climate, the cosmopolitan character of her inhabitants, a superior commercial site,

THE ENTERPRISE OF HER MERCHANTS AND MANUFACTURERS,

And the almost limitless horticultural, agricultural and mineral resources of the State. The extremes of heat and cold, so common in the East, are never experienced in our favored city. Warm west and southwest winds prevail in the summer, and southeast and northerly winds in the winter. Rotary storms, hurricanes and cyclones do not occur on the Pacific Coast. Our average climate is very equable, invigorating and healthful, the trade winds and fogs being its most disagreeable features to strangers. The spring and summer, with these exceptions, are really delightful, and a space of three or four months in the autumn and winter is characterized by what is called "the rainy season." The lowest temperature ever recorded in San Francisco was on December 28, 1867, when the thermometer was at 12 degrees below the freezing point, and the highest temperature was on September 11, 1852, when the mercury was at blood heat, or 98 degrees in the shade. The mean temperature runs from 55 to 57 degrees the year round, it being but a little colder in winter than in summer. Wooden buildings are more common here than brick or stone, they being considered safer in the event of earthquakes. The city is traversed by numerous horse car lines, and has also half a dozen cable railroads, of better construction than any similar street railroads in any other city of the world. The Market Street (cable) Railroad Company now carries passengers, by cable and steam cars, for a fare of ten cents, from the ferry landing at the foot of Market Street, all the way to the beach of the Pacific Ocean, a distance of eight miles. The city contains numerous beautiful and costly homes, churches, schools, colleges, theaters, club houses, asylums, hotels, etc., and literary, historical and scientific institutions, etc., which, while greatly enhancing its appearance, cannot here be noticed in detail.

THE HARBOR OF SAN FRANCISCO.

The harbor of San Francisco is one of the best in the world. With the exception of that of San Diego, it is the only one of any size and security on the Pacific Coast between Victoria and Guaymas, a distance of 2,000 miles. Because of this natural advantage, together with her easy methods of communication, by rail and by water, with the interior, San Francisco enjoys a monopoly of the American States on the Pacific. Railroad and steamship lines stretch out in all directions from San Francisco. An extensive and annually increasing commerce is carried on with foreign countries, and the trade of the city extends over an almost limitless area of territory, comprising many millions of miles, lying in all directions, to the north, east, south and west. Our harbor is filled with

SAILING VESSELS AND STEAMSHIPS

Of all descriptions, in which freight and passengers can be transported to almost any of the seaports of the world. Our inland commerce is also

active, necessitating the continual services of an almost incredible number of schooners, steamships, etc., which ply along the bay and coast and run up and down the Sacramento River. The Golden Gate forms a natural entrance to the harbor of San Francisco, and its fortifications are all that could be desired. Fort Point is located on the southern shore of the Golden Gate, a distance of four miles west of the City Hall, and similarly fortified is Alcatraz Island, two miles north, and commanding both the entrance to the harbor and the city. The Golden Gate is a mile in width. Directly in front of the city, but about five or six miles distant, lies Goat Island. It is nearly a mile long, and except on its eastern side is barren and rocky. Located on this island is a fog signal. The markets of San Francisco are abundantly supplied the year round with

THE CHOICEST OF NATIVE FRUITS, VEGETABLES, ETC.,

And all classes of commodities not here produced are imported by our merchants. The cost of the buildings erected in the city in 1880 was \$1,754,435; in 1881, \$3,790,732. During the year just closed (1883) 616 frame buildings were erected at an aggregate cost of \$3,215,649, and 42 brick structures at a cost of \$988,270. The sum expended for repairs was \$579,435, giving a grand total of \$4,783,354 for buildings and improvements for the year. The splendid mansion of J. C. Flood, now in course of construction on Nob Hill, and the valuable improvements of the Union Iron Works at South San Francisco, the cost of the filling of tide lands, piling, etc., are not included in this estimate. Oakland occupies the same relative position to San Francisco that Brooklyn does to New York, and ferry boats ply regularly between this city and Oakland, San Quentin, Saucelito, Berkeley and Alameda. James Lick, in the deed of trust executed by him prior to his death, and dated September 21, 1875, bequeathed \$100,000 of his wealth for the foundation in San Francisco of a charitable institution to be known as the "Old Ladies' Home;" \$150,000 for the erection and maintenance of Free Public Baths; \$60,000 for the erection in Golden Gate Park of a bronze monument to the memory of Francis Scott Key, author of the song, "The Star Spangled Banner;" \$100,000 for the erection at the New City Hall of a group of statuary representing the history of California—first, from the early settlement of the Missions to the acquisition of California by the United States; second, from that period to the time when agriculture became the leading industry of the State; third, from that time to January 13, 1874; also \$540,000 to found and endow an institution to be styled the California School of Mechanical Arts, for the purpose of educating males and females in the practical arts of life. The trustees of the Lick Estate have been rather dilatory, but are now arousing from the apathy which has delayed their actions, and the provisions of the deed of trust mentioned above are now likely to be speedily executed. The demand for laborers and mechanics is, at present, equal to the supply, at a liberal rate of wages. In her

MANUFACTURING AND TRADE INDUSTRIES

San Francisco is now enabled to compete successfully with Europe and the East.

Dull times have virtually passed away, and are succeeded by a spirit of renewed public confidence in the stability and resources of the city and State. The city has recovered her old ambition and enterprise, tempered with a desirable degree of prudence and wisdom gleaned from past experience, and the present era of progress and prosperity is conclusive evidence of the glorious future which awaits San Francisco, the Queen of the Pacific, and the metropolis of California. It will now be our province to notice more in detail, in the remaining pages of this chapter, a few of our leading commercial, financial and industrial organizations, together with several of the more celebrated literary, artistic and scientific institutions of the city and State that have combined in producing these happy results.





MERCHANTS' EXCHANGE.

TRADE AND COMMERCE.

SYSTEMATIC organization among the business men of large cities is to a certain extent a necessity, alike for the purposes of self-protection and the promotion of the welfare of the public. The creditable representation in this way of San Francisco may be seen by a perusal of the following sketches:—

BOARD OF TRADE.

The Board of Trade was organized in April, 1877. It has an office in the upper story of Union Block, at No. 202 Market Street. It aims to protect the business interests of its members, whose aggregate number is about 250; to prevent settlements without full investigation; to resist inequitable and fraudulent settlements; to bring about joint action in the collection of debts, other than in the usual course of business, etc. Jacob S. Taber is President; Jules Cerf, First Vice-President; W. L. Merry, Second Vice-President; Moses Heller, Treasurer; J. H. Shankland, Attorney; H. L. Smith, Secretary.

CHAMBER OF COMMERCE.

The organization of the Chamber of Commerce was effected in April, 1850. Its annual sessions are held on the third Tuesday of January, and it also has quarterly sessions in January, April, July and October. The officers are Horace Davis, President; D. J. Staples, First Vice-President; Andrew Welch, Second Vice-President; A. Chesebrough, S. L. Jones, Andrew Welch, Claus Spreckels, Robert Balfour, A. P. Elfelt, W. J. Adams, A. Scrivener, William B. Hooper, James De Fremery, Eugene De Sabla, W. W. Dodge, Trustees; Morris Marcus, Secretary, Treasurer and Librarian. The office of the Chamber is at Nos. 26 and 28 California Street, and the meetings are held in the Merchants' Exchange.

MERCHANTS' EXCHANGE ASSOCIATION.

On June 1, 1868, the Merchants' Exchange Association was incorporated under an Act of the Legislature, approved March 31, 1866, for the purpose of providing a central, commercial and maritime exchange for the acquirement, preservation, and dissemination of valuable information for the benefit of its patrons, and for the promotion of the interests of trade and commerce. The capital stock is \$250,000, divided into 2,500 shares at \$100 each. The handsome building erected by the Association is situated on the 50-vara lot corner of California and Leidesdorff Streets, and is occupied by the Merchants' Exchange

Association, the Chamber of Commerce, etc. Following is a list of the present officers of the Association: C. G. Hooker, President; Charles Mayne, Vice-President; Moses Heller, C. Meyer, A. W. Bowman, R. G. Sneath, W. H. Diamond, Directors; James C. Patrick, Secretary; John H. Dickinson, Attorney. The annual meetings of the stockholders are held on the first Monday in December, and the regular sessions of the Board of Trustees occur on the first Thursday of each month.

CHINESE MERCHANTS' EXCHANGE.

The rooms of the Chinese Merchants' Exchange, organized by Chinese merchants to promote the interests of trade and commerce, are located at No. 729 Sacramento Street. Following is the list of officers: Wing Chong Wo & Company, President; Quong Chong Sing & Company, Vice-President; Bow Wing, First Secretary; Hang Far Low, Second Secretary.

SAN FRANCISCO STOCK AND EXCHANGE BOARD.

The San Francisco Stock and Exchange Board was organized September 11, 1862. Daily sessions are held at 11 o'clock A. M. and 3 o'clock P. M., at No. 333 Pine Street, below Montgomery. The building owned and occupied by the Board is very handsome and commodious. The main room, where years ago the hilarious bulls and bears hugged each other and rolled over and over in the wildest delight or the deepest dejection, as stocks went up or down, is 79 feet square, elegantly furnished, and admirably adapted in every way to its purposes. There are seats for 100 brokers and for 1,200 spectators. The masonry of the building is as substantial as that of any other in the city, and its architecture is unsurpassed. The officers of the Board are: George T. Mayre, Jr., President; S. B. Wakefield, Vice-President; B. H. Coit, Chairman; J. M. Shotwell, Treasurer; Charles S. Neal, Secretary. The business now transacted does not compare in volume with the business of former years, but it rests upon a far more satisfactory and permanent basis.

SAN FRANCISCO PRODUCE EXCHANGE.

The promotion of the business interests, and the convenience of the dealers in domestic produce, is the laudable object of the San Francisco Produce Exchange. It was organized September 15, 1867, and has now over 200 members. Daily sessions are held at 10:30 o'clock A. M. in the building on the northeast corner of Davis and Clay Streets. Following are the names of the officers: G. H. Wheaton, President; D. D. Shattuck, Vice-President; E. D. Fusier, Secretary; J. B. Wooster, Treasurer; H. L. Dodge, C. O. Brigham, C. E. Whitney, O. B. Smith and E. W. Forsaith, Executive Committee.

BOARD OF PROVISION PACKERS.

The mutual benefit of its members, and the advancement of the interests of the trade generally, are the purposes of the San Francisco Board of Provision Packers, organized September 1, 1874. Sessions are held on the first Monday of each month. The office of the Secretary is at No. 517 Washington Street. The names of the officers are as follows: R. F. Bunker, President; Frank Rossbach, Secretary; William L. Merry, Treasurer.

SAN FRANCISCO GRAIN EXCHANGE.

The purchase and sale of grain by the call system is the cardinal purpose of the San Francisco Grain Exchange. It was organized April 5, 1882, and has an office in the building of the San Francisco Stock and Exchange Board on Pine Street. Following are the officers of the Exchange: J. M. Shotwell, President; M. J. Miller, Vice-President; B. H. Coit, Caller; Henry Schmiedell, Treasurer; Philip Gerold, Secretary; C. H. Sinclair, Grain Inspector.

COMMERCIAL TRAVELERS' ASSOCIATION.

The Commercial Travelers' Association of California was organized in 1878. Its objects are protective and mutual. Following are the names of its officers: H. Van Heusen, President; Oscar White, First Vice-President; H. C. Allen, Second Vice-President; George H. Dill, Third Vice-President; E. T. B. Mills, Secretary and Treasurer.



TRANSPORTATION.

THE transportation facilities of a city are an important factor in its commerce. San Francisco is the terminus of two transcontinental railroads, viz.: the Central Pacific and the Southern Pacific. It is also the center of the California Pacific Railroad, Northern Pacific Coast Railroad, San Francisco and North Pacific Railroad, and the South Pacific Coast Railroad. The Central Pacific Railroad Company was incorporated August 22, 1870, and extends from San Francisco, or more properly, Oakland, to Ogden, Utah Territory. Between San Francisco and Oakland the connection is by water. The latest annual report shows the following receipts and expenditures of the company for 1882: total earnings passenger department, \$8,777,344.50; total earnings freight department, \$16,310,047.95; total transportation earnings, \$25,662,757.12; total income from all sources, \$26,675,501.41; Expenses for operating the road: taxes, \$448,005.69; repairs (exclusive of bridges, new rails, and ties), \$1,456,589.02; total \$17,101,785.92.

The annual report of the Southern Pacific Railroad Company for the same year shows the following: Total earnings passenger department, \$557,520.25; freight department, \$672,295.16; total transportation, \$1,129,815.41; total income derived from all sources, \$2,924,065.35. Expenses for operating the road: taxes, \$58,613.80; repairing of road (exclusive of bridges, new rails, and ties), \$96,468.57; total expenses, \$1,111,261.20. The Southern Pacific was incorporated December 18, 1874, and extends south to Deming, New Mexico, where it connects with the Atchison, Topeka, and Santa Fé Railroad. The

connection of the Central Pacific is with the Union Pacific. Both of these lines are owned and operated by Messrs. Stanford, Huntington, and Crocker, who also control the Galveston, Harrisburg, and San Antonio Railroad. The California Pacific Railroad, also operated by the Central Pacific, under a lease, extends from Vallejo to Sacramento, having a water connection with San Francisco. It was incorporated December 23, 1869. The North Pacific Coast (narrow gauge) Railroad Company extends north along the coast from Saucelito, having a ferry connection with San Francisco. The route of the San Francisco and North Pacific Railroad, incorporated June 27, 1877, is from Donahue to Cloverdale, fifty-six miles distant, with steamer connection, at Donahue, with San Francisco. The South Pacific Coast (narrow gauge) Railroad Company was incorporated March 29, 1876, and runs from Alameda Point, having ferry connection with San Francisco to Santa Cruz. The transportation by water is also ample. The steamships of the Pacific Mail Steamship Company run from San Francisco to New York *via* Panama, also to Australia, China, and Japan. The *City of Tokio*, the *City of Pekin*, and the *Rio de Janeiro* are among the splendid steamships owned by the Pacific Mail. Williams, Dimond & Company are the general agents of the line. Leland Stanford is the President of the Occidental and Oriental Steamship Company, that has been in operation since June, 1875, between San Francisco and China and Japan. J. D. Spreckels & Bros. are agents of the Oceanic Steamship Company. The equipments of the company include the *Mariposa* and the *Alameda*, two splendid iron steamships, each of 3,000 tons burden, which ply regularly between San Francisco and Honolulu, Sandwich Islands. The California and Mexican Steamship Line is in operation between San Francisco and Cape St. Lucas, Mazatlan, La Paz, and Guaymas. The *Newbern* sails every month. J. Bermingham is the agent of the line. The steamships of the Pacific Coast Steamship Company sail regularly from Broadway wharf for ports in California, Oregon, Washington Territory, British Columbia, and Alaska. The equipments of the company are very splendid and complete, including the steamships *Queen of the Pacific*, *State of California*, *Oregon*, and *Columbia*. Goodall & Perkins are the agents of the company, also of the Pacific Coast Railway Company, and the Oregon Railway and Navigation Company. The ticket office is at No. 214 Montgomery, and the general office at No. 10 Market Street. Goodall, Perkins & Co. formerly owned a controlling interest in the capital stock of the Pacific Coast Steamship Company, and are now heavily interested in the Oceanic Steamship Company, the Pacific Steam Whaling Company, etc. Scores of bay and river steamers also ply regularly between San Francisco, and San Jose, Napa, Petaluma, Sacramento, Stockton, Crescent City, Santa Cruz, etc.

The following tabulated statement of the various lines in California was compiled from the annual reports of the respective corporations mentioned by the Secretary of the Board of Railroad Commissioners, and will be found to be of interest:—

T A B L E.

ROADS.	Owned by Company.				Operated under Lease.				Total Line Operated.				REMARKS.
	Steamer (Miles.)	Roadway.		Total Roadway and Steamer (Miles.)	In Cal. (Miles.)	Roadway.		Total Roadway and Steamer (Miles.)	In Cal. (Miles.)	Roadway.		Total Roadway and Steamer (Miles.)	
		In Cal. (Miles.)	Out Cal. (Miles.)			In Cal. (Miles.)	Out Cal. (Miles.)			In Cal. (Miles.)	Out Cal. (Miles.)		
BROAD GAUGE ROADS. (Gauge, 4 feet 8½ inches.)													
Amador Branch Railroad Company	27,2000	.....	27,2000	.....	.....	.....	.....	.....	.....	27,2000	.....	Operated by C. P. R. R. Co
Berkeley Branch Railroad Company	3,8303	.....	3,8303	All.	.....	.....	.....	All.	.....	3,8303	.....	Operated by C. P. R. R. Co
Black Diamond Coal Mining Company	6,2500	.....	6,2500	All.	.....	.....	.....	All.	.....	6,2500	.....	Operated by C. P. R. R. Co
California Northern Railroad Company	26,5000	.....	26,5000	All.	.....	.....	.....	26,5000	.....	26,5000	.....	Operated by C. P. R. R. Co
California Pacific Railroad Company	113,5100	.....	113,5100	.....	.....	.....	.....	113,5100	.....	113,5100	.....	Operated by C. P. R. R. Co
Central Pacific Railroad Company	606,1025	598,3790	1,204,4915	426,54	1,010,7025	1,437,2425	3,6900	1,593,0600	903,9600	2,497,0200	.....	Operated by C. P. R. R. Co
Chico and Colusa Railroad Company	Not in operation
Los Angeles and Independence R. Co	16,83	.....	16,83	.....	.....	.....	.....	16,83	.....	16,83	.....	Operated by C. P. R. R. Co
Los Angeles and San Diego Railroad Co.	27,82	.....	27,82	.....	.....	.....	.....	27,82	.....	27,82	.....	Operated by C. P. R. R. Co
Northern Railway Company	139,2502	.....	139,2502	.....	.....	.....	.....	139,2502	.....	139,2502	.....	Operated by C. P. R. R. Co
Pittsburg Railroad Company	5½	.....	5½	.....	.....	.....	.....	5 1-3	.....	5½	.....	Operated by C. P. R. R. Co
Sacramento and Placerville Railroad Co.	47,7100	.....	47,7100	.....	.....	.....	.....	47,7100	.....	47,7100	.....	Operated by C. P. R. R. Co
Salmon Creek Railroad Company	8	.....	8	.....	.....	.....	.....	8	.....	8	.....	Operated by C. P. R. R. Co
San Francisco and North Pacific R. Co.	34,0000	.....	34,0000	.....	.....	.....	.....	34,0000	.....	34,0000	.....	Operated by C. P. R. R. Co
San Pablo and Tulare Railroad Company	46,5180	.....	46,5180	.....	.....	.....	.....	46,5180	.....	46,5180	.....	Operated by C. P. R. R. Co
California Southern Railroad Company	47,000	.....	47,000	.....	.....	.....	.....	47,000	.....	47,000	.....	Operated by C. P. R. R. Co
Southern Pacific Railroad Company	712-05	.....	712-05	.....	.....	.....	.....	712-05	.....	712-05	.....	Operated by C. P. R. R. Co
Stockton and Copperopolis Railroad Co	44,6524	.....	44,6524	.....	.....	.....	.....	44,6524	.....	44,6524	.....	Operated by C. P. R. R. Co
Terminal Railway Company	29,0000	.....	29,0000	.....	.....	.....	.....	29,0000	.....	29,0000	.....	Operated by C. P. R. R. Co
Uceta Valley and Clear Lake Railroad Co	7½	.....	7½	.....	.....	.....	.....	7½	.....	7 1-3	.....	This road not completed.
Visalia Railroad Company	Operated by C. P. R. R. Co
Totals for Broad Gauge Roads	37,6900	1,306,7360	598,3790	1,932,8160	426,5400	1,010,7025	1,437,2425	37,0900	2,162,5845	903,9600	3,191,8375	.....	Operated by S. P. C. R. Co
NARROW GAUGE ROADS. (Gauge 3 feet.)													
Bay and Coast Railroad Company	23	.....	23	.....	.....	.....	.....	.....	.....	23	.....	Operated by S. P. C. R. Co
Mendocino Railroad Company	4	.....	4	.....	.....	.....	.....	.....	.....	4	.....	Operated by S. P. C. R. Co
Monterey and Salinas Valley Railroad Co.	18,56	.....	18,56	.....	.....	.....	.....	.....	.....	18,06	.....	Operated by S. P. C. R. Co
Nevada County Narrow Gauge R. Co.	22,6400	.....	22,6400	.....	.....	.....	.....	22,6400	.....	22,6400	.....	Operated by S. P. C. R. Co
North Pacific Coast Railroad Company	87,7500	.....	87,7500	3½	.....	.....	.....	11,5000	.....	99,2500	.....	Operated by S. P. C. R. Co
San L. Obispo & Santa Maria Val. R. Co.	10,67	.....	10,67	.....	.....	.....	.....	.....	.....	10,67	.....	Operated by S. P. C. R. Co
Santa Cruz Railroad Company	21,1650	.....	21,1650	.....	.....	.....	.....	.....	.....	21,1650	.....	Operated by S. P. C. R. Co
Santa Valley Railroad Company	9	.....	9	.....	.....	.....	.....	.....	.....	9	.....	Operated by S. P. C. R. Co
Sonoma Valley Railroad Company	15	.....	15	.....	.....	.....	.....	.....	.....	15	.....	Operated by S. F. & N. P. R. Co
South Pacific Coast Railroad Company	49,6600	.....	49,6600	31 2-10	.....	.....	.....	49,6600	.....	49,6600	.....	Operated by S. P. C. R. Co
Totals for Narrow Gauge Roads	16,5000	259,4450	.....	208,9450	34,7000	.....	.....	.....	161,2150	.....	277,9450	.....	Operated by S. P. C. R. Co
Grand totals for B. and N. Gauge Roads	54 19	1,566,1810	598 3790	2,140,7610	460,2400	1,010,7025	1,471,9425	48,5900	2,343,7995	903,9600	3,469,7825	.....	Operated by S. P. C. R. Co



THE SAN FRANCISCO STOCK AND EXCHANGE BUILDING.

BANKS AND BANKING.

IT is not without reason that the residents of San Francisco are proud of her financial resources. The city contains 18 commercial banks of undoubted responsibility and the highest reputation, viz.: Anglo-Californian Bank, Bank of British Columbia, Bank of British North America, Bank of California, California Safe Deposit and Trust Company, Granger's Bank of California, London and San Francisco Bank, Nevada Bank of San Francisco, Pacific Bank, Wells, Fargo & Company's Bank, Hong Kong and Shanghai Bank, Donohoe, Kelly & Company's Bank, Beloe & Company's Bank, F. Berton & Company's Bank, Alfred Borel & Company's Bank, Lazard Frères' Bank, Sather & Company's Bank, and Tallant & Company's Bank. The first-named ten of these banks are regularly incorporated under the laws of the State. Following is a statement of their paid-up capital and names of officers, etc.: Anglo-Californian Bank (limited), \$3,000,000. F. F. Low and I. Steinhart, Managers; P. N. Lilienthal, Cashier. Incorporated April 5, 1873. Bank of British Columbia, £500,000 or \$2,500,000. Incorporated by Royal Charter, 1862. W. Powell, President; S. C. Alexander, Cashier. Bank of British North America, \$4,866,666.67. Date of incorporation by Royal Charter, 1840. C. Taylor, Agent; James Bran, Assistant Accountant. Bank of California, \$3,000,000. William Alvord, President; Thomas Brown, Cashier. Incorporated June, 1864. California Safe Deposit and Trust Company, \$840,532.50. J. D. Fry, President; Charles R. Thompson, Treasurer. Incorporated April 24, 1882. Granger's Bank of California, \$542,850. Incorporated April 27, 1874. John Lewelling, President; A. Montpellier, Cashier. London and San Francisco Bank (limited), £420,000, or \$2,100,000. Arthur Scrivener, President; William Steel, Assistant Manager. Incorporated September 13, 1880. Nevada Bank of San Francisco, \$3,000,000. J. C. Flood, President; J. S. Angus, Cashier. Date of incorporation, October 4, 1875. Pacific Bank, \$1,000,000. R. H. McDonald, President; Z. S. Eldridge, Acting Cashier. Incorporated February 4, 1863. Wells, Fargo & Company's Bank, \$500,000. Lloyd Tevis, President; H. Wadsworth, Cashier. Following are the names of the eight live savings banks of this city, whose aggregate deposits are \$49,737,968.24: California Savings and Loan Society, French Mutual Provident Savings and Loan Society, German Savings and Loan Society, Hibernia Savings and Loan Society, Humboldt Savings and Loan Society, San Francisco Savings Union, Savings and Loan Society, Security Savings Bank. The sum total paid by the savings banks of San Francisco for licenses during the current year was \$6,904.50, and by the

commercial banks, \$3,189.75. The following table will show to what extent the aggregate items of resources and liabilities of the eight live savings banks of San Francisco have increased or decreased within the past year:—

RESOURCES.	Eight Banks, July 1, 1882.	Eight Banks, July 1, 1883.	Increase.	Decrease.
Bank premises	\$ 507,705 32	\$ 507,705 32		
Real estate taken for debt.....	4,937,081 43	4,283,816 83		\$ 653,264 60
Invested in stocks, bonds and warrants	15,120,210 37	17,149,549 04	\$2,029,338 67	
Loans on real estate	25,938,092 25	25,857,200 39		80,891 86
Loans on stocks, bonds and warrants	1,219,877 61	4,005,590 94	2,785,713 33	
Loans on other securities.....	700 00	10,200 00	9,500 00	
Loans on personal securities.....				
Money on hand.....	1,325,418 37	1,021,503 50		303,914 87
Due from banks and bankers....	543,586 72	229,440 63		314,146 09
Other assets.....	424,809 18	335,711 07		89,098 11
Total resources.....	\$50,017,481 25	\$53,400,717 72	\$4,824,552 00	\$1,441,315 53
LIABILITIES.				
Capital paid in coin.....	\$ 1,645,980 00	\$ 1,649,380 00	\$ 3,400 00	
Reserve fund.....	1,664,381 48	1,720,063 64	55,682 16	
Due depositors.....	46,369,689 91	49,737,968 24	3,368,278 33	
Other liabilities	337,429 86	293,305 84		\$44,124 02
Total liabilities.....	\$50,017,481 25	\$53,400,717 72	\$3,427,360 49	\$44,124 02
Net increase in resources				\$3,383,236 47
Net increase in liabilities.....				3,383,236 47

RESOURCES.	Seventy-eight Banks, July 1, 1882.	Eighty-four Banks, July 1, 1883.	Increase.	Decrease.
Bank premises.....	\$ 2,232,036 40	\$ 3,023,240 09	\$ 791,203 69	
Real estate taken for debt..	7,378,544 43	6,229,634 03		\$1,148,910 40
Invested in stocks, bonds, and warrants.....	21,900,371 95	22,287,820 92	387,448 97	
Loans on real estate..	38,658,551 49	41,317,768 40	2,659,216 91	
Loans on stocks, bonds, and warrants.....	4,899,429 82	7,944,834 15	3,045,404 33	
Loans on other securities..	6,590,103 09	5,038,641 37		
Loans on personal securities	17,008,113 22	25,353,708 97	8,345,595 75	1,551,461 72
Money on hand	12,382,162 19	9,518,866 27		2,863,295 92
Due from banks and bank- ers.....	12,995,252 99	15,421,688 20	2,426,435 21	
Other assets	6,299,034 28	3,907,865 80		2,391,168 48
Total resources.....	\$130,343,599 86	\$140,044,068 20	\$17,655,304 86	\$7,954,839 52
LIABILITIES.				
Capital paid in coin. . .	\$24,193,750 67	\$27,804,700 69	\$3,610,950 02	
Reserve fund.....	11,364,022 45	12,330,817 31	966,794 86	
Due depositors.....	88,752,574 15	92,330,512 87	3,577,938 72	
Other liabilities.....	6,033,252 59	7,578,037 33	1,544,784 74	
Total liabilities.....	\$130,343,599 86	\$140,044,068 20	\$9,700,468 34	
Net increase in resources.....				\$9,700,468 34
Net increase in liabilities.....				9 700,468 34

The most gratifying feature of this table is the increase in the amount due depositors, which, as will be seen, amounts to more than \$3,300,000 for the year. The decrease in the item of real estate taken for debt, which amounts to over \$650,000, is also an encouraging sign. As real estate values are now steadily increasing, the banks during the present year will have an excellent opportunity to dispose, without loss, of the most of the real estate taken by them under foreclosures. The latter table shows the changes made in the aggregate items of resources and liabilities within the past year of all the incorporated banks of the State now in active operation, as shown by their semi-annual statements filed in the office of the Bank Commissioners.

The net increase of liabilities, as seen above, amounts to more than \$9,700,000. Of that sum \$3,610,000 is in the increase of capital stock. That increase of capital is derived as follows: From the eighty California banks, \$1,318,000, and from the four foreign banks, \$2,292,000, which is the increase in amounts due head office in London. The amount due depositors has increased over \$3,500,000, and by comparison of this item as shown in the preceding table, it will be seen that the seventy-six remaining banks, not included in that table, have only increased in deposits to the amount of \$200,000 within the year.

The amount of reserve has increased over \$900,000, which of course lends that much additional strength to the financial institutions of the State, and without doubt is the best evidence of prosperous banking.

While the cash on hand has decreased over \$2,800,000, the loans have increased in amount about \$12,500,000, showing that the demand for money has been considerable.

We think it an excellent showing for the banks of the State, and that it exhibits a steady increase in their business.





Literature, Art, Science, etc.

APPENDED are given brief sketches of a number of the principal artistic, literary, scientific and historical organizations of San Francisco that have given valuable aid toward the advancement of learning in our city and State, thus stimulating its inhabitants with a desire for the highest attainable refinements of modern civilization.

FREE PUBLIC LIBRARY.

The location of the Free Public Library is the second story of the California Theater Building on Bush Street, above Kearny. The institution was organized under an Act of the Legislature of 1877-78, authorizing the creation and maintenance of free libraries, and empowering the Board of Supervisors to levy a tax of not exceeding one mill on the dollar for their support. The library was formally opened in June, 1879, with about 6,000 volumes (exclusive of magazines and periodicals), together with a newspaper department embracing daily and weekly papers from the city, every county in the State, and all the States and Territories of the Pacific Coast. Since the date of its establishment, the library has been materially improved in all of its departments, new books have been purchased and contributed, and the facilities for their circulation greatly increased. The library has now about 40,000 volumes in its collection, and new books are being added at the average rate of 1,000 a month. The regular monthly circulation is about 30,000. Following is the list of officers: George H. Rodgers, President; Henry Marshall, Secretary; F. B. Perkins, Librarian; T. B. Bishop, John S. Hager, A. S. Hallidie, Charles Kohler, J. M. McDonald, George H. Rodgers, E. D. Sawyer, Irving M. Scott, Charles C. Terrill, R. J. Tobin, John H. Wise, and the Mayor, *ex-officio*, Trustees.

The privileges of the library, under specified regulations, are free to all residents of the city and State, and to the general public.

MECHANICS' INSTITUTE.

The public receives annually a great deal of amusement as well as instruction through the agency of the Mechanics' Institute. It was organized in March, 1855, and has been an active and enterprising factor in the development of the industrial resources of our city and State. The Institute is located at No. 31 Post Street, and comprises a reading room, well supplied with the leading scientific and literary periodicals of the day, a valuable library of about

35,000 volumes, and a cabinet of scientific apparatus and works of art. Following are the names of the officers: P. B. Cornwall, President; A. W. Starbird, Vice-President; J. A. Bauer, Treasurer; James Spires, Corresponding Secretary; E. Fretwell, Recording Secretary; Horace Wilson, Librarian; Arthur Jellison and J. S. Harville, Assistant Librarians. The Industrial Exhibitions of the Mechanics' Institute are held annually in its mammoth building known as the Mechanics' Pavilion, on Larkin Street, near its junction with Market and Hayes Streets. These exhibitions, or fairs, are leading features of public life in San Francisco, and never fail to draw out a magnificent display of the agricultural and manufacturing products of California, etc., together with samples of the skill and industry of the artists, merchants, mechanics, inventors and scientists of the city and State. J. H. Culver is Secretary of the Industrial Exhibitions, and John H. Gilmore, Superintendent.

THE MERCANTILE LIBRARY.

The building of the Mercantile Library Association is on the north side of Bush Street, between Sansome and Montgomery. The Association was organized January 24, 1853. Its rooms are commodious, well arranged and handsomely appointed. About 55,000 volumes are comprised in the library, and the reading rooms are amply supplied with papers and magazines from the Eastern States and Europe. A chess room and a ladies' parlor are also contained in the building of the Association. Its officers are George T. Marye, Jr., President; J. H. Wilder, Vice-President; F. T. Cooper, Recording Secretary; David Wilder, Corresponding Secretary; T. B. Kent, Treasurer; A. E. Whitaker, Librarian; L. B. Wetherbee, Assistant Librarian; Edward J. Balley, Collector.

MARINERS' FREE READING ROOM.

At the northeast corner of Sacramento and Drumm Streets is located the Mariners' Free Reading Room, a useful institution in a city of the commercial importance of San Francisco. It was established March 21, 1876, for the purpose of giving mariners visiting this port and others a free opportunity of reading the local, Eastern and foreign news journals and periodicals. A library, toward which over 500 volumes have already been contributed, is now in process of formation. The names of the officers of the organization are Henry Chester, President; Charles Ferris, Treasurer; W. D. Bishop, Secretary and Librarian.

STATE HORTICULTURAL SOCIETY.

In September, 1879, the State Horticultural Society was organized. It has over 100 members. Monthly sessions are held in Granger's Hall, No. 40 California Street. The office of the Secretary is at No. 414 Clay Street. The promotion of the science and practice of horticulture is the purpose of the Society. Following is a list of its officers: E. W. Hilgard, of Berkeley, President; A. T. Hatch, of Cordelia, Solano County, Vice-President; R. J. Turnbull, San Rafael, Treasurer; E. J. Wickson, San Francisco, Secretary. The Society has practically aided in the industrial development of California.

STATE BOARD OF SILK CULTURE.

Prominent among the growing industries of California is that of silk culture. Its origin and early development is mainly due to the assiduous attention given to it by the California Silk Culture Association, an organization of ladies, residents of San Francisco and interior cities and towns. Last year (1883) the State Board of Silk Culture was incorporated under an Act of the Legislature, and sericulture is now in a thrifty and progressive condition. Mr. C. A. Buckbee is President of the Board, and Mrs. Raymond, Secretary. The office is in the hall over the Granger's Bank at No. 40 California Street, where the Board holds regular monthly sessions. A filature, or silk-reeling school, has recently been established through its agency, where boys and girls are instructed in the useful art. The climate of our State is all that can be desired for the successful and profitable culture of silk, and mulberry trees can be planted and grown in nearly, if not all, of the counties. All that is required is proper care and attention in the feeding of the worms to secure the cocoons necessary for the production in California of a quality of silk such as can be put upon the market in the leading cities of America and Europe, and sold to the advantage of the producers.

STATE MINING BUREAU.

The California State Mining Bureau was organized under an Act of the Legislature, approved April 16, 1880, and in the following May the Governor appointed Henry G. Hanks as State Mineralogist. The Bureau is now located at No. 212 Sutter Street, where spacious apartments have been fitted for the reception and preservation of specimens. It contains a public museum, which is open daily to visitors, free, from 10 o'clock A. M. to 3 o'clock P. M. The main purposes of the Bureau are, as its name implies, the development and fostering of the mineral resources of our State by the collection of all geological and mineralogical substances, including mineral waters, found in California, especially those possessing economic or commercial value, and the collection and preservation of minerals, rocks, and fossils of other States, Territories and countries, etc.

SAN FRANCISCO ART ASSOCIATION.

The promotion of painting, sculpture, etc., the diffusion in the community of a cultivated taste for art, are among the progressive and meritorious purposes of the San Francisco Art Association, organized March 28, 1871. The galleries and rooms of the Association are situated in a commodious and handsome building on the north side of Pine Street, between Montgomery and Kearny Streets. The Association has about 600 contributing and 150 life members, and quarterly sessions are held in the months of March, June, September and December of each year. Connected with the Association is a School of Design, organized in December, 1873, and under the immediate and able supervision of Virgil Williams, Director. A. G. Hawes is President of the Association; F. Marion Wells and Horace P. Fletcher, Vice-Presidents; D. P. Belknap, Secretary; J. R. Martin, Assistant Secretary; Lovell White, Treas-

urer; Gordon Blanding, Charles Josselyn, R. C. Harrison, J. W. Brown, H. N. Clement and Samuel M. Brooks, Directors. The annual art exhibitions held under the auspices of the Association have stimulated and encouraged home talent, and proved conclusively that the artists of San Francisco will bear favorable comparison with those of the leading cities in the East.

CALIFORNIA ACADEMY OF SCIENCES.

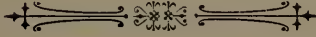
The California Academy of Sciences has been a valuable agent for the dissemination of scientific lore in our city and State. It was organized April 4, 1853. It has between 400 and 500 members, and occupies the building on the southwest corner of California and Dupont Streets. The Society is one of the residuary legatees named in the trust deed of James Lick, the deceased millionaire. Its officers are Professor George Davidson, President; J. P. Moore and H. H. Behr, Vice-Presidents; S. B. Christy, Corresponding Secretary; Charles G. Yale, Recording Secretary; Elisha Brooks, Treasurer; C. Troyer, Librarian; W. G. W. Harford, Director of Museum. The Board of Trustees is thus organized: George E. Gray, President; Thomas P. Madden, Vice-President; James Simpson, Ralph C. Harrison, James M. McDonald and William Ashburner; Charles Wolcott Brooks, Secretary. The regular sessions of the Academy and the Board of Trustees are held on the first and third Monday evenings of each month, and of the Council on the last Saturday of each month. The museum of the Academy contains a varied and valuable collection of mineral specimens, fishes, reptiles, birds, beasts and natural curiosities, and is visited and inspected by all the savants who come to our city.

SOCIETY OF CALIFORNIA PIONEERS.

The objects of the Society of California Pioneers, organized in August, 1850, are to collect and preserve information relative to the early settlement, and subsequent conquest of the country, and to perpetuate the memory of those whose sagacity and enterprise induced them to settle in the wilderness, and thus become the founders of a new and great State. The regular membership of the Society is restricted to persons who were in California prior to January 1, 1850, but any who have been of distinguished or important service to the Society or State, are eligible as honorary members. The Society occupies a substantial and commodious building at No. 808 Montgomery Street, known as Pioneer Hall. It has on its roll the names of about 2,300 members. Regular sessions are held on the first Monday of each month. The anniversary of the admission of California into the Union, the conquest of California and the raising on its soil of the American flag, are events also duly celebrated by the Pioneers.

The hall of the Society contains a library, a cabinet of minerals, an interesting collection of relics of early times, and numerous other objects of interest. Washington Bartlett, the present Mayor of San Francisco, is President of the Society; George W. Gibbs, C. A. C. Duisenberg, San Francisco; Charles H. Chamberlain, Oakland; William McPherson Hill, Sonoma; Miles Searles, Nevada City, Vice-Presidents; Ferdinand Vassault, Secretary; Howard Havens,

Treasurer; Capt. Isaac Bluxome, Marshal. The Society of California Pioneers and the California Academy of Sciences are the residuary legatees in the trust deed of the late James Lick, the California millionaire and philanthropist.



THE MUNICIPALITY.

DESCRIPTIVE, FINANCIAL, STATIS- TICAL, Etc.

THE political organization of San Francisco is similar to that of other large cities. The principal elective officers of the city and county, are the Mayor, Board of Supervisors, Board of Education, County Clerk, Sheriff, Recorder, Auditor, Treasurer, Assessor, Tax Collector, Surveyor, Superintendent of Public Streets, Coroner and Public Administrator. The city is subdivided into twelvewards, each being represented by a Supervisor and a School Director. The judiciary, modeled in a general way after that of New York, comprises a Superior Court of twelve Judges, one to each department; two Police Courts, Nos. 1 and 2, respectively; a City and County Attorney and Counselor, and a District Attorney; the Supreme Court of the State of California, that holds its sessions exclusively in the three counties of San Francisco, Sacramento, and Los Angeles; the United States Circuit Court, and the United States District Court. The city is represented in the Legislature by ten Senators and twenty Assemblymen, exclusive of one Senator and one Assemblyman elected jointly by the city and county of San Francisco and the city and county of San Mateo. Annexed are brief sketches of our fire, police and common school systems, and principal public buildings and parks.

THE FIRE DEPARTMENT.

The Paid Fire Department of the city and county of San Francisco was organized December 3, 1866. The present force consists, in round numbers, of 300 officers and men. Frank G. Edwards is President of the Board of Fire Commissioners, David Scannell is Chief Engineer, and James Riley Assistant Chief Engineer. The equipments of the department comprise twelve steamers, to each of which is attached a hose reel, eight hose carriages, and four hook and ladder trucks; also five steamers, seven hose reels, and three hook and ladder trucks in reserve at the corporation yard. Each steamer and truck is drawn by two horses, and the hose carriages by one each. The number of horses in the department is seventy-one, and the amount of hose in use 24,000 feet, all of

which is carbolized. The total number of hydrants is 1,371, available for the purpose of extinguishing fires. Number of cisterns in good order, 55. The total cost of the department for the fiscal year ending June 30, 1881, was \$285,691. The fire department is notorious for its excellence, and is not surpassed, in any material respect, even by that of New York. Had it been organized in early times, San Francisco would not have been so often destroyed by the devouring element.

THE FIRE PATROL.

The organization of the Fire Patrol was effected in May, 1875, by the Board of Fire Underwriters. It is conducted on the same principle as the one now in successful operation in New York City. The apparatus consists of wagons, carrying rubber covers, fire extinguishers, ladders, etc., for extinguishing fires, saving life, and protecting property from damage by water. Capt. Russell White directs the operations of the Fire Patrol, comprising fourteen men, himself included, who are in duty day and night. John L. Durkee is the Fire Marshal. The Patrol has two stations, located respectively on Stevenson and Grove Streets, and a telegraphic communication with the American District Telegraph Company, the Palace Hotel, etc.

POLICE DEPARTMENT.

From a small and comparatively raw and undisciplined organization, which gave but little protection to life and property, the Police Department of San Francisco has gradually grown and developed into a protective system, the efficacy and completeness of which will bear comparison with that of the police department of any city in America. Patrick Crowley is the present Chief of Police. Messrs. Richard P. Hammond, William Alvord, Robert J. Tobin, and the Chief of Police, *ex-officio*, constitute the Board of Police Commissioners. Isaiah W. Lees, William Y. Douglass, John Short, A. W. Stone, and Leonard Guion are the Captains of Police. Under an Act of the Legislature, approved April 1, 1878, an ordinance was passed by the Board of Supervisors, increasing the force to four hundred, the limit allowed by law. The Chief's office, the Central Police Station, and the City Prison are in the old City Hall on Kearny Street, opposite the Plaza. Sub-stations are established at suitable localities in the city and suburbs, and are connected by telephone with the central station.

FIRE ALARM AND POLICE TELEGRAPH.

John Curran is the superintendent of the Fire Alarm and Police Telegraph, established April 24, 1865. The apparatus consists of about one hundred and twenty miles of wire, divided into nineteen circuits, of which twelve are signal circuits, or circuits running to the signal boxes. Alarm gongs are located in the different engine, hook and ladder, and hose houses, each being connected with the central office. The alarm bells and gongs are struck simultaneously by electrical machinery, and can be heard distinctly in any part of the city, and by counting the strokes, the number of the signal station and the locality of the fire determined.

NEW CITY HALL.

When completed, the New City Hall, located on the triangular plot of ground bounded by Larkin and McAllister Streets, and Park Avenue, will be the largest municipal edifice in the United States, as well as the most durable in the city. The main building consists of a series of pavilions, adorned with Corinthian pilasters and columns 48 feet in height. At each end of the principal front is one of these pavilions, while in the center is the almost semi-circular portico which forms the entrance on Park Avenue. The structure, when completed, will have a frontage of 550 feet on Larkin Street, and 650 feet on McAllister. A portico, 122 feet long, surmounted on both sides by towers, each 150 feet high, will adorn the Larkin Street front. From each end of the McAllister Street front will project wings 140 feet in length, inclosing three sides in an oblong square. The tower over the main entrance will be about 270 feet high, and 70 feet square. The entrance from City Hall Avenue leads directly to a circular hall 80 feet in diameter and 105 feet high. Numerous corridors lead hence to the various offices and halls. The basement, 12½ feet high, will be used as the City Prison. The Hall of Records, a circular edifice 86 feet in internal diameter and 95 feet in external diameter, has been occupied since May, 1877. It is surmounted by a dome 134 feet high. The plan contemplates a wide arcade surrounding the hall, and rising to the level of the first story. The Hall of Records lies to the east of the City Hall proper, with which it is connected by an open arcade, the course between the two describing an area of a circle. It is estimated that the cost of the New City Hall, when completed, will be about \$5,000,000.

UNITED STATES MINT.

The United States Mint, on the northwest corner of Mission and Fifth Streets, is one of the handsomest and most imposing of the Government buildings in San Francisco. It is built of granite and sandstone, and is two stories in height, with an ample basement. It has a frontage of 160½ feet on Mission, and 217½ feet on Fifth Streets. The parapet walls are 56 feet high, the pediment 75, and the two chimneys 142 feet each. Its architecture is Doric. Massive fluted columns at the main entrance on Fifth Street give an air of beauty and grandeur to the building, and relieve the somber aspect of its severe simplicity. Millions of gold and silver are coined annually at the mint. The capacity of the refining department is about 1,000,000 ounces per month.

UNITED STATES TREASURY.

The site of the old mint on Commercial Street near Montgomery, is now occupied by the United States Sub-Treasury, a substantial structure four stories high. The walls are of pressed brick, laid on granite sills. The building has been occupied by the Sub-Treasury Department since October 8, 1877. The Sub-Treasury is on the ground floor; the Register and Receiver of the General Land Office in the second story, and the United States Surveyor-General's office on the third and fourth stories. The sum appropriated for the erection of the building was \$107,000.

UNITED STATES APPRAISERS' BUILDING.

The United States Appraisers' Building occupies the ground bounded by Washington, Sansome, Jackson Streets and Post-Office place. It is a solid, handsome, four-story structure of 265½ feet on Sansome Street by 120½ feet on Jackson and Washington. The cost of the building was about \$1,050,000. In it are the Collector of Internal Revenue, the Superintending Surgeon of the Marine Hospital, the Naval Paymaster, the Inspectors of steam vessels, the Appraisers, the Light-House Department, the United States Marshal, the United States Circuit Court, the United States District Court, the Law Library, the Treasury Department, etc.

PUBLIC SCHOOLS.

The residents of San Francisco are justly proud of her Public School System. Its beginning may be said to date from the establishment, by the Common Council, in April, 1849, of a public school taught by J. C. Pelton and wife. According to the first official report of the superintendent for the year ending October 31, 1852, the total number of pupils enrolled was 2,132, with an average daily attendance of 445. For the fiscal year ending June 30, 1882, there were 40,752 pupils enrolled, and an average daily attendance of 29,435. The teachers now employed in the department, comprising 61 schools, number about 700, whose salaries aggregate \$731,220. The total expenses for the year 1881-82, for books, stationery, furniture, rents, repairs, erection of buildings, etc., were \$850,460. The fire drill, designed to train the pupils so as to prevent a panic in the event of fire, may be mentioned as one of the attractive features peculiar to the schools of San Francisco.

GOLDEN GATE PARK, ETC.

The city comprises 20 odd public parks and squares of various styles and sizes. The greatest of these is the Golden Gate Park, bordering on the Pacific Ocean. It has an area of over a thousand acres, and is 3 miles long and half a mile wide. The Park is approached by a wide and handsome avenue a little less than a mile in length, which leads from the center of the city, and is also accessible by two lines of cable cars, viz., the Market and the Geary Street Railroads. A costly and handsome conservatory is located in the Park about ¼ of a mile from the main entrance. It is built upon a plateau; is constructed almost entirely of glass: is 350 feet long, the main building being 56 feet square, and surmounted by a lofty dome, the roof being sustained solely by its connection with the external walls. In the center of the reception room is a small pool, out of which rises a tasteful and unique fountain, the design showing a swan, surrounded by magnolias, and upholding a bowl, in which is a mermaid with a sea shell on her shoulder to catch the bubbling water. The conservatory has also an aquatic house, a fernery, nursery beds, etc. Twenty-six thousand square feet of glass, weighing 25 tons, and two tons of putty, were used in the construction of the conservatory. It is a marvel of architectural beauty, surpassing, in this respect, any similar structure in America, and is

equaled in size only by the conservatory in the Horticultural Gardens at Washington. Splendid drives, walks, trees, shrubs, flowers and plants are also to be seen in Golden Gate Park, which is being gradually improved each year, and may one day rival even the celebrated Central Park of New York. Prominent among the other parks of San Francisco are Pioneer Park, on the crest of Telegraph Hill; Buena Vista Park, bounded by Haight, Fell and Broderick Streets; Mountain Lake Public Square, on the Presidio Reservation; Union Square, on Post Street; Washington Square, at North Beach; and Portsmouth Square, or the Plaza, on Kearny Street, opposite the Old City Hall, noted as being the place where the stars and stripes were hoisted in commemoration of the newly acquired territory from Mexico, on July 8, 1847.

FINANCIAL CONDITION OF THE CITY.

The following statement, prepared by John A. Russell, Clerk of the Board of Supervisors, shows the financial condition of the city and county of San Francisco on October 1, 1883:—

FUNDED DEBT.	
Funded Debt at 6 per cent. and 7 per cent. interest.....	\$3,134,500 00
Less Sinking Fund on hand.....	1,095,031 00
Net Funded Debt.....	<u>\$2,039,469 00</u>
DESCRIPTION AND VALUE OF PROPERTY OWNED BY THE CITY AND COUNTY	
Parks, reservations and public squares.....	\$6,000,000 00
Fire Department lots and improvements, embracing apparatus, furniture, and Fire Alarm System.....	600,000 00
City Halls, County Jails, Hospitals, Almshouse, House of Correction, Industrial School (lots and improvements).....	6,500,000 00
Cemetery Reservations.....	175,000 00
Sundry other lots.....	175,000 00
School lots, improvements, libraries, furniture, etc.....	3,250,000 00
Total.....	<u>\$16,700,000 00</u>
CITY AND COUNTY AND STATE MONEYS.	
Cash in hands of the City and County Treasurer (City and County).....	\$343,882 28
Cash in hands of the City and County Treasurer (Interest Acct. Funded Debt).....	79,684 54
Total—City and County.....	<u>\$423,566 82</u>
Cash in hands of the City and County Treasurer (State).....	156,838 82
Total.....	<u>\$580,405 64</u>
Loans from Sinking Fund outstanding.....	<u>\$942,500 00</u>
VALUATION OF PROPERTY FOR CITY AND COUNTY PURPOSES.	
Assessed value of real estate and improvements, 1883-84.....	\$158,723,269 00
Assessed value of personal property.....	61,612,488 00
Total.....	<u>\$220,335,757 00</u>
RATE OF TAXATION—FISCAL YEAR 1883-84.	
For City and County purposes.....	\$1 20
For State purposes.....	497
Total rate on each \$100 valuation.....	<u>\$1 697</u>

AMOUNT OF TAXES LEVIED.

City and County purposes, on a valuation of \$220,335,757*	\$2,644,029 00
State purposes, on a valuation of \$252,464,931	1,254,750 00
Total amount of taxes	\$3,898,779 00

REMARKS.

Value of real estate for City and County purposes	\$112,219,377 00
Value of improvements	46,503,892 00
Value of personal property, exclusive of money	55,471,229 00
The amount of money	6,141,259 00
	\$220,335,757 00

Value apportioned by State Board of Equalization of assessment of franchise, roadway, etc., of railroads	\$229,442 10
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*The State Board of Equalization, on September 15, 1883, directed an addition of 15 per cent. to the valuation of all property for State purposes, except money and the apportionment of the assessment of railways as made by said Board.

ESTIMATED FUTURE EXPENDITURES.

Following is a classified official estimate of the expenditures of the municipal government for the fiscal year ending June 30, 1884:—

Courts and Law Departments	\$114,400
Debt	448,700
Election and Registration Expenses	9,000
Fire Department	316,760
Gas	249,450
General Departments	399,600
Health Department	189,200
Libraries	28,500
Miscellaneous Expenses	138,500
Parks and Public Grounds	48,700
Public Institutions	68,000
Public Buildings	42,340
Police Department	531,225
School Department	709,400
Streets and Sewers	267,500
Water	113,320
Total	\$3,674,595

MECHANICAL AND MANUFACTURING INDUSTRIES.

The annexed statistics of the mechanical and manufacturing industries of the city are taken from the report of Assessor Louis F. Holtz for the fiscal year ending June 30, 1883:—

AGRICULTURAL IMPLEMENTS MANUFACTORIES—2.

Men employed	60
Value of manufactures	\$120,000

AIR COMPRESSORS MANUFACTORIES—1.

Men employed	10
Value of manufactures	\$7,000

ARTIFICIAL STONE MANUFACTORIES—2.

Men employed	60
Value of manufactures	\$120,000

AXLE GREASE MANUFACTORIES—2.

Number of men employed	9
Resin consumed yearly, barrels	1,428
Butter consumed yearly, pounds	33,000
Chemicals consumed yearly, pounds	28,000
Value of manufactures	\$49,000

BARREL MANUFACTORIES—3.

Men and boys employed.....	250
Barrels, half-barrels and kegs made annually.....	498,000
Horse-power of steam-engines.....	112
Barrels made for use of sugar refineries.....	104,000
Sirup kegs made by tub and pail factories.....	15,000
Aggregate value of manufactures.....	\$330,000

BAG MANUFACTORIES.—3.

Men, women and boys employed.....	340
Number of bags manufactured.....	9,000,000
Aggregate value manufactures.....	\$2,000,000

BED SPRING MANUFACTORIES—4.

Men employed.....	24
Coppered wire used, tons.....	166
Aggregate value of manufactures.....	\$104,000

BEDSTEAD MANUFACTORIES (IRON)—2.

Men employed.....	5
Value of manufactures.....	\$10,000

BELLOWS MANUFACTORIES—2.

Men employed.....	6
Bellows manufactured.....	1,600
Value of manufactures.....	\$20,000

BEDDING MANUFACTORIES—7.

Men employed.....	100
Value of manufactures.....	\$350,000

BILLIARD TABLE MANUFACTORIES—3.

Men employed.....	19
Billiard tables made.....	120
Value of manufactures.....	\$16,000

BOOTS, SHOES AND SLIPPER MANUFACTORIES—138.

Men women and boys employed.....	3,400
Value of manufactures.....	\$5,400,000

BOX MANUFACTORIES (WOODEN)—6.

Men employed.....	330
Horse-power of steam engines.....	330
Lumber used, feet.....	14,500,000
Value of manufactures.....	\$600,000

BOX MANUFACTORIES (PAPER)—3.

Men, women and boys employed.....	100
Number of boxes made, annually.....	2,250,000
Value of manufactures.....	\$75,000

BOX MANUFACTORIES (CIGAR)—3.

Men, women and boys employed.....	260
Number of boxes made annually.....	2,250,000
Value of manufactures.....	\$265,000

BRASS FOUNDRIES—6.

Men employed.....	350
Value of manufactures, including copper, 500 tons.....	\$535,000

BREWERIES—34.

Men employed.....	356
Hops consumed annually, pounds.....	650,000
Barley consumed annually, tons.....	28,000
Beer made annually, barrels.....	320,000
Aggregate value of manufactures.....	\$2,205,000

BROOM MANUFACTORIES—10.

Men employed	65
Value of manufactures ..	\$230,000

BRUSH MANUFACTORIES—6.

Men employed	67
Value of manufactures ..	\$137,000

CANDLE MANUFACTORIES—2.

Men employed	70
Candles manufactured, boxes	150,000
Value of manufactures	\$350,000

CLOTHING MANUFACTORIES—17.

Men and women employed	2,300
Value, including overalls, suits and underwear	\$3,750,000

CIGAR MANUFACTORIES—223.

Men, women and boys employed	7,478
Cigars made annually	102,900,000
Cigarettes made annually ..	15,000,000

CRACKER MANUFACTORIES—3.

Men employed	155
Horse-power of engines	110
Value of manufactures	\$500,000

CHEMICAL WORKS—2.

Men employed	52
Nitrate soda used, tons	1,800
Sulphur used, tons	1,800
Nitric acid produced annually, lbs	2,560,000
Sulphuric acid produced annually, lbs	10,501,000
Muriatic acid produced annually, lbs	423,600
Value of manufactures	520,000

CARRIAGE AND WAGON MANUFACTORIES—30.

Men employed	290
Carriages and wagons made annually ..	550
Aggregate value	\$100,000

CAR MANUFACTORIES—1.

Men employed ..	10
Number of cars manufactured ..	100
Value of manufactures	\$60,000

COFFEE AND SPICE MILLS—16.

Coffee ground and roasted annually, lbs	3,980,000
Chocolate made annually, lbs	450,000
Spices ground annually, lbs	656,000
Aggregate value of manufactures	\$900,000

COFFIN MANUFACTORIES—1.

Men employed	11
Value of manufactures	\$20,000

COPPERSMITHS—1.

Men employed	33
Value of manufactures	\$126,000

CORDAGE AND ROPE MANUFACTORIES—1.

Men employed	150
Hemp rope manufactured, tons	3,000
Horse-power of engines	250
Value of manufactures	\$600,000

CARRIAGE AND LOCOMOTIVE CAR SPRING MANUFACTORIES—1.

Men and boys employed	16
Springs made, tons.....	150
Aggregate value of manufactures.....	\$40,000

CUTLERY MANUFACTORIES—2.

Men employed.....	30
Aggregate value of manufactures.....	\$47,000

DRY DOCKS (FLOATING)—2.

Men employed	15
Capacity of docks (one 1,800 and one 800) tons.....	2,600

DRY DOCKS (STONE)—1.

Length of excavation in solid rock, feet.....	450
Width of top, feet.....	120
Depth, feet.....	30
Width of entrance, feet.....	90
Capacity of length, feet.....	425
Capacity of drawing, feet.....	22
Capacity of pumps for cleaning, per hour, cubic feet.....	325,368
Tubular boilers of 4 inch tubes.....	4
Dimensions of each boiler, diameter in inches.....	25
Dimensions of each boiler, length in feet.....	16
Fire surface of boilers, square feet.....	3,800
Men employed.....	6
Total cost of work.....	\$675,000

ELECTRIC MACHINERY WORKS—1.

Men employed.....	30
Capital employed.....	\$10,000

ELEVATOR MANUFACTORIES—3.

Men employed.....	24
Aggregate value of manufactures.....	\$140,000

FRINGE FACTORIES—2.

Men and women employed.....	90
Aggregate value of manufactures.....	\$85,000

FLOUR AND FEED MILLS—8.

Men employed.....	92
Flour made annually, barrels	375,000
Hominy made annually, tons.....	100
Buckwheat and rye flour, tons.....	650
Oatmeal and groats, tons.....	2,000
Cornmeal and farina, tons.....	4,500
Feed barley, tons.....	10,000
Cracked wheat, tons.....	220
Split peas, tons.....	232
Graham flour, barrels.....	1,600
Cracked corn, tons.....	2,040
Ground feed, tons	2,000
Pearl barley, tons.....	650

FOUNDRIES, BOILER AND IRON WORKS—17.

Men employed.....	2,400
Pig iron used annually, tons.....	24,200
Bar iron used annually, tons.....	25,600
Rivets used annually, tons.....	480
Horse-power of engines	2,100
California iron used to June 30th, tons.....	7,000
Value of manufactures.....	\$4,700,000

FUR MANUFACTORIES—3.

Men and women employed.....	150
Value of manufactures.....	\$500,000

FURNITURE MANUFACTORIES—19.

Men employed.....	1,350
Lumber used annually, feet	7,000,000
Value of manufactures.....	\$2,328,000

GAS WORKS—2.

Men employed (about).....	460
Capital stock.....	\$12,000,000

GLASS WORKS—1.

Men and boys employed.....	180
Furnaces.....	2
Pots.....	14
Value of manufactures.....	\$175,000

GLASS CUTTING—3.

Men employed.....	25
Value of manufactures.....	\$55,000

GLOVE MANUFACTORIES—12.

Men and women employed.....	160
Aggregate value of manufactures.....	\$230,000

GLUE MANUFACTORIES—2.

Men employed.....	41
Glue made, tons.....	220
Neatsfoot oil, gallons.....	30,000
Aggregate value of manufactures.....	\$117,000

GUTTA PERCHA AND RUBBER MANUFACTORIES—2.

Men employed.....	8
Sets Machinery.....	2
Aggregate value of manufactures.....	\$24,000

HAT AND CAP MANUFACTORIES—18.

Men employed.....	80
Aggregate value of manufactures.....	\$275,000

HOSE AND BELTING—4.

Men employed.....	30
Hose made annually, feet.....	1,800
Belting made annually, feet, equal to 1 inch.....	700,000
Aggregate value of manufactures.....	\$150,000

HARNESS MANUFACTORIES—50.

Men employed.....	440
Aggregate value of manufactures.....	\$1,150,000

INK AND MUCILAGE—1.

Men employed.....	13
Number of dozen made annually.....	\$13,000

ICE MANUFACTORIES—3.

Men employed.....	15
Tons made annually.....	1,200
Capital invested.....	\$90,000

IRON WORKING MACHINES—2.

Men employed.....	35
Value of manufactures.....	\$125,000

JAPANNING AND GALVANIZING MANUFACTORIES—2.

Men and boys employed.....	20
Value of manufactures.....	\$48,000

JEWELRY MANUFACTORIES—16.

Men employed.....	175
Value of manufactures.....	\$650,000

LAUNDRIES (WHITE)—105.

Men, women and boys employed.....	935
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LAUNDRIES (CHINESE)—186.

Men employed.....	1,300
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LEAD PIPE AND SHOT MANUFACTORIES—1.

Men employed.....	30
Lead pipe and shot made, tons.....	1,750
Horse-power of engines (2).....	500
Value of manufactures.....	\$200,000

LEAD SMELTING WORKS—1.

Men employed.....	116
Horse-power of engines.....	60
Value of manufactures.....	\$400,000

LAST MANUFACTORIES—2.

Men employed.....	14
Horse-power of engines.....	22
Lasts made annually.....	29,000
Value of manufactures.....	\$12,000

LINSEED OIL WORKS—2.

Men employed.....	60
Oilcake, tons.....	4,300
Capacity of works, yearly, gallons.....	8,000,000
Value of oil.....	\$580,000
Value of cake.....	\$135,000

MACARONI AND VERMICELLI FACTORIES—8.

Men and boys employed.....	56
Macaroni and paste made, boxes.....	200,000
Flour used, barrels.....	12,000
Horse-power of engines.....	110
Value of manufactures.....	\$200,000

MARBLE WORKS—35.

Men employed.....	180
Aggregate value of manufactures.....	\$290,000

MATCH FACTORIES—2.

Men employed.....	90
Matches made annually, gross.....	300,000
Value of manufactures.....	\$125,000

MALT HOUSES—6.

Men employed.....	100
Grain malted annually, tons.....	30,000
Value of products.....	\$160,000

MIRROR MANUFACTORIES—2.

Men employed.....	9
Number of square feet manufactured.....	5,500
Capital invested.....	\$190,000

MUSICAL INSTRUMENT MANUFACTORIES—2.

Men employed.....	25
Aggregate value.....	\$40,000

OIL CLOTHING MANUFACTORIES—4.

Men employed.....	35
Aggregate value of manufactures.....	\$60,000

OAKUM MANUFACTORIES—1.

Men employed.....	20
Bales made annually.....	13,000
Aggregate value of manufactures.....	\$52,000

PICKLE AND FRUIT PRESERVING MANUFACTORIES—12.

Men and women employed.....	2,000
Fruit and meat put up, dozen cans.....	600,000
Pickles put up in kegs.....	90,000
Aggregate value of manufactures.....	\$1,600,000

PROVISION PACKING—2.

Number of men employed.....	160
Meats packed, barrels.....	10,000
Pork packed, barrels.....	10,500
Ham and bacon, lbs.....	3,000,000
Lard, lbs.....	2,300,000
Tallow, lbs.....	1,300,000
Value of investment in real estate, etc.....	\$165,000
Value of products.....	\$2,000,000

ROLLING MILLS—1.

Men employed.....	540
Horse-power of engines.....	725
Soap iron used, tons.....	26,095
Coal consumed, tons.....	18,956
Value of manufactures.....	\$1,868,320

SALT WORKS—3.

Men employed.....	32
Run of stores.....	8
Number of tons, annually.....	30,000
Value of salt ground.....	\$250,000

SAFE AND VAULT WORKS—4.

Men employed.....	20
Bar and plate iron used, tons.....	53
Horse-power of engines.....	60
Steel used, tons.....	35
Value of manufactures.....	\$95,000

SAW MANUFACTORIES—2.

Men employed.....	41
Horse-power of engines.....	44
Steel used annually, tons.....	61
Value of manufactures.....	\$122,000

SASH, DOOR, BLIND AND FINISHING MANUFACTORIES—15.

Men employed.....	1,550
Horse-power of engines.....	1,050
Lumber used annually, feet.....	10,055,000
Value of manufactures.....	\$5,010,000

SILVER WARE MANUFACTORIES—3.

Men employed.....	45
Value of manufactures.....	\$150,000

SHIP YARDS—4.

Men employed.....	200
Number of steamers, barges, etc. built.....	33
Tonnage.....	6,000
Value of vessels built.....	\$500,000

SHIRT MANUFACTORIES—7.

Men and women employed.....	2,550
Value of manufactures.....	\$950,000

SOAP MANUFACTORIES—17.

Men employed.	130
Soap made annually, pounds.	15,256,000
Aggregate value of manufactures.	\$715,100

SODA WORKS (BI-CARB. SODA AND SALERATUS)—1.

Men employed.	10
Sal-soda manufactured, tons.	800
Saleratus manufactured, tons.	400
Value of manufactures.	\$100,000

SUGAR REFINERIES—2.

Men employed.	360
Sugar (raw) used, pounds.	80,000,000
White sugar made, pounds.	50,000,000
Yellow sugar made, pounds.	28,000,000
Sirup made, gallons.	450,000
Aggregate value of manufactures.	\$8,700,000

TANNERIES—43.

Men employed.	335
Horse-power of engines.	172
Bark used annually, cords.	5,000
Hides of all kinds.	360,000
Aggregate value of manufactures.	\$1,700,000

TIN-WARE, TIN BOX AND CAN MANUFACTORIES—4.

Men and boys employed	180
Value of manufactures.	\$525,000

TYPE FOUNDRIES—3.

Men and women employed.	35
Aggregate value of manufactures.	\$34,500

VINEGAR MANUFACTORIES—2.

Men employed.	22
Vinegar made annually, gallons.	1,600,000
Aggregate value of manufactures.	\$255,000

WHITE LEAD FACTORIES—1.

Building 45x275, 4 stories, brick; men employed	75
Number of tons manufactured.	3,000
Capital employed.	\$290,000

WINDMILL MANUFACTORIES—2.

Men employed.	16
Mills made annually.	160
Aggregate value of manufactures.	\$41,000

WILLOW AND WOODEN-WARE AND BASKET MANUFACTORIES—1.

Men employed.	32
Value of manufactures.	\$250,000

WINE AND BEER CASK MANUFACTORIES—1.

Men employed	100
Number of casks made annually.	3,000
Value of manufactures.	\$200,000

WIRE AND WIRE ROPE MANUFACTORIES—1.

Men employed.	50
Horse-power of engine.	125
Amount of wire consumed annually, tons.	750
Aggregate value of manufactures.	\$360,000

WOOLEN MILLS—2.

Men and women employed.....	1,500
Number of power looms.....	162
Cards, sets.....	60
Frames for knitting underwear.....	28
Frames for knitting hosiery.....	24
Spindles.....	21
Blankets made annually, pairs.....	80,000
Knit underwear, dozens.....	6,000
Hosiery, dozens.....	25,000
Wool used, pounds.....	5,400,000
Cloth and tweed, yards made.....	600,000
Flannels, yards.....	1,600,000
Aggregate value of manufactures.....	\$1,900,000

REAL ESTATE AND BUILDINGS.

The total value of the real estate sold in San Francisco during the past year was \$14,684,000 against \$15,128,000 for 1882.

It will be observed that the totals for 1883 are not as large as those for 1882. Nevertheless, the business for 1883 has been better than that for 1882, because in the former year the number of sales was far greater, mainly owing to the purchase of cheaper lots for homesteads, while in 1882 the heavy capitalists were investing largely in down town real estate. The 803 new buildings erected in 1883, cost in the aggregate \$5,261,689, against \$3,896,212 in 1882.

Residences, two-story houses, and flats claimed the attention of architects and builders most, and less was done in brick and mortar down town than in 1882. No particular section of the city was favored, as far as dwellings are concerned, and there are few streets in any direction in which new houses cannot be found.

EXPORTS AND IMPORTS.

The exports of merchandise by sea for 1883 amounted to \$45,730,194, against \$55,218,674, classified as follows:—

To	1882.	1883.
Great Britain.....	\$29,770,851	\$25,996,100
China.....	4,705,126	4,252,940
Hawaiian Islands.....	2,660,576	2,977,873
Mexico.....	2,524,585	1,879,442
British Columbia.....	1,567,782	1,589,670
Belgium.....	2,270,318	915,167
Central America.....	964,153	932,734
Australia.....	1,669,812	1,024,815
New Zealand.....	1,617,385	238,550
France.....	470,386	604,108
Japan.....	516,150	360,251
Society Islands.....	377,511	349,448
Other Pacific Islands.....	11,625	178,202
Cape Verde Islands.....	119,694	129,113
Germany.....	137,900	7,791
Russia Asiatic.....	215,244	132,307
South America.....	44,143	101,654
Panama.....	344,373	212,112
East Indies.....	.....	95,972
Holland.....	.....	1,137
Cape Town.....	.....	.....
Total foreign.....	\$49,987,814	\$41,985,386
Atlantic seaboard.....	5,230,860	3,744,808
Aggregate.....	\$55,218,674	\$45,730,194
Decrease.....	.....	\$9,488,480

The value of the wheat export was \$22,973,000. In 1881 the exports were \$53,546,190, against \$34,686,760 in 1880, \$36,941,670 in 1879, and \$33,993,550 in 1878. The value of our merchandise imports, by sea, from foreign countries during the past year, was about \$38,000,000, and of the treasure imports about \$9,000,000, making a total of \$47,000,000, against \$49,017,701 in 1882, showing a decrease of over \$2,000,000. The import duties collected at the custom house amounted to \$8,666,548.

DEEP WATER VESSELS, FREIGHTS, ETC.

The following is a comparative statement of the deep water arrivals and departures at and from this port during the year ending December 31, 1883:—

FROM AND TO.	ARRIVALS.		DEPARTURES.	
	No	Tons.	No	Tons.
Great Britain.....	144	210,398	297	412,645
France.....	5	3,864	8	10,460
Germany.....	3	2,163	.....	.....
Belgium.....	4	6,737	11	16,033
Cape Good Hope.....	2	2,348	.....	.....
Brazil.....	14	19,796	.....	.....
Buenos Ayres.....	2	2,638	.....	.....
Chile.....	14	10,814	2	1,118
Peru.....	15	9,582	2	1,535
Ecuador.....	.....	.....	1	54
Central America and Panama.....	38	48,548	32	45,069
Mexico.....	42	16,609	48	20,644
British Columbia.....	144	145,798	146	152,600
Russian Possessions.....	3	966	6	1,326
Japan.....	19	22,043	.....	.....
Genoa.....	1	1,009	.....	.....
Sicily.....	1	1,148	.....	.....
China.....	45	93,654	34	81,291
Cape Verde Islands.....	.....	.....	1	2,332
Manila.....	6	5,416	5	6,761
East Indies.....	13	15,051	.....	.....
Mauritius.....	1	1,199	.....	.....
Australia.....	109	152,231	24	33,621
New Zealand.....	1	1,283	.....	.....
Hawaiian Islands.....	128	61,888	115	54,247
Society Islands.....	20	5,119	21	5,205
Other Pacific Islands.....	10	4,511	17	3,403
Domestic ast.....	57	96,682	11	14,135
Fishermen.....	18	3,206	22	3,217
Whalers.....	38	11,890	43	12,548
For. to Dom.....	.....	.....	8	4,972
Uruguay.....	4	5,010	.....	.....
Totals.....	901	961,641	854	883,216
1882.....	997	1,189,855	986	1,152,308
1881.....	933	1,093,586	957	1,090,201
1880.....	749	827,704	741	785,301

The average monthly wheat freights to the United Kingdom in 1883 were 48s. iron and 43s. 8d. wood. The above averages are based upon the rates of vessels clearing hence in the past year, and include both spot and prior to arrival charters.

TREASURE SHIPMENTS.

RECAPITULATION.

The total shipments of treasure in all directions through public channels during the year 1883 were as follows:—

To—	AMOUNT.
Hongkong and China	\$9,699,836 80
New York	1,569,743 00
Japan	604,332 42
Hawaiian Islands	356,753 28
Navigator Islands	24,308 00
Central America	34,276 00
Mexico	3,645 00
Australia	6,200 00

Total

Against \$10,384,802 for the preceding year.

SAN FRANCISCO CLEARING HOUSE.

The following shows the total exchanges by the banks, at the San Francisco Clearing House, since the date of its organization, March 11, 1876:—

1876 (from March 11th).....	\$476,125,456
1877.....	519,948,809
1878.....	715,359,320
1879.....	553,953,956
1880.....	486,725,954
1881.....	598,696,832
1882.....	629,114,126

March 11, 1876, to Jan. 1, 1883.....\$3,979,894,443

The total of the exchanges for 1883 was \$617,921,853 plus \$3,979,894,443, gives a grand total since March 11, 1876, of \$4,597,816,296.

COINAGE AT THE MINT.

The aggregate value of the gold and silver coined at the United States Mint in this city for 1883 was \$31,251,000 against \$37,915,000 for 1882, \$41,845,000 for 1881, and \$37,427,000 for 1880.

The coinage of standard silver dollars began at the above-named Mint in April, 1878, in which month the coinage of trade dollars ceased. Since February, 1878, no subsidiary silver coins have been emitted except \$130,000 in half-dollars for the Hawaiian Government in November, 1883, and \$170,000 in halves and \$125,000 quarters in December.

The total coinage of all descriptions, from the organization of the Mint, in 1854 to 1884, was as follows:—

Gold.....	\$623,728,357
Silver.....	105,200,925

Total

\$728,929,282

The first delivery of gold coins to the Treasury was \$3,560 in eagles, April 17, 1854: first delivery of silver coins to same, \$6,900 in half dollars, May 8, 1855.

INTERNAL REVENUE COLLECTIONS, ETC.

During the past year the United States Internal Revenue Collections for the First District of California amounted to \$3,322,716, showing quite a decrease as compared with the receipts of the preceding year, owing to the recent modifications of the law.

The yearly wool product of the State was 40,848,000 pounds, and the quicksilver production is estimated at upwards of 47,000 flasks.



"SAN FRANCISCO CHRONICLE" BUILDING

THE METROPOLITAN PRESS.

It would be contrary to all rules of propriety to conclude our chapter on "The Municipality," without presenting a brief sketch of the daily and weekly press of the metropolis.

"The public journal," says Professor Mathews in a recent eloquent essay, "at once the echo and prompter of the public mind, is continually enlarging its power and widening its scope. As a means of swaying the minds of men, which is the essence of power; as an instrument for elevating society, which is the object of goodness; in the directness, strength, and persistence of its influence, it has no equal among all the agencies of human utterance. Not only is it becoming the common people's encyclopædia,—its schools, lyceum, and college,—but the educated classes are looking to it more and more as their oracle.

News-papers are, in truth, contemporary history—not always accurate, but none the less history. A terse newspaper paragraph is often quoted from Eastport to San Francisco, and stirs the hearts of millions. In a few piquant sentences, a writer may hit off a folly of the day, satirize a social evil, rebuke a vice, or put into a portable form an argument for or against a political or economic policy. In that brief space may be packed a tremendous power of thought and expression, as in a drop of water there is condensed electricity sufficient to kill an elephant."

The sentiments here quoted are applicable to the press of San Francisco. The leading daily (English) news journals established in the order named are: *Alta California*, *Bulletin*, *Call*, *Examiner*, *Chronicle* and *Post*. The *Call*, *Chronicle*, *Examiner* and *Alta* are morning, and the *Bulletin* and *Post* evening journals.

The *Alta*, the oldest daily in the city, is located at No. 529 California Street. It was formerly owned by Messrs. MacCrellish & Woodward, and in politics was Republican, but now it is the property of a joint stock company and is Democratic in its politics. Walter Turnbull is the managing editor, and J. Ross Jackson, the city editor.

The business office of the *Bulletin* is at No. 622 Montgomery Street, and the editorial and press rooms are at No. 517 Clay Street. Messrs. George R. Fitch and Loring Pickering are the proprietors, George R. Fitch, managing editor, and Hugh M. Burke, city editor.

The *Call* is also owned by Messrs. Pickering & Fitch. No. 523 Montgomery Street is the location of the business office, with a branch on Market Street opposite Third, and the editorial and press rooms are at No. 517 Clay Street. A. B. Henderson is the managing editor, Frank J. Ballinger, city editor, and J. N. H. Irwin, editor of the *Social World*.

The *Examiner*, until within the last few years, was an evening paper, owned by Messrs. Moss, Johnston & Roach. Its present proprietors are Messrs. Hearst & Greathouse. The business office is in the Phelan Building on Market Street, and the editorial rooms are at No. 538 Sacramento Street. John Timmins is managing editor and J. M. Ward city editor.

The San Francisco *Chronicle*, a journal of world-wide reputation, was founded in 1865, by Charles de Young, who, in September, 1866, was joined by

his brother, M. H. de Young, the firm taking the name of Charles de Young & Co. In April, 1880, Charles de Young was assassinated by I. M. Killoch; and M. H. de Young, who succeeded to his interest, is the present sole proprietor. The *Chronicle* owns and occupies the lofty, spacious, and handsome structure on the northeast corner of Bush and Kearny Streets. Its total cost is estimated at fully \$265,000. The dimensions of the lot are 38 feet 3 inches on Kearny Street, by 58 feet on Bush, which gives a total of over 2,204 square feet. The area in the basement is considerably larger. The height of the building from the sidewalk on Kearny Street to the top of the cornice is 68 feet, the fire wall extending 9 feet higher. The basement is 13 feet high; add to this 10 feet for architectural decorations, and we have a total height from basement to roof of 100 feet. The appointments of the establishment, comprising all of the modern improvements, are very costly and complete. The press rooms in the basement contain two mammoth Hoe Web perfecting presses, each having a capacity for printing, folding, cutting and pasting over 30,000 copies an hour, and all of the necessary electrotyping and stereotyping apparatus, etc., and a 30 horse-power steam-engine. The publication, or business office, with its elegant counter of onyx, bronze gate, walnut desks, safe, etc., is located on the ground floor, while the two upper stories are occupied by the editorial, repertorial, and news-rooms, the library, etc. We here submit an excellent wood cut of the building. Considered in all of its appointments and departments, the *Chronicle*, that is justly celebrated for its literary excellence and its enterprise, is unsurpassed by any of the great daily news journals in America. John P. Young is the managing editor; Horace R. Hudson, city editor; George H. Fitch, night editor, and J. B. Elliott, business manager. The aggregate number of regular employes in the several departments of the *Chronicle* is about 140; the average annual expenses of the entire establishment are \$400,000, of which sum \$100,000 are expended for local and telegraphic news.

The *Post* has its business office and editorial rooms in the building at No. 500 Montgomery Street, northeast corner of Sacramento. It is owned by the Post Publishing Company. John P. Jackson is the managing editor, and P. J. Murphy, city editor.

The *Chronicle* is an independent Republican paper; the *Examiner* is the leading organ of the Democracy; the *Call* is independent; the *Alta*, as has been stated, is Democratic, and the *Bulletin* and *Post* are Republican. The *Call*, *Chronicle* and *Examiner* are published daily and weekly, each journal making a special feature of the Sunday edition. The *Post* and *Bulletin* (evening) do not publish on Sundays. All of the daily journals are comparatively well equipped and organized, with a wide circulation.

Conspicuous among our leading literary weeklies are the *Argonaut*, *News*, *Letter*, and *Wasp*. Frank M. Pixley is the proprietor of the *Argonaut*, Fred Marriott & Son are proprietors of the *News Letter*, while the *Wasp*, an illustrated comic sheet, is owned by E. C. MacFarlane & Co. The *Argonaut* is remarkable for the vigor of its editorials; the *News Letter*, for the wit and pungency of its paragraphs; and the *Wasp*, for its humorous illustrations and its satire.



Representative Houses.

SKETCHES OF LEADING METROPOLITAN MERCHANTS, MANUFACTURERS, ETC.

WE shall devote our concluding chapter to a review of the history of a few of our leading mercantile and manufacturing houses whose aggregate capital and enterprise have so greatly aided in the development of the commercial and trade industries of San Francisco, and in the advancement and perpetuation of her wealth and civilization. Only houses whose reputations are above suspicion have been mentioned, and if the list be incomplete, it is not because of any bias upon the part of the editor or publishers. But comparatively few of the large retail establishments of the city, whose interests are principally of a local character, and not in conformity with the general circulation on the Pacific Coast, and in the East, for which "The Industries of San Francisco" is intended, have here been noticed.

HUNTINGTON, HOPKINS & COMPANY.

Importers and Jobbers of Hardware, Iron, Steel, etc., Junction Bush and Market, and 54 K Street, Sacramento City.

If it were not for iron and steel, two of the most useful of all metals, we should have but very little manufacturing machinery, and the world would be without railroads, and in times of war the nation would be virtually defenseless for the lack of sabres, rifles and cannon. Nearly all of our mining and agricultural implements, mechanics' tools, etc., are made of iron and steel, articles which are absolutely essential to progress and civilization. The handsome four-story building and basement situated at the junction of Market, Bush and Front Streets, is occupied by Huntington, Hopkins & Co., importers and wholesale dealers in hardware, iron, steel, etc. The store has a frontage of 100 feet on Market, 90 feet on Bush, and 30 feet on Front Street, making a total frontage of 220 feet on the three streets. The extensive and valuable stock with which the building is filled is raised and lowered at will by means of five elevators. Messrs. Huntington, Hopkins & Co., unquestionably the oldest and wealthiest hardware house on the Pacific Coast, were established at Sacramento in the pioneer days of 1849. The location of the store there is at No. 54 K Street. The house has been in operation in San Francisco since 1870. Regular and lucrative employment is given in each house to about fifty salesmen, laborers, etc., and a very heavy trade is transacted with retail merchants and jobbers in the Pacific States and Territories and in Mexico. The concern has also a branch house at Nos. 77 and 79 Broad Street, New York, where the Eastern and European operations are carried on. The capital of the house is enormous, as it necessarily must be to enable it to carry on its gigantic trade, and its credit in commercial circles is equivalent to cash.

THE UNION IRON WORKS.

Machinery of All Kinds—Rolling Mills—Ship Yards.

First among the grand manufacturing enterprises of which the people of San Francisco speak with pride is that of the Union Iron Works, corner of First and Mission Streets. This is a great establishment, and entitled by its magnitude and the important part it plays in the industrial progress of the city, to more than ordinary mention. It was started in 1849 in such a modest way that it stretched the courteous phraseology of pioneer days to call it a "foundry." But it became a foundry in fact in a few years, and before a decade had passed the unpretending machine shop had become the leading iron works of the coast. Each succeeding decade has seen the works improved and enlarged, with a wider sphere of usefulness and a greater reputation. Peter Donohoe founded the works, starting with but few men, and doing much of the work of the shop himself. But so well and so promptly was the work done that the natural result followed, and the business increased so fast that he soon enlarged his place into a machine shop, then into a foundry. Mr. Donohoe retired because of his large interests in other enterprises, and was succeeded by H. I. Booth & Co., who in turn gave place to Prescott, Scott & Co., under whose management the works have been conducted for nearly a score of years. During these later times the capacity of the establishment has doubled and trebled, the details of manufacture have been amplified, and the internal economy of the works so enlarged and arranged that now contracts of the greatest magnitude are handled as easily as the small job was worked out a quarter of a century ago. Six hundred people are now employed in the Union Iron Works, the outlay for wages aggregating \$300,000 a year. These operatives are skilled workers, no others finding a place in the establishment. The character of the work embraces everything produced by a first-class foundry in any country, with some specialties peculiar to these works alone. The great particular production of the Union Iron Works is mining machinery, which, it is feeble praise to say, is made to much greater perfection here than anywhere else in the world. Most of the prominent mines on the Comstock and in other regions of the Pacific Coast and Mexico obtained their machinery from Prescott, Scott & Co.; and there are few quartz mills or hoisting works in the mineral belt of the western continental slope, the powerful works of which were not also manufactured by this concern. Prospecting machinery is another specialty, and is so constructed that it can be taken into the roughest country where man or animal can climb. The boiler works of the establishment are the most complete in the city, and the work turned out is of superior finish, durability and excellence. The machinery, for general use, is acknowledged to be of the highest grade. The steam engines, whether the tiny motor for the sewing-machine or the ponderous cylinders of thousands of horse-power for the mill, mine, or cable road, are famous for simplicity, effectiveness and working capacity. The Union Iron Works lack no appliances or conveniences, and with their favorable location, etc., enable the company to place the productions in the market upon such terms as make impossible any successful competition. George W. Prescott is President of the company; Irving M. Scott, General Manager; H. L. Scott, Vice-President and Treasurer; George W. Dickie, Manager, and J. O'B. Gunn, Secretary. The managers and executive officers are all men of practical experience and long training, with an exhaustive knowledge of the details of their business. For a long time past the necessity of enlarging the already large establishment had been forced upon the management. The subject was considered from time to time, and finally the creation of a new establishment was decided. The location of the new works is at the Potrero, and every foot of more than fifteen acres of land will be utilized by them. It is the intention of the management to make the entire establishment the most complete, as it will be one of the largest, in the United States, and in its equipments second to none when compared to similar works in other countries. The close of 1884 will see the new Union Iron Works in operation. Besides the foundries, pattern shops, machine shops, etc., the works will include one of the largest hydraulic lift docks in the country, 600 feet long, fashioned after the celebrated Liverpool docks, and capable of lifting the largest vessels that come into this port. Iron shipbuilding will be one of the features of the new works, and a complete shipyard, with its rolling mill, shipsmith, spars and rigging shops, etc., will soon be added. Furnaces will turn the native ore of California into bar and pig iron. Pacific Coast coal will be used, and in every department arrangements have been perfected for the use of local productions. These works will directly employ at least twelve hundred operatives, and the vast establishment, with its iron and coal mines, etc., will indirectly give employment to several thousand more. The capital invested is ample, and will all be actively utilized. In establishing the work of iron shipbuilding upon the Pacific Coast, the company will found an industry that will, as a factor in the prosperity of this section, prove to be second only to the completion of the overland railroad. The office of the new works will be at the corner of Fremont and Mission Streets.

WILLIAM T. COLEMAN & COMPANY.

Commission and Forwarding Merchants--Southeast Corner Market and Main.

In a work like "The Industries of San Francisco," it would be labor lost and time mispent were not the house of Wm. T. Coleman & Co. represented in its pages. This firm is so pre-eminently a representative of the mercantile community, with its intimate relations to the manufacturing industries of the city and coast, that no mention of either of these interests would be complete without the name of William T. Coleman & Co. The house stands at the head of the business houses of the city because of its enormous capital, the intelligence and judgment with which its extensive affairs are conducted, and its widespread connections. The senior partner is, in every sense of the word, a merchant, a fit successor of the mighty traders who carried the commerce of Venice and London to every part of the world, made those cities synonyms of enterprise and adventurous trade, and made for themselves imperishable names. The foundation of the house dates back to the days of, 1849, when Mr. Coleman opened a store in Placerville, El Dorado County. He had a small cash capital, but that was judiciously handled. Mr. Coleman bought and sold his goods for cash, no credit being asked or taken. One season's experience showed him that San Francisco, the port whence all supplies came, was the only place for an enterprising man who wished to become more than a country trader, and in the following year (1850), he removed to this city, leaving a place where he was making money, and was one of its most popular storekeepers, to risk his fortunes with the small town which he has since seen grow to a great city. From the beginning the same application to business, with a quickness to seize the fleeting opportunity, made the new house a success, and its career has since proved to be one of unbroken prosperity. The house has been prominently identified with every progressive step of the city, growing with the trade of the metropolis to which it has so largely contributed, and maintaining the leading position among the great mercantile establishments of the Pacific Coast. The firm is now composed of Wm. T. Coleman, Frank S. Johnson, Carlton C. Coleman and Richard Delafield, the last-named gentlemen fit associates of the pioneer merchant. The headquarters of the house are at No. 121 Market Street, where the business centers, numerous warehouses at other places holding goods until needed. At this establishment about thirty-five employes are engaged, under the personal supervision of Mr. Coleman, in attending to the details of the business of the house. Samples only are kept of the immense stocks dealt in. Messrs. Wm. T. Coleman & Co., besides their wholesale mercantile trade, act as commission agents for numerous fruit and salmon canneries, distilleries, etc. The house has also extensive agencies at Astoria, Oregon; No. 75 Beaver Street, New York City, and Chicago and London. These agencies lend valuable aid in introducing the productions of the Pacific Coast into other markets, and have been no unimportant factor in creating the demand which now calls for such a great proportion of the special productions of this region. The various industrial concerns for which the house is agent are the representative establishments in its special line of business, and the articles it produces are first-class in every respect. No goods are handled that the house cannot guarantee. Among the manufacturing and producing concerns for which it is agent, are the J. Lusk Canning Company, the most extensive fruit cannery on the coast; the Riverside Fruit Company, canners of semi-tropical fruits, and packers of California raisins; the Golden Gate Packing Company; the J. M. Dawson Packing Company, of San Jose, noted for the super-excellence of its fruits; the San Lorenzo Packing Company; the California Packing Company; the Sierra Madre Packing Company, and the Live Oak Packing Company. The salmon canneries represented by the firm have the same well-established reputation as the fruit canneries, and only the highest grades of that class of goods are handled. W. T. Coleman & Co. allow no bogus labeling, and the Columbia, Fraser, Sacramento, Skeena and Umpqua Rivers or Alaska salmon can always be depended upon as having been packed where stated on the label. California fruits and vegetables are also specialties, and are of the same superior merit as the fruits and fish. No great firm like Wm. T. Coleman & Co. could do business without a division into departments, which is carried out in the most complete manner. There are, besides the canned goods departments noticed above, shipping, insurance, commission, coal, iron, metal and borax, whisky and spirit, cereal, and miscellaneous departments. The several subdivisions are complete establishments in themselves, never interfering nor clashing. The shipping department attends to the shipping interests, which include the agency of several well-known lines of clippers to and from Australia, China, South America, and other parts of the world, the chartering of ships, the importation of coals from Australia and England, and the filling of orders for merchandise in the principal markets of the world. The insurance department is the agent of those reliable companies, the Globe Marine Insurance Company (limited), of London—capital, \$2,500,000, and the Chinese Insurance Company (limited), of Hongkong—capital, \$1,500,000. The commission department includes the agency of numerous well-known manufacturing establishments abroad, among which are the Royal and Standard baking powders, Walter Baker & Co.'s chocolate, Kingsford's Oswego starch, Armour's (Chicago) lard and canned meats, Emery & Son's candles, the "W. L. C. & Co." brands of Japan teas, which are put up expressly for this house. The coal, iron, metals and borax de-

partment is the headquarters for all the borax deposits on the Pacific Coast; and the best made coke, tin plates, sheet iron, railroad iron, gas and water pipe, pig iron, etc., and the best coals from England, Australia and Pennsylvania. The whisky and spirits department is the sole agent of "Old Horsey" celebrated rye, the Willow Springs Distilling Company's spirits and alcohol, Daniel Lawrence & Son's rum, Wolfe's Aromatic Schnapps, Kennedy's East India Bitters, etc.; and has on hand and in constant transit many of the most celebrated brands of Kentucky whisky. The cereal department is a heavy importer of standard Calcutta grain bags, of which large stocks are always on hand. It receives consignments of California wheat and barley and executes orders F. O. B. or C., I., F., for cargo lots, especial attention being given to the execution of orders from the United Kingdom and the continent of Europe. For the filling of orders from Eastern brewers for Chevalier and bay brewing barley, this department has unequaled facilities, owing to intimate connections with interior points. Large stocks of fruits, seeds, nuts, beans, etc., are also carried by it. In the miscellaneous department all kinds of Eastern cooperage stocks, Japan sulphur, ginseng, China oil, barreled salmon, etc., are kept in quantities to suit. All the goods of the several departments are always kept on hand in immense stocks. The business of the firm amounts to thirteen millions a year. This colossal trade is distributed throughout the world, there being few ports of consequence where the name of Wm. T. Coleman & Co. is not known.

WHITTIER, FULLER & COMPANY.

Paints, Oils and Varnishes—Manufacturers—Southwest Corner Front and Pine Streets.

It is with feelings of pleasure as well as pride that we are here enabled to call attention to the firm of Whittier, Fuller & Co., worthy and prominent representatives of the manufacturing enterprises of California. The existence of the house dates as far back as 1857, when it began with an ordinary jobbing trade in paints, oils and glass, which has since developed, with wonderful rapidity, into the mammoth and lucrative business of to-day. W. Frank Whittier and William P. Fuller are the names of the principals, who, by a strict adherence to the legitimate laws of trade, have had such gratifying financial success, and lent such valuable aid in the promotion of home industries. The main store or establishment of Whittier, Fuller & Co., is located on the southwest corner of Front and Pine Streets, at Nos. 21 and 23 Front and 113 and 115 Pine, with branch stores in Sacramento, Oakland, and Portland, Oregon, also a resident agent at Sydney, Australia, and a purchasing branch in the city of New York. Messrs. Whittier & Fuller are also proprietors of the Pacific Rubber Paint Company, at Nos. 228 and 230 Beale Street. The reputation of the Pacific Rubber Paint here manufactured is deservedly high. It is composed of the best and purest materials, intimately combined with a strong solution of pure India rubber; is superior to ordinary white lead paints; costs less, covers more surface, and will not crack or chalk off. It is already mixed for use, can be applied by any one, and works equally well on wood, stone, or brick, adhering firmly and giving a beautiful finish. The celebrated "Pioneer" white lead is also manufactured by Whittier, Fuller & Co. It is produced from the ores of the Pacific Coast, supposed for a long time to contain too much of the precious metals to permit of their use for the manufacture of white lead; but the difficulty was finally overcome, and the result is seen in the superior quality of the lead now produced. The main factory of the firm is on Fremont Street, between Howard and Folsom Streets. It is 45 feet front, 5 stories high and 275 feet in depth, extending from Fremont to Beale Street. The acid works and corroling sheds have a frontage of 185 feet on Fremont Street, and are 275 feet in depth, running through from Fremont to Beale. About 250 tons of pig lead are used every month at the factory, and the result is the production of an equal quantity of white lead. The earthen pots, the acids, and the kegs used in the factory are of home manufacture, and employment is thus given directly or indirectly to hundreds of mechanics and laborers. When the manufacture of the "Pioneer" lead was begun, all of the white lead used here was imported from the East and Europe, while now the sale of the foreign leads is merely nominal, and the consumption of the "Pioneer," which is finer ground, with a better body and covering properties than are possessed by other leads, is almost universal. Whittier, Fuller & Co. are also heavy importers of paints, oils, plate and window glass, etc., and manufacturers of French plate mirrors, which will bear comparison with any mirrors in the world. Messrs. Whittier & Fuller are also the sole agents here for the celebrated French and Belgian Plate Glass Companies. Machinery for beveling and polishing plate glass has recently been added to the extensive establishment of Whittier, Fuller & Co., the magnitude of whose operations is truly marvelous. Valentine's varnishes and Johnston's prepared kalsomine are among the specialties of Whittier, Fuller & Co., who are the sole agents for the Pacific Coast. Besides the store and factory already described, the firm has half a dozen large warehouses in this city, equipped with hydraulic elevators, and filled with the various wares necessary to the trade. A corps of trained clerks, salesmen, etc., find regular and lucrative employment in the spacious store of Whittier, Fuller & Co., whose sound judgment and success entitle them to be ranked as the leading paint, oil and glass house of the Pacific Coast.

PACIFIC ROLLING MILLS.

Steam Forge Work—Railroad Iron—Shafting, Bar Iron, etc.—Office, 202 Market Street, Corner Pine; Works, Potrero Point.

The manufacture of iron and steel is so necessary and important in this practical age that we find all nations that are not naturally favored artificially fostering this great industry of modern times. In England and the United States all the conditions for the economical working of these products into the thousand forms civilization has use for, exist in varied forms and in accessible places. This is especially true regarding iron ore, the Pacific Slope having a good share of the most valuable of metals; but of coal the country west of the Rocky Mountains is singularly barren. It was this difficulty—the lack of a good domestic coal mine—that the Pacific Rolling Mill Company had to face, when, sixteen years ago, the corporation started in the then uncertain enterprise of establishing a mill to make wrought iron in this city. It is needless even to hint at the difficulties which the company met and overcame, but the movement resulted in a small establishment, where, with a miniature forge and other appliances equally modest, some four or five thousand tons of merchant bar iron were made annually, and a few forgings turned out as needed. From this small beginning, the Pacific Rolling Mill Company has expanded into the present colossal establishment, employing hundreds of men, using thousands of tons of coal and iron every year. It has been a potent factor in the development of local iron mines, and, incidentally, of coal mines; for the knowledge that a promising industry would use a domestic coal was an incentive to prospectors that has unearthed many a deposit in different parts of the western slope. The capacity of the rolling mills at present is 30,000 tons of iron and 10,000 tons of steel per annum, which are made into all shapes and sizes and for numerous purposes. The establishment, situated at the eastern extremity of the Potrero, its buildings decorated with numerous smoke stacks, is divided into seven departments, each under a competent foreman, as follows: First, the rolling mill proper; second, the forge; third, the blacksmith shop; fourth, the factory; fifth, the machine shop; sixth, the box factory and pattern shop; and seventh, the latest and most important addition



PACIFIC ROLLING MILLS.

To the works, the steel plant. In the rolling mill are six trains of rollers that make all sizes of bar iron from $\frac{1}{4}$ -inch to the largest square and round pieces, six inches or more in diameter. In this place were rolled the first rails ever made on the coast for the Mission Street Railroad. Since that time every railroad on the coast has been furnished more or less rails, including the series of roads belonging to the Market Street cable railroad system, the tracks of which are laid with a compound rail devised and made of the finest steel, that will supersede all other street rails. There are sixteen furnaces in the rolling room, over each of which are two boilers, steam being generated by the waste heat of the furnaces. In the forge department are three steam forges—the smallest for locomotive and car work, and the largest for the enormous forgings of marine engines, and the powerful machinery of the Comstock. The blacksmith shop is the most complete of its kind on the coast, with numerous steam and belt hammers, etc. The factory, considered as a whole, is complete in all its departments, with a large plant of available machinery. Here are made bolts, nuts, washers, fish plates, boiler rivets, railroad and ship spikes, steel harrow teeth, and a thousand and one other articles. The machine shop is devoted to repairs and the finishing of heavy forgings. The box factory and pattern shop is where the patterns used around the mills are made. The steel works are a marvel to the mechanic. The plant is new and specially adapted to the making of that wonderful metal, homogeneous steel, in which is combined all the qualities of the finest of irons and the best of steels. Of this can be made a boiler plate that will flange better than the finest iron and be perfectly uniform throughout, a point in which iron is so uncertain. The plant turns out a rail that will outlast five ordinary rails. This homogeneous steel can be made into a casting, combining all the strength of wrought iron for turning and of cast iron for compressing. Eight hundred men and boys are employed at the mills, and operate six trains of rollers, twenty-five

furnaces, fifty-four boilers, fifteen engines, and eight steam hammers. The works are under the immediate management of P. Noble, Superintendent, who has been in the employ of the company since the mills started. Mr. Noble is thoroughly informed in every detail of the establishment, and under his efficient charge the complicated work of the great factory moves with the regularity of clockwork. The officers of the Pacific Rolling Mills are: President, Wm. Alvord; General Manager, L. B. Benchley; Secretary, C. M. Keeny; Superintendent, P. Noble, all of whom have been with the company since it started. The city office of the company is at No. 202 Market Street.

THE DIAMOND PALACE.

Jewelry, Gold and Silverware, Precious Stones, etc., 221 Montgomery Street.

Colonel A. Andrews, for over a quarter of a century, has been prominently identified with the social and commercial welfare and progress of the Pacific Coast, and the reputation of the wonderful and beautiful Diamond Palace, of which he is the founder and owner, is as wide as the world. He began the jewelry business in San Francisco in a store in the Cosmopolitan Block, about 1862, whence he removed to his present palatial establishment at No. 221 Montgomery Street, which he has so happily christened the "Diamond Palace." It must be seen to be appreciated, and only a brief description can here be attempted.

The sales-room is a casket worthy of the jewels it contains. Its floors are of marble, the walls are of French plate-mirrors, framed in pillars of ebony and gold, while the vaults and arched ceiling are a triumph of the fresco painters' art. Several of the panels overhead are decorated with full length oil portraits of Scriptural characters, prominent among them being Esther, Deborah, Jephtha's daughter and Delilah, while heathen mythology is represented by a single contribution in the shape of an exquisite Venus.

A quaint and brilliant conceit is the use of real gems on these figures, instead of attempting to represent the jewels worn by Oriental maidens with the pigments of the painter. The diadem that encircles Queen Esther's brow is of real diamonds, and the belt on Herodia's beautiful daughter sparkles with gems that many a living princess might envy.

No less than \$28,000 worth of diamonds are employed in these decorations alone, and the effect, when the glittering grotto is lighted with a hundred gas jets, is bewildering in its beauty. The mirrored walls reflect every object from a hundred points. Long reaches of elegant counters covered with show-cases, are multiplied again and again, and stretch away in interminable vistas until the beholder may well imagine that not merely this one store, but the whole block, is converted into a Diamond Palace, stored with luxurious gems and gold, wrought into all the thousand forms of beauty that a refined taste can devise or skillful hands execute.

The show window is filled with diamonds, watches and mantel clocks of most elaborate workmanship, and 120 feet of show-cases line the counters; but, however heavy the sales, there is never a vacant place in one of them, for as soon as an article is sold it is replaced from the reserve stock hid away from public view in some of the many vaults and caskets provided for their safe-keeping.

Colonel Andrews is a charming converser, an accomplished linguist, and a man of courtly manners, who has held various places of honor and trust in San Francisco. He derives his title of Colonel from a commission in the National Guard of California. He served his country gallantly in the Mexican War and was Captain of Company A, Second Ohio Regiment. He was formerly, at the close of the war, in the jewelry trade in St. Louis, where he was successful in accumulating a capital of \$13,000, when, seized with the gold fever, he came to California. With Mr. A. Hiller he then started a jewelry store in Sacramento, but by the destructive fire which occurred in that city November 2, 1852, was financially wrecked. But he was not discouraged, continued in business, soon retrieved his losses, and in 1856, possessed of a handsome competence, went to New York. After an absence of some six years, during which period he visited all of the leading places of interest in Europe and Asia, and sustained alternate business reverses and successes in the East and South America, he came again to settle in California.

All visitors, whether they wish to purchase or not, are courteously received by him, and are welcome to inspect the wonders contained in his establishment. Colonel Andrews is, indeed, as all the residents of our city are aware, a public-spirited, progressive, and philanthropic citizen, who has aided greatly in the advancement of the industries and the civilization of California. His trade is apparently as lucrative as its extent is limitless. The Diamond Palace, a model of artistic taste and skill, is a leading feature of San Francisco and should be visited by all tourists.

It is indisputably the most beautiful, best arranged, and highly gorgeous in display of any jewelry store in the world. Even as no one could neglect to see St. Peter's at Rome, or St. Paul's in London, so would it be an irremediable oversight for the visitor to the Pacific Coast to depart without at least one look into the most famous jewelry establishment of either modern or ancient times.

THE J. M. BRUNSWICK & BALKE COMPANY.

Billiard Tables and Fixtures—653 and 655 Market Street, opposite Lotta Fountain.

Among the many manufacturing and trade industries represented in California none ranks higher than the celebrated firm of The J. M. Brunswick & Balke Co. The business was founded nearly 40 years ago by J. M. Brunswick, at Cincinnati, Ohio, where it was incorporated with a capital of \$250,000. Besides the house in this city, the company has extensive manufactories and warehouses located at No. 724 Broadway, New York; 47 and 49 State Street, Chicago; 211 Market Street, St. Louis; and at Nos. 8, 10 and 12 West Sixth Street, Cincinnati. The main house is in Chicago, where the factory is 6 stories in height and covers several square acres of ground, being ten times larger than any other similar establishment in the world. It gives employment to 1,200 men in the manufacture of billiard and pool tables, and is fully equipped with all of the expensive and complicated machinery necessary to the purposes of such a mammoth manufacturing enterprise. E. Brunswick is the gentlemanly and capable manager of the company for the Pacific Coast, who, by his untiring zeal and a determination to please his customers, has been successful in developing a large and profitable trade in California, Oregon, Washington Territory and Arizona. The house in this city was established in May, 1880, and is located at Nos. 653 and 655 Market Street, in a three-story building 30 by 165 feet. Although the house in San Francisco is the only one on the Pacific Coast, and has only been in existence for the last three years, still it carries 20 employés on its pay-roll and is supplying the trade with seventy-five per cent. of all the billiard and pool tables sold west of the Rocky Mountains. The J. M. Brunswick & Balke Co. has now, in all, 28 houses in the United States, and the number increases each year. The motto of the company is to excel all competitors, and the success of this policy is pertinently illustrated in the world-wide reputation which it has acquired in the manufacture of the "Standard," "Monarch," "Novelty" and "Nonpareil" billiard tables, that took the premium at the Centennial Exposition in 1876 at Philadelphia. Solidity of base, beauty of design and finish, and superiority of cushions are specialties with the J. M. Brunswick and Balke Co., whose merits and enterprise are recognized and appreciated in all of the leading cities of America and Europe, and everywhere that the game of billiards is played and the difference in the construction of pool and billiard tables is comprehended. It is indeed a credit to the trade industries of San Francisco to include in the list of representative houses the name of The J. M. Brunswick & Balke Co.

JUDSON MANUFACTURING COMPANY.

Nails, Agricultural Machinery, etc.—Office and Sales-room, 329 Market Street.

In this work, designed to convey to the reader some idea of the business capacities, industrial resources, and commercial relations of San Francisco, it has been the aim of its author to present for the consideration of the public only such establishments as may justly be regarded as active elements in advancing the general prosperity of the city and State. Pursuing this plan, there has been frequent occasion to call attention to the superiority of local manufactories and to submit facts showing that in particular branches of industry there are establishments here that compare favorably with the largest and best concerns of the same kind elsewhere. Among the establishments that lead in their special lines of manufacture on the Pacific Coast is that of the Judson Manufacturing Co., a gigantic industrial enterprise recently started. This company is a corporation of large capital and exhaustless resources, every investor being a man of wealth, and it has already paid out about \$750,000 in erecting buildings, furnishing machinery, etc., for the works recently established. These works are situated in West Oakland, on the bay shore, and cover many acres. There are rolling mills, machine and blacksmith shops, etc., the equipments in all departments being complete, and of the most improved patterns. The works are divided into departments, such as mowing machine shop, foundry, file works, tack works, paint shop, wood works, moulding room, finishing room, etc. Three hundred and fifty employés are engaged regularly, and it takes five steam engines to drive the machinery of the establishment. There are many ingenious machines in the works, not a few of which have no duplicate in any other factory. Included in this machinery is the largest shear for cutting iron in the United States, and the only machine in the Union for cutting glaziers' points capable of producing 2,000,000 points a day. The Judson Company makes files, tacks, hardware, and bar iron, and the California Victor Mower. Some three hundred and fifty kinds of tacks are made in the factory. This industry is new on this coast, and was begun and built up in the face of Eastern competition. The superiority of the Judson tacks is so patent that the full capacity of this department is taxed to supply the growing demand. Between one and two tons a day are produced. File making is another new trade at this side of the continent, and it also comes into direct competition with Eastern and English work. The capacity of this department is 100 dozen files a day. The Judson files have withstood the test of time and use by the best local mechanics, and have been proved to equal and in some respects to excel the imported files. Among the articles made at these works are barn-door hinges and rollers, rails,



PATENT AND PATENTÉS' AGENCY, 30 AND 32 FIRST ST. (see opposite page.)

sledges, bench screws, etc., which are rapidly supplanting importations because of their being so much better than foreign manufactures. The company controls the Clipper Gap Iron mines, Placer County, and in future the iron products of the works will be of California iron, which repeated and thorough tests have proved to be as good as can be obtained. The specialty of the company is the California Victor mower. It is made specially for use on this coast, and so constructed that the machine does its work on all kinds of ground and under all circumstances. Although only in use for two seasons, its real excellence has made the Victor, and it is known everywhere west of the Rocky Mountains. Over one thousand of these mowers have been sold already, and the company, although turning out ten of them every day, can hardly supply the demand. The President of the company is Egbert Judson; General Superintendent, C. S. Chamberlain; Secretary, C. B. Morgan; and John Finn, Assistant Superintendent. Mr. Judson believes in the capacities of the country, and does not fear to engage in any legitimate enterprise that promises to promote the manufacturing interests of the State. The gentlemen associated with him are eminently capable of conducting the enterprise; and the success already met with in the infancy of the industry proves the soundness of the judgment that planned it, and the ability of those by whom it is conducted. The office and sales-room of the Judson Manufacturing Company are at No. 329 Market Street.

INVENTORS' INSTITUTE OF CALIFORNIA.

Patent and Patentees' Agency, 30 and 32 First Street.

About one year ago the Inventors' Institute of California was organized and incorporated. Its chief purpose was to promote and foster the great patent interest of the country, as well as the kindred industry of manufacturing. It was the clear aim of the founders of the Institute to establish a broad and liberal system—at once simple, thorough, fair and cheap—which would afford protection and increased facilities to the inventive skill of the Pacific Coast. As a class, inventors are poor, and are not generally familiar with business methods. Their valuable interests demanded protection both from incompetence and rapacity. Unreasonable delays, extortionate charges, carelessness and ignorance on the part of reckless solicitors, were among the causes of complaint from too many inventors. After much consideration a plan was devised by Capt. Alphonso B. Smith—himself an inventor—and submitted to several of the leading business men of San Francisco. The result of their deliberations was the organization and incorporation of the Inventors' Institute of California, with a capital of \$50,000. A year's varied experience has shown that the project is sound and beneficial, for it numbers among its clients many of the foremost inventors of the coast, and its business, already large and successful, is steadily growing. This is strong and gratifying evidence that the Inventors' Institute is in active sympathy with the inventors and manufacturers of the country. Indeed, nothing less was to be expected from the high character of the officers of the Institute, the experience and skill of its staff, and its object and thorough plan of operation. The monthly journal of the Institute, the *Industrial Progress*, is a valuable aid to its project. Each number presents important information to inventors and manufacturers. Its pages contain descriptions of new and useful inventions; a summary of recent patent decisions by the Courts; lists of Pacific Coast inventions, and of patent rights for sale; accounts of the best practice in the workshops and laboratories of the country; articles relating to discoveries and applications in science, mechanics, engineering, manufactures and art; and carefully collated notes from mine and farm and the general industrial world. Its many excellent qualities render this journal a valuable book of reference, and, at the same time, a desirable medium for advertising patent rights, novel and useful implements and wares, and improved machinery and manufactures. The *Industrial Progress* is a handsomely printed journal of thirty-two quarto pages, the subscription price of which is only \$1.50 a year. In order to carry out its plan in a systematic and thorough manner, and to insure care, efficiency and dispatch, the business of the Inventors' Institute has been classified and confided to departments; namely: 1, Patent Soliciting Department; 2, Exhibition and Sales Department; 3, General Business Department. The

PATENT SOLICITING DEPARTMENT

Is exclusively devoted to the responsible routine of obtaining patents, either home or foreign. Every stage of the peculiar business—from filing the application, drawing the specifications, to receiving the patent—is conducted by trained, intelligent and skillful experts. There are secluded rooms for consultation and advice, and every care is afforded for the protection of the patent clients. The

EXHIBITION AND GENERAL SALES DEPARTMENT

Is a conspicuous feature of the plan of the Institute. Spacious halls are specially fitted for the best display of every variety of model; and, as these halls are supplied with ample steam power, the exposition of machinery is full and perfect. The collection of models is large, varied, and curious—it is a veritable museum of industry and art—and attracts throngs of visitors. Thus the skillfully constructed model or machine, invented to serve some useful purpose, and disclosing an improved and economical method of working, is exhibited daily to intelligent

and critical examination, largely increasing its chances for sale and introduction. This exhibition department of the Institute offers unequalled opportunities to the manufacturers of patented and useful novelties. In addition to this advantage the Institute has in the field on this coast a staff of experienced and active agents engaged in the business of selling patent rights. And it is a part of the plan of the Institute to place an agent in every important city in the Eastern States for the purpose of introducing and selling patented and useful inventions, especially the inventions of the Pacific Coast. This branch of the business will be conducted with intelligent energy, and will not fail to achieve success and to give satisfaction. Having these unrivaled facilities for exhibiting and selling patent rights, the Institute is prepared to sell on commission goods of various kinds, particularly improved tools, implements, and machines; and it invites, and is prepared to receive, consignments of samples of goods for exhibition and sale. A large variety of goods will be received, but particular attention will be given to labor-saving machines and novel and useful appliances generally. The Institute has been engaged for some time in perfecting measures to enlarge this important feature of its plan; and, as early as last November, the manager went to the Eastern States to introduce a large number of patented articles from this coast, and to select correspondents and agents to forward the business of the patent and sales and commission departments. During his absence the manager visited many important manufacturing centers, explained the excellent scheme of the Inventors' Institute, and invited consignments of samples of manufactured articles for exhibition and sale. In every case the liveliest interest was manifested in the plans of the Institute, and arrangements were made with several manufacturers to receive samples of their goods. The scheme promises the largest success.

To effect this purpose of selling goods by samples there will be placed in the field a carefully selected corps of agents or salesmen, each of whom will be acquainted with the section of the State or Territory to which he may be sent. These salesmen, chosen for their experience and business tact, will be sent to the most prominent and active points in California, Oregon, and Nevada, in all the Territories of the Pacific Coast, and in western Mexico. Each one will be furnished with several samples of goods best adapted to his locality; and both his instructions and his interest will require him to visit the dealers and consumers most likely to need and to buy the goods he offers for sale, to set forth their merits and advantages, and to use every fair endeavor to effect sales and to enlarge his orders. An intelligent and brisk salesman will be likely to know every business man and firm in the section in which he is acting, and will be prompt to call their attention to everything novel, useful, and valuable among his samples. Several agents now in the field for the Institute have had the experience of a dozen years in introducing new and improved apparatus and in promoting the sale of novel and useful articles, and their services will be of great advantage. These agents will simply sell the goods by sample; all orders will be filled, and the collections made, by an officer of the Institute. The advantages offered by this place for the exhibition and sale of useful and novel goods by sample cannot fail to commend itself to the judgment of manufacturers and business men. The plan is cheap and efficient. It will accomplish more for inventors and manufacturers than any other system now in vogue; for it will certainly tend to open new avenues for their products, to increase their customers, and to enlarge their market. Economy is the conspicuous feature of the simple plan. The manufacturer who consigns samples of goods to the Institute will be saved the expense of rent or storage, and, on goods of a certain class, the cost of motive power; the expense of a clerk, or commissions for the case and sale of goods; of various licenses, or taxes, and insurance. The entire cost for this service, under the plan of the Institute, will be the nominal sum of \$60.00 a year where no power is required, and with power for machinery, \$120. Either charge will include exhibition, advertising, license or tax, insurance, and the agent's traveling expenses. The rules adopted by the Inventors' Institute for the conduct of its General Exhibition and Sales Department are as follows: 1. Sales will be made only from sample. 2. Manufacturers who employ the Inventors' Institute as their sole agent for the introduction and sale of any line of goods will be required to ship all samples freight paid. 3. All goods sent to the Institute will be received and held as consignments, subject to the order of the owner on the termination of the contract. No consignment will be received for a less term than one year, at the end of which time the contract may, if desired, be renewed. 4. The terms on all consignments are: With steam power for exhibition, \$120 a year; all others, without power, \$60.00 a year. No other charge is made. 5. A commission of 12½ per cent. will be deducted from the amount of each sale of consigned articles. 6. After the receipt of consignments in good order the Inventors' Institute will be responsible to the consignor for the same, as well as for all orders sent by its manager for goods, and will pay the freight and charges on all such orders. 7. The manager of the Institute is authorized to employ two traveling salesmen upon each special line of goods consigned; and these salesmen will be required to make the sale of such goods their exclusive business. 8. The Institute will require from each purchaser of consigned goods, at the time the order is given, a deposit sufficient to cover the freight and charges on the same. 9. The terms of sale of all consigned goods are, cash on delivery, or approved paper at 60 or 90 days. 10. All consigned goods sold will be guaranteed. The

GENERAL BUSINESS DEPARTMENT

Comprises all the business of the Inventors' Institute, and exercises control over all the other departments. All matters pertaining to patents, whether home or foreign, original or re-issue, the sale of patent rights, or their exposition and advertising in the *Industrial Progress*, the sale of goods on consignment, general correspondence, and every general and special feature relating to the business of the various departments, will be conducted under the supervision of the manager of the Institute. Messrs. N. W. Spaulding, Assistant United States Treasurer; Columbus Waterhouse, of Waterhouse & Lester; Daniel E. Hayes, of Hinckly, Spiers & Hayes; Ed. P. Flint, of Flint, Peabody & Co.; Code Elfelt & Co.; Ira P. Rankin, of Rankin, Brayton & Co.; Solon Pattee, capitalist; I. J. Truman, of Truman, Isham & Co.; and C. A. Rix, dealer in machinery, are prominent members of the Inventors' Institute.

GEORGE F. WELLS.

Musical Instruments—Sheet Music, etc.—28 Geary Street.

There is no music house on the Pacific Coast that surpasses in importance and in volume of trade the store of George F. Wells, No. 28 Geary Street. Mr. Wells began business in 1883, as the agent of several factories of international reputation as producers of musical instruments, and incorporated with that business the sale of sheet music, etc. His success has been almost marvelous, and already he has an extensive trade with the entire Pacific Coast, Australia, Mexico, Central and South America, the British possessions at the north, the Hawaiian Islands, China and Japan. The house is the agent of the celebrated Mathushek pianos, and of Prof. M. Gally's musical wonders, the Orchestrone and the Clariona, of which it makes specialties. The Mathushek piano is one of the marvels of the present generation, the result of twenty years' experiments by the best artists in the world of music. It is made of the best materials by master workmen, and has every merit that a first-class instrument should have. It keeps in good order for years, the company guaranteeing that fact in writing. It also keeps in tune much longer than the high-priced "grands" of other makers. This is due to the "equalizing scale," an invention owned by the manufacturers, which overcomes all the difficulties that are part and parcel of other pianos. The pianos are made by the Mathushek Piano Manufacturing Company, of New Haven, Connecticut, as large an establishment of the kind as any in this country. The company made and sold fourteen hundred pianos in 1883, of which number Mr. Wells sold a large share. Ever since the harpsichord and the piano or the organ were invented, musical instrument makers have striven to make an automatic instrument that would produce music of equal excellence. The history of the trade is filled with the failures, and it was reserved for an American to attain success where so many men of genius had failed. Two of these automatic instruments have been perfected, the orchestrone and the clariona, which are made to perfection by Prof. M. Gally, the inventor, at No. 25 East Fourteenth Street, New York City, and for which Mr. George F. Wells is the Pacific Coast agent. The clariona is a reed pipe instrument of remarkable qualities, and is guaranteed to have four times the power and volume of tone of any other small automatic instrument, and the carrying power of a large pipe organ. It will play all kinds of music with expression, solemn or lively. Any one can play it, and produce good music without instruction. The orchestrone is the music wonder of the age. It is the first and only perfect automatic cabinet organ. For simplicity and durability, quality and volume of tone, accuracy of expression, general excellence, and the merit of never getting out of order, it is unapproachable. Any one, young or old, can play it without instruction and make better music than that produced by good performers on the cabinet organ. It is as well adapted to lodge rooms, lecture rooms, and Sunday-schools as for the parlor. It does its work perfectly wherever placed and under all circumstances. It has an effective swell for producing any degree of expression, soft or plaintive, loud or prolonged. The solemn psalm or devotional hymn, the lively dance music or operatic airs, are played with equal facility. It may well be called a music wonder. Mr. Wells is the agent, also, of the perforated music which is the peculiar feature of the orchestrone and clariona, and he has always a choice supply of all the sheet music required in the trade.

MACONDRAY & COMPANY.

Chinese and Japanese Goods—Teas, etc.—204 and 206 Sansome Street.

First among the great mercantile houses of San Francisco stands that of Macondray & Co., 204 and 206 Sansome Street, an establishment entitled by the magnitude of its business, and by the part it has played in the history of the city since it was a feeble seaport town, to a prominent place in "The Industries of San Francisco." The house was founded early in the year of the Argonauts, 1849, by Capt. F. W. Macondray, and after an honorable and successful career of more than a third of a century, exists as a monument to the honesty, integrity, and keen judgment of its founder. During these long years the house has undergone some changes, incident to the career of all successful enterprises in growing countries. Fires burned it out several times, but these were interruptions only, and merely a memory when the effects had

been overcome. The founder of the house died at an advanced age and regretted by the entire mercantile community. He was worthily represented by his two sons, William and Frederick Macondray, and Mr. James Otis, who was once Mayor of this city. These, too, have joined the majority, but the house survives them. The establishment is now carried on by Mr. M. Castle—formerly of the large house of Castle Bros.—and Mr. J. A. Robinson, who conduct its affairs on the same elevated plane and the same strict business principles their predecessors did. The house is one of the largest importers of teas on this coast, the choicest products of China and Japan, specially selected, coming direct to the firm. These teas are put up expressly for the American trade, and have the firm's trade mark upon every package, a sure guaranty of the excellence of the article. All kinds of spices, matting, and other productions of Oriental countries are also specialties of the house, and are kept in large stock and complete lines. For many years Macondray & Co. have been the Pacific Coast agents of the celebrated Louis Roederer champagne, which is received direct from the home establishment, guaranteed to be of absolute purity—its quality speaks for itself. An acquaintance of thirty-five years with the wants of the trade in its specialties gives this house a great advantage in supplying all demands, enabling it to adapt its stocks to every variation. The goods are, in all cases, brought direct from the best houses of the countries from which they are imported, and are selected by experts from the best sources of supply. Experienced judgment, heavy purchases, favorable connections of long standing, give Macondray & Co. command of all opportunities for securing the best goods upon the most advantageous terms, and customers of the house reap a double benefit in obtaining better goods at lower prices than can be offered by less extensive firms. Messrs. Macondray & Co. are extensive shipping agents, to which branch of business the firm pays particular attention. The house is also agent for two marine insurance companies of large capital, and is prepared to underwrite risks upon the most favorable terms to insurers. The amount of trade of the house is enormous, and extends throughout the United States, the British dominions, Central and South America, Mexico, and to European countries. The firm also exports heavily to Asiatic nations in return for the immense supplies it receives from those lands. Altogether the house of Macondray & Co. may be said to be a fit representative of the commercial magnates of the Pacific Coast.

LIEBES BROTHERS & COMPANY.

Cigars, Leaf Tobacco, etc.—14 and 16 Fremont Street.

Prominent among the cigar manufacturers and importers of leaf tobacco in San Francisco Liebes Bros. & Co. stand foremost. This position has been attained by strict attention to all the details of their business. The reputation for the production of the best cigars made in the city is maintained by the uniform excellence of their manufactures. The immense establishment, Nos. 14 and 16 Fremont Street, is arranged throughout, from basement to roof, with special reference to the business carried on in it. The building is four stories high, with a cemented basement. In the basement is the machinery for the works, and a scientifically constructed drying and curing room, where the leaf is prepared by a process, which is the exclusive secret of the firm. The ground floor is taken up with the enormous stock required by the firm's operations. The upper stories are occupied as the factory, especial attention being paid to the comfort of the workmen. The light and ventilation are perfect, and the workshop is not surpassed by any government factory in Havana. The best tobacco only of all countries is used by this house, and it is among the very largest consumers of Connecticut, Havana and Sumatra in San Francisco. In 1882 Liebes Bros. & Co. received the largest consignment of Pennsylvania and Connecticut tobacco ever sent across the continent. The following taken from the *Lancaster Examiner and Express*, of September 20th, of that year, gives an account of the shipment in question which is well worth copying: "U. Schultz, representative of Rosenwald Bros., leaf tobacco dealers of New York, made the first large shipment of '81 tobacco, Thursday—sending 400 cases, loaded on ten cars, to San Francisco. Mr. Schultz had all the cars decorated with flags, and each car bore a large card upon which was printed: 'Through car loaded with tobacco for Liebes Bros. & Co., San Francisco, California.' At Pittsburgh two more cars, which were shipped last week, will be added to the train. Another train of ten carloads of Connecticut tobacco, shipped to the same firm by Rosenwald Bros., is now on the way, and the two trains will be consolidated at Council Bluffs, whence they will be run to San Francisco as one train. The value of the tobacco sent from New York alone is about \$35,000." This year the same firm received by the Sunset route double the quantity. The individual members of the firm are Louis and Jacob Liebes and N. Meyer. The house was established in 1866 by the brothers Liebes, with a large capital. Over 500 workmen are employed in the factory, and the yearly business transacted by the firm has reached an immense sum, and extends throughout the United States—the brands of the house competing in New York, New England, and in the South with the best cigars made in those localities.

THE STUDEBAKER BROS' MANUFACTURING COMPANY.

Manufacturers of carriages, buggies, farm and spring wagons, 201, 203, 205, and 207 Market Street.

The Studebaker Bros'. Manufacturing Company has acquired a world-wide reputation. The carriage and wagon works are at South Bend, Indiana, and cover an area of thirty-five acres. The main buildings are of brick, and four stories in height. Comprised within them are more than ten million bricks, over four miles of belting, more than one thousand horsepower in steam engines, and over one thousand three hundred employés. The sale of wagons now average about thirty thousand a year, a larger business than has ever been done in the manufacture and sale on wagons by any other house in the United States or Europe. In the manufactory at South Bend, trains of railroad cars may be seen standing on the side tracks in the packing and shipping department. Many of these cars are built expressly for the use of the Studebaker Bros'. Manufacturing Company, being larger than the ordinary baggage car, and are filled with boxed carriages and heavy wagons of various descriptions, marked, "Afghanistan," "Egypt," "Syria," "Sandwich Islands," "Australia," "Cuba," "Paris," "San Francisco," etc. The Studebaker Bros'. Manufactory was founded in 1852 by Clem. Studebaker and Henry Studebaker, who opened a small wagon-shop at South Bend, Indiana. A wagon manufactured by them at that time is still in use. During 1874 the brothers lost 2,400 wagons by fire, and other property valued at \$300,000. But they were not discouraged, and soon rebuilt on a larger scale, and in 1880 the following Brothers were represented in the organization of the Studebaker Bros'. Manufacturing Company. Clem. Studebaker, President; J. M. Studebaker, Vice-President; J. F. Studebaker, Secretary; and P. E. Studebaker, Treasurer. The capital of the company, which in the beginning was less than one hundred dollars, is now estimated by the millions, and it has the facilities for manufacturing a wagon or carriage at the rate of one in every five minutes, or of one hundred each day. The superior merits of the timber, iron and steel used in the Studebaker wagons, as well as the mechanical excellence of their construction, is too well recognized to require any detailed description. Suffice it to say that they are unsurpassed by any in the world. The Studebaker wagons were introduced in California in 1870 by E. E. Ames, the present able and enterprising manager of the department of the Pacific Coast. The San Francisco house is located in Arizona Block at Nos. 201, 203, 205 and 207 Market Street, and also occupies a large warehouse at the corner of Fourth and Townsend Streets. An extensive and continually increasing trade is carried on with the Pacific Coast, British Columbia, Mexico, etc. By their liberal terms to customers, the reasonable rates of the first-class wagons, buggies, etc., with which they are supplying the public, the Studebaker Bros'. are greatly aiding in the industrial and commercial development of the Pacific States, and the great West.

E. H. JONES & COMPANY.

Importers and jobbers hosiery, notions, gloves, fancy goods, etc., 535 Market Street.

E. H. Jones & Co., importers and jobbers in hosiery, gloves, notions, etc., No. 535 Market Street, is the style of the pioneer house in its line on the coast, and the largest establishment, with the most extensive trade, in the city. Few of the business concerns engaged in this trade can advance so many claims to public notice and favor as the firm of E. H. Jones & Co. The age of the house, the high standing which it has always maintained in the mercantile world, its great reputation, both in the United States and foreign countries, as well as the magnitude of its operations, all unite to make it eminently deserving of commendation. The house has had a creditable history and a most prosperous career for a third of a century. It was founded in 1850 by Mr. E. H. Jones, who arrived from Philadelphia, Pennsylvania, that year, bringing with him a stock of fancy goods. He opened business immediately at the corner of Montgomery and Merchant Streets, where he continued until 1854, when he moved to the corner of Sansome and Sacramento Streets. At this place the store was located until 1860, when a second removal was made to Sansome Street between Bush and Pine. In 1879 the third and last removal was made to the present quarters on Market Street. Each removal was occasioned by increased business. The premises now occupied are large, were fitted expressly for the firm, and comprise every convenience and appliance. The building is 32x155 feet, with four floors and a basement. During the thirty-three years of its existence, the firm style has changed several times, though the distinctive name was always present. First it was E. H. Jones & Co., then Jones, Tobin & Co., Jones, Dixon & Co., Jones, Pullman & Co., and, lastly, E. H. Jones & Co., again Mr. Jones remained at the head of the house until his death in 1877, when the present proprietors purchased the business from the estate, and continued it under the old firm name. The purchasers were Messrs. Alex. Johnston, Daniel McLeod, Jr., Morgan Hill and Edward B. Jones. These gentlemen were all reared in the house, learning the business in a service of many years under Mr. Jones, and to their familiarity with the details is owing in no small degree the continued success of the concern under their management. Mr. Johnston's connection with the house dates back eighteen years, Mr. McLeod having worked an equally long time; while Mr. Jones and Mr. Hill have been connected with it for twelve years. Mr. Johnston resides in New York City, the branch house there being located at No. 39 Worth Street, where he does the buying of

HAWLEY BRO'S HARDWARE CO.

HARDWARE & AGRICULTURAL IMPLEMENTS.

SCHUTTLE FARM & SPRING WAGONS.

PORTABLE ENGINES, THRESHERS, BUCKEYE MOWERS & REAPERS.

HAWLEY BROTHERS HARDWARE COMPANY

HAWLEY BROS HARDWARE CO.

READERS GANG PLOWS CULTIVATORS

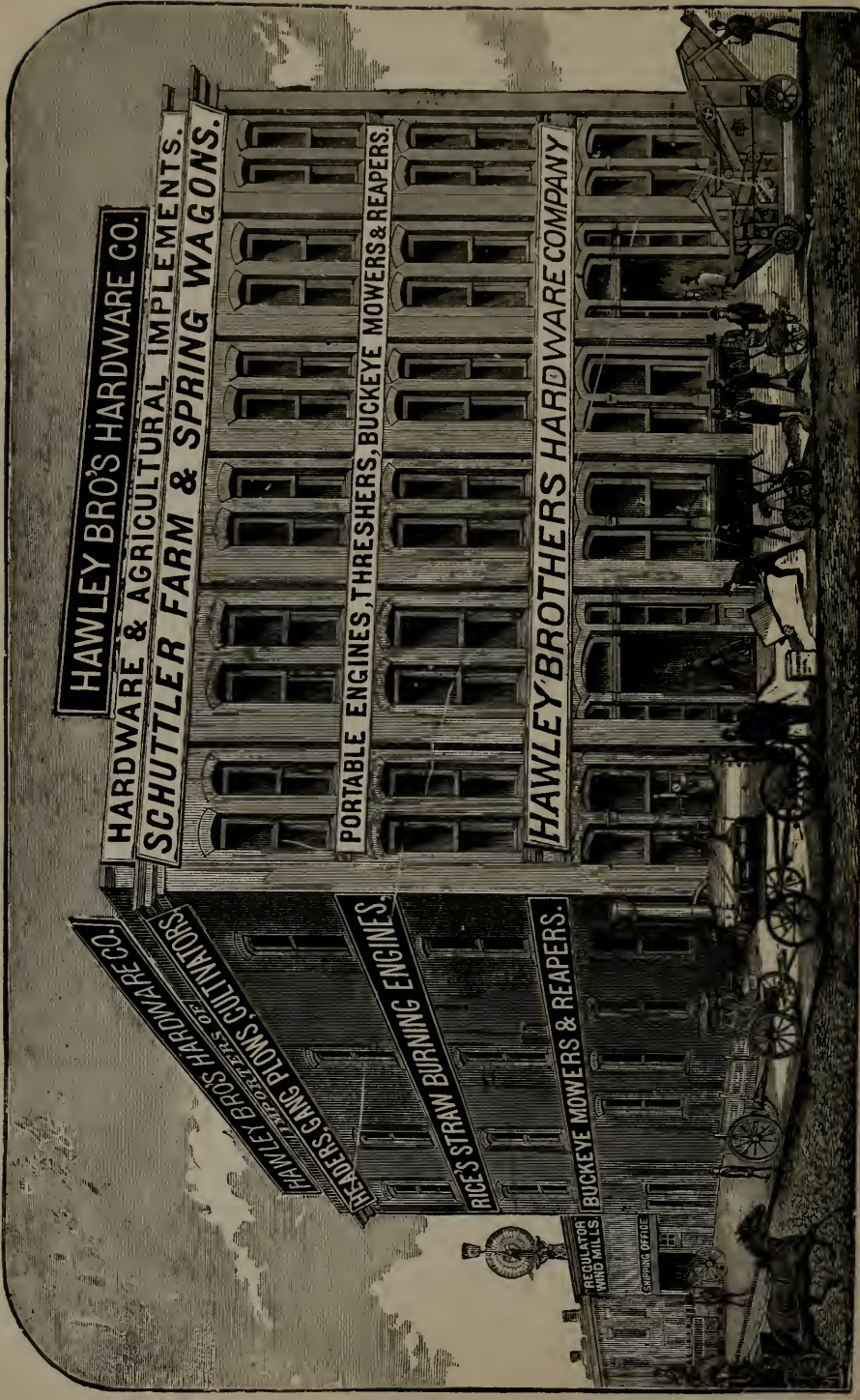
READERS GANG PLOWS CULTIVATORS

RICE'S STRAW BURNING ENGINES.

BUCKEYE MOWERS & REAPERS.

**REGULATOR
WIND MILLS**

SLEEPING OFFICE



eastern and foreign goods, and attends to their shipments to this city. Messrs. McLeod and Jones give their attention to the general trade of the firm here, and Mr. Hill looks after the financial department. The firm deals in everything pertaining to the fancy goods business, the stocks being complete in every respect. These goods are from the best establishments of Europe and America, procured at the most favorable rates, which allows of their disposal upon unusually liberal terms. Messrs. E. H. Jones & Co. have an enormous capital and do a business amounting to some three quarters of a million dollars a year. They are large employers of labor at their Market Street establishment, the pay-roll footing \$30,000 a year. A large city trade is done by the house, and its sales in the interior are as extensive as those of any other firm in the same line of trade.

HAWLEY BROTHERS HARDWARE COMPANY.

Hardware, Agricultural Machinery, Shelf Goods, etc.—Southwest Corner Market and Beale Streets.

At the head of the hardware and agricultural implement trade of the Pacific Coast, and a prime factor in developing San Francisco's interests in these industries, is the mammoth concern of Hawley Bros. Hardware Company, one of the largest in the United States, and an important contributor to the industrial welfare and progress of the city. This institution is an incorporated company, with a capital of \$800,000, of which Marcus C. Hawley, of New York City, is President; Walter N. Hawley, Vice-President; George T. Hawley, Treasurer; and Edward A. Wheeler, Secretary. The three last-named gentlemen reside in San Francisco. The house was founded in 1852 by Walter N., George T. and David N. Hawley. For many years the firm was located at the southeast corner of California and Battery Streets. In 1869 it removed to Front Street, near Pine, and in 1877 the establishment was moved for the last time to the spacious block erected by the firm at the corner of Market and Beale Streets. The building is of imposing dimensions, and always an object of interest. It is 92x137½ feet. of brick, and four stories high, with a cemented basement, and was put up with a special eye to the requirements of the business. The basement is set apart for storage purposes, an engine room where power is supplied for the running of the numerous elevators and railways in the building, the extensive machinery on the upper floors, and steam for heating the different departments. The ground and second floors comprise the sales-rooms of the establishment. Here are samples of the enormous number of articles that a great wholesale house deals in. The pay-roll amounts to \$5,000 a month. The annual sales of the imports and manufactures of the house aggregate about \$2,000,000, and the business is increasing so fast as to be a marvel to the trade. The trade is not confined to one locality, but extends to wherever the widespread commerce of the city is carried. In Mexico, Central America, the Sandwich Islands, and the agricultural regions of South and Central America, the goods and machines of the company are preferred to all others. In Australia and countries below the equator they are equal favorites, and an extensive trade is carried on with distant places. In California, Nevada, Utah, Arizona and Washington, the appliances fitted by the company to all agricultural machines, and adapted specially to the wants of these sections, have become great favorites with farmers. Among these superior specialties, the boast of the company, is the Rice straw-burning engines for threshing, a California invention, which fully meets the requirements of California farmers. These engines are made expressly for the company. Among the other specialties of the company are the justly celebrated "Schuttle" wagons, adapted to the dry climate of the Pacific Coast or to the moist countries at the north; the "Buckeye" mowers and reapers, which experience has proved to be of great advantage here; Hodges, Haines & Hodges' case headers; the Standard Howe scales, for weights ranging from ounces to thousands of tons; the Dederick hay presses; Collins & Co.'s axes, hatchets, sledges; John Deere's Moline (Ills.) plows; Perkins' "Regulator" windmills; "Gold Medal" Separators; Racine (Wis.) spring wagons; besides all the leading agricultural implements of Eastern manufacture required in this State and on the coast. The company has three warehouses on Bluxome Street, between Fourth and Fifth, 120x260 feet, where all the engines, wagons and agricultural machines are stored, thus giving facilities for the handling of goods as they arrive in carloads from the East.

THE PALACE HOTEL.

Southwest corner Market and New Montgomery.

The residents of San Francisco have the best of reasons to be proud of her superior hotel accommodations. The Palace Hotel, the model public house of the world, and the wonder and delight of all tourists who visit us, was formally opened in 1875. It is owned by the Hon. William Sharon. It occupies the entire block at the southwest corner of New Montgomery and Market Streets; rearing its huge fronts 120 feet, extending 275 feet westerly along Market and Jessie, and stretching its vast flanks 350 feet southerly along New Montgomery and Annie Streets, and lifting its colossal bulk above the very business and social centers of the metropolis of the Pacific. The general style of architecture is almost severely simple. Myriads of bay windows diversify the four immense fronts, from top to bottom, and partly relieve the imposing exterior

from the appearance of oppressive massiveness by which it would otherwise be characterized. As it is, the amplitude, loftiness and solidity of the structure are simply stupendous. The lower story is over 27 feet high and the upper story 16 feet. The number of square feet underlying the Palace is 95,250, nearly $2\frac{1}{4}$ acres. The deep foundation wall is twelve feet thick; stone, iron, brick and marble are the chief materials. All outer and inner partition walls, from base to top, are solid stone and brick. The outer and visible walls are proof against fire; the inner and invisible frames secure against earthquake. Electric fire-alarms, self-acting, instantly report at the office the exact locality of any fire, or even of extraordinary heat in any parlor, bed-room, closet, hall, passage, stairway, or store-room. Two thousand and forty-two ventilating tubes, opening outward upon the roof from every room, bath-room and closet, insure purity and thorough sweetness of air in every part. The grand central court, 144x84 feet, has a carriage and promenade entrance, through the east front on new Montgomery Street, of 44 feet in width, expanding into a circular driveway 52 feet in diameter, surrounded by a marble-tiled promenade and a tropical garden of rare exotics, with choice statuary and artistic fountains.



PALACE HOTEL, SAN FRANCISCO.

The court is illuminated by electricity, and has an immense glass roof. Extending around it on every story are broad balconies ornamented with tropical plants and statuary. Within the court, which is a very attractive feature, previously unknown to American hotels, and opposite the main entrance on the lower, or garden floor, is the music pavilion. The total number of rooms above this floor, exclusively for the use of guests, is 755, and the Palace has a capacity for the accommodation of 2,400 guests. The rooms are all light, airy, easy of access and are expressly arranged for use either singly or *en suite*. Adjoining each room are a bath and a closet. Guests are entertained either on the American or European plan. The furniture of the hotel, unique in design, was manufactured here by the West Coast Furniture Co., of the most beautiful native woods, at an aggregate cost of over \$500,000. The cost of the construction of the hotel itself was \$5,000,000. From its broad walks and observatories surrounding the lofty roof, and readily accessible by the elevators, the guests, enjoy a panoramic view unsurpassed in breadth and beauty. The hotel is at present under the superintendence of A. D. Sharon, the lessee, and G. H. Smith, the experienced and courteous chief clerk. The Palace has in its service a staff of 400 employés in various capacities. The kingly structure, far surpassing, not only in size but in grandeur, all the hotels of Europe and America, richly justifies the propriety of its happily chosen name—The Palace Hotel.

JACOB STRAHLE & COMPANY.

Billiard and pool tables—balls, cues, etc., 515 Market Street.

Billiards has grown to be a beautiful and scientific game, and is very popular at present in the leading cities of America and Europe. The house of Jacob Strahle & Co., manufacturers and importers of billiard balls, tables, cues, etc., was established in 1852 by Jacob Strahle, since which time it has expanded into as big a billiard enterprise as any that exists to-day in the

United States. F. de St. Germain is now the sole proprietor, and the location of the manufactory is at No. 515 Market Street opposite Battery. The building which it occupies is 30x100 feet, well lighted and ventilated, and very convenient and commodious. The motive steam power is procured from the Pioneer Flour Mills immediately in the rear. Thirty men are regularly employed at the factory, and thirty more in the capacity of traveling salesmen and employes. The house, founded in 1852 with a very limited capital, has now a capital of \$120,000, and its annual receipts average from \$75,000 to \$80,000. Jacob Strahle & Co. are the sole owners and patentees for the Pacific Coast of Delaney's Steel Spring Cushion, which has won a world-wide reputation among billiard experts. The trade of the firm is on the Pacific Coast, Mexico, Alaska, Sandwich Islands, China, Japan, etc. In its line the house of Jacob Strahle & Co., is a pioneer, and during the thirty years of its existence has shown a wonderful amount of energy and perseverance in developing a great industry, giving employment to many, and introducing in the manufacture of billiard tables and materials, nearly all of the rare and expensive woods, such as California laurel, bird's-eye, redwood, madrone and manzanita. Jacob Strahle & Co., is truly an enterprising and progressive house and has received many gold and silver medals, etc., for the beauty of finish and the superb workmanship of the billiard tables, cues, etc., exhibited by it at various times in the Mechanics' Institute Fair. The tables manufactured by this house are justly celebrated for elegance of design, solidity of construction, durability, etc. The Delaney Steel Spring Cushion is also noted for its elasticity, speed, and accuracy of angles. F. de St. Germain, the present proprietor, possesses all of the peculiar traits of character requisite for the successful management of so vast an enterprise, and is ably seconded by a staff of experienced and competent assistants. The facilities of the house are being rapidly extended, and all possible measures taken to insure a continuance of its increasing and well-merited prosperity.

MOSGROVE, MAHE & CO.

Ladies' and Childrens' Cloaks, Suits, etc., 110 Kearny Street.

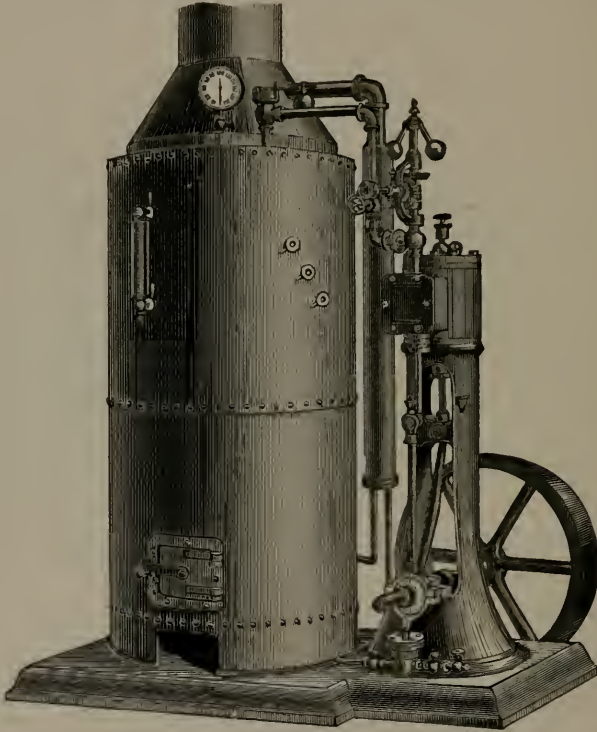
The next house we come to in Kearny Street is a representative one in a line of industry that has of recent years acquired considerable volume and importance in San Francisco—the manufacturing of cloaks and suits—the establishment of Mosgrove, Mahe & Co. They occupy the entire three-story and basement building, No. 110 Kearny Street. The ground floor is devoted to ready-made cloaks, of which they have a complete stock of the newest styles. The second floor is occupied by elegant fitting-rooms and a children's goods department. The top floor is the manufactory, and there are employed from forty to seventy-five hands. The manufactory is divided into three departments, separate and distinct from each other. The first department is the one for the manufacture of garments for stock. This is under the direction and management of one of the most successful and competent cutters in this country, having already made his mark in the largest and most prominent cloak houses in America. In this department are manufactured all the garments sold in the store below; and as the firm sells directly to the consumers, there is saved at least the wholesaler's profit to their customers. The order department is under the charge of a lady cutter second to none as to her skill and perfect success in cutting and fitting garments to order, as can be testified to by hundreds of prominent ladies now wearing the cloaks. The house carries an immense stock of piece goods—silks, velvets, brocades—for customers to select from; also a full line of assorted trimmings, and it is prepared to make garments to order on the shortest notice. In the children's department a special cutter is employed—a lady who has been cutter and designer for a Chicago cloak house, making a specialty of children's and misses' cloaks and suits. The reputation of the two gentlemen who compose the firm, Samuel Mosgrove and Gustave Mahe, is a sufficient guarantee of fair and honest dealing, and Mr. Mosgrove's great experience gives them an immense advantage in buying their goods so as to give customers full values for their money. One of the main features of the mode of doing business, is that all their goods are marked in plain figures and the firm adheres to the one-price system. It is the only house in the city that does this, and it is the correct way of doing business, the only way, in fact, to obtain the entire confidence of customers, and it has largely contributed to make the house one of the most reliable in this city.

THE JOSHUA HENDY MACHINE WORKS.

Steam Engines, Pumps, etc.

Among the machine works of this city are to be found some where the manufacture of certain classes of machinery is made a specialty independent of their general business of machine work; that further act as agents for the sale in the Pacific States of special styles of engines, pumps, etc., from Eastern manufacturers; and also purchase; sell and deal in every variety of second-hand machinery. The most prominent among such is the corporation known as the "Joshua Hendy Machine Works," organized under the laws of the State of California for general manufacturing purposes, and of which Samuel J. Hendy is President;

Charles V. Manner, Secretary; and its founder, Joshua Hendy, manager. The specialties of manufacture are Hydraulic Gravel Elevators, for working shallow deposits or placers of auriferous gravel; Hydraulic Giants, for which are held letters patent. The Corporation has been adjudged by recent decisions of the United States Courts to have the sole right of manufacture and sale of the most approved forms. Joshua Hendy & Co., are also the sole manufacturers of Automatic Ore Feeders, under letters patent for the latest improved forms, among which are the "Stanford" and "Roller" for dry crushed ores, and the celebrated "Challenge," which is adapted for feeding either dry or wet and sticky ores. Also "Hendy's" and the "Triumph" concentrators, the latter of which is superior to any form constructed and surpasses all others in its economy of wear, efficiency of work and lessened cost. The firm also makes a specialty of furnishing the most approved forms of saw-mill machinery in whole or in part, with the latest designs of



Head-blocks, dogs, etc., and well adapted to the heavy lumber work of this coast, Mr. Joshua Hendy having had a practical experience of saw-milling and the manufacture of saw-mills for more than twenty years. The "City Foundry," for many years having its works at Nos. 26 and 28 Fremont Street, but now removed to the corner of Sansome and Vallejo Streets, has become a part of this corporation and enables it to furnish every variety of architectural and ornamental iron work, battery shoes and dies, and light and heavy castings of any description. More especially it is the largest dealer in second-hand machinery, comprising engines, boilers, iron and wood-working tools, pumps, mining, hoisting and mill machinery, and it also manufactures the most approved forms of vertical and horizontal engines for all general work and carries a large stock in every department of machinery. Hendy & Co. are also the agents for the sale on this coast of the "Baker" Rotary Pressure Blowers, "Wilbraham" Rotary Piston Pumps, hot polished shafting from the Akron Iron Co., Akron, Ohio, and P. Blaisdell & Co.'s machinists' tools.

MAIN & WINCHESTER.

Harness manufacturers, leather, horse clothing, etc., 214, 216, 218 and 220 Battery Street.

Since the date of its establishment in this city in 1849, there has never been any change in the style of the firm of Main & Winchester at Nos. 214 to 220 Battery Street. It is indisputably the oldest and largest harness and saddlery mercantile and manufacturing concern west of the Rocky Mountains. Charles Main and Ezra H. Winchester are sole proprietors. The store is com-

prised in a four-story brick building, having a frontage of 80x137½ feet on Battery Street, and a foundry 75 feet on Halleck Street by 100 feet on Berry Street. A large steam engine and a large gas engine supply the necessary motive power for the operation of the manufacturing machinery. The list of employes in the regular service of Main & Winchester, including clerks, salesmen, artisans, etc., numbers in all from 200 to 225. The stock consists of leather of all descriptions, horse clothing, American and English lap robes, fur robes, whips of every variety, harnesses, saddles, etc., and is as varied and valuable as it is complete. In fact, the concern (embracing as it does all departments) is probably the largest in the world, and one of which San Francisco may well feel proud. The whip manufactory, with its expensive and modern machinery, is the most extensive and the only one of any magnitude on the Pacific Coast. The leather department alone takes an entire store and basement in which can always be seen a large and well-assorted stock of harness, collar, whip, bridle and all varieties of leather ever used in any branch of the harness and saddlery industry. A notable feature also of this immense establishment is the manufactory for saddle-trees, in which is necessitated the use of valuable and powerful machinery. The saddle-trees here produced are famous for their utility, strength and durability. Main & Winchester will send on application an illustrated catalogue to any address. The wide and lucrative trade of the house is not limited to the Pacific Coast, but extends also to Mexico, South America, the islands of Oceanica, British Columbia, and in a word over the entire American continent. The general manufacture of harness and all articles pertaining to the horse is a specialty with Main & Winchester, and strangers visiting the establishment will be well repaid for their time and trouble.

BROWN BROTHERS & COMPANY.

Clothing Manufacturers—Nos. 121 and 123 Sansome Street.

Prominent among the great and growing industries of California is the manufacture of clothing. Lewis, Ralph, and Morris Brown, and Bahr Scheideman are the principals in the old, substantial, and popular house of Brown Brothers & Co., whose store is centrally located in the Fair block at Nos. 121 and 123 Sansome Street. The brothers came to the Pacific Coast in 1859, and began business at the Dalles, Oregon, and in Walla Walla, Washington Territory. They sold out in 1868 and came to San Francisco, and two years later Mr. Lewis Brown became a partner in the house of Toklas, Hahn & Co., the style of the firm being then changed to Toklas, Hahn & Brown, manufacturers and importers of clothing. Messrs. Hahn and Toklas subsequently retired, and in 1880 the old firm name of Brown Brothers & Co. was restored to its place in the mercantile community. The store remained at the place it then was, viz., Nos. 24 and 26 Sansome Street, until its removal on the completion of the Fair block in July, 1882, as stated above. Brown Brothers & Co. are the agents of the Oregon City Woolen Mills, and control the larger part of its productions. The house of Brown Brothers & Co. is the only one in the United States that manufactures its own products into garments, thus saving several profits, and enabling the trade to obtain clothing and woolsens at the original cost. Medals and diplomas have been awarded at different times to the Oregon City Woolen Mills, for the general superiority of its exhibits of cassimeres, blankets, etc., at the Oregon State Fair, the Mechanics' Institute Fair, and the Centennial Exhibition of '76. From 150 to 250 artisans, etc., are employed in these mills, the annual product of which now averages from \$600,000 to \$800,000. Besides the resident salesmen, Brown Brothers & Co. employ half a dozen traveling salesmen, in whose territory are embraced thousands of miles, covering all the States in the Union. The possibilities in the manufacture and sale of woolsens on the Pacific Coast are strikingly illustrated in the signal and deserved success that has attended the enterprise of Brown Brothers & Co.

J. W. EVANS.

"Light Running" Domestic Sewing Machines, No. 29 Post Street.

Among the many great and valuable inventions of the present century none stand higher in importance than that of the sewing-machine. While many, if not the majority of the inventions of this busy age have been to aid *man* in the prosecution of business enterprises, this comes as a blessing to the thousands of *women* in our land. It has taken the sadness from Hood's "Song of the Shirt," and by its advent there is a song of gladness as an accompaniment to its busy whirl. It has engaged the brain and genius of the best inventive talent of the age, and from the crude, noisy and hard running machine of the past, has come the beautiful in design, the light running and almost noiseless machine of the present. The magnitude of the sewing-machine trade of San Francisco is illustrated by the number of establishments devoted to that particular line, and by the immense number of machines sold here annually. Each manufacturing establishment East has a local agency where the machines of that particular make are sent for the Pacific Coast trade. Among these local agencies is that of the world renowned "Light Running Domestic," over which J. W. Evans presides at 29 Post Street. But little notice of this machine is required, as the fame and reputation of this admirable specimen of mechanism are known and appreciated. Since 1877, when Mr. Evans first secured the agency,

the sales of the Domestic have greatly increased each year. It is now, undoubtedly, the popular machine of the Pacific Coast. Of this no better proof is needed than the rapidly increasing demand for it, while the favorites of a few years ago are dead or steadily on the decline. It is a modern machine, leading all with its many improvements, most of which are secured by letters patent to its enterprising manufacturers. The latest improvements, bent wood-work, (cover and drawers), and new set attachments are a great success and have placed the Domestic another long stride ahead of all competitors.

CALIFORNIA SUGAR REFINERY.

Refined Sugars, Syrups, etc.—Office 327 Market Street.

The city of San Francisco is admirably situated for the establishment and promotion of industrial enterprises. It is in the center of a sea-coast thousands of miles in extent, the rivers of the State giving unsurpassed facilities for communication, and far reaching railroad lines admitting quick means of communication with regions thousands of miles square, stretching from the British possessions of the north into the lands of the Montezumas, and to the east and south as far as the Atlantic Ocean and Gulf of Mexico. The rapid growth of the city in commerce and industrial enterprises within the last twenty years is the result of a growing understanding of the advantages, natural and developed, of this locality. Among the great industries that have been inaugurated and successfully carried on during that period is the sugar refinery of Claus Spreckles and associates, or, as it is known all over the world, the California Sugar Refinery. This colossal establishment was founded in 1863 by Claus Spreckles, and has grown in a score of years until now it is one of the three sugar refineries of the United States that may be said to control the gigantic trade of the entire country. The first refinery of the company was erected at the corner of Brannan and Eighth Streets, was enlarged several times, until it became the largest and most complete manufacturing establishment in the city. But large as these works were, they became too small for the business of the company, and necessity compelled the erection of other still larger, more complete, and extensive buildings. Several years ago the new establishment was begun at the Potrero, and completed at an expenditure of over one and one-quarter million dollars. The new refinery is the most complete concern of the kind in the world, and in size ranks with the great refineries of Brooklyn, New York, and St. Louis. It is supplied with the best machinery, much of which was made especially for the works. There are twenty-four boilers on the premises to feed the numerous steam engines employed in different capacities. Two hundred and fifty people find regular and well-paid employment in the refinery, the monthly pay-roll going over \$18,000. The sugars produced at this refinery are unapproachable in excellence and of absolute purity. The syrups made also bear the same high rank. These goods are sent all over the Pacific Coast, and form the main articles of consumption in this region, no other sugars or syrups having a show against them; and the products of the California Refinery control the entire trade of the region referred to. Claus Spreckles, the founder, is now President of the company. The office is at No. 327 Market Street. The raw sugars used in the establishment come from all the sugar producing countries adjacent to the Pacific Ocean, and from the island plantations. Claus Spreckles himself is probably the largest individual producer in the world, owning many plantations in the Hawaiian Kingdom. To convey these sugars from the points of production a large fleet of vessels is employed, and thus, first and last, this great California Refinery employs thousands of persons.

WEST COAST FURNITURE COMPANY.

Artistic and household furniture, office and sales-room, 725 Market Street, factory cor Four hand Bryant Streets.

The West Coast Furniture Co. is the pioneer of the large factories, in its line, in the country west of the Missouri River. It was established some eighteen years ago by the late Wm. C. Kalston and associates. It has passed through some changes and vicissitudes since, and is now in the hands of Messrs. L. and E. Emanuel, who have been manufacturing furniture for the past twenty-five years in this city, and who, by their long experience, are well qualified to carry on the business and to keep up the reputation which the factory has always borne for the production of rich and expensive as well as the plainer and cheaper household furniture. The factory is located at the corner of Fourth and Bryant Streets, and covers a space of 300 feet square. The big buildings are supplied with the latest and best devices in labor saving machinery, and with every convenience and appliance that can be advantageously employed. These facilities secure at once cheapness, and excellence of production. Only the best material is used in every department, and the work people are all selected for their skill and experience. The manufactures of the West Coast Furniture Co. embrace all kinds of household articles and fittings, from the cheapest to the most costly. The company is noted for elegant and substantial work, of which an extended line of samples may be seen at the factory and at the sales-room, No. 725 Market Street, Bancroft's Building. The furniture of the Palace and the Baldwin are from the factory of the West Coast Furniture Co., and are excellent specimens of the work done at that establishment. Strict attention is given to the manufacture of wooden mantels, and from forty

to fifty samples, finished and set up, are always on hand, constituting the only stock of these articles on the Pacific Coast, which, together with the accompanying designs and drawings, give purchasers every chance of being suited. The goods of the factory are all produced by free white labor. Every person purchasing from the West Coast Furniture Co., thus aids the development of the city and State, insuring employment to boys and girls who otherwise would be idle, and, by encouraging home manufactures, indirectly at least, benefits himself and the community. In addition to the advantages mentioned, the purchaser can save from 15 to 25 per cent. by buying direct from the manufacturer and so saving the profits of the middle-man. The high rates of railroad freights make it impossible for any importer to compete with the manufacturer, and the guaranty of the company of the excellence of its goods is sufficient protection to the purchaser. All articles sold by the West Coast Furniture Co. are warranted and satisfaction guaranteed.

DOANE & COMPANY.

Wholesale dealers in fresh and canned oysters, shell fish, 64 California Market.

Few, even of the habitual consumers of oysters, have the faintest idea of the magnitude of the interests involved in the production of these delicious bivalves. In a general way it is known that the best are brought from the East, transplanted here, and when fit for eating brought to market and sold. Of the ceaseless care involved in the selection, transplanting and marketing, the amount of labor and time consumed, and the amount of capital employed in the business, the public has no idea. There are several firms of great resources engaged in the oyster trade in this city, among whom Doane & Co., No. 64 California Market, rank first. This firm was organized in 1868 for the purpose of transplanting and marketing shell oysters from beds owned by the house in Shoalwater Bay, Washington Territory, and in that line was successful. Soon after the completion of the Union and Central Pacific Railroads, realizing the importance the quick communication these roads gave, it turned its attention exclusively to importing Eastern seed oysters from the Atlantic States and planting them in the Bay of San Francisco. This was begun in a small way, but has increased enormously, and Messrs. Doane & Co. now have a growing demand for their Eastern transplanted oysters. These oysters, under the judicious management of the firm, attain to a remarkable size and have a delicious flavor. The planting and feeding grounds of Doane & Co. are situated in San Mateo, Santa Clara and Alameda Counties, and in extent and adaptability for the growth and fattening of oysters are second to none on the Pacific Coast. Until quite recently the firm dealt only in shell oysters; but, owing to the increasing demand for *fresh* canned goods, for the city and country trade, Doane & Co. introduced the feature of fresh canned oysters. The firm is now packing a very superior article of this description, known far and near as Doane & Co's Triangle Brand; *perfectly fresh*. The oysters used for this purpose are especially selected with regard to quality, size and flavor from receipts from the beds brought in each day. The oysters are packed in quantities to suit purchasers, and at prices that bring this luxury within the reach of all. These canned goods are of such superior excellence, so reasonable in price, and so fresh, that they have aided in a great measure to drive out the Eastern canned goods that a few years ago overflowed the coast. Shoalwater Bay or California oysters are by no means neglected, and Doane & Co. pay attention to this trade also, having large beds in that locality from which they are in constant receipt of these sweet and small bivalves. The members of the firm are W. C. and I. V. Doane, of San Francisco, and H. S. Gile and R. H. Espy, of Oysterville, Shoalwater Bay, Washington Territory. These gentlemen are all experts in the business, having learned by practical experience all its details.

JOSEPH WAGNER & CO.

Manufacturers and Importers of Mill Machinery, Nos. 105 and 107 Mission Street, San Francisco, California and No. 24 North Front Street, Portland, Oregon.

This is one of the establishments devoted mainly to one line of production, which thus receives all the important advantages to be gained from an undivided attention. The firm is composed of Joseph Wagner and M. O'Brien, who started the first establishment of the kind on the Pacific Coast, nearly twenty years ago. They are sole agents on this coast for all the leading Eastern machinery, principal among which, and at present the most interesting to the milling public, is the Stevens Patent Non-cutting Corrugated Roller Mill. Space will not permit of our giving the *modus operandi* of the manufacture of flour by means of the Roller System, nor is it our purpose to trace the vicissitudes of Roller Mills from their introduction into this country up to the present time; but in the interests of those directly connected with flour-making, it is but just to mention the superiority of the Stevens Roller Mills and their perfect adaptability to this coast. Perhaps the best evidence in proof of this assertion is the fact that this firm has constructed, during the last year, the following mills, employing the Stevens Rolls, viz.: Starr Mills, South Vallejo, Cal.; Portland Mills, Portland, Oregon; Buckeye Mills, Marysville, Cal.; Salinas Mills, Salinas, Cal.; Santa Rosa City Mills, Santa Rosa, Cal.; Pendleton Mills, Pendleton, Oregon; H. P. Isaacs' Mills, Prescott, W. T.; M. Starr's Mills,

Lakeport, Cal., and Oakland City Mills, Oakland, Cal., aggregating a daily capacity of upward of 5,000 barrels of flour. Having a thoroughly established and well-equipped machine shop, the firm is fully prepared to manufacture any and all iron work pertaining to flour mills, and gives special attention to building and repairing engines. The firm manufactures the celebrated Barley Crushing Roller Mill, iron and wood frame portable mills, millstones, and carries in stock a full and complete line of general flour mill machinery. We have no hesitancy in saying that parties in need of anything in this line would do well to write for the new catalogue and price list. The house furnishes plans and estimates to parties desiring to build or remodel mills, and will cheerfully respond to inquiries about improvements in milling.

H. M. NEWHALL & COMPANY.

Commission and Forwarding Merchants, 309 Sansome Street.

A commission house that is firmly established among the great business enterprises of this city is that of H. M. Newhall & Co., No. 309 Sansome Street. The rapidly extending commerce of this port, and the important and valuable interests developing upon the coast, have largely increased the trade of San Francisco, and the value of a reliable factor to bring the producer and purchaser together, with advantage to both, is nowhere more apparent than in this city. This position the house of H. M. Newhall & Co. fills with credit. The ample facilities it possesses for the operations it engages in makes the establishment a most convenient mart, where seller and buyer can meet upon equal terms. The firm has a very large capital, which, with experience and extensive trade connections, enables it to command the most favorable opportunities of the trade, and to place all goods and products handled by it on a satisfactory basis. The house was established in 1851 by the late H. M. Newhall, who conducted it as an auction mart for nearly thirty years. This auction house is still conducted by Edward W. and Walter S. Newhall, under the style of Newhall Sons & Co., a sketch of which will be found elsewhere in the book. In 1880 the business of the house had grown to such dimensions, and included several distinct lines of trade, as to necessitate a division of the establishment, the late Mr. H. M. Newhall and Mr. G. Palache continuing the firm of H. M. Newhall & Co. as a general commission house. In 1882, after the death of its founder and head, the firm was reorganized by the association of all the heirs, consisting of Mrs. H. M. Newhall and five sons, viz.: Henry G., W. Mayo, Edwin W., Walter S., and George A. Newhall, with G. Palache, under the same firm name, with Messrs. H. G. Newhall and G. Palache as managers. The large landed properties of the late Mr. Newhall formed the basis of the commission house of H. M. Newhall & Co., and when that firm was reorganized in 1882 all the stock ranches and lands were consolidated, and put into an incorporation known as "The Newhall Land and Farming Company," and Newhall & Co. were appointed agents. This, in brief, is a history of a house that has exercised, and still continues to exert, a controlling interest in the general trade of this city, and has an influence upon the material progress of the State, particularly in the fertile and growing southern portion of it, that no other private firm or association has equaled. The firm is noted for liberality, and for successfully and satisfactorily conducting all operations intrusted to it. All reasonable advances are made on consignments, and prompt returns are made on all sales. Messrs. Newhall & Co. are agents for the sale of the product of the great Western quicksilver mine, in Lake County. The storage and other facilities of the house for carrying on business are of the best, and operations are conducted with energy and with a view to obtaining the best results for customers. The trade of the firm is large and varied, and, under the fostering care of the proprietors, who are alive to every detail, bids fair to indefinitely increase in the years to come.

MOODY & FARISH.

Wool and hop commission merchants, 210 Davis Street.

The wool interest of the Pacific Coast is one of the largest branches of industry in this region. Millions of dollars are invested in it and many thousands of people are directly and indirectly engaged in the business. The trade of the coast naturally centering in San Francisco, creates a business of great magnitude, and many large houses are employed in receiving, forwarding, selling, and acting as agents for the army of producers throughout the interior. Among these establishments the firm of Moody & Farish, No. 210 Davis Street, occupies a leading position, doing a larger business and having a numerous list of consigners in all portions of the coast and Territories. This is the oldest wool commission house on the coast, having been founded in 1858. When that staple was in the infancy of its production, the clip that year in the State being 1,100,000 pounds, not much more than one fiftieth of the average amount now grown, the founder of this house, A. T. Farish, with a wise prescience, realized the capabilities of this industry, and devoted his energies, time and money to develop it—living to see the wool products of California increased fiftyfold. As the business increased year by year, the house of A. T. Farish & Co. grew with it, and became the representative of the largest wool growers on the coast—the relations between producer and factor always being of a mutually profitable and

pleasant character. In 1871 Joseph L. Moody became a partner, and the style of the firm was changed to Moody & Farish, its members being J. L. Moody, A. T. Farish and his son, T. E. Farish. Upon the retirement of J. L. Moody, in 1877, his brother, William Moody, succeeded to his interest in the firm. In 1880, A. T. Farish and T. E. Farish retired from the business, which has been carried on unchanged as to firm name by William Moody alone. There has been no alteration in the affairs of the house, however, which are carried on in the same satisfactory manner, with only the necessary changes entailed by a heavy increase in trade. The transactions of the house are on an extensive scale, involving the handling of hundreds of thousands of dollars, and millions of pounds of wool. Within a few years this firm has added the hop commission business to its wool interests, and its consignments to this important product are increasing annually, and already form a large factor in the business. The firm annually issues a circular in book form for the use of consigners and the trade, in which a concise and reliable account of the wool and hop trade is given, together with a series of shrinkage tables to ascertain the value of raw wool when scoured, and useful hints to producers and buyers alike. This book is of the utmost value to all interested in the wool and hop trade, and to that volume readers are referred for facts that cannot be stated here for lack of space. It may be obtained upon application, and the house will cheerfully furnish any information about the trade when applied to. Moody & Farish also deal in hides, pelts and grain, acting as commission agents, soliciting consignments, upon which they advance liberally and realize promptly. In the merchandise line the house has for sale the best kind of goods in the following lines: Wool bags, hop cloth, twines, sheep shears, oil stones, tobacco, sulphur, lime and sheep dips of guaranteed excellence, all of which are offered at the lowest prices.

E. D. FARNSWORTH & SON

Insurance Agency, 219 Sansome Street.

The numerous insurance companies, local and foreign, that do business in San Francisco have earned a most enviable reputation for liberality and reliability, and stand at the head of the business in this country. This rank has been earned, in a long series of years, by strict attention to business, care in taking risks, and promptitude in paying losses. One of the prime factors in building up and maintaining the insurance business is the firm of E. D. Farnsworth & Son, No. 219 Sansome Street. It represents on this coast eight of the best fire insurance companies of the United States, each with large capital and corresponding surplus to policy holders. They are the Citizens', of St. Louis; German, of Pittsburgh; Farragut, of New York; Fireman's, of Baltimore; Mechanics', of New York; Pennsylvania, of Pittsburgh; Bratman's, of Pittsburgh, and Metropolitan Plate Glass Insurance Company, of New York. These companies have an aggregate capital of over \$3,000,000, and a combined surplus to policy holders of more than \$2,500,000. The reliability of the companies and the resident agency has been long established, and it is with pride that Farnsworth & Son point to the honorable record made by the house in the last fifteen years, during which time, through its agency, the several companies have relieved the misfortunes of property owners to the extent of hundreds of thousands of dollars. This agency includes among its policy holders a great number of the largest property owners in this city and interior towns. Insurance can be effected through Farnsworth & Son in any one of these first-class companies, or in more than one, upon the most reasonable terms. All losses are promptly paid, always within the period allowed by law, the agency never yet having taken advantage of legal quibbles in adjusting business. The business transacted is very large, and is increasing steadily year by year, the manner in which the agency does its business attracting insurers from all parts of the Pacific Coast. Mr. E. D. Farnsworth is the oldest insurance man in California. He was born and learned the business in Hartford, Connecticut, where insurance is conducted as a science. Removing to Nashville, Tennessee, when a very young man, he there carried on an agency for thirty-five years, with honor to himself and credit to the companies he represented. In 1872 Mr. Farnsworth came to San Francisco, where he established the mammoth agency he now so honestly and successfully conducts. Mr. E. P. Farnsworth, his son, is associated with him, and both are worthy of the confidence reposed in them by the business community and the companies they represent. Either of these gentlemen are pleased, at all times, to give any information desired to intending insurers, and cordially invite an inspection of the affairs of the companies they represent.

GEORGE W. MEADE & COMPANY.

Dried fruits, fancy groceries, etc., 213 and 215 Market Street.

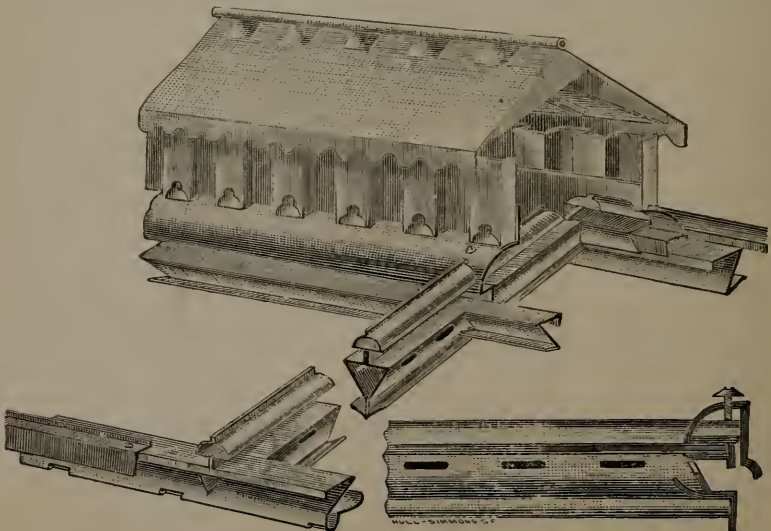
George W. Meade & Co. occupy the position of the leading house in the dried-fruit trade of the coast. The house was founded in 1870 by George W. Meade, who confined himself to the special lines that have since been the feature of the firm's business, such as dried fruits, raisins, honey, fancy groceries, California evaporated and sun-dried products, etc. In Febru-

ary, 1884, the firm was changed and now there are three members, George W. Meade, A. D. Cutler, general partners, and Sidney M. Smith, special partner. Recently the firm moved from the old quarters on Front Street to Market Street, Nos. 213 and 215. These buildings are five stories high, every foot of the broad space of each flooring being put to use in the manifold details of the business. The ground floor is used for storage and the examination of comb and strained honey and other articles of heavy character. The second floor contains the offices, shipping, sales and sample rooms, and is also used for the general display of goods. The third floor is specially set apart for keeping of evaporated and dried fruits, nuts, figs, raisins, etc. The fourth floor is a packing and assorting room, where the goods are examined, sorted, repacked and graded. In this room the different kinds of honey, comb and extracted, are packed in glass and tin. This article is one of the specialities of the house, and the utmost care is taken in its proper preparation for market. The fifth floor is set apart as a storage and grading room for fruits, and other specialities in bulk. The several floors are connected by substantial stairways and a large and improved hydraulic elevator, running from the basement to the roof, furnishes means of receiving, transferring and delivering goods to, or from, any of the departments. The location of the firm on Market Street, in the midst of the leading jobbers in groceries, and in direct communication with nearly every line of local travel in the city, is a most excellent one, and is steadily improving, as the costly buildings going up on every side testify. There is direct telephone connection with all parts of the city. During the season of 1883, in spite of the light fruit crop of the coast, the firm did a large business with customers scattered almost throughout the entire world; and with the prestige and reputation the house enjoys wherever known, the coming season promises to be unprecedentedly prosperous. A visit to this large establishment will well repay the buyer who desires to see the largest assortment of goods in the several lines, latest styles and most desirable qualities. The firm solicits correspondence from buyers in reference to any of its line of goods, and, as direct and large purchasers of all kinds of California nuts, raisins, honey, sundries, and evaporated fruits, confidently offer producers the benefit of the facilities and business of the establishment, and, as a rule, give them the advantages which an old established house, with extensive business connections, always enjoys. From eighteen to twenty-five men are employed in the building. The trade of the house amounts to a million dollars a year, and is distributed throughout the East and South, in Australia, Sandwich Islands and Europe, besides a comparatively large local trade throughout the Pacific Coast, States, and Territories.

JOSEPH F. FORDERER.

Iron Cornices, Galvanized Iron Work, etc., 226 Mission Street.

A branch of the industries of San Francisco of more importance than would be at first supposed, is the manufacture of ornamental galvanized iron cornices, etc. The amount of capi-



tal invested is considerable, the number of establishments engaged in the business large, and many people find steady and well-paid employment in following the trade. Among the larger

concerns engaged in this trade is that of Joseph P. Forderer, No. 226 Mission Street. Mr. Forderer began business in 1875, and since that time has successfully carried on the establishment. He has done work for some of the largest firms in the city, and his handiwork can be seen on many of the principal buildings in San Francisco, among which may be named those of Huntington, Hopkins & Co., the Safe Deposit Company, the Stock Exchange and others. Twenty-five men are employed in the establishment, the wages account footing up \$1,500 a month. The capacity of the works, which are among the most complete in the city, is very large, the proprietor being enabled to handle the largest contracts in short time. All work is guaranteed. Tin, iron, and slate roofing are particular specialties, and the house has ample facilities for doing this kind of work expeditiously and well, either in the city or country. Jobbing work in all these lines and in the way of bay windows, chimney tops, desk railings, dormer windows, etc., is executed with promptness, and at prices that defy competition. The name of Mr. Forderer is well known to the building trade of the Pacific Coast, from the many beautiful designs that have been turned out of his establishment, many of which are the work of the gentleman himself. The cornices and galvanized iron work of the leading structures throughout this State, Oregon, Nevada and the Hawaiian Kingdom are from these works. Included in the list of buildings finished by Mr. Forderer outside of this city there may be named the Thompson Building, the largest in Portland, Oregon; the Insane Asylum, at Napa; Galindo Hotel, Masonic Temple, and Deaf and Dumb Asylum, at Oakland; Odd Fellows' Hall, Reno, Nevada; Claus Spreckels' Sugar Refinery, Hawaiian I-lands. In addition to the large houses in this city given in the first part of the article, there are a multitude of others equally important, the galvanized iron work of which was done at this establishment, embracing the Union Block, Market Street; Holbrook Block, Beale Street, corner of Market Street; Safe Deposit Building, Oriental Block; St. Ann's Building; the O'Connor Building, a costly and elegant piece of work; the residence of Mrs. Mark Hopkins, the most extensive private palace in town; the McCreary Building, Blythe's Building, Academy of Sciences, and more than can be named here. The work on the Lick Observatory, Mount Hamilton, Santa Clara County, was by Mr. Forderer; also three of the largest buildings in Seattle, Washington Territory. Mr. Forderer is the sole manufacturer of the latest improved patent skylights, the best articles of the kind for ventilation and light yet introduced.

J. Y. WILSON & COMPANY.

Pork and provision packets, etc., office 9 Sutter Street.

J. Y. Wilson & Co., office No. 9 Sutter Street, provision packers and commission merchants, is the representative firm in this city of the great and growing business with which it is so prominently identified. It is the most extensive and prominent house in the packing trade on the Pacific Coast, and has contributed in a marked degree to the advancement of the business, and exerts a widely extended and solid influence upon the provision interests of San Francisco and the State. The firm was founded in June, 1850, and has passed through all the changes of business life, from the modest start expanding into the colossal establishment it now is. Mr. J. Y. Wilson was the founder, beginning business by dealing in hogs, and conducting his affairs so successfully that in the course of time he began pork packing. There have been several changes of location since, made imperative by increased business. Now the Sutter Street place runs through to Market, upon which street it has a wide frontage, and is used as a sample and retail salesroom, while the packing establishment is located at Lobos Square, at Black Point, close to the bay. The salesroom, or market, it may be called, as it is a very extensive concern, is the dépôt of the productions of the firm in the way of cured and fresh meats, and the jobbing and retail trade carried on there is something enormous, to say nothing of the great wholesale business done by samples. The slaughter and packing houses at North Beach are the largest in the city, occupying six fifty-vara lots, the half of two squares, several acres in area. These establishments are well arranged, with every facility for doing the work for which they were designed. The capacity of these houses is several hundred hogs per day, and all necessary precautions are enforced to secure absolute cleanliness, so essential to producing good meats. This fact, together with the care taken to select the best stock and to make the products of the highest standard, has given the cured meats of J. Y. Wilson & Co., a high rank in the local markets and abroad. The sugar-cured hams, bacon, dried beef, lard, etc., are well known as being of the most superior quality, and are subject to a rapidly-increasing demand, particularly in countries where they have been recently introduced. In pickled pork the house is noted for putting up a superior article, and as it is put up with special reference for keeping in all climates, it has a large demand from shipmasters, and is sold largely for the tropics. The salted and smoked meats of every description are prepared with the same attention to particular excellence. The firm uses a capital of \$200,000, and does a business that aggregates \$1,000,000 annually, with no visible limit to its increase in the future, as population and commerce expand. From forty to eighty men are steadily employed at the Sutter Street establishment and the Lobos Square packing houses, the number being increased in the season. The headquarters of the firm, on Sutter and Market Streets, is the pioneer market of the city, and over it is

the oldest sign in the State, a fit emblem of the age and respectability of the house to which it is a prized finger-post. The members of the firm are J. V. Wilson and James O. Whitney, gentlemen well versed in the various details of their business, who occupy prominent places among the mercantile community. The trade of the house extends in every direction, China, Japan, the South Sea Islands, and Hawaiian Kingdom being very large consumers.

GORDAN BROTHERS.

Merchant Tailors, Importers of Tailoring Materials, 329 Kearny Street, between Bush and Pine; Branch Store 801 and 803 Market Street, near Fourth, and opposite Stockton.



Among the noted Kearny Street establishments that have made that fashionable thoroughfare the main street of the city, the house of Gordan Brothers, No. 329, is one of the most noticeable. This firm is considered the leading tailoring establishment of the coast. It carries the largest selection of imported woolens, unique in pattern and artistic in design, which is kept replenished from time to time with fresh and stylish suitings. Particular attention is paid to making up these goods in suits, and a perfect fit and satisfaction are guaranteed in all cases. Only first-class workmen are employed, and then there are so many of them that all work is finished in the quickest possible time, avoiding the vexatious delays so common among less important concerns. The firm numbers among its customers many of the best people of San Francisco and vicinity. Great pains are taken in filling orders; besides, the facilities of

this house are superior to any other establishment in that line, which enables it to conduct its business with great promptness, and in a first-class, legitimate manner. Its extensive trade throughout the Pacific Coast and Territories is well known to all, and the rapid growth of San Francisco, besides a continual increase of patronage, necessitates a branch house, which is located at Nos. 801 and 803 Market Street, opposite Stockton, in the most enterprising portion of the city. There is no doubt that this firm is the most reliable, besides the leader of fashion in the city of San Francisco.

W. R. ALLEN & CO

Importers of Iron Pipe, Plumbers' Materials, etc., 327 Market Street, Corner Fremont.

The firm of W. R. Allen & Co., No. 327 Market Street, corner of Fremont, wholesale dealers in iron pipe and plumbers' material, is one of the leading houses in this trade. It was founded by W. R. Allen in 1872, Mr. G. S. Allen, the other member, coming into the firm in 1879. The store is located in the Spreckels Block, in the center of the hardware trade. The firm makes a specialty of materials used by plumbers, gas and steam-fitters, and sanitary engineers, and always keeps in stock all of the improved appliances for first-class work. By confining its importations to the best articles in the trade, this house has, from a small beginning, built up a large trade that is steadily increasing. It has several valuable agencies, among which are the following: Iron and brass lift and force pumps, hydraulic rams, made by the Union Manufacturing Co., New Britain, Connecticut; spiral rubber-lined cotton hose, made by the Boston Woven Hose Co., Boston, Massachusetts; plumbers' brass goods, made by the Stebbins Manufacturing Co., Springfield, Massachusetts, including the Broughton self-closing box; patent washers for bibbs and basin cocks, made by Jenkins Bros., New York; hose reels and magic hose nozzles, made by E. B. Preston & Co., Chicago, Illinois. The firm also keeps in stock goods of the following manufacturers: Wrought iron pipe and fittings, Reading Iron Works, Pennsylvania; malleable iron fittings, T. R. McMann & Bro., New York; cast iron pipe and fittings, cast iron sinks, plain and galvanized, plumbers' cast iron ware, I. L. Motl Iron Works, New York; brass goods for water, gas and steam, Joel Hayden Manufacturing Co.; copper bath tubs, etc., C. A. Blewing, Philadelphia; galvanized iron pressure boilers, Hope & Co., New York; steam globe and check valves, Lonkenheimer, Cincinnati, Ohio; plumbers' and gas-fitters' tools, Eaton, Cole & Burnham Co., New York; sanitary water-closets, all makes; plumbers' earthenware, Thos. Maddox & Sons, New York; lead traps, DuBois, Garland, Adee, Bowen & Co.; sheet zinc, German and American.

HENRY C LANGREHR.

Ship Finsmiths, Plumbers, and Life Boat Builders, 25 Market Street.

Henry C. Langrehr & Co., ship tinsmiths and plumbers and marine life boat builders, are located at No. 25 Market Street. The firm was established in 1877 under the name of Bucknam & Langrehr, but the death of Bucknam subsequently caused a dissolution of the copartnership, since which time the firm has been known by the name it now bears. The amount of capital invested in the business is \$15,000, and the annual receipts are \$24,000. Seven men are steadily employed all the year round, and the pay roll aggregates \$120 per week. H. C. Langrehr is also the patentee of the celebrated "Rival" marine and irrigating lift and force pump. Two business wagons are kept continually busy in carrying on the trade, which is mainly on the water front. Henry C. Langrehr, the sole surviving partner of Bucknam & Langrehr, was born in Sierra County, California, in 1856, and was educated in the common schools of San Francisco. He afterward graduated as a mechanical engineer, and in the meantime learned his trade of ship tinsmith and plumber, serving his apprenticeship with Ezra T. Bucknam. Then after laboring for five or six years at his trade, he became the partner of E. T. Bucknam, to whose business interest he eventually succeeded, as has been stated above.

GOODALL, PERKINS & COMPANY.

Shipping Agents, No. 10 Market Street.

The old and popular concern styled Goodall, Perkins & Co., steamship agents, etc., has been in active operation in San Francisco since 1864, and is located at No. 10 Market Street. The members of the firm are Capt. Charles Goodall, George C. Perkins, ex-Governor of California, and Edwin Goodall. The concern has been known successively under the titles of Goodall & Nelson, Goodall, Nelson & Perkins, and Goodall, Perkins & Co., which name it has borne since 1876. Goodall, Perkins & Co. are agents of the Pacific Coast Steamship Co., the Pacific Coast Railway Co., and the Oregon Railway and Navigation Co., and except in the transportation of coal, lumber, etc., do substantially all of the steamship business of the Pacific Coast, from San Diego to Alaska. The Pacific Coast Steamship Co. was organized by Goodall, Perkins & Co., who subsequently sold their interest for a good round sum to the Villard syndicate, continuing to act as agents and receiving also the agency of the Oregon Railway and Navigation Company. Goodall, Perkins & Co. have been engaged since the date of their organization in the supplying of fresh water to shipping. They are also largely interested in the towing business, and are heavy owners in the stock of the Oceanic Steamship Co., the Pacific Steam Whaling Co., and the Arctic Oil Works, etc. The concern of Goodall, Perkins & Co. was the first to enter into the whaling business with steamers, an action which will result, apparently, in the permanent continuance of the industry in San Francisco.

HALL'S SAFE AND LOCK COMPANY.

Fire-Proof Safes, Burglar-Proof Safes, 211 and 213 California Street.

Mr. C. B. Parcels is the San Francisco manager of the celebrated Hall's Safe and Lock Co., of Cincinnati, Ohio. Joseph L. Hall is the founder and President of the company, that was established in 1847 for the manufacture and sale of fire and burglar-proof bank safes, vaults, locks, etc. The costly and commodious factory in Cincinnati is 200 feet in width by 300 feet in depth, and its complicated machinery is driven by three steam engines, each of about 150 horse-power. The company has an invested capital of \$600,000; its employes number nearly 1,000, and its annual business averages \$2,000,000. In response to the advertisement of a so-called expert, interested in selling safes and locks manufactured by competing companies, and who claimed to be able to pick or open any of the best bank locks of the Hall's Safe and Lock Co., President Hall says: "There is not an *instance on record* where one of Hall's Safe and Lock Co.'s Locks, attached to a burglar, or a fire and burglar-proof safe, has ever been *picked*, or a burglar-proof safe *broken open* and robbed of a dollar in money, or any other valuables, up to the present time, which is a record for our locks and safes that is not enjoyed by any other manufacturer in the world. I claim that my locks are beyond the skill of any expert; if they are not, then the sooner I know it the better, not only for the protection of my reputation as the manufacturer of the best locks and safes in the world, but also for the protection and security of all parties buying and using safes. I will put from \$1,000 to \$10,000 behind my locks at any time against an equal amount." It is perhaps superfluous to say that this bold challenge has not been accepted, and the superiority of the manufactures of the Hall's Safe and Lock Co. remains unimpeached. The extensive business carried on by the company lies principally in New York, Chicago, St. Louis, Cincinnati, San Francisco, Louisville, Cleveland and Omaha. The house here is located at Nos. 211 and 213 California Street.

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The A. S. Spence Company.

537

IMPORTERS OF WATCHES, JEWELRY, and DIAMONDS.

537 Clocks, Silver-Plated Ware, Novelties, Etc. 537



THE A. S. SPENCE CO., NO. 537 MARKET STREET (see opposite page).

H. N. COOK.

Leather Belting and Leather Hose, 405 Market Street.

Leather belting, which has always been of paramount importance wherever machinery is used, has attracted especial attention of late years from the unsatisfactory nature of the various substitutes which have entered the lists against it. This is notably true of rubber belting, in which line manufacturers have had to face the very difficult problem of producing it at old prices, with the raw material advanced by actual scarcity from two to three hundred per cent. Adulteration alone could meet this issue, and the result has naturally been that rubber belts have lost favor. H. N. Cook, of 405 Market Street, began to manufacture leather belting so far back as 1862, with a sufficient capital for the requirements of his business. His trade and his capital have since greatly increased with the growth of the city and country. In 1866 the father of Mr. Cook becoming associated with him, the name of the firm was changed to M. M. Cook & Son. Four years later Mr. Cook senior died, and it was altered again to its present title of H. N. Cook. The factory and store now occupied by Mr. Cook on the corner of Market and Fremont Streets are commodious and very eligibly located, while the tannery and other heavy operations are conducted in another establishment, near the city, where ample space and power afford every facility. With a net capital of \$90,000, he employs from 18 to 25 skilled men, and disburses upward of \$1,000 per month in wages. The annual product amounts to \$150,000. During the current year he has constructed some of the largest belts in the world, including a triple leather band, of 50 inches in width and 120 feet in length, for the California Sugar Refinery, and a number of others nearly as large. He also produced a double driver for the California Wire Works of 48 inches in width and 100 feet in length. Leather hose for fire engines is also an important product, and the brand of H. N. Cook is well and favorably known for its strength and durability. Everything connected with his business is of California production, and its growth is the natural result of its harmony with the everlasting principles of political economy.

THE A. S. SPENCE COMPANY.

Wholesale Jewelers, Importers and Dealers in Watches, Clocks, Jewelry, Silver-Plated Ware, etc., 537 Market Street.

It is a matter of history that the jobbing business of San Francisco is virtually concentrated in the hands of old established houses that have grown with the growth of the coast. Year after year has added strength to their existence by a rapid augmentation of capital. Time and uninterrupted possession on their part have created a watch-dog suspicion of all new-comers seeking the patronage of the retail trade. The old merchants, by prior occupation of the field, have learned to look upon strangers as interlopers, no matter what their past record. Their ostentatious declaration that "we can take care of the trade of this coast" has debarred many a man of timid nature from venturing into a field so strongly fortified. Many who did not heed the warning are to-day pleased to occupy subordinate positions with men who, owing to unlimited capital, fought them from the field. There are, however, exceptions, even under these circumstances. A stout heart, business ability, integrity and grit will sometimes win. Such is the case we are about to cite. Mr. A. S. Spence arrived in this city, in the capacity of traveling salesman, in the spring of 1874. The climate being attractive and the people amiable, his reception was unlike that of a stranger in a strange land, and he determined to make San Francisco his home. He was the possessor of a limited capital. What opening was there under such circumstances? Mr Spence measured well the undertaking, counted the odds against him, and the deduction arrived at was a determination to enter the field. He accordingly rented an unpretentious store on Geary Street, and offered for sale a line of sewing machine attachments and other useful inventions. These were added to from time to time as his financial growth permitted. Strict attention to business, a happy disposition, polite treatment of customers, and honesty, told to such an extent as soon to make increased facilities necessary. By the year 1877, the business of the firm had spread to all parts of the coast. Branch stores were established in Sydney and Melbourne, Australia. Sales were also made to the islands of the Pacific and China and Japan. In 1880, the three-story brick building, No. 537 Market Street, was leased. In the same year the present corporation was formed with A. S. Spence as President and General Manager. The capital was increased to \$200,000, and under the *regime* of The A. S. Spence Co. the business continued on its upward course. In January of the present year the firm disposed of its almost innumerable line of notions, toys, and other merchandise, and concentrated its whole time, means and talent to the wholesale jewelry line, including watches, diamonds, clocks, gold and plated jewelry, silverware, etc. Watch movements are made a specialty, as are also gold, silver, and filled watch cases. In roll and plate jewelry the stock shown is large, and comprises the latest designs of all the prominent manufacturers. The firm controls several valuable agencies. Among them is that of the E. Ingraham Clock Co., of Bristol, Conn., established in 1840, and one of the largest clock manufacturing establishments in the United States. The goods are offered jobbers and exporters at

manufacturers' prices. The agency of the productions of Nicholas Muller's Sons is also a valuable one. The output consists of iron clocks and bronzes. The manufactures of Phelps & Bartholomew, of Ansonia, Conn., such as nickel clocks and novelties, are also controlled by The A. S. Spence Co. The Hartford Silver Plate Co. is likewise represented. The goods of the latter concern, although not so wellknown as those of some other makes, are, nevertheless, in quality, the peers of any similar ware in the world. In point of finish, beauty, and newness of design, they eclipse all other makes. The sale of these goods on the Pacific Coast will, without question, become large.

WINCHESTER REPEATING ARMS COMPANY.

Guns, Pistols, Gunpowder, Cartridges, etc., 418 and 420 Market Street.

The first successful magazine repeating rifle was the "Henry," manufactured by the Winchester Repeating Arms Co., of New Haven, Connecticut. The company next introduced many new and valuable improvements in its rifles, and has now, in addition to the old "Henry," some seven rifles, all using central fire ammunition. These guns are manufactured with various modifications, such as round and octagon barrels, plain and set triggers, and plain and fancy stocks, with ordinary and extra heavy barrels. It was also found to be necessary by the company, with these guns, to manufacture the ammunition used in them, and the result was the production of metallic cartridges for use in any gun or pistol. Accordingly, the Winchester Repeating Arms Co. takes the lead to-day in all the goods used for military and sporting purposes. The factory of the company is at New Haven, Connecticut, while stores and stocks are carried for distribution in New York and San Francisco. The store here is located at Nos. 418 and 420 Market Street, and is under the management of Mr. E. B. Rambo. It was established to supply the jobbing trade, and in it may be seen any rifle of the company's make, also all sorts of metallic cartridges with tools for reloading, brass and paper shells for shotguns, primers, wads, caps, etc. The retail trade in these rifles and articles of ammunition is very large, and is carried by many dealers in this city.

THE GOLDEN RULE BAZAAR.

Fancy Goods, Notions, Cutlery, Hats, Caps, etc., 718, 720 and 722 Market Street.

The most extensive fancy goods and toy business in the city is represented by the Golden Rule Bazaar. It was established in March of '71 by Ansley G., Eugene G., and Andrew M. Davis, known as the firm of Davis Brothers. The firm name remains unchanged. The business was originally started at No. 419 Kearny Street, which place is at present run as a branch store. Its headquarters are now at Nos. 718 to 722 Market Street, running through to 21 and 23 Geary Street, covering an area 65x195 feet, with a building four stories high and basement. The firm of Davis Bros., Toklas & Co., Nos. 10 to 16 Sutter Street (the largest wholesale house in its line on the Pacific Coast), is a direct outgrowth of this concern, also that of Cohen, Davis & Co., Portland, Oregon. The start of this concern in 1871 was on a very small scale, the first year's business not aggregating over \$80,000. The progress of the proprietors has been both rapid and remarkable, and it is expected that the gross sales this year will reach \$1,500,000. In the outset Davis Brothers employed no clerks; their roll now runs from 250 to 600 employees at various seasons of the year (collectively speaking), and their pay-roll averages from \$5,000 to \$15,000 per month. In the basement of their building they employ steam power for the purpose of manufacturing picture-frames, California wood canes, and cabinet ware. They are also largely interested in other manufacturing interests in this city and elsewhere. This firm is regarded as one of the most substantial and enterprising on the Pacific Coast; its trade extends throughout all the far west States and Territories, and its future seems well assured.

DODGE, SWEENEY & COMPANY.

Wholesale Dealers in Groceries, Provisions, etc., 114 and 116 Market Street and 11 and 13 California Street.

Food is essential to life. The brothers L. C. and H. L. Dodge, in 1855, foreseeing a large and rapid increase in the population of San Francisco, established here a wholesale provision and commission house, under the firm name of L. C. Dodge & Co. Since that time the business has experienced several changes, and the house has been known successively under the titles of Dodge Brothers, Dodge & Shaw, Dodge Brothers & Co., Dodge & Sroufe, and Sroufe, Sweeney & Co. In 1875 the title was changed to Dodge, Sweeney & Co., the one which it bears to-day. The names of the present copartners are H. L. Dodge, L. H. Sweeney, J. E. Ruggles, and F. W. Van Sicklen. The store is located at Nos. 114 and 116 Market and 11 and 13 California Street, in a three-story brick building and basement about 35 feet in width by 140 feet in depth, and extending from Market to California Street. Mr. Dodge came to California in 1849 from Vermont; Mr. Sweeney is a native of Canada, and has resided in the State since 1862; Mr. Ruggles came here in 1850 from Massachusetts; and Mr. Van Sicklen

is from Vermont, but since 1875 has been a resident of California. They are all intelligent, active, and successful business men, who, have never failed, and who, during a mercantile career of twenty-five years, have made but one change in location, and are now doing a reasonable share of the business in their line. About 15 regular employees are carried on the payroll of the house, that has an ample capital, and does a large and increasing trade in California, Oregon, Nevada, Arizona Territory, Washington Territory, British Columbia, Sandwich Islands, Tahiti, China, and Japan. The sale of Libby, McNeill & Libby's canned meats, and H. M. Dupree's Chicago hams, is a specialty with Dodge, Sweeney & Co.

KAHN BROS. & CO.

Foreign Dry Goods, Fancy Goods, Silks, Velvets, and Linens, 25 and 27 Battery Street.

The well-known house of Kahn Bros. & Co., Nos. 25 and 27 Battery Street, was founded in 1879 by Messrs. Jules Kahn and Henry Kahn, of San Francisco, and Charles Kahn, Adolph Gombrich, and Alfred Gombrich, of Paris, France. The line of trade embraces everything pertaining to a foreign dry-goods importing business, but the particular specialties of the establishment are dress goods, silks, velvets, and linen goods. The stocks carried are at all times large and well assorted, and complete in all the latest styles and grades. The fancy goods department, which is one of the main features of the trade of this house, is unsurpassed in extent and variety, and represents, as do all the other lines of goods handled, the products of the most noted and reliable manufacturers of France, England, and Germany. Besides the dress and fancy goods mentioned, Messrs. Kahn Bros. & Co. deal in cashmeres, cloakings, shawls, linens, silks, velvets, plushes, velveteens, ribbons, curtains, etc., the choicest productions of the best houses in Paris, Lyons, Roubaix, St. Etienne, Glasgow and Belfast. The firm is sole agent for the warranted "M. & C." double-warp satin finish cashmeres, the most celebrated article of the kind made. The trade extends throughout the entire region dependent upon San Francisco. The city jobbers and retailers depend in a great measure upon this firm for all of their finer goods. This house has an important branch in Paris at the corner of Boulevard and Rue St. Denis, where it does a large wholesale silk business, and has purchasing offices in all of the principal manufacturing cities of Europe. The members of the firm who reside in Europe never tire in their energetic efforts to do better and better, and to the good taste of their selections is due the wonderful success of this house. It is a well-known fact that it will not handle any loaded or shoddy goods.

WRIGHT & SANDERS.

Architects, Union Insurance Building, 418 California Street.

It is with considerable gratification that a sketch of Wright & Sanders, architects, No. 418 California Street, is embodied in "The Industries of San Francisco." Although the firm is not engaged in the more active business of producing, or in any of the numerous branches of trade herein noticed, yet it represents interests identical with the growth and present condition of San Francisco. The business was begun in 1866 by John Wright and George H. Sanders, both of whom are practically skilled in the details of their profession, and who have the genius to plan and the determination to execute. Twenty years ago the city presented a sorry appearance, the superb sites for buildings in the higher streets and commanding hills being covered with uncouth structures, better fitted for the abode of pioneers on the plains than for residences or places of business for denizens of a metropolis. Realizing the architectural needs and possibilities of the surroundings, Messrs. Wright & Sanders devoted themselves to elevating the building tastes of the people, and the hundreds of magnificent structures now to be seen in all parts of San Francisco are a striking proof of their success. Wright & Sanders may be said to be the projectors and promoters of the present graceful style of building, perfectly adapted to the climate and surroundings of our city, and so striking that any improvement would seem to be impossible. Among hundreds of specimens of the architectural genius of these gentlemen may be named the Hopkins palace, on the summit of California Street, and the massive Eagle Block, corner of Pine and Davis Streets. The new Odd Fellows' Building, now in process of construction at the corner of Market and Seventh Streets, is another of their designs, which was accepted against the competition of the most celebrated architects of the country. In the practical part of their profession, Wright & Sanders have a wide reputation. They have originated several systems of drainage for buildings, etc., which are in almost universal use.

GOODYEAR RUBBER COMPANY.

Importer and Manufacturer of Rubber Goods, 577 and 579 Market Street.

The Goodyear Rubber Company (R. H. Pease, Jr., and S. M. Runyon, San Francisco, Agents, Nos. 577 and 579 Market Street) represents an important range of industries, dealing in and manufacturing rubber goods of all descriptions, and during the many years this company has been in operation it has aimed at the making of the most superior articles, and has kept

even with the age in introducing all the novelties in the production of rubber goods for use in art, science, and manufactures. The head office of the company, representing the main factories, is at No. 487 Broadway, New York City, and there are two other branch houses and depots in the same place, No. 362 Broadway, and No. 57 Maiden Lane. The company is also represented in Boston, Chicago, Milwaukee, Buffalo, Montreal, and St. Louis. The San Francisco establishment is one of the largest of the company, and is an immense concern in itself. It has all the machinery and plant necessary to make most of the goods dealt in, and is one of the large producing works of the city, employing a number of persons in the various departments. The building is 30x150 feet, four stories high, with a basement. The ground floor is used as a salesroom, and the second story as a sample-room—the upper stories being devoted to the manufacturing department. In this latter department all kinds of rubber goods are made to order, special attention being paid to rapid and good work. This is the oldest rubber goods house on the coast, and the first to make rubber goods, having been founded in San Francisco in 1864. No inferior goods are made or handled, the cheapest articles receiving the same care and attention as the more costly. This superiority has given the San Francisco house an excellent reputation, and made its productions the choice of the trade. Messrs. Pease and Kunyon are practical men, who put their hearts into their business and guard the reputation of their establishment with jealous devotion. The business here is enormous, the Pacific Coast trade alone being of gigantic proportions, and the foreign sales hardly less in volume. The crack-proof pure gum boots made by the Union India Rubber Company, are sold exclusively by the Goodyear Rubber Company, and are the best and most durable rubber boots manufactured. The company carries the largest stock of rubber boots and shoes in the world, and the stock of rubber clothing, belting, packing, hose, druggist's rubber goods, is the most complete of any in the United States. Samples and prices of any style of rubber goods, furnished on application.

J. GUNDLACH & COMPANY.

Growers of Grapes and Makers of Fine California Wines and Brandies—Wine Vaults corner Market and Second Streets.

The wine producing interest is one of the most extensive, and promises to be the greatest, in the State of California. Millions of dollars are invested in the business, and thousands of people find steady and remunerative employment in its various branches, while an indefinite number are indirectly interested in this growing industry; with reference to this wine interest, it can be emphatically stated that nowhere in the world is the standard of excellence and purity of the wine product more closely adhered to than by the vintners of California. Included among the most prominent wine merchants of this city, J. Gundlach & Co., proprietors of the celebrated vineyard "Rhinefarm," in Sonoma Valley, stand in the very first rank; and, owing to its superior wines and reputable standing in the community, the firm may justly be considered a representative house in the great commercial circles of the town. The firm originated in the year 1860, and was founded by Jacob Gundlach. In 1875 his son-in-law, Charles Bundsohn, was associated with the house, and the firm established under its present name. It has since gone on increasing its business, and doing its share in establishing the reputation California wines and brandies bear in the East and abroad. Gundlach & Co. from the first took the stand that the wines of California had merit, and determined that the merit of the wines of their vineyards, at least, should be recognized, and to promote that laudable aim they made and dealt in no vintages that were not of superior excellence. This praiseworthy course has been crowned with gratifying success, and now the brands of the firm on native California wines are accepted by the consumer as a positive indorsement of a first-class article. The vineyard, "Rhinefarm," near Sonoma, was planted in 1856, and is one of the most extensive in the State, as it certainly is one of the best. The firm occupies six different cellars in San Francisco, and the main depot and wine vaults are at the southeast corner of Second and Market Streets, where immense quantities of wines and brandies are kept. The bulk of the trade of the house is at the East, where the *connoisseurs* consume all that is sent. The home trade, however, is also very extensive, the good judges of wine and brandy giving the same preference to Gundlach & Co.'s brands as their more distant brethren. J. Gundlach and Chas. Bundsohn are men of high standing and spotless integrity, who are thorough masters of their business.

ARMES & DALLAM.

Manufacturers of Woodenware, Brooms, etc., 230 and 232 Front Street.

The first broom-corn ever planted in California was raised by C. W. and G. W. Armes, who formed a co-partnership in 1852, and are the pioneer broom manufacturers of this State. In 1855 they removed their broom factory to San Francisco, locating on the southeast corner of Market and Main Streets, in a frame structure built upon piles, whence the refuse material could be carried away by the ebb and flow of the tide. Four years later (1859), R. B. Dallam was admitted as a partner, and the style of the firm was changed to Armes & Dallam. The wooden and willow ware establishment of Hawxhurst & Son, then located at Nos. 217 and 219 Sacramento Street, was purchased by Armes & Dallam, who then carried on a general mercan-

tile business in that line, in conjunction with the manufactory. In 1861 a third interest was purchased in the wooden ware factory of Parrish & Company, and a year or two later the remaining two-thirds. The manufacture of pails, tubs, wash-boards, churns, and general wooden ware was continued by Armes & Dallam until last December, when they sold their factory to the Coos Bay Stave & Lumber Company. During the quarter of a century that they were manufacturing, from twenty-five to seventy-five men were regularly employed by Armes & Dallam, and goods of the aggregate value of from \$12,000,000 to \$15,000,000 were produced. C. W. Armes retired in 1879, and G. W. Armes and R. B. Dallam are the present principals in the firm, and do business at Nos. 230 and 232 Front, and at 223 and 225 Sacramento Street. The trade of Armes & Dallam reaches all of the States and Territories west of the Rocky Mountains, British Columbia, Alaska, Mexico, the Sandwich Islands, the South Sea Islands, and Australia. All varieties of wooden and willow ware, twines, brushes, baskets, and all the general house-furnishing goods to be found in the heaviest establishments in their line are included in the stock.

CARLSON & CURRIER.

Manufacturers of California Sewing and Knitting Silks, etc., 585 Market Street.



CARLSON & CURRIER, 585 MARKET STREET.

Edward Carlson and J. P. Currier compose the firm of Carlson & Currier, silk manufacturers. The office and salesroom is located at No. 585 Market Street, and the factory is on the corner of Stevenson and Ecker Streets. Edward Carlson, the senior partner, is 50 years of age, married, a native of Hamburg, Germany, and has resided in California since 1857. Before he went into business he held different places of trust, being for a number of years Chief Clerk in the United States Quartermaster's Department, and for one term the Deputy State Treasurer of California. In 1875 he entered into the silk business. J. P. Currier is also married, 33 years old, a native of New Hampshire, and has been connected with the present house since the date of his arrival in California, in January, 1876. Prior to that time he was with Belding Brothers & Co., of Chicago. Carlson & Currier at first sold the silks made by Belding Bros. & Co. in the East, but the growing demand for their goods on this coast soon induced them to manufacture here, and when in June, 1882, the California Silk Company

lost its mill by fire, Carlson & Currier purchased the stock, trademarks, etc., and enlarged the factory by adding the best machinery obtainable. Being a branch of Belding Bros. & Co., they have a right to use all of their patents, and are now manufacturing all the brands of spool, skein, embroidery, and knitting silk, for which the patent house of Belding Bros. & Co. is so favorably known to the trade. The demand for the goods of Carlson & Currier extends over California, Oregon, Washington Territory, Mexico, Utah, the Sandwich Islands and Australia. They give employment to about 50 hands, with a pay-roll amounting to over \$1,500 per month, and manufacture and sell over \$200,000 worth of silk goods per annum.

WOODWORTH, SCHELL & COMPANY.

Piano Fortes, Church and School Organs, 101 Stockton Street, and 100 O'Farrell Street.

Woodworth, Schell & Co., importers and dealers in piano-fortes, church and school organs, No. 101 Stockton Street, and No. 100 O'Farrell Street, is a firm that has attained a proud position in its line of trade. The house was founded in 1852, and from the first made a specialty of the piano and organ; and by confining the business to that particular branch, and keeping only the best, has been enabled to maintain an enviable reputation as an establishment where could be procured a superior instrument for a minimum price. Mr. J. B. Curtis is the

manager of the establishment, to whose efficient superintendence the house owes much of its enviable standing in the community. The firm is the agent of the celebrated Henry F. Miller pianos, made in Boston, Massachusetts; the Grovesteen & Fuller pianos, made in New York City, a famous instrument; and the well-known organs of Taylor & Farley, manufactured in Worcester, Massachusetts. The firm is also agent for the justly celebrated Hemme & Long piano—a home-manufactured instrument, that has built up and sustained a reputation as a first-class upright piano, against the instruments of the noted Eastern and European factories. The upright piano made by Messrs. Hemme & Long is now firmly established in the opinion of the public, as it has proved itself to be superior in all respects, years' experience proving that fact beyond dispute, with the great merit of being much cheaper than the more pretentious grand piano and other styles. Messrs. Hemme & Long devoted much time, considerable money, and a great deal of study, to instruments upon which depends their good name, and finally succeeded in producing a piano that is inferior to no other, and is superior to most makes. These instruments are sold at from \$50.00 to \$150 less than is asked for any first-class piano of the same capacity imported from the East; and for fine finish, durability, and excellence of tone, cannot be excelled. The factory is located at the corner of Clay and Polk Streets. This establishment is complete in every detail and appliance, and a sufficient number of superior artisans are engaged to turn out a finished piano every working day in the year. The factory was started in 1874, and after a struggle that only the promoters of an industry which comes into competition with cheap foreign products can understand, the establishment has taken a firm root and a position among the great manufactories of the coast. Messrs. Woodworth, Schell & Co. guarantee these, as well as every organ and piano they sell, for five years. The firm has a large trade in the city and country, and is also a large exporter.

Bothin Manufacturing Co.
 MANUFACTURERS OF
BAKING POWDERS.
COFFEE & SPICES
 17 & 19 MAIN ST.
 FLAVORING EXTRACTS &c.

The Bothin Manufacturing Co., an incorporation of which H. E. Bothin is president and principal stockholder, was established in September, 1883. Its extensive premises are situated at Nos. 17 and 19 Main Street, the works occupying two floors, each having an area of 46x137½ feet. Although the company has been in existence but a short period, its productions have already a high standard in the markets of not only the Pacific Slope, but have met with approbation from the buyers of British Columbia, Sandwich Islands, and far-off Australia. The specialties which this company manufacture are baking powders, flavoring extracts, and spices. The trade mark of the Giant brand is already well known. This brand is only put on goods that are strictly pure, of full weight and of full measure. In connection with the above specialties the company manufactures coffees of all descriptions, both roasted and ground, flavoring sirups, cordials, perfumery, and various other articles that come under the head of grocers' sundries. The laboratory for the manufacture of flavoring extracts and baking powders is under the supervision of thoroughly experienced chemists. The Bothin Manufacturing Co. has already established a branch house at Sacramento, which will take charge of the Northern California and Nevada trade. The machinery used in both the San Francisco and Sacramento houses is of the same type as that used in the most extensive factories of a similar nature in the Eastern cities, and the rapidity with which the goods manufactured by this company are gaining favor make it one of the leading manufactories of its kind on the coast.

WOODWARD & BEACH.

Real Estate and General Auctioneers, 10 Montgomery Street.

The rapid growth of San Francisco and the increased demand for real estate, both city and country, have caused a demand for a reliable agency where buyer and seller may be brought together. Messrs. Woodward & Beach have seized this opportunity, and opened an office at No. 10 Montgomery Street, and established agencies in every part of the State. The members of the firm are C. W. Beach and E. W. Woodward. Mr. Beach has a very large business connection with the capitalists, real estate owners, and builders of San Francisco, and supervises the city business. Mr. Woodward has been long and favorably known in connection with real estate in Oakland, Napa Valley, and other parts of the State, and is a practical fruit-grower and vinticulturist, and wherever he has operated he has by his energy and business tact developed the resources of the country, and given a new impetus to business. He is always happy to impart his varied information to parties desiring to purchase country property. The firm has spared no expense in fitting its offices so as to secure everything needful for giving full information in regard to lands, either in the city or throughout the State, having a complete set of block-books of the city and county, maps, and topographical charts of every part of the State, and all obtainable data in regard to productions, climate, and soil. It has regular auction sales of real estate, in addition to doing a general auction business.

WELLMAN, PECK & COMPANY.

Wholesale Grocers, and Dealers in Tobacco and Cigars, 126, 128, 130, 132 Market Street, and 23 and 25 California Street.

The great and well-known wholesale grocery house of Wellman, Peck & Co., Nos. 126-132 Market Street, and Nos. 23 and 25 California Street, was established in 1849 under poor conditions, in the simple and unpretentious style of those pioneer days, by Mr. B. Wellman. This gentleman continued the business until 1861, adding each year to his capital and influence, when he purchased the business of Verplank & McMullen, then an active firm in the trade, the name of the house being changed to Verplank, Wellman & Co. In the following year (1862), Mr. Peck bought the interest of Mr. Verplank, and in 1868 Mr. T. L. Barker, formerly of Booth & Co., Sacramento, secured an interest in the house, the style being then Wellman, Peck & Co. Mr. Barker continued to belong to it until 1880, when he disposed of his interest to Mrs. Jane E. Peck, the widow of Mr. Peck. This lady and Mr. B. Wellman are now the sole proprietors. Such is a brief sketch of one of the controlling houses of the immense wholesale grocery trade of San Francisco. No account can here be given of the struggles for success during all these years, against experienced and active opponents; but suffice it to say that the commanding position now occupied by the house, proves that its affairs were managed with the soundest judgment. The changes in location have been as numerous as the alterations in the firm style. The first location was on Kearny Street, next Front Street, and then the fine building now occupied. These large and convenient premises were fitted expressly for the use of Wellman, Peck & Co., and in all appointments are very complete, and well adapted to the use of a house having to carry such immense stocks of goods. Twenty persons are employed, at a total monthly outlay of \$2,500. The firm has the most ample capital, and does a business approaching two million dollars a year. This gigantic trade is scattered far and wide, embracing the entire Pacific Coast, city and country, town and mining camp, the Sandwich, and the South Sea Islands, Mexico, Central America, and British Columbia. A house doing such a business must not only keep abreast, but a little ahead of the times, and there is no novelty in the way of grocers' goods, staple, or fancy, that Messrs. Wellman, Peck & Co. do not add to their stock. All kinds of wares in this line are dealt in, and there is no article known or needed by the trade that cannot be selected from this store. Everything is of the best—the firm being too proud of its well-earned reputation to jeopardize it by trading in inferior articles.



The organization of the Pacific Business College was effected in 1864, and it now points with pride to its honorable record of a score of years, during which time it has given instruction to thousands of persons of both sexes, enabling them honorably and profitably to take their part in the struggle of life. It was the first institution on the Pacific Coast that gave pupils a thorough business training. Under the management of Messrs. W. E. Chamberlain and F. A. Robinson, the college has been in a more flourishing condition than under any previous managers. These gentlemen have the widest experience, and

Messrs. W. E. Chamberlain and F. A. Robinson, the college has been in a more flourishing condition than under any previous managers. These gentlemen have the widest experience, and

a thorough understanding of business methods; and students graduating from the Pacific Business College have a complete knowledge of the studies pursued. The course of instruction embraces not only the theoretical, but a full corps of able and experienced teachers instruct pupils in the practical details of all branches of business. The diplomas of the college are recognized everywhere as conclusive evidence of proficiency, and are the best possible recommendations for persons desiring positions in mercantile life. The branches taught are business penmanship, commercial arithmetic, analysis and classification of accounts, forms and uses of business paper, double and single entry book-keeping. The instruction in book-keeping is given in all the various forms of that science, wholesale and retail, commission, banking, farming, manufacturing, etc., and illustrated practically by work performed individually by the student. Business correspondence, the laws of business, political economy, and commercial ethics, customs and usages, are also taught in this connection. To carry out the practical idea of instruction for which this institution is noted, there are miniature banks, business houses, exchange boards, etc., in full operation, where all the details of the different kinds of business are carried on exactly as in the trading world. The college issues a very readable and interesting paper monthly, which gives all necessary information as to terms, length of time required for the several courses of instruction, etc. The college is located at No. 320 Post Street, and has a large number of pupils, from the youth to the middle-aged. The managers, Messrs. Chamberlain and Robinson, are assisted by a number of competent instructors. The college halls having been built expressly for the Pacific Commercial College, and are the most commodious occupied by any institution of learning on this coast. The location is one of the most healthful and most beautiful in the city.

HUTCHINSON & MANN.

Insurance Agency—322 and 324 California Street, and 302 and 304 Sansome Street.

There are several very prominent insurance agencies in this city, but none of them occupies a higher position than does the agency of Hutchinson & Mann, northeast corner of California and Sansome Streets. It represents several of the largest fire and marine insurance companies in the world, and the cash assets of the companies for which Messrs. Hutchinson & Mann are agents, aggregate the enormous sum of \$22,248,808. This agency was established in 1872 by Hutchinson, Mann & Smith, but in 1876 the style was changed to the present name. The agency does an immense business, twenty-four clerks being employed to attend to the details. The entire Pacific Coast is controlled by the firm in the interests of the companies it so ably represents. During the thirteen years the agency has been in business it has paid hundreds of losses, amounting to millions of dollars, with a minimum of resisted claims. These losses are paid with all reasonable promptness. Hutchinson & Mann represent nine companies, all first-class in every respect: They are the Agricultural Insurance Company of New York, assets \$1,521,630; Fire Insurance Association of London, assets \$1,353,882; Girard Fire Insurance Company of Philadelphia, assets \$1,208,645; New Orleans Insurance Association, assets \$511,227; St. Paul Fire and Marine Insurance Company, assets \$1,048,673; Teutonia Insurance Company of New Orleans, assets \$418,045; London and Provincial Marine Insurance Company of London, assets \$6,278,362; La Fonciere Marine Insurance Company of Paris, assets \$2,090,408. With this aggregation of assets the agency is enabled to assume risks of any magnitude, and it does an annual fire business much larger than that of any other house, in the same line, on the coast. By numerous sub-agencies the house here has secured business in every county of all the States and Territories west of the Rocky Mountains, and insurers have learned that their interests are safe in the hands of Hutchinson & Mann. A large line of marine risks is also taken, and the same liberal conduct characterizes the business of this department as in the fire branch of the house. Gen. C. I. Hutchinson and Mr. H. R. Mann compose the firm. These gentlemen are authorities in the insurance business, and none stand higher among business men of all classes and in the community.

THE T. M. ANTISELL PIANO COMPANY.

Importers and Manufacturers of Pianos—Dealers in Organs, Sheet Music, etc.—Nos. 24 and 26 Ellis Street, Junction Market, Stockton and Ellis.

The T. M. Antisell Piano Company, importer and dealer in pianos, organs, sheet music, and musical merchandise, and manufacturer of the Antisell grand, square, and upright pianos, and Antisell organs, is one of the noted institutions of San Francisco. It is a leading house in the trade, which it has done so much to foster and advance. The manufactory and salesrooms, Nos. 24 and 26 Ellis Street, are comprised in a large five-story building, 50 feet front by 137½ feet deep, adapted expressly to the purposes of the company, and are supplied with the most approved machinery and appliances for successfully conducting the making of piano-fortes and organs. Included in this extensive plant are forty specially constructed machines, many of which have no duplicates in any other factory. A 100 horse-power engine

drives these works. One hundred of the best workmen in the trade are steadily employed. There is no better equipped or more extensive establishment of the kind on the Pacific Coast. Three pianos are turned out ready for sale every working day, and in a rush of business this number can easily be doubled. Each of the Antisell pianos has all the improvements of the best factories of the East and Europe, together with attachments of approved excellence, introduced by the company. These instruments are, accordingly, of superior quality, and are guaranteed for ten years. The pianos are sold at figures that save from \$150 to \$210 on each, the purchaser saving dealers' and shippers' profits by buying of a home manufacturer. The company also acts as the agent of Standard, Hayden, Jay Nichol & Co., Schomacher, Hallett & Cumston, Behning & Son, and New England Piano Co.'s pianos, and the Blakesly Organ Company, these instruments of various sizes and prices being kept in large stock. The Antisell Company possesses an ingenious process by which it lithographs sheet music elegantly and cheaply, and sells it at five cents a copy, or mails it for six cents. This music is not cheap printed stuff, but a handsomely illustrated lithographed sheet.

THOMAS DAY & COMPANY.

Artistic Gas Fixtures and Lamps—Plumbers' Supplies, etc., 122 and 124 Sutter Street, opposite Lick House.

—Success to a very large extent, in any branch of business, depends upon intelligent direction, which involves a thorough practical knowledge of every detail. This is particularly true of the business of plumbing and gas-fitting, in which the firm of Thomas Day & Co., Nos. 122 and 124 Sutter Street, is so prominently and extensively engaged. The prosperity which has come to this establishment, and the place it occupies in the manufacturing circles of the city, are proofs of the possession of the qualities needed in the prosecution of any successful enterprise. It was founded in 1852 by Thomas Day, and was carried on with reputation and profit under his direction until 1882, when Frank J. Symms and Vanderlynn Stow, who now comprise the firm, purchased the business. These gentlemen unite business capacity to a practical experience, and under their care the house has taken a long step forward, and it may be said that the concern now controls, or at least is one of the directors of this branch of trade. It manufactures and deals in artistic gas fixtures and lamps, fine clocks, bronzes, ornaments, bric-a-brac and plumbing supplies, its goods enjoying a reputation for elegance and usefulness possessed by few houses in the entire country. There is nothing in the lines the house deals in that cannot be found in the Sutter Street store. This store is the largest in the city devoted to this kind of trade. It is 50 feet front by 120 feet deep. The goods are skillfully arranged and tastefully displayed, and a visit to it is one of the sights of the town. In connection with the establishment is a large factory on Stevenson Street, where manufacturing is carried on extensively. Seventy-five persons are employed in this department, and in the plumbing and gas-fitting, aided by the latest improved machines. To these branches of business the house pays the strictest attention. Its work is first-class, and few of the large buildings of the city are completed without Thomas Day & Co.'s work in these necessary particulars. The firm is prepared at all times, and at the shortest notice, to undertake jobs of any magnitude for the products of its manufactory. Goods from this house are exported to all the towns on the coast, which, in addition to the city trade, make the business assume colossal proportions.

P. LIESENFELD.

Billiard Table Manufacturer, 945 Folsom Street, near Sixth.



It is not a rash assertion to state that no establishment has done more to extend the fame of San Francisco as a manufacturing center than that of Mr. P. Liesenfeld, billiard table manu-

facturer, No. 945 Folsom Street, and that no local house is better or more extensively known throughout the territory west of the Rocky Mountains. It is nearly thirty years since he established himself in this city, devoting his energies and time to his particular line of industry; and by furnishing the very best articles, with a determination to excel, he has developed his establishment into its present fine proportions, which, in extent, is far ahead of any of its kind on the coast. The factory and office, three stories in height, are located as stated above, and have a frontage of 25 feet by 165 feet in depth. The entire establishment is fitted in the most convenient manner. The manufacturing department is equipped with all the necessary machinery for a business of this character, which is continually added to as the requirements of an increasing trade demand. A number of capable workmen are employed, to whom the highest wages are paid, the products of the house absolutely demanding the most skilled labor that can be obtained. The billiard tables of this house are classed as the best sold on the coast, for their accuracy, finish, and quality. Professionals and amateurs alike prefer them to all others, the former always stipulating for a Liesenfeld standard table when they play matches. These tables are furnished with the imperial cushions (the latest and most approved patent), for which Mr. Liesenfeld is the sole agent on the Pacific Coast, and which received, over all competitors, the gold medal in the Industrial Exhibition of 1882 and 1883. Mr. Liesenfeld has received thirteen first-class medals at different Mechanics' Fairs, including one at the World's Fair, in Chili, in 1875, in preference to all other exhibitors, American and foreign, and the first premium at the Sydney, Australia, International Exhibition, in 1878. He also received the first medal in 1859, and secured the gold medal of the California State Agricultural Society for the superiority of his tables over all contestants. The factory is the sole manufacturer of Rudolph's new patent pool, and is its only agent on the coast. The patent has become so popular that unscrupulous persons have imitated and are selling it.

THE GRANGERS' BANK OF CALIFORNIA.

Northwest corner California and Battery Streets.

The Grangers' Bank of California, corner of California and Battery Streets, is one of the most substantial moneyed institutions of the city. With an authorized capital of \$1,000,000, with \$531,200 paid up, and a large reserve fund, it is among the strong banks of the State. It is noted for the sound and conservative principles upon which business is conducted. The bank was founded in 1874, and was intended to be what its name indicates, a farmer's bank, and, though conservative, it has been and still is, liberal in its dealings with agriculturists, extending them substantial aid and support, and encouraging enterprises for the benefit of that class of producers. The bank has had a direct influence upon other moneyed institutions also, making them deal with agriculturists in a more liberal spirit than was the custom before the Grangers' Bank became so prominent, and in this way it has been of incalculable benefit to the farmers of the State. The officers of the bank are: A. D. Logan, President; I. C. Steele, Vice-President; Albert Montpellier, Cashier and Manager; and Frank McMullen, Secretary. Directors: A. D. Logan, of Colusa County; J. H. Gardiner, Solano; T. E. Tynan, Stanislaus; Uriah Wood, Santa Clara; J. C. Meryfield, Solano; H. M. Larue, Yolo; I. C. Steele, San Mateo; Thos. McConnell, Sacramento; C. J. Cressey, Merced; Seneca Ewer, Napa; E. J. Lewelling, Napa. This list embraces many of the best-known agriculturists of the State, gentlemen of acknowledged prominence for their business qualifications and high character. Each is a representative man, and commands the entire confidence of the community from which he came. The character and connections of these gentlemen give the bank an assured position and influence in the State. A particular feature of the business of the institution is that of loaning money on wheat and other country produce, upon the lowest reasonable terms. The bank opens current accounts in the usual way; makes collections throughout the country promptly, and remits as directed; receives deposits, and gives certificates of deposit, payable on demand; draws bills of exchange on the Atlantic States, buys and sells the same, and does a general banking business.

THE NEW YORK UNDERWRITERS' AGENCY.

Insurance Agency, No. 209 Sansome Street.

The New York Underwriters' Agency, Mr. Cesar Bertheau, Manager, No. 209 Sansome Street, is one of the oldest, most important, and reliable agencies on the Pacific Coast. The Hanover, and Citizens' Fire Insurance Companies are the institutions represented, and both have the reputation of being the most prudently managed of any in the United States. They are equally well known for careful selection of risks and wise investment of surplus funds. The reputation these companies have gained for liberal dealings with policy holders is a powerful incentive to a large and increasing patronage. The local agency, under the management of Mr. Bertheau, is one of the largest these companies have, and the amount of business done by him is second to that of no other agency of an American company in San

Francisco. He carries out the policy of the companies he so ably represents in making^{as} little trouble and delay as possible in the settlement of claims as is consistent with justice to the interests of all concerned. To this may be attributed the popularity and prosperity of the agency. These companies do a fire insurance business exclusively, and are prepared to take risks in that line in large or small amounts where a wise judgment approves. The city agency numbers among its insured a large number of prominent business men, who always investigate before patronizing, and who recognize in the Hanover, and Citizens' elements of stability that are attractive features to those who wish to insure in safe and reliable companies. A feature in this business is the rule of each of the companies to re-insure—the Hanover carrying two-thirds and the Citizens' one-third of the amounts insured under their joint policies. These united companies represent a cash capital of \$1,300,000, with a reserve for re-insurance of \$996,004, and a reserve for losses under adjustment and all other liabilities of \$297,982, which, together with a net surplus of \$1,195,808, make the total assets \$3,699,794. The sole management of the coast affairs of these companies is in the hands of Mr. Bertheau, who is well and favorably known. He is thoroughly informed in underwriting matters, and the success of this office is mainly due to his energy and business qualifications.

A. CRAWFORD & COMPANY.

Ship Chandlers—Shipping and Commission Merchants, 27 Market Street.

A. Crawford & Co., ship chandlers and shipping merchants, form one of the city houses that have a name for enterprise, known throughout the Union and in foreign lands. It is a representative house in San Francisco, where its commanding position in the trade and its abundant resources have placed it at the head of all establishments of the kind. The house was founded in 1853 by Mr. A. Crawford as a sail-making establishment, and under his wise management has grown to the present mammoth dimensions. In the prosperous years which have elapsed since its start, the house has dropped the sail-making branch of its business, and now deals in the various lines of ship chandlery only, and builds, equips, and owns sea-going vessels. Its office and stores are located at No. 27 Market Street, near the water front, where it has ample facilities for the transaction of business. The trade of A. Crawford & Co. is almost exclusively wholesale, but a jobbing business is carried on with the smaller houses of the city. The exports of the house are sent to every seaport on the western shores of the American continent, and to China, Japan, and elsewhere. The goods are all first-class, made for the house with especial reference to strength and utility, and are standard articles wherever sent. Mr. Crawford was among the first merchants of San Francisco to realize the opportunities the situation of the city gave it as a commercial center for controlling the trade of the Pacific islands. Acting under this belief, he established a line of vessels between here and the South Sea Islands, notably with the Society and Navigator groups, with numerous adventures to other ports of the southern and northern oceans. The main line of packets plies between San Francisco and Tahiti, but there are branch lines thence to adjacent islands, and there is a large fleet of vessels of various sizes and descriptions engaged in this trade. This part of the firm's business has grown to be one of the features of the commerce of the port, and there are few weeks in the year in which the arrivals and departures of its vessels are not chronicled. The house carries large freights on its own bottoms, but does a shipping and forwarding business generally, and having complete shipping facilities, consignments, at a minimum expense, are received and forwarded. The house is a large employer of labor, a number of men being employed in its ship chandlery shops, etc., the firm not caring to trust its well-earned reputation for particular articles to importations. The house is a large importer of goods made expressly to suit the demands of the Pacific Coast and the Pacific Island trade.

FECHHEIMER, GOODKIND & COMPANY.

Men's and Youth's Clothing, 16 and 18 Sansome Street, San Francisco; 746, 748 and 750 Broadway, New York.

In the preparation of a volume like "The Industries of San Francisco," from the contents of which an estimate may be formed of the standing and importance of the leading business establishments of this city, notice has necessarily been taken of every reputable branch of trade and manufactures. The prominent representative houses only have been selected for comment. It is with gratification that the subject of this sketch, the firm of Fechheimer, Goodkind & Co., wholesale importers and dealers in men's and youth's clothing, Nos. 16 and 18 Sansome Street also, 746-750 Broadway, New York, is added to the large number of kindred houses included in the work. The magnitude of this house, the system and economy of its operations and management, as well as the standing and prominence of its proprietors together with the extent and weight of its transactions, combine to place this house among the foremost mercantile establishments of this city, and make it a most important factor in the commercial progress of the place. The house was founded in 1862 by Messrs. Martin S. Fechheimer and H. Goodkind, both residents now of New York City, and Mr. H. Kronthal, of this city. The San Francisco

house is under the management of Messrs. H. Kronthal, Charles Fishel, and Charles E. Adler. All these gentlemen are well known in the communities where they reside and do business, as among the progressive men, eminently qualified by knowledge and experience to conduct the large house they so well represent. The firm deals exclusively in men's and youth's clothing, which is made for it by the best manufacturers in America, under the direction of the New York house, and is of the latest styles and the best selected materials. The house cannot be undersold by any in the city, and few other houses can satisfy customers at the same rates at which Fehheimer, Goodkind & Co. can sell. The firm has advantageous facilities for procuring and transporting goods. The trade of the house is drawn from up and down the coast from Alaska to Mexico, and goes into the interior to Utah, Idaho, and Arizona, and there are not many towns in California and Nevada where clothing from this establishment cannot be found. The New York house is at 746-750 Broadway, and occupies the same relatively important position in that great metropolis that the home house does in this city.

S. & G. GUMP.

Manufacturers and Importers of Mirrors, Mouldings, Pictures, Frames, etc., 581 and 583 Market Street, near Second.

Messrs. S. & G. Gump, manufacturers and importers of mirrors, mouldings, pictures and frames, hardwood mantels, and bric-à-brac furniture, carry on the largest business in this the lighter departments of the wood-working industry in this city, and have had a successful career extending over twenty-five years. The house was founded in 1860 by Mr. S. Gump, in Clay Street. Afterward, a move was made to Sansome Street, and eight years ago there was another removal to the quarters now occupied. The premises are arranged and fitted expressly for the business. The manufactures embrace mouldings, frames, cornices, mirrors, hardwood mantels, and elegant bric-à-brac furniture of all styles. Fifty persons are employed by the firm, the pay-roll amounting to \$3,000 monthly, and goods to the value of a quarter of a million dollars are produced annually. The principal lines comprised in the making of mouldings and bric-à-brac, are carried on largely, the product being the greatest in these articles of any similar house on the coast. They are made in every style and size, at various prices, and are sold to the trade in this city and throughout the adjacent country. The best seasoned lumber is used by the house in its manufactures, and all the work is done by practiced hands, under the experienced and competent direction of the proprietors. These qualities give the goods of the house a preference, which is well merited. The manufacturing facilities embrace all the latest devices in the way of machinery and appliances. The commodious building, 35x165 feet, with several floors, affords ample room for the various mechanical operations, and for a sales-room, where the goods and specialties of the house are displayed. The trade is rapidly increasing under the same foresight and energy that has built it from a comparatively small basis, and is now general over the entire Pacific Coast. This establishment combines more specialties than any other of the kind in the world. There is no department in the many adjuncts of the business that is not carried on by the house, and in some of the departments, such as the oxydizing, gilding, artistic carving, etc., the equal of the house does not exist upon the coast.

THE GRANGERS' BUSINESS ASSOCIATION.

Shipping and Commission House—Office, 38 California Street.

The Grangers' Business Association is an institution that plays a prominent part in the trade and commerce of San Francisco. It was founded in 1865 by a few progressive and enterprising farmers, to save them from the charges of the middlemen, who at that time exacted more than a fair share of the profits. The idea upon which the association was founded, was that the producer could reap all the benefits of his labor by doing the business of shipping, etc., himself. The great success of this institution is a positive proof that the idea was well founded. The association began business in a small way and struggled along, every middleman's hand against it, meeting with misfortunes that would have disheartened any but the most determined men; but it weathered all storms, and stands to-day among the first business ventures on the coast, a monument to enterprise and courage. The association does a general shipping and commission business, receiving consignments of grain, wool, and all kinds of produce, advancing money on shipments at the lowest possible rates of interest. The management prides itself upon the promptitude with which all business entrusted to the association is attended to. The particular feature of the commission business of the association is the wheat department, full cargoes of which can be furnished at short notice. The association owns extensive warehouses and a large wharf at Port Costa, the wharf being 1,200 feet long, with double railroad tracks the entire length, and having depth of water sufficient to berth vessels of the largest draught at low tide. The warehouse has a capacity of 25,000 tons of grain. Grain is received on storage for shipment and sale, at the lowest current rates. This warehouse is one of the largest and safest in the State, and insurance is effected on most favorable terms. A clear saving of

fifty cents a ton in freight is gained by storing on these premises. The officers of the association are: Daniel Inman, President; A. D. Logan, Vice-President; Charles Wood, Secretary, and I. R. Wilbur, Manager. They are thorough business men of the highest standing in the community, and have the confidence of the farmers throughout the State. To them the present rank and prosperity of the institution are in large part owing, and they have conducted the business so judiciously that it has been established on a firm basis, and has saved the producers of California hundreds of thousands of dollars. The headquarters of the association are at No. 38 California Street.

THE ACCIDENT INSURANCE COMPANY OF NORTH AMERICA.

Irwin & Toy General Agents, 405 California Street.

The Pacific Coast agency of the Accident Insurance Company of North America was established January 1, 1883, Messrs. Irwin and Toy, No. 405 California Street, being the managers for this department. The success that has followed the efforts of this agency shows how popular this class of insurance has become, and how gladly the public welcomes the advent of a company so noted for just and liberal dealing. The Accident Insurance Company is a corporation of the Dominion of Canada, and, as its name implies, insures against accidents of every kind. The principles that govern the company are much more liberal than those of any other similar institution in the world. It has an abundant capital, which is a guarantee of prompt payment, and its extremely liberal policy in regard to satisfying claims has given the company the confidence and support of the public. Policies insuring against accidents are issued to cover every untoward and unexpected event, at a small cost per year, when compared with the benefits derived. Whether an accident occurs in traveling, at home, in the streets, or anywhere, the result is the same—the insured receives his recompense. Why are policies in this company preferable to those of any other? Because they are non-forfeitable; they are not burdened with fine print, and are free from all vexatious technicalities, and are the most liberal ever issued; they insure against assaults of murderers, robbers, etc.; permission for European travel is given free of charge, under yearly policies; because during the eleven years of the company's existence it has paid every claim made upon it without a contest at law; they are the only policies which do *not* contain the following condition: "Standing, riding, or being upon the platform of moving railway cars, other than street cars, or riding in any place not provided for the transportation of passengers . . . are hazards not contemplated or covered by this contract," etc. Messrs. Irwin and Toy have secured a very large business for the company, and with their energy and enterprise it is certain to still further increase. This business is confined to no one locality, but extends all over the Pacific Coast.

CALIFORNIA WIRE WORKS.

Wire Ropes, Cables, and Wire Goods Manufacturer—Ware rooms, No. 6 California Street.

The manufacture and sale of wire ropes and cables are specialties with the California Wire Works. The location of the ware rooms is at No. 6 California Street, and the manufactory is at North Beach. A. S. Hallidie, the scholar and inventor, is President, and H. L. Davis, Secretary of the works. The foundation of the wire business in San Francisco dates so far back as 1852, and the old "Wire Works," "Dennis' Wire Works," "Wire Rope Works," "Wire Mill," etc., have since that time all been consolidated under the present name of the California Wire Works. The buildings of the manufactory now occupy a block of land 412x275 feet, bounded by North Point, and by Bay, Mason and Powell Streets, and are equipped with boilers and three steam-engines, of 300, 35, and 12 horse-power, respectively. All descriptions of wire goods are manufactured by the California Wire Works, whose paid up capital is \$500,000. The total number of employes, comprising clerks, salesmen, mechanics, and laborers, is 125, and the pay-roll amounts to \$8,000 a month. The trade is principally located on the Pacific Coast, and averages half a million dollars annually. The development of the wire manufacturing industry in this State is largely due to the perseverance and enterprise of President Hallidie, and the experienced services and co-operation of H. L. Davis, the zealous and able secretary.

WM. G. BADGER.

Importer and Dealer in Pianos and Organs, 13 Sansome Street.

William G. Badger is a native of Boston, Massachusetts, and was established in business in San Francisco in June, 1850. He was then a commission and wholesale clothing merchant, and at one time had the heaviest trade in his line in this city. The original firm name was William G. Badger, which was changed to Badger & Lindenberger, and then back again to its present title of William G. Badger. The store was twice burned out, it being impossible at

that time to obtain any insurance on the stock, and the loss was accordingly very heavy. But Mr. Badger was not discouraged by these reverses, and his perseverance and enterprise have since been richly rewarded. He is now conveniently located in the three-story brick building at No. 13 Sansome Street, where he trades in pianos and organs, and maintains a purchasing agency. He is the agent for the celebrated pianos manufactured by Hallet, Davis & Company, and George Wood & Co.'s organs, instruments which are widely appreciated for their superiority of tone and construction, and are extensively sold by him in all of the towns and cities on the Pacific Coast.

EUGENE THOMAS & COMPANY.

Importers and Dealers in French Wines and Liquors, and Fancy Groceries, 617 and 619 Sansome Street.

In 1849 Henry Schroder, who came here from Bordeaux, France, founded the house of Henry Schroder & Co. Eugene Thomas, an old resident of San Francisco, was admitted into the co-partnership in 1869, and subsequently, on the death of Mr. Schroder, the firm name was changed to that which it now bears of Eugene Thomas & Company. The store is located at Nos. 617 and 619 Sansome Street, having a frontage of 60 feet, by 100 feet in depth. Eugene Thomas & Co. are importers of brandies, wines, and liquors, olive oil, sardines, preserves, truffles, mushrooms, mustard, prunes, chocolate, and a varied line of French goods. The house has also a large stock in bond, and is agent for the Bordeaux Board of Underwriters, the Vichy, and Orezza Waters, and the Guimet Blueing. A specialty of the firm is the importation and sale of French snuff and smoking tobacco. All of the French merchandise dealt in by Eugene Thomas & Co. is imported direct from France, and is of the best quality. The house has a large and profitable trade in the city and State, and its high rank and wealth reflect credit on the mercantile interests of the metropolis.

THE BALDWIN HOTEL.

Northeast corner Powell and Market Streets.

Conspicuous among the buildings which ornament the city is that of the Baldwin Hotel. There is no handsomer, more convenient, or better conducted hotel in America. It is centrally located on Market Street, the great artery of the city, at the corner of Powell, with entrances on both streets. The Baldwin derives its name from the founder, E. J. Baldwin, the



THE BALDWIN HOTEL.

California millionaire. It was formally opened to the public in February, 1877. It has a capacity for the accommodation of about 500 guests. The cost of the building was \$2,000,000,

and the cost of the furniture \$300,000. The pay-roll of the 100 regular employes averages \$4,000 a month. The site of the Baldwin is the triangular block bounded by Market, Powell, and Ellis Streets. In its present proprietor and manager, H. H. Pearson, the patrons of the Baldwin are fortunate in the possession of one whose long training and natural aptitude have made him what he has long been recognized as being—the most successful, because the most satisfactory, hotel-keeper on this coast of hotel patronizing people. The Baldwin is within a few minutes' easy walk of every theater, besides having a handsome little theater within its own great court. It is on the line of half a dozen street-car routes to all the bay ferries; the most perfect cable car lines in the city starting from the ferries, passing the Baldwin entrance; Powell Street, on which is one of the Baldwin entrances, leads by a short, easy, pleasant walk to the dome of aristocratic Nob Hill, with its great mansions and wonderful views; it is in the center of the great retail store division of the city, and in every way imaginable its location is all that its patrons could wish. But, after all, the guests of any hotel are most directly concerned as to its interior arrangement and its management. In regard to the latter feature, the name of its manager carries all that need be said. A life-long training in first-class hotels has fitted him to control such an institution as the Baldwin in just the manner he does, which is to the complete satisfaction of every guest who has ever had a day's or a year's relation with him. His knowledge of the markets of San Francisco, or, in fact, of the larger resources of California, shows itself in the unequaled excellence of the Baldwin table. In this department he is ably assisted by the famous *chef*, J. P. Forer, whose domain in the great kitchen is a wonder-land of all that goes to make up the detail of the French art of catering for good dinners. The handsome exterior of the Baldwin only suggests the rich and tasteful elegance of its interior. The hotel was originally constructed with the sole idea of combining comfort, elegance and convenience; and a stroll through any one of its floors shows how thoroughly that idea was carried out. In connection with every suite of rooms are bath-rooms and closets; and every room in the house is in direct connection with a system of electric signal service, either for the call of house servants or outside messengers. The house throughout is elegantly furnished, and the comfort of the guests is further provided for by a large, carefully trained, and well organized corps of servants, waiters and stewards. The main office of the hotel, from which ascends the grand stairway and principal elevator, is a spacious apartment, finished in marble, polished wood, plate glass, and gleaming silver. It is the order of the house that the office shall be kept clear of idlers. But, as handsome as the office is, it could have no charms sufficient to keep gentlemen of leisure any length of time, for adjoining it is a seductive reading-room, stocked with a full supply of current literature; and next to that is one of the largest and most fashionable billiard parlors in the city. Beyond the billiard parlor is a richly appointed bar, and on the opposite side of the office is the hotel barber shop. The office is in charge of Chief Clerk Brush Hardenbergh, well-known to all coast travellers. The Cashier is M. A. French, known to hotel guests since the days of the old Rassetts House. The night clerk is H. G. Pearson, son of the proprietor, who is displaying his father's genius for the hotel business. There is one feature of a hotel of which guests have the liveliest recollection, which in the Baldwin is one of the most prominent—the dining-room. Every guest the Baldwin ever had is a lifelong advertiser of the superb excellence of its dining-room—considered entirely aside of the meals served there. It is safe to say that there is in the United States no more handsome room for the enjoyable purposes to which it is set apart. Wisely located on the second floor, and opening on Ellis and Powell Streets, it is away from the noise of the restless rush of traffic on Market Street, and delightfully quiet, as all dining-rooms should be. Its handsome interior must be seen to be appreciated. Its perfect arrangements as to light, both natural and artificial, make it bright and cheerful, whether at a midday lunch or a midnight banquet. The house is fitted with self-acting fire indicators and alarms. A heat of 110 degrees, Fahrenheit, instantly acts upon the automatic alarm, which sounds, not only in the office, but also in the rooms of guests. But the precautions against fire are so complete that it seems that the necessity for the alarms scarcely exists. Three watchmen are especially engaged all night as a fire patrol; and their watchfulness is assured by the assistance of a patent watchman's clock, which indicates the fact of half-hourly rounds by the patrol. This brief sketch of some of the points of excellence of the Baldwin is sufficient to demonstrate to the stranger what is attested by every guest—that it is at once the handsomest, most convenient and best-conducted hotel on the coast.

FRED. H. BUSBY.

Glove Manufacturer, No. 412 Market Street.

The history of Fred. H. Busby, the glove manufacturer of No. 412 Market Street, reads like a romance. The glove business was conducted by his ancestors no less than between two and three centuries ago, since which time the name of Busby has become permanently identified with the industry. The Busby glove-making business was originally established in Oxford, England, about the year 1680, during the reign of Charles the Second, surnamed "The Merry

Monarch," the contemporary and successor of Oliver Cromwell. Fred. H. Busby, the subject of this sketch, began the manufacture of gloves in San Francisco in 1874, and has met with wonderful success. He has now about fifty employes in his spacious establishment on Market Street, comprising, besides the office and salesroom, a stock room, a sewing room, a girl's room, and a cutter's room, and the pay-roll aggregates \$400 a week. Mr. Busby is an enterprising and progressive man, and his glove manufacturing has been characterized by numerous improvements. He manufactures and deals in all varieties of gloves, including the genuine dog-skin gloves, and patent double-welded gloves, gauntlets and mittens, of which he makes specialties.

D. L. BECK & SONS.

Commission Merchants and Manufacturers' Agents, 210 Front Street.

The mercantile commission house of D. L. Beck & Sons, at No. 210 Front Street, has been in successful operation since the date of its establishment, in 1851. D. L. Beck is the founder of the firm which was known under the name of Beck & Elam, until 1856. Mr. Beck then withdrew, and did not re-enter the business until 1878, when he took his sons into the partnership, since which time the house has been continued under its present name. A strictly commission business is transacted by D. L. Beck & Sons, who are agents for the Standard Packing Company, of this State; Evans, Day & Company, Baltimore; Kemp, Day & Company, New York; Potter & Wrightington, Boston; Burnham, Morrill & Company, Portland, Maine; Lautz Bros. & Co., starch and soap merchants, of Buffalo, N. Y.; the American Condensed Milk Company, New York; Frazer's Lubricator Company, New York, and the Delgado Company, dealers in sugar and syrup, of New Orleans. Beck & Sons carry on a large trade in canned and salted salmon, canned and dry fruits, nuts, honey, etc., are heavy importers of Eastern syrups, and are in regular receipt of large consignments of rice from the Sandwich Islands. In a word, the house of D. L. Beck & Sons is one of the oldest and most substantial in the city.

KOHLER & FROHLING.

Producers and Manufacturers of California Wines and Brandies, 626 Montgomery Street.



CHAS. KOHLER, THE LONGWORTH OF THE PACIFIC COAST. A house that has probably done more than any other to promote the California wine industry, and raise it from obscurity to its present proud position, is that of Kohler & Frohling, No. 626 Montgomery Street. So early as 1854 Mr. Kohler saw the capacities of the soil of California for the growing of superior wine grapes, and, having faith in his judgment, invested his all in the development of the industry. It was not all smooth sailing. There were not only the difficulties incident to a new enterprise to encounter, but the prejudices of ages had also to be overcome. In the face of many obstacles, however, Mr. Kohler kept on, acquiring and adapting his knowledge to producing and perfecting the now celebrated and world-wide brands of California wines. The firm did not confine its work and experiments to any particular locality. It established vineyards in Los Angeles, Sonoma, Merced, and Fresno Counties, which now contain, after long and patient work, the vines best adapted to these localities. In addition to the business conducted by themselves during all these years, Messrs. Kohler & Frohling encouraged others in the cultivation of the wine industry, freely sharing the wisdom and experience they had gained, and with their purse as well as by their example, practically aiding and stimulating the exertions of the faint-hearted grape growers. From the beginning this house aimed at quality not quantity, and wine stamped with the popular label of Kohler & Frohling is now received with every confidence by the purchaser, who is thus assured that it is a superior article. The house is a large employer of labor, and during the busy season a good sized regiment of men and boys is borne on its pay-roll. The wines of Kohler & Frohling are great favorites at home and are well liked abroad, many of the millions of gallons produced each year being shipped to dealers and consumers in the Eastern States.

CARVILLE MANUFACTURING COMPANY.

Manufacturer of Fine Carriages, etc., 7 and 9 Powell Street, opposite the Baldwin.

There is no city of its age in the world that is more justly celebrated for its manufactures than San Francisco. Included in these industries, the making of carriages takes a front rank, and among the establishments where this particular branch is carried on, that of the Carville Company is second to none. It is a joint stock company composed of business men and the most skilled mechanics. Having skilled workmen, personally interested, is a guarantee that all the work done will be of the best. The company was incorporated in 1878. A. D. Carville is the President, and O. S. Carville, Superintendent. The manufactory was established in 1862. The company makes fine carriages of every description, and does a very extensive business in making all manner of light vehicles. These vehicles are sold in large numbers to the city trade, and are exported to the various cities and towns upon the coast, as well as in Mexico and other countries. The buggies made by the Carville Company are deservedly favorites wherever known, on account of their strength, lightness, beauty of finish, and adaptability to all uses, as well as the prices at which they are furnished. These buggies are made by the hundreds, and, being put in the market cheaper than Eastern imported vehicles, are driving the latter out of the market rapidly. The ware rooms and office of the Carville Company are at Nos. 7 and 9 Powell Street, opposite the Baldwin Hotel, where the various productions of the concern are kept in large numbers. A visit to these rooms will well repay purchasers, as nowhere else can the progress of the carriage-making art be seen to such advantage. The factory of the company is on O'Farrell Street, near Pierce, where some fifty first-class artisans are employed. It has all the best and most finished machinery. The woodworks are made in the East, out of Eastern timber, of the best quality. There is no article used in these works but the best, which accounts for the excellent reputation of the products in this community.

BURR & FINK.

Merchant Tailors and Importers of Gents' Dress Goods, etc., 620 Market Street, opposite Palace Hotel.

Messrs. Burr & Fink—B. J. Burr and James L. Fink—merchant tailors, No. 620 Market Street, opposite the Palace Hotel is a representative house in that trade, and one of the largest and best known in its line. The establishment was founded in 1872, by the present proprietors, and there has been no change in the firm since. It was first located at No. 3 Montgomery Street, under the Masonic Temple, afterward removed to its present location. Messrs. Burr & Fink devote special attention to the merchant tailoring trade, but carry also a very extensive and valuable line of first-class goods, such as broadcloths, cassimeres, etc. The house has many customers among the better people of this city, and manufactures and sends goods to Nevada, Oregon, Washington Territory, and to all parts of California, being well known throughout the entire Pacific Slope. Custom-made shirts and ladies' riding habits are specialties of the firm that does an immense amount of work each year. In these and other lines, the latest styles and the newest goods are followed and used, the house having gained a deserved reputation for enterprise and good taste which it is resolved to maintain. The firm employs none but the best journeymen tailors, of whom from thirty to forty are continually at work, the number being frequently increased. All orders are promptly filled, the firm standing at the head of the trade for promptitude—a merited fame, as all its customers know.

CUNNINGHAM, CURTISS & WELCH.

Blank Book Manufacturers, Stationers, and Booksellers, Southwest corner Sansome and Sacramento.

The firm of Cunningham, Curtiss & Welch, wholesale stationers and booksellers, blank-book manufacturers, printers, and lithographers, was established in 1878, having succeeded to the old and favorably known business of John G. Hodge & Co. The original house was established in 1856, by Messrs. Hodge & Wood. The present firm is located at the corner of Sansome and Sacramento Streets, occupying a commodious and handsome store, with a frontage of seventy-five feet. The names of the partners are: James Cunningham, Edwin B. Curtiss, and Samuel B. Welch. The business is large and profitable, and under its present management has steadily increased in volume until now it is second to none in its line on the Pacific Coast. From twenty-five to thirty men are continually employed by the firm, and three or four traveling salesmen are on the road almost continually, visiting every town from Arizona to British Columbia. A branch of the house has been lately established in Portland, Oregon, for the accommodation of its northern customers. Mr. E. B. Curtiss resides permanently in New York City, and is engaged in buying goods and selecting novelties with which to supply the home demand. His office is at 32 Reade Street.

CHESTER, SHARKEY & CO.

Importers of Fine Dry Goods, Silks, Velvets, Laces, Etc., 102 Kearny Street.

Chester, Sharkey & Co., successors to F. Chester & Co., No. 102 Kearny Street, importers and jobbers of silks, velvets, laces and fine dry goods, form one of the recent additions to the street in regard to age, the store having been established in 1883; but in point of trade, whether for volume or quality, the house compares favorably with the older houses. The firm is composed of Frederick Chester and Fred. E. Sharkey, both of whom have had a long previous experience and training in the business. The retail department of the house is furnished with goods especially for the better class of the community, to whom the store is already well known, and is a center to which the fashionable people of the city look for the latest novelties and dry goods articles. These goods are imported directly from the most celebrated manufacturing houses in France, Germany, and other continental countries, and Great Britain, and coming direct from first hands, without the addition of a middleman's profits, enable Messrs. Chester, Sharkey & Co. to offer them at the lowest prices, and undersell other establishments. The silks, velvets, laces, and fine dry goods are the particular specialties of the house, but the numerous articles necessary to stock a complete establishment like this are kept on hand in sufficient quantities to supply the demand. These goods are of equal excellence with the specialties, and are sold on the same reasonable scale of prices. The firm does a heavy business in this city and throughout the interior. The new house is the legitimate successor of the pioneer firm in the business, the first store having been established in 1852, by A. Austin & Co., who were followed by F. Chester & Co. in 1873—the latter being succeeded by the present firm.

SAN FRANCISCO BRASS WORKS.

Plumbers' Stock, Steam and Water Goods, etc., Nos. 413 and 415 Mission Street.



The San Francisco Brass Works is one of the largest and best equipped establishments of its kind in the city, and there are few in the country that excel it in completeness of outfit, reputation, or trade. These extensive works are owned by Joseph Roylance, Robert Dalziel, and William Moller, and result from the consolidation of the two establishments of Dalziel & Moller, plumbers, and Joseph Roylance's brass works, which was effected in 1875. The works are located at Nos. 413 and 415 Mission Street, and are 50x140 feet in area, and three stories high, with a large basement. The establishment is a representative of the city's industries, and has always cultivated a reputation for the superior excellence of its manufactures. 120 persons find employment in the works, the pay-roll amounting to \$1,100 weekly. The special manufactures of the works are plumbers' stocks, steam and water brass goods of every style, and size; castings, patent X globe valve, and service cocks. The house is also an extensive importer of malleable gas and water pipe, cast soil pipes and fittings, lamps, sinks, plumbers' earthenware and supplies. The trade of the San Francisco Brass Works is large in the Hawaiian Islands, Australia, and north and south along the coast of the Pacific Ocean, while its productions are also in great demand in the States and Territories west of the Rocky Mountains.

PACIFIC SAW MANUFACTURING COMPANY.

Manufacturer of Saws, Planing Knives, Reaper and Mower Sections, etc., 17 and 19 Fremont Street.

The Pacific Saw Manufacturing Company is an institution that may well be said to have grown with the growth of the city and coast. Established so far back as 1858, on Battery Street, simply as a repairing shop, in a few years the increase in wood manufactures and the lumber business necessitated an increase in the saw business, and the present company was inaugurated, in 1865, to manufacture saws. The business was then located on Pine Street, but again with the increase of trade more convenient quarters were found necessary, and the company now occupies its commodious building at Nos. 17 and 19 Fremont Street. The building is a handsome three story and basement brick structure, 100 feet deep, together with a one-story engine and tempering room, 37½ feet deep, where the manufacture of saws and similar machinery is conducted upon a most extensive scale. The gentlemen composing the company are C. P. Sheffield, N. W. Spaulding, and J. Patterson, who were the original projectors of the enterprise. Not only does the company manufacture every conceivable description of saws, but it is the owner, patentee, and sole manufacturer of numerous important improvements connected with saws. For years past the exhibit of its goods at the several industrial fairs has been a feature of these institutions, and numerous medals and diplomas attest the value of the goods. One particular feature of the company, and one of which it is justly proud, is the fact that only

the very best quality of cast steel is used in the manufacture of its goods. The trade of the company is very extensive, and is by no means confined to California, Oregon, and Washington Territory, but its goods are in use throughout Mexico and the Central American republics. The company has upward of forty men and boys in its employ, the pay-roll averaging \$36,000 per annum.

STOCKTON MILLING COMPANY.

Proprietors of Crown Flouring Mills. Manufacturers of Patent Roller Flour, New Process. Office, 319 California Street.

The Stockton Milling Company, proprietor of the Crown Flouring Mills, although its mills are located in Stockton, is properly a San Francisco enterprise and entitled to a notice. These mills constitute one of the largest, most useful and prosperous establishments of the kind on the Pacific Coast. They have long been an important source of supply in the trade, and have very satisfactorily supplied a large local and an extensive foreign demand for superior California flour. Situated in the locality most favorable for procuring the choice wheat of the Sacramento and San Joaquin valleys; equipped with the best modern machinery, including patent rollers for grinding; of a capacity of 1,000 barrels every twenty-four hours; provided with every convenience to economically operate—these mills can and do produce an article of flour that has no superior, either in this State or anywhere else in the world. The company has a large capital, is managed with consummate skill, selects the best grain grown in the best wheat producing sections of California, takes advantage of every turn in the market, puts its flour on the market in the best condition and at the lowest prices. This flour is used extensively on the coast, and is a favorite wherever known, and large and frequent shipments are made to the adjacent countries along the Pacific Ocean, and to Europe. Abraham Schwabacher is President, and James W. Hart, Secretary of the company, the head office being with Messrs. Schwabacher Brothers, No. 319, California Street. These gentlemen will at all times be found willing to give any necessary information concerning the establishment of which they are the head, and prompt to make arrangements for the excellent productions of the Crown Mills.

PACIFIC SPRING AND MATTRESS COMPANY.

Manufacturer of Bed and Furniture Springs—Mattresses, Purified Wool, etc. Ware rooms, 25 and 27 New Montgomery Street, opposite Palace Hotel; Factory, corner Sixteenth and Channel Streets.

The Pacific Spring and Mattress Company is an extensive manufacturer of the specialties named in the title, and, besides, makes the various articles of upholstery, and wood and iron work used in its large business. The company was formed in 1874 by Messrs. W. A. Clark and H. Black, who still retain their interests, and give to the management of the business their undivided attention. The company is the sole manufacturer of Lane's Purified Wool, and mattresses, Crandall's Gold Medal and Double Spring Bed, patent sofa beds and lounges, and all kinds of bed and furniture springs, frames, etc. The manufactures of the company are largely used in its own establishment, but an extensive trade is also conducted with other establishments here and elsewhere. The products of the Pacific Spring and Mattress Company are noted for their excellence. The needs of the trade receive close attention, and all orders are promptly filled for hair and spring mattresses, pillows, frames, supplies, etc. The office and ware rooms of the company are at Nos. 25 and 27 New Montgomery Street, opposite the entrance of the Palace Hotel, where a large and assorted stock of the company's own make is always kept for the trade. The factory is at the corner of Channel and Sixteenth Streets. This establishment is the largest and most complete in its line of any outside of the large Eastern cities, and no works surpass it in completeness of arrangements or in facilities for turning out superior work. Fifty persons are kept steadily at work in the factory. The company supplies a large local trade, and is also a heavy exporter. The house has also a branch at Portland, Oregon, for the supply of dealers throughout the great Northwest. Mr. A. L. Pringle was admitted into the firm a year ago.

NEUBURGER, REISS & COMPANY.

Importers of Foreign Dry Goods, Dress Goods, Silks, Linens, Curtains, Quilts, etc., 17 Sutter Street and 516 Market Street.

Occupying a prominent position among the great houses of this city is the leading firm of Neuburger, Reiss & Co., importers of foreign dry goods, dress goods, silks, linens, curtains, quilts, etc., No. 17 Sutter Street and No. 516 Market Street. The high character enjoyed by the individual members of the firm, and the first-class reputation of the goods made specialties of the house, all combine to establish it upon a solid and lasting foundation. Messrs. Neuburger, Reiss & Co., began business in 1880, at the location now occupied, with large capital, and an intimate acquaintance with the business, acquired in other houses. The success that has attended the new firm's efforts proves that there is always room for talent and energy in fields generally thought to be overcrowded. The trade of the house is so great that the large

building, 50x130, four stories high, is none too capacious to hold the stocks necessary for the needs of the business. These stocks are distributed into departments in charge of experienced salesmen, upon whom customers can rely. In these several departments can be found the choicest productions of the most celebrated factories of European countries, embracing all novelties in goods and designs, and the latest and most attractive fashions. All these goods are selected with experienced judgment, by Mr. J. Neuburger, a partner in the house, who resides in Europe, and who devotes his entire attention to purchasing and forwarding to the establishment here. With a keen, interested man on the spot, quick, and ready to seize upon all fluctuations of the markets, and with strong credit and ready money, the firm possesses unexampled facilities for procuring goods upon exceptionally low terms, which enables it to offer great inducements to patrons. The members of the firm are Mr. G. Neuburger and Mr. B. Reiss, who reside here, and Mr. J. Neuburger, who has offices at No. 10, South Hanover Street, Glasgow, Scotland, and at No. 10, Rue Rochechouart, Paris, France. The business of the house embraces the entire Coast, and the aggregate transactions constitute an important factor in the commerce of San Francisco.

GERMAN SAVINGS AND LOAN SOCIETY.

No. 526 California Street.

The German Savings and Loan Society, No. 526 California Street, is one of the most substantial and useful banking institutions in this city. It was organized in 1869, and has, under a safe, conservative, and wise management, attained a foremost position among the prominent banks on the coast. In amount of deposits it is second to only one other institution of the kind, and leads all others. This bank receives deposits from the industrial classes, these sums representing the savings of the community. The deposits are invested with the utmost care on first-class mortgages, upon first-class real estate, and in Government, State, county, and city bonds, constituting a security absolutely safe. By this conservative management the German Savings Bank is not affected by financial storms, and though several severe disturbances have been experienced in this city since the bank started, they were not felt in this firmly anchored institution. The sworn statement of the officers of the bank at the last semi-annual settlement shows assets amounting to \$11,774,036, of which \$5,381,025 were in mortgages, \$1,848,500 in bonds (the market value of which was \$1,896,000), \$2,388,950 loaned on United States and other gilt-edge bonds, real estate worth \$747,465, \$337,595 cash on hand, and \$70,500 in bank buildings and furniture. The deposits of the institution reach the immense sum of \$11,322,012, added to which are \$120,000 and \$32,023 in the Reserve Fund and Contingent Fund respectively, for the further protection of depositors, in addition to the \$300,000 capital stock of the bank. The earnings of the bank in that half year aggregated \$282,194, and the net profits \$230,416. Since the organization of the society 37,627 persons opened accounts with it up to the first of January, 1884, of whom 13,259 then remained, giving an average to each depositor of \$853.92. The officers of the society are: Lawrence Gottig, President; F. Roeding, Vice-President, and George Lette, Secretary. These gentlemen are aided by a Board of Directors of representative capitalists and business men, the entire management forming a combination to whose financial experience and ability the prosperous career of the bank bears abundant testimony.

JULES LEVY & BROTHERS.

Importers and Manufacturers of fine Embroideries and Laces, Nos. 521 and 523 Market Street.

Particularly deserving of favorable notice, not only for the enterprise and energy of its proprietors, but also for the importance of the business in which it is engaged, and for the volume of trade that it commands in one of the least developed fields of enterprise in San Francisco, is the large and reputable house of Jules Levy & Bros., Nos. 521 and 523 Market Street. It is the only establishment in the city that devotes its exclusive attention to the manufacture and importation of embroideries and laces. This house was founded in 1877, by Jules Levy, and so immediate was the recognition extended to it by the trade and the public that it at once sprang into a foremost position in mercantile circles. Two brothers of the founder have since joined the house, and the firm is now composed of Jules, Max, and Leon Levy. The last-named partner resides in New York, the house in that place being at Nos. 109 and 113 Grand Street. The firm owns a factory at St. Gall, Switzerland, where it manufactures embroideries for the exclusive use of the two houses, the products coming direct to this country. The excellence, variety, and beauty of the embroideries are so well known that they need but little more than a mere mention. The other specialties of the house, laces, and ladies' neck-wear are received direct from France and England, and are the best and choicest productions of the famous looms and establishments of those countries. The territory in which these goods are distributed includes all the country west of the Rocky Mountains, British Columbia, and Mexico, and the volume of business is very great, with an increasing tendency. The city retail dry goods and lace houses obtain much of their stock of superior embroideries and laces from Messrs. Levy Bros.

OCCIDENTAL HOTEL.

East Side Montgomery from Bush to Sutter.

If there is one thing more than another for which San Francisco is justly famous, it is the number and excellence of its hotels. The Occidental, which has stood the test of time, is as popular now as it was in the earlier days of its existence, and has never failed to maintain its hold upon the traveling public. It is built of brick, covered with gray Portland cement, and presents a handsome architectural appearance. It is substantial in construction, convenient in arrangement, and complete in its appointments. It occupies the entire block on the east side of Montgomery Street, extending from Sutter to Bush Streets. It is full four stories in height, besides a low attic. Being centrally located in close proximity to the principal business



THE OCCIDENTAL HOTEL.

Houses, dry goods emporiums, and places of amusement, it never fails to attract the stranger in our midst. The spacious office, marble paved and arranged with comfortable chairs and sofas, is a favorite lounging place for the guests, and through the large plate glass windows which adorn the front, an ever-moving panorama of humanity may be witnessed. The spacious billiard hall in the rear of the office, containing twelve tables, is handsomely appointed, and is one of the most popular resorts in the city. The reception room on the first floor is an elegant apartment, 46x26 feet, furnished with French Aubuson carpets and adorned with a piano and handsome furniture. One marked feature is the fact that a number of the best families have handsome suites which they have occupied for years past, a silent but eloquent tribute to the excellence of the management of the hotel, and its advantages as a home. The house is under the control of George H. Arnold, and is capable of accommodating 400 guests.

FRAPOLLI, BERGES & COMPANY.

Wholesale Wine and Liquor Dealers, Nos. 708 and 710 Sansome Street.

Frapolli, Berges & Co., wholesale wine and liquor merchants, Nos. 708 and 710 Sansome Street, is the style of one of the representative houses of San Francisco. It is also one of the best known firms on the Pacific Coast, with an increasing reputation at the East. The house was established in 1879, with a large capital and extensive resources, under the name of Frapolli & Co. B. Frapolli, A. Domeniconi and P. B. Berges are now the principals of the concern, and form a combination which, for enterprise, energy, and reliability, is hard to equal. Frapolli, Berges & Co. are heavy wine-makers and distillers, having a large vineyard and distillery at Sonoma, known as the Victoria Vineyard, and owning also the Falls' Vineyard and distillery of Green Valley, Solano County. In these places are made the excellent California wines and brandies that have given the house such an excellent and widespread reputation. The Victoria wine cellars and distillery are extensive, and the production amounts to many thousands of gallons each year. The firm keeps a large and varied stock of imported and native wines, brandies, liquors, cordials, bitters, etc., which are sold at the lowest rates. The trade of the house is general and extends all over the Pacific Coast and to the Eastern States. Frapolli, Berges & Co. have been instrumental in introducing California wines and brandies into the markets of the world, and, by the excellent character of the wines they ship abroad, are doing much to sustain the high reputation of our native productions.

THE NATIONAL IRON WORKS.

Stationary and Compound Engines, Quartz Machinery, Sugar and Saw Mill Irons, etc., southwest corner Main and Howard Streets.

Marshutz & Cantrell are proprietors of the National Iron Works, corner of Main and Howard Streets, one of the comparatively recent additions to the industrial enterprises of the city. The works were established in 1879. The firm began business, however, in a style to compete with



NATIONAL IRON WORKS.

Older and larger establishments, and with sufficient capital, enterprise, and industry, has made a business that keeps 100 men busy all the time. The specialties of the National Iron Works are stationary and compound engines, quartz-crushing and amalgamating machines, flour, sugar, and saw-mill irons. This is the only establishment that manufactures the Kendall's

Patent Quartz-mill and the National Ore Feeder and Concentrator. These machines are noted for the economy of their working, and, in point of effectiveness, are superior to any other labor and time-saving machines. They are made in large numbers, and sent to many localities in the mining regions of this coast, and are well adapted to the work required. The engines of Marshutz & Cantrell combine every improvement, and are made in the best manner, with superior finish. In fact, the same may be said of all the work turned out of this model foundry. In addition to the specialties, castings, and forgings of every description are made. The works are large and supplied with all the latest improved machinery, complete in every detail for the carrying on of an extensive business. The foundry is 100x180 feet in area—one of the most extensive in the city. In addition to the manufacturing feature, the foundry has facilities for making the most extensive repairs, and especial attention is paid to this branch of the business.

E. T. ALLEN.

Importer and Manufacturer's Agent, Fire Arms and Ammunition—Fishing Tackle, Sporting Goods, etc., 416 Market Street.

The house of E. T. Allen, No. 416 Market Street, is deserving of favorable notice as a leading representative of the fire-arms, ammunition, and sporting goods trade. The wide reputation of the house for the excellence of its goods, and the honorable character of the proprietor, serve to give the establishment high rank in the trade. Mr. Allen established himself in his business in 1875, as a manufacturer's agent, representing several factories in the Eastern States. He has since been appointed the representative on the Pacific Coast of other manufacturers in the East and Europe, and is now the agent of more of the great productive works in his line than any one else on the coast. The trade of the house has grown very rapidly of late, which is the best evidence of what will result from small beginnings when enterprise is coupled with honorable treatment of manufacturers and customers. Prompt attention to the new inventions and improvements in this line has secured the patronage of the purchasing public. The manufacturers represented by Mr. Allen are: J. P. Lovell's Sons, makers of shotguns, revolvers, and air pistols; N. R. Davis & Sons, muzzle and breach-loading guns; The Whitney Arms Company's Kennedy Rifles and Military Arms; Parker Bros.' Breach-loading Guns; The Excelsior Knife Company's Pocket Cutlery, and LePage's Liquid Glues and Cements. The stock of the establishment comprises all varieties of fire-arms, fishing tackle, sportsman's goods, sundries, and gymnasium goods. The trade of the house is not only large in this city and on the Pacific Coast, but it is also considerable with China, Japan, Australia, and the Sandwich Islands.

DIXON, BERNSTEIN & COMPANY.

Show Case Manufacturers. Corner Market and Front Streets. Branch Factory, Corner Front and Stark Streets, Portland, Oregon.

One of the resident firms that make a specialty of a particular brand of industry is that of Messrs. Dixon, Bernstein & Co., corner of Market and Front Streets, manufacturers of every description of show cases. This line of manufacture was begun in 1877 in a modest way by Mr. S. Bernstein, with small capital. The establishment, however, was soon enlarged, and has since been increasing in size, until at present it is a very large concern, employing many men in the production of the specialties of the firm. The factory is of considerable size, run by steam power, and supplied with a complete assortment of labor-saving machinery. It is located in Fifth Street, near Bryant. The Market Street store is the depot for the productions of the firm, and the sales room is well stocked with samples of show cases of all shapes and styles. The work of Messrs. Dixon, Bernstein & Co. is noted for its excellence and taste, as well as for the first-class materials used in their construction. These show cases are a staple article in the trade, and are extensively used in this city, most of the elegant store fittings of the leading business houses having been obtained from this establishment. The show cases are likewise sent in large numbers to the interior, and are shipped to Australia, Honolulu, and Central America. The firm has a branch factory at Portland, Oregon, where it makes show cases for its great northwestern trade in the same superior style in which they are here manufactured. The firm is composed of J. H. Dixon, S. Bernstein, and C. Borgeson, gentlemen combining experience and enterprise in a high degree, and known as strictly reliable and honorable business men.

THE WESTERN IRON WORKS.

Manufacturers of Fire and Burglar-proof Doors, Shutters, Bank Vaults, etc., 123 and 125 Beale Street, between Mission and Howard.

The Western Iron Works, Messrs. Bigelow, Sims & Morris, proprietors, is one of the manufacturing establishments that play a most important part in the industrial supremacy and progress of San Francisco and the Pacific Coast. The specialties of the works are fire and burglar-

proof doors, shutters, bank vaults, jail work, wrought iron girders, beam anchors and tie bolts. The iron business carried on is varied and extensive, the heaviest jobs and largest contracts being undertaken as readily as lighter and finer work. Iron roofs and gasometers are manufactured to order, and many specimens of the labor of the establishment are to be seen in the city. The Western Iron Works is the sole manufacturer and proprietor of the Champion Metallic Wheelbarrow, an implement of lasting qualities and adaptability far superior to anything else in its line. These wheelbarrows are made by the hundred. Messrs. Bigelow, Sims & Morris are located at Nos. 123 and 125 Beale Street and 120 and 122 Main Street, where their works occupy 45x150 feet. Here the firm has plenty of room for its extensive operations, which embrace all the manufactures enumerated above, and does a large jobbing business in miscellaneous machine and iron work. The shops are supplied with steam power, machinery, and all other conveniences necessary for the extensive business, and a force of workmen comprising over forty first-class mechanics are continually employed in the various departments. This establishment was founded by John R. Sims & Co., who in 1882 sold the works to Messrs. C. L. Bigelow, John F. Sims, and W. B. Morris—all skilled mechanics and trained business men. These gentlemen, combining their experience and knowledge, have already doubled the trade since they assumed control, and will undoubtedly still further increase it. The products of the establishment are in large and growing demand, both at home and abroad.

E. RAAS & COMPANY.

Importers of Foreign and Domestic Woolens and Tailors' Trimmings, Nos. 26 and 28 Montgomery Street, between Sutter and Market.

E. Raas & Co., Nos. 26 and 28 Montgomery Street, importers of and wholesale dealers in foreign and domestic woolens, is one of the oldest houses in that branch of trade in San Francisco, and has a continuous history and good record since 1861. The house was founded by E. Weil & Son in that year, and after several changes of style and location came under the control of the present proprietors, who took the premises they now occupy. The store is a large one, 50x90 feet, but not too capacious for the extensive trade. The line of goods dealt in embraces foreign and domestic woolens, from the best and most famous manufactories. The stock carried is at all times large, diversified, and complete. The house was the first to introduce novelties into this market. Both domestic and imported goods are purchased direct from first hands, under specially advantageous arrangements, such as secure the best qualities at the lowest prices, a result that Raas & Co. are prompt to show to their customers. The firm makes a specialty of tailors' trimmings, a leading feature of the business, and unsurpassed in the trade. It represents, also, the products of the most noted and reliable factories of the United States and Europe. The trade of the house, which aggregates an immense amount yearly, is done principally with city jobbing houses and merchant tailors, but a large business is also transacted with the interior.

SAN FRANCISCO FORGE.

General Blacksmithing and Heavy Steam Hammer Forging, and Deep Well Machinery, 315 Mission Street, between Fremont and Beale.



The machine forging establishment of H. Sanders, No. 315 Mission Street, does the heaviest description of forged work in a manner surpassed by no other house in the business. This kind of work is a specialty with Mr. Sanders, his establishment being supplied with steam machinery for handling the heaviest masses of iron, such as cranks and shafts for large machines. The making of well-boring tools is another specialty, and the articles in this line made by Mr. Sanders are used extensively throughout the coast, particularly in the oil-bearing regions, where the reputation of the tools for durability in deep boring is excellent. A large number of men are employed, who produce a great amount of articles annually, which besides supplying the local trade are shipped to many places on the coast. The forge was founded in 1865, by C. Oester, who conducted the business until 1877, when he sold out to Mr. Sanders, who has since owned it, J. B. Young, an emi-

nently qualified mechanic, acting as manager. Besides the heavy steam forging done in this establishment, work in general blacksmithing is carried on, and close attention is paid to the material and workmanship of all jobs turned out. The Forge is the only manufactory on

the Pacific Coast of oil well tools and artesian well-boring machinery. The heaviest as well as the lightest crank axles, and all kinds of truck and wagon work, much of which is sent into the interior, are manufactured here. The establishment has received from the Mechanics' Institute the silver medal for the best axle made on the Pacific Coast.

HENCKEN & SCHRODER.

Importers and Dealers in Fine Wines and Liquors, Nos. 208 and 210 Front Street.

Hencken & Schroder, the well-known wine and liquor merchants, Nos. 208 and 210 Front Street, are successors to the old and highly esteemed house of Henry Brickwedel & Co. The house was founded many years ago by the last-mentioned firm, Mr. M. Hencken and Mr. H. Schroder being partners in the concern, which for more than a score of years enjoyed the reputation of being one of the solid houses of San Francisco. Mr. Brickwedel's reputation as a man of spotless integrity was so great that he was on several occasions elected to offices of responsibility and honor. Messrs. Hencken & Schroder, the present partners, carry on the business under the same strict rules of probity, so that the reputation of the house has not suffered. The firm keeps a large and well assorted stock of wines and liquors, and has some specialties to which careful attention is given to insure their age, purity, and superior qualities. Among these specialties are "Old Kentucky Bourbon," "O. K.," and "Our Choice" Kentucky Whiskies. These brands are great favorites among consumers, and are to be found in all popular and fashionable resorts on the coast. They are notable for their richness and delicate flavor, and no other whiskies are more highly commended for medicinal purposes. For these brands, which are prepared expressly for them, Hencken & Schroder are the exclusive Pacific Coast agents. The firm is also sole agent for Dr. Schrader's famous Hamburg Bitters, a well-known anti-malarial remedy, which enjoys a large sale. Messrs. Hencken & Schroder do a large and profitable business, and few firms of any pretensions, in the city or the country, feel satisfied unless supplied with a stock of their goods.

BERNARD & MANTELL.

Manufacturers of Cream Tartar, Soda, Salvator Baking Powder, Coffees, Spices, etc., Nos. 707 and 709 Sansome Street.

The pioneer establishment in its line in this city is the factory of Bernard & Mantell, manufacturers of coffee, spices, cream tartar, soda, and the well-known Salvator Baking Powder, Nos. 707 and 709 Sansome Street. This factory was started thirty years ago, and in those early days, as now, the firm had the same good name for making the best and purest goods in that line. The factory is complete and well arranged, with the best machinery, mostly new, adapted to the business, which, together with several special appliances, make this the best arranged establishment of its kind in this place. A large force of workmen is employed, and the production amounts to many hundred pounds a day. The firm buys for cash, purchasing at bottom prices, and as the factory is now under the personal supervision of the proprietors, who are practical and experienced business men, the goods are produced as pure and as cheap as could be expected. The absolute purity of these productions is guaranteed. No deleterious substances are used, or ever find a place on the premises. This reputation has been gained in the course of a long and honorable career. The Salvator Baking Powder made by this house, is of pure grape cream tartar, and other honest ingredients, and is so very much the superior of the general run of baking powders that it is making importations lighter each year. The ground coffees of this establishment are a standard by which the make of other houses is gauged, and are well known for their flavor and purity. Ferdinand Mantell carries on the establishment under the firm style, and he is well known as an active and upright gentleman. The trade of the house is very large, and extends into Mexico, British Columbia, and all over the Pacific Coast.

LONDON, PARIS, AND AMERICAN BANK.

No. 205 Sansome Street.

The latest and one of the most important additions to the banking facilities of this city, is that of the London, Paris, and American Bank (limited), No. 205 Sansome Street. This institution is the successor of the old and respected bank of Lazard Frères, that for many years was one of the reliable and safe banks of the place. The new bank is a London corporation, with an authorized capital of £1,000,000, £500,000 of which is subscribed, and £300,000 paid up. It is under the management of the most prominent banking men of London and Paris. The San Francisco branch is managed by David Cahn and Eugene Meyer, whose standing and experience place them among the best business men of the community, and put the bank among the leading monetary institutions of the city. Leading capitalists, merchants, and manufacturers, and a long list of minor clients attest the confidence the best people have in

the bank and its resident management. The bank receives deposits and opens accounts; issues certificates of deposit; makes collections at current rates of exchange; issues commercial and travelers' credits, available in all parts of the world; buys and sells exchange and telegraphic transfers on European countries, etc., and the principal cities of the United States, and does a general banking business. It negotiates loans, and its policy toward all the substantial business interests of the city is liberal and encouraging, and the bank gives judicious and valuable support to all lines of commercial and industrial enterprise. The head office of the London, Paris, and American Bank is at 9 and 10 Tokenhouse Yard, Lathbury, London. The New York agency is at No. 46 Exchange Place, where another branch of the bank is located, and the Paris agency is Messrs. Lazard Freres & Cie, No. 10 Rue Ste. Cecile.

TRUMAN S. CLARK & SON.

Manufacturers of Woven-wire Mattresses, Gaspipe Bedsteads, etc., No. 21 New Montgomery Street.

The reputation that San Francisco is building as a city in which all the more artistic, as well as all the more useful branches of manufacture are carefully fostered, gives to the houses engaged in such pursuits more than an ordinary importance. Among the various enterprises that produce articles of utility, that of the firm of Truman S. Clark & Son, No. 21 New Montgomery Street, has obtained great prominence, and deserves recognition. This establishment manufactures on a large scale woven-wire mattresses and gaspipe iron bedsteads of all styles, and for



the artistic work, usefulness, and durability of the articles produced, the factory has taken a leading position. The house was founded in 1875 by Truman S. Clark, who has since admitted his son, Louis C. Clark, into partnership. Both gentlemen are masters of their business, and give to it their exclusive attention. The office and works are at No. 21 New Montgomery Street, the latter containing much ingenious machinery with which to make the articles dealt in by the concern. A large number of skillful operatives are also engaged in the work. The house is the agent of the celebrated Canton (Massachusetts) carpet lining and stair pads. Its trade extends into the interior and the tropical regions of America, where the woven-wire mat-

trusses and light iron bedsteads highly commend themselves to the inhabitants. These articles have taken prizes at every industrial exhibition held on the Pacific Coast since the date of their introduction, and in 1883 the house received the first premium at the Mechanics' Institute Fair for the best spring bed. The sales of the firm were more than doubled between 1880 and 1884.

W. W. MONTAGUE & COMPANY.

Importers of Stoves, Ranges, Tin Plate, Sheet Iron, Iron Pipe, House Furnishing Hardware, Plain, Japanned, Polished and Stamped Tinware, 309 to 317 Market Street.

A great house is that of W. W. Montague & Co., with a trade as wide as the means of communication to and from this city will admit, extending north and south, far to the east and across the ocean to the Pacific Islands, and to China and Japan. Stoves, ranges, sheet iron, copper, zinc, mantles, grates, tiles, wire, iron pipes, plain, Japanned and stamped wares, tinner's tools and machines, are a few of the articles that the firm deals in, all of which are the production of the most noted manufactories in the Union and abroad. This house was founded in 1856, by Messrs. Locke & Montague. Mr. S. M. Lock dying in 1876, the name was changed to the present style. The old firm occupied the building Nos. 406 and 408 Battery Street. Proving too small for an increased trade, in 1863 a removal was made to Nos. 110, 112, and 114 Battery Street, where subsequently an additional frontage of forty-five feet was added to the already large stores. The necessities of a greatly enhanced trade compelled still another removal, and the firm had the handsome building, Nos. 309 to 317 Market Street, erected especially for it, into which it moved in December, 1883. The new building is 90x137½ feet, six stories high, with a water and damp-proof basement, giving over 70,000 square feet of floor surface, every inch of which is required in the various details of business. This great space is crowded with an enormous stock of goods, conveniently arranged, and embracing every known article in the many different lines. The firm manufactures many articles, all of which are noticeable for finish, durability, quality, and workmanship. In 1883 Montague & Co. received the grand prize medal of the Mechanics' Institute for their artistic and superior exhibition of mantles, tiles, and grates.

SCHWEITZER, SACHS & CO.

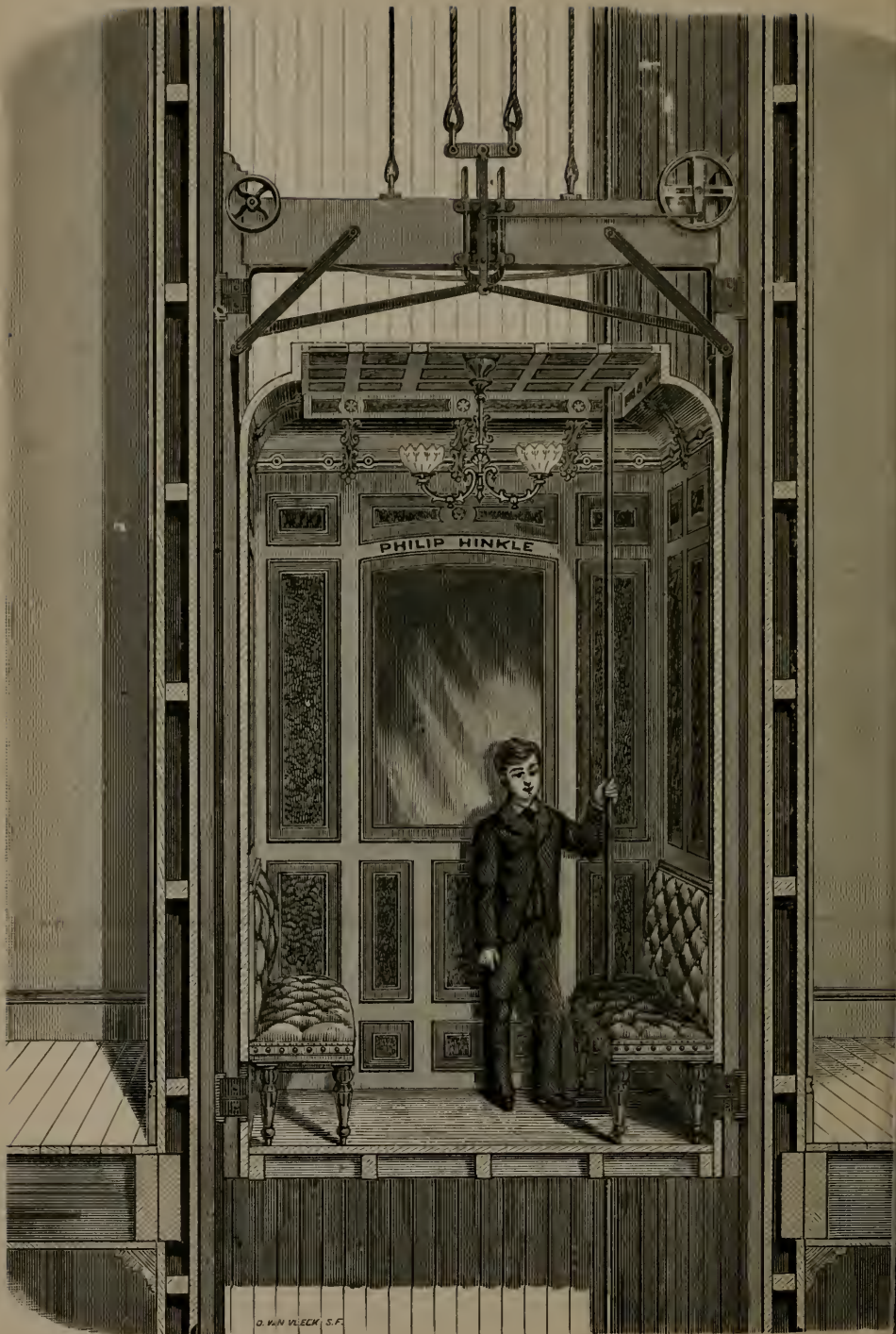
Importer of Fancy Goods, Hosiery, Gloves, Corsets, Furnishing and White Goods, Nos. 29 to 33 Sansome Street, Corner of Bush.

The most conclusive and forcible proof of the commercial importance of San Francisco, is the large houses owned and operated by long-headed, experienced men who are established in this city, and who control its mercantile destinies. Among these large establishments, that of Schweitzer, Sachs & Co. is one of the most extensive. This house is, in its line as dealer in and importer of fancy goods, hosiery, furnishing goods, white goods, etc., a very important factor in trade circles, not only on account of the volume of its business, but because of the character of its principals. It was founded in 1863, by Messrs. B. Schweitzer, L. Sachs, and S. Sachs, who are still the proprietors. It is to the management of these gentlemen, their taste, business qualifications, and experience that the success of the establishment is due. The premises occupied by the firm are Nos. 29 and 33 Sansome Street, 42x137½ feet, and five stories high, with a basement. The firm carries immense stocks of goods, and has always on hand varied assortments of white goods, furnishing goods, corsets, gloves, hosiery, fancy goods, fringes, trimmings, laces, curtains, etc. Owing to its Eastern and European connections the house purchases at the lowest figures, and obtains the best qualities and latest styles. These advantages are shared with customers, and jobbers and retailers are sure of getting better rates at this house than from any other in the trade. The trade of Messrs. Schweitzer, Sachs & Co. is very great, and is generally dispensed over the Pacific Coast. A branch office is maintained by the firm at No. 18 Walker Street, New York, and is presided over by Mr. L. Stiefel, who there resides.

PACIFIC STEAM WHALING COMPANY.

Charles Goodall, President; A. K. P. Harmon, Vice-President; Edwin L. Griffith, Secretary; J. N. Knowles, Manager, No. 28 California Street.

The advantageous position of the port of San Francisco for controlling the commerce and trade of the Pacific Ocean, is so apparent that further mention of the fact need not be made. No class of merchant seamen is better acquainted with these advantages than whalers, and for many years the harbor has been the rendezvous of vessels engaged in that business, coming here to dispose of or transfer their catch and lay in supplies. A few of these whaling vessels were owned here, but for a generation too little attention has been paid to a trade that, with fostering care, would promise to be the main artery of the commerce of the city. Within a few years, however, a few far-seeing and enterprising men fitted out large and well appointed vessels, and engaged regularly in the business. They were successful in a marked degree, and in 1883 organized a company under the name of the Pacific Steam Whaling Company of San Francisco,



PHILIP HINKLE & CO. (See opposite page).

with a large capital. The stockholders number among them several of the largest capitalists and most enterprising and sagacious men of this place. The officers of the company are Chas. Goodall, President; A. K. P. Harmon, Vice-President; Edwin L. Griffith, Secretary, and J. N. Knowles, Manager. The company has already built and fitted out six of the finest and best equipped steam whalers ever put in this business, which, in addition to the sailing vessels, comprise a large fleet. All of these are actively engaged, and are a most important factor in adding to the trade of the port. About 400 sailors are employed by the company, and in the near future the number of vessels and employes will be doubled and trebled. The office of the company is at No. 28 California Street.

I. S. VAN WINKLE & COMPANY.

Importers and Dealers in Iron, Steel, and Heavy Hardware, and all kinds of Blacksmiths' Materials. Agents for Globe, Putnam, Northwestern Horse Nails, etc., Nos. 413 and 415 Market Street.

The extremely favorable position of the city of San Francisco as a distributing point for the territory lying along and adjacent to the shores of the Pacific Ocean, by reason of extended water and railroad communications, has been the means of creating an extensive and profitable commerce, especially in heavy goods. This trade has built up many large houses in the city, among which the well-known house of I. S. Van Winkle & Co. is most prominent. This firm deals in iron, steel, and heavy hardware, and all kinds of blacksmiths' materials. Established in 1850 by W. J. Towne and Isaac S. Van Winkle, under the style of Town & Van Winkle, afterward changing to Van Winkle & Duncan, then to the present name—the house has ever been classed with the most reliable and substantial firms in San Francisco, enjoying a first-class reputation at home and abroad. After two removals the firm now occupies the large and convenient stores at Nos. 413 and 415 Market Street, near the receiving and distributing centers of the town. The building is 46x137½ feet, and four stories high. Each floor is devoted to a special department of the business, the entire establishment constituting an emporium equaled by few houses and surpassed by none west of the cities of St. Louis and Chicago. The stocks kept on hand are the largest, in the several lines, in the city, as they must be to supply the great and diversified trade of the firm. A capital of a quarter of a million dollars is employed in the business, which is very large. Twenty persons are employed in the building, the monthly salary amounting to \$2,600. The house is also the agent for Perkin's horseshoes, the Globe, Putnam, and Northwestern horseshoe nails, and numerous other equally good specialties in the hardware and metals departments. N. T. Romaine, a gentleman well known in city commercial circles, is the manager of the business. The trade of this great firm extends into every port of the Pacific Coast region, and there is an export demand for its goods that is second to that of no other house in the city.

PHILIP HINKLE & COMPANY.

Elevator Works. Manufacturers of all kinds of Patent Hydraulic, Air Pressure, Steam and Hand Power Elevators, Nos. 116 and 118 Main Street.

The elevator works of Philip Hinkle & Co., Nos. 116 and 118 Main Street, are entitled to more than a passing notice among the manufacturing interests of this city. This establishment is the largest and most complete of its kind on the coast. The firm is composed of Philip Hinkle and A. J. McNicall, the latter gentleman superintending the entire mechanical and business departments. The firm manufactures patent hydraulic, air pressure, steam and hand-power elevators of various capacities. Mr. Hinkle is a pioneer in his business, beginning operations in 1875. He has mastered the elevator question in all its phases, and has by study and experiment overcome all difficulties that existed against its successful operation for years. He has patented many appliances now used in these machines—the safety-clutch, in particular. This addition to the other improvements introduced by Mr. Hinkle has made his elevators by far the best and safest. It is a fact that no lives have been lost on a Hinkle elevator, provided with the safety clutch, since the date of the invention. Of all the elevators in use upon this coast, Messrs. Hinkle & Co. have made the great majority of them, and there are few buildings of any importance where elevators are used, that are not furnished with the Hinkle elevator. A large number are made annually, principally of the hydraulic pattern, and are put up in every town in the country west of the Rocky Mountains. The patents are in advance of any others in the Eastern States. The firm is at all times prepared to furnish plans, models, and specification of the several kinds of elevators made at the works, and to promptly change the machines from one form to another. The firm is noted for the superior character of its work, as to repairs and running expenses, and the reasonable prices charged. In the city elevators are cared for, by the week or month, by a competent mechanic.

DRAKE & EMERSON.

Commission Merchants in Green and Dried Fruits, and General Produce, Nos. 521 and 523 Sansome Street,
Between Washington and Merchant

It is with feelings of gratification that the well-known firm of Drake & Emerson, commission merchants, Nos. 521 and 523 Sansome Street, has a place in "The Industries of San Francisco." This house has been so prominently identified with the green and dried fruit trade and general produce business for so many years, that it has attained a position at the head of that large and increasing branch of the city's trade. The firm was founded in 1863 by Samuel Drake and John A. Emerson, and has passed its majority without any change of ownership. During twenty-one years the firm has kept pace with the increased prosperity of the California fruit trade, and has been an important agent in helping producers, many of whom, now prosperous, would have failed had it not been for the generous aid at critical times extended by this house. Messrs. Drake & Emerson probably form the largest firm engaged in this business on the coast—certainly there is no establishment that does a more extensive business. The receipts of berries and green fruits in season are immense, but are handled expeditiously, the firm, on account of its long standing and wide connections, having no difficulty in placing all consignments at the best market prices. The same can be said of vegetables and general produce, particular attention being paid to this line. In dried fruits the firm does a very large business, and being the agent of the choicest orchards in the State, these articles are the best in California. The stock includes all the different kinds put up on this coast, kept in sufficient quantity to fill the largest orders. The premises occupied are large, well ventilated, airy, well adapted to the business, and the preservation of fruits and vegetables. The city fruit dealers and retailers depend upon this house for dried fruits and berries, and look to no other establishment. The exportations and shipments are heavy, and extend throughout the coast and to adjacent countries.

NEWHALL'S SONS & COMPANY.

Auctioneers and Commission Merchants, Nos. 309 to 313 Sansome Street.

Newhall's Sons & Co., auctioneers, Nos. 311 and 313 Sansome Street, are the legitimate successors of one of the oldest, as it was the largest and most prominent, auction house in San Francisco. The house was founded in 1851 by the late H. M. Newhall, father of the members of the present firm, and under his judicious management always maintained the leading position among the establishments devoted to that line of business. The late Mr. Newhall was the first to systematize the business, establishing regular sale days for the different lines of goods sold by him, and he also was the founder of the custom of having trade sales several times a year—customs that other houses have adopted. The members of the firm now are E. W. and W. S. Newhall, who were thoroughly drilled in all the details of the business when they assumed control in 1880, and carry on the house with the same strict attention to the laws of trade that made it the first establishment on the coast. The firm commands extensive resources, and deservedly enjoys the confidence and patronage of the trade. The regular sale days of the house are thronged with buyers, not only from this city, but from the country. The goods offered are always the best in their line, and as the firm has the reputation of never offering poor wares, purchasers have no hesitation in bidding. Thus the house procures the best prices, a fact of which consignors are well aware. The premises occupied by Messrs. Newhall's Sons & Co. are in every way fit for the large business of the house. The building is 44x133 feet, three stories high, with a basement, thoroughly fire-proof, and was built in 1865 expressly for this business. The trade sales of the house are of course mainly in this city, but the consignments offered are sold and drawn largely from the East and abroad. The goods are distributed over a very wide area, being taken for British Columbia, Mexico, the Hawaiian Islands, and the interior of this coast. City jobbers and retailers are large customers of the house, and in certain lines obtain nearly all their stocks from this establishment.

HEALD'S BUSINESS COLLEGE.

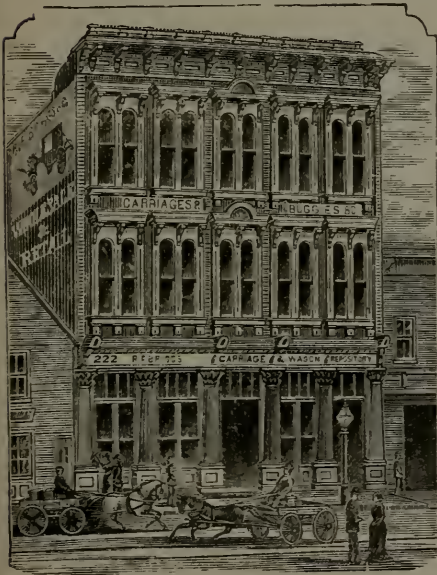
No. 24 Post Street.

Heald's Business College is the model college of the Pacific Coast. The course of instruction affords the most ample facilities for the practical education of persons of both sexes for the active business of life. Instruction is given in all kinds of bookkeeping, single entry, and the most intricate. Penmanship is one of the specialties of the institution, upon the manner of teaching which, and the rapid and permanent improvement of pupils, the College prides itself. Commercial calculations, business correspondence, mercantile law, and other branches of a thorough, practical, business education are well and thoroughly taught. No pains are spared to make pupils qualified accountants; and the success that a host of graduates has met in the outside world as managers, accountants, and business men, is proof that the methods of Heald's

College are all and more than they are claimed to be. Part and parcel of the college is a telegraphic institute, the most complete of the kind in the country, and fitted in the most thorough manner. The instruction is practical, pupils being forced by labor to acquire the details, which are indelibly impressed upon their memory. The telegraph department has a line of wire extending over the city for the use of pupils, with numerous offices with which regular communication is kept. Pupils thus receive the same practice as though they were at work in a regular telegraph office, and when they quit the college are well qualified to undertake the business of an operator without further experience. E. P. Heald is President of the college, with T. C. Woodbury and C. S. Haley as immediate assistants. A number of competent professors, varying from twelve to fourteen, are employed in the departments of the institute, all of whom are selected for their fitness to impart their knowledge to others. The college is located at No. 24 Post Street, where visitors are cordially welcomed. The institution has received many first-class premiums from all the leading fairs of the State. It was founded in 1865, and averages a regular attendance of 600 pupils.

R. F. BRIGGS & COMPANY.

Manufacturers of Fine Carriages, Buggies, Carts, and Wagons, Nos. 217, 220, and 222 Mission Street.



F. A. Briggs, Nos. 217, 220, and 222 Mission Street, is the agent of the celebrated firm of R. F. Briggs & Co., who have a world-wide reputation as manufacturers of fine carriages, buggies, carts, and wagons. This agency was established in 1879, and has already sprung into prominence, because of the volume of trade and the durability and high standing of the vehicles. The rapid growth of the business during the few years the local house has been in existence, is the direct result of an understanding of the wants of the coast trade, and judgment in catering to the demands. The superiority of the vehicles of R. F. Briggs & Co. is due to the scientific adaptation of materials, combined with form and model, which unites the greatest amount of strength with the least weight; the arrangement, shape, size, and adjustment of all the different parts that give the least friction, making the least expenditure of draft power. To these qualities is added the employment of skilled labor, a close, intelligent, unremitting attention to details, and inspection of the work in all its stages. The superior carriages and buggies of this factory are noted for their elegance, smoothness in running, durability, and reasonableness in prices. They are sold and

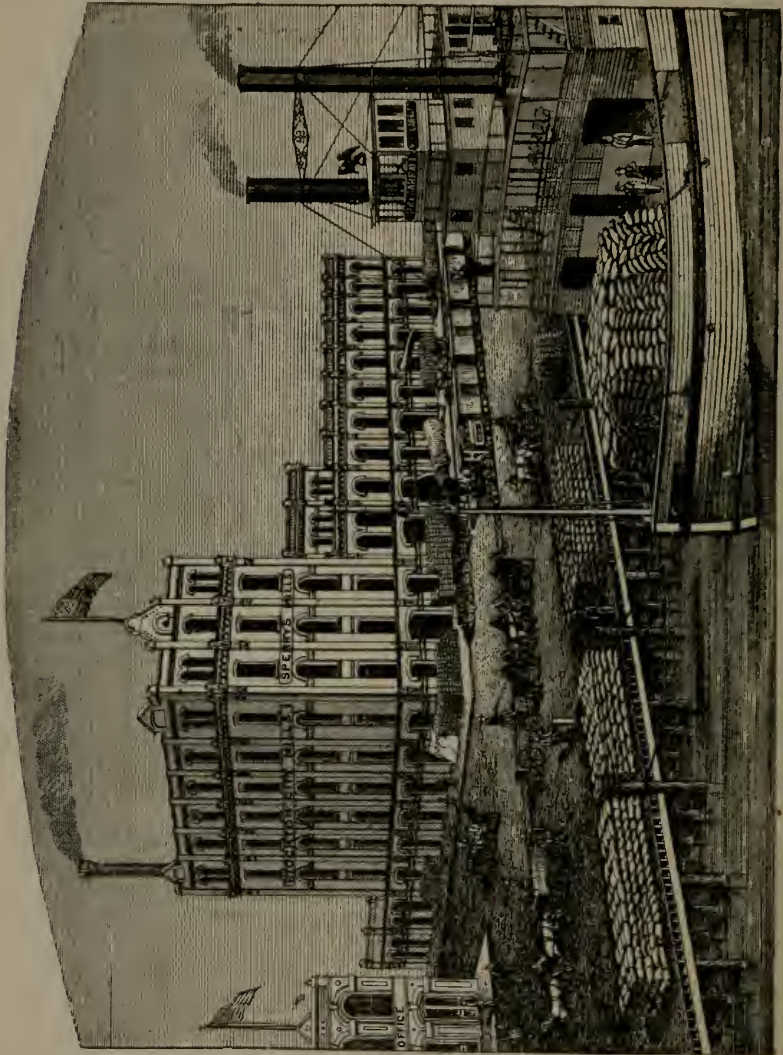
extensively used in every city and large town in the country. The wagons are equally widely spread. They are made of different grades and sizes, with special reference to the wants of the farmer, teamster, and others who have need of strong, yet light and durable wagons. These vehicles that are sold here are made especially for the Pacific Coast, with a thorough understanding of the peculiar conditions of a varied climate. Large numbers of Briggs & Co.'s vehicles are disposed of by the local agencies, distributed through all the large cities and towns on this coast. Mr. F. A. Briggs, the resident agent, is well qualified by his business tact and enterprise to represent so old and well established a firm, and to his energy is due a large part of the business of the house. He carries on manufacturing, to a considerable extent, at the Mission Street warerooms, and does all the fitting and refurnishing necessary at that place. Briggs & Company also carry a full line of harness, robes, whips, etc. To all who may desire to purchase any style of carriage, buggy, cart, or wagon, this house can be highly commended.

SPERRY & COMPANY.

Merchant Millers. Proprietors Stockton City Flouring Mills, Stockton. Patent Roller Flour. Office 22 California Street.

That California wheat is the best in the world is conceded; that flour made from it is the choicest, is admitted, and that Sperry & Co., of the Stockton Mills, make the best flour produced in the Golden State is a fact that none gainsay. This firm of merchant millers established

its mills in the city of Stockton some years ago with a wise foresight, as that place is the center of the great wheat producing regions of the Sacramento and San Joaquin Valleys, where the choicest grain of the coast is grown. From the first the proprietors of these modest but well appointed mills, selected the cleanest and best wheat obtainable, with a determination to make flour that would take the palm over that of any other mill in California. In this object Messrs. Sperry & Co. were successful, and among the products of the world famous flour mills of the coast their establishment takes the lead. The flour of Sperry's Mill's is kept by almost all



STOCKTON CITY FLOURING MILLS, STOCKTON, CAL.

wholesale dealers and retail storekeepers in California, and is largely exported to China. The small mill of past years is now a mammoth establishment, supplied with every modern machine and time-saving appliance, including patent rollers, without which flour of a super-excellent grade cannot be made. The capacity of these mills is one thousand barrels a day, and great as this production is, the Sperry's Mills have to be run all the time to keep up with the regular and increasing stream of orders that pours in from every part of the Pacific Coast. The city office of Messrs. Sperry & Co. is at No. 22 California Street. As proof of the quality of the flour, it is quoted by Hong Kong circulars from 50c. to 80c. per barrel above any other brand exported to that market.

F. DANERI & COMPANY.

Dealers in Wines, Liquors, and Groceries, Nos. 27 and 29 California Street, between Davis and Drumm.

Occupying a prominent place among the best wholesale houses in the wine, liquor and grocery trade of San Francisco, is the large and veteran firm of F. Daneri & Co., Nos. 27 and 29 California Street. It demands from the reviewer more than a passing notice. The high reputation of the firm, the well-known high character of the individual proprietors, and the excellence of the goods handled, combine to establish the legitimacy of this claim, which is cheerfully acknowledged. This representative house was founded in 1860, by Francisco Daneri and Henry Casanova, and for almost twenty-five years, through all sorts of seasons, these gentlemen have pursued their way, each year adding to the fame of the house and the volume of its trade. The firm deals in the finest wines only, domestic and imported, the best liquors of America and Europe, and the choicest groceries from every country in the world. Very large stocks of these goods are kept in store, and any order in these lines, no matter of what description, or magnitude, can at once be filled. It is this reputation for excellent goods and promptitude, that has in a great measure built up the profitable and far-reaching trade of this house. These goods are obtained at the lowest prices from the leading wholesale and producing establishments of the countries whence they come, and, with arrangements that allow of handling upon the narrowest margins, the house can sell upon terms which no other concern in the business can surpass. Daneri & Co. have extensive transactions with the States of Central and South America, and do a very large business in the interior of the Pacific Coast, while in this and adjacent cities the better class of trade is, in a measure, controlled by them.

WANGENHEIM, STERNHEIM & COMPANY.

Importers and Jobbers of Crockery, Glass, China, Fancy Goods, and Art Potteries, Nos. 27 and 29 Sutter Street, and 528 and 530 Market Street, below Montgomery.

The firm of Wangenheim, Sternheim & Co., Amiel Wangenheim and Samuel Sternheim, Nos. 528 and 530 Market Street, and Nos. 27 and 29 Sutter, is an extensive, prominent, and representative house in the crockery and fancy goods trade. It has been identified with this industry since 1863, and has for twenty-one years contributed largely to the advancement of the trade in this city. In mercantile circles the house exercises a wide, potent, and beneficial influence. The enterprise was founded in 1863, by Messrs. A. L. Wangenheim, David Stearn, Samuel Sternheim, and Amiel Wangenheim, who began business at the corner of Sansome and California Streets, where the Bank of British Columbia now is. The firm afterward moved to the corner of Pine and Sansome Streets, now occupied by the James G. Fair Block, and for the last time to its present commodious premises. The structure now occupied is in one of the finest locations in the city. It has a frontage of 33 feet on both Sutter and Market Streets, is 200 feet deep, four stories high, and is fitted especially for the use of Wangenheim, Sternheim & Co. with every modern convenience and appliance, including steam elevators, for the speedy and economical handling of goods, etc. Messrs. Wangenheim, Sternheim & Co. import heavily, and do a wholesale and retail trade in crockery, glass, and chinaware, fancy goods, and art potteries. The care taken to select the best goods, and to have all articles reach the highest standard, has given the house a deservedly high rank in the trade of this city and the coast, and established for it a reputation second to none in America. These goods are kept in an almost unlimited quantity, are attractively displayed in the several departments, and are so arranged that any order, no matter of what size or for what kind of goods, can be filled in the shortest possible time. The trade of the firm extends all over the Pacific Coast, to the Sandwich Islands, Mexico, Central America, etc., and aggregates over \$350,000 a year.

A KOENIG.

Importer of First-class French Boots and Shoes, Kid Gloves, and Silk Stockings, No. 122 Kearny Street, Thurlow Block.

In every metropolis there are establishments so pre-eminently distinguished that they unquestionably lead all other houses in the same line of business. This is as true of San Francisco as of any other large city. One of the leading houses here is the French boot and shoe store of A. Koenig, No. 122 Kearny Street, an establishment which is so far ahead of competitors, in standing and in trade, as to be universally conceded to be the first, of its class, on the coast. The house deals exclusively in French goods, made expressly for it in Paris, and the lines include boots and shoes, kid gloves, and silk stockings. All these goods are the choicest manufactures of the French nation. There is nothing tawdry and cheap to be found in the house. By this it is not intended to be understood that Mr. Koenig charges extravagant prices for his wares, for he does not. All things considered by the fact that the best are the cheapest, he sells at the most reasonable prices. As a rule he charges less than is asked for the same grade of goods, of domestic manufacture, at other establishments. The very extensive business done by this house is positive proof of the truth of these statements, and a customer once se-

cured is never lost. The specialties of the house are always new and in the extreme mode, a feature of the trade being that no old goods are allowed to accumulate. Mr. Koenig began business twenty-five years ago on Montgomery Street, removing to his present stand within the past five years. From the first the gentleman confined himself to the one branch of trade, and by keeping what he professed to have for sale, has built up a business among the sensible and best people of the city and country that no other house can boast.

CALIFORNIA FURNITURE MANUFACTURING COMPANY.

Manufacturers, Importers, Wholesale and Retail Dealers in Furniture, 220 to 226 Bush Street.

The magnitude of the furniture manufacturing business in San Francisco is indicated by the many large establishments engaged in the industry. Prominent among these, and for many years a leading and important factor in the extension of the trade, is the California Furniture Manufacturing Company. The business was founded in 1864, by N. P. Cole, who carried it on until 1872, when, to enable the establishment to increase its works, the firm was incorporated with a capital stock of \$240,600, in 2,406 shares, all paid up. Mr. Cole was elected the first President of the company, and has since managed the extensive works and business of the company with marked ability and success. B. P. Moore is the efficient Secretary of the company. The warerooms, office, and factory are at Nos. 220 to 226 Bush Street, the premises being 70x137½ feet, and five stories high, with a damp-proof basement. It is used for the storage of stocks. The first floor is the salesroom, which presents a beautiful sight, filled as it is with choice and elegant furniture made of the most beautiful woods, in the most tasteful styles, and in many cases elaborately decorated with carvings and other ornamentation. The company is noted for its work, and, in the common kinds of furniture, the manner in which use and elegance are combined. The upper floors are devoted to manufacturing, in the various departments eighty skilled workmen are employed. The products of this factory amount to more than half a million dollars annually, and, besides supplying the local trade, are sent to the various coast towns, Mexico, and elsewhere. The range of manufactures of the California Furniture Company embraces furniture and cabinet work, of infinite variety and design, from the common grades to the most costly and fashionable styles.

SAN FRANCISCO NOVELTY WORKS.

Nickle Plated and Brass Bar, Counter and Office Railings, Chandeliers, Sash Bars, Glass Racks, etc., No. 21 Stevenson Street, San Francisco, and 261 and 263 Randolph Street, Chicago.

The San Francisco Novelty Works, No. 21 Stevenson Street, is the style of an enterprise of comparatively recent foundation in this city, but it is none the less important and extensive because of its lack of age. The establishment was founded in 1880, under the name of the Chicago Nickel Plating Works, and the business was then confined to a limited number of productions. Recently, however, the concern has been changed in several important particulars. It has been enlarged, its manufacturing facilities improved, and the list of productions extended. New blood has also been introduced, the works now being conducted by C. W. Grimm and J. H. Nolan, both of whom enjoy the reputation of being thoroughly well up in the business. Among the new features introduced, and which will hereafter be a particular specialty of the works, is the manufacture of chandeliers. They will be made in all sizes and designs, and the arrangements are such that they will be sold at terms with which no other house can compete. Other productions will be nickel plated and brass articles of use and ornament; bar, counter, and office railings, and sash bars and glass racks. Show windows for stores will also be a specialty, and this feature will receive the same care that has characterized the work of the "Novelty" in the past. Grate and fender work of the most elegant description, that has been such a feature, will continue to be one of the main departments. The Novelty Works were established to meet a want in the trade of the city, and their success has been phenomenal, the trade of the concern having grown so much in three years as to necessitate a removal, and a large addition to the machinery. A number of workmen are now employed, and will soon be increased. The productions of the works are favorites wherever known, and their use is increasing all over the coast. The Novelty Works are the agents of the United Nickel Company of New York, and carry a full stock of all polishing and plating material. A branch of the works is in Chicago, Nos. 261 and 263 Randolph Street.

THE SIERRA LUMBER COMPANY.

Manufacturers of Lumber, Doors, Sash, Blinds, etc., General Office, No. 320 Sansome Street.

The magnitude of the manufacture of building materials in this State is demonstrated by the large planing mills, and other concerns scattered throughout the interior and situated in this city. The Sierra Lumber Company is the largest of these establishments, and transacts a business that amounts to hundreds of thousands of dollars yearly. It operates saw-mills, planing mills, and a door, sash, and blind factory—all on a very large scale, and is quite an element in

the industrial prosperity of the northern part of California, where its works are situated. The door and sash factory is at Red Bluff, Tehama County, and the planing mills are at Chico, Butte County. At both these places the lumber used is brought from the company's mills, some thirty-five miles away, by large flumes. These saw-mills are situated in the heart of the best timber belt in the State, thousands of acres of which are owned by the firm. This lumber is here made into merchantable stuffs. At Red Bluff the factory is a large concern, and has a capacity for producing many hundred dozens of doors, etc., monthly. The company has also depots at both of these towns, where supplies are kept for the vicinity. There is a large yard belonging to the company in this city, at the corner of Fourth and Channel Streets. Here immense quantities of the stuffs are always on hand to supply the extensive home and foreign demand. Peter Dean is the President, and G. H. Kellogg, Secretary of the company, who can be found at the head office, No. 320 Sansome Street, and who will cheerfully furnish information to inquirers.

BENNETT & SHERWOOD.

Dealers in Fine Jewelry, Watches, Diamonds, and Silverware, 140 Montgomery Street.

In enumerating the houses that are maintaining the reputation and importance of the jewelry trade of San Francisco, that of Barrett & Sherwood, No. 140 Montgomery Street, must be placed among the first. This establishment, the oldest in the city, has for thirty-four years been one of the foremost houses in that branch of business, and has always been noted for the strict integrity with which its operations have been conducted. It is a very extensive importer of watches, silverware, diamonds, and precious stones, and all the goods that go to make up the stock of a first class jewelry store. The firm was the first to engage in the peculiar California industry of manufacturing quartz jewelry, and though it has had numberless imitators, the house keeps the lead in this particular specialty, and its quartz work is known throughout the world for excellence and elegance. Messrs. Barrett & Sherwood are agents of the celebrated Rockford watches, which are kept in great variety, and are sold at strictly factory prices, and are recognized by railroad men as the best time-keepers for railroad use. They are the only watches in the market sold direct to the wearer by the factory agent, thereby saving the numerous commissions of middlemen. Barrett & Sherwood guarantee all watches sold by them as first-class timers, and agree to exchange for any other make of watch after six months' trial that watch which, with fair usage, proves unsatisfactory. The prices are as low as can be expected. The firm will not be undersold by any other house, and sells cheaper than most, which it is enabled to do, as all its goods come direct from the manufacturer, thus saving many items of cost that firms with less capital are obliged to add to their goods. Chronometers, watches, and fine and rare jewelry are repaired and reset by experts, and all work is warranted. The sales of the house are very heavy, and its trade extends over the regions west of the Rocky Mountains.

COMMERCIAL INSURANCE COMPANY OF CALIFORNIA.

Fire and Marine Insurance, No. 439 California Street; John H. Wise, President, Chas. A. Laton, Secretary.

The Commercial Insurance Company of California, No. 439 California Street (Safe Deposit Building), is one of the institutions to which San Francisco can point with pardonable pride, as a company that is second to none in all the attributes that go to make up a worthy representative of the city's financial and commercial supremacy. The officers and directors are among the most noted business men and capitalists of the city. Their names are: John H. Wise, President; Chas. A. Laton, Secretary; Chas. Main, H. B. Underhill, Chas. Bogan, Peter Dean, J. O. Eldridge, C. J. Deering, A. W. Jee, A. Y. Trask, Selden S. Wright, A. Rider, Geo. L. Bradley, W. L. Elliott, A. Bœqueraz, C. Turner, E. M. Root, D. H. Haskell, Robert McKee, L. Cunningham, James Simpson, J. C. Coleman, and N. Ohlandt, Directors. This is a brilliant array of solid names, and stamps the company as a trust-worthy and stable institution. The capital, paid in full, is \$200,000, and the assets, April 1, 1884, available to policy holders, were \$451,732.87. The losses paid since the company was organized, with little or no litigation, amount to \$983,468.21. The business is wisely managed, safety to insurers and insured being the first consideration, profit the second. The company is very particular concerning the risks it assumes, and having a large and growing field to select from, takes only the better classes of risks. The business is both fire and marine insurance, principally fire, its reputation and standing giving the Commercial the command of these lines. It has extensive connections with all parts of the country by means of selected and responsible agencies, and is one of the most useful insurance companies in the Union, and a reliable stay to those dependent upon it.

J. IVANCOVICH & COMPANY.

Importers, Wholesale Dealers, and Commission Merchants in Foreign and Domestic Fruits, and Pioneer Manufacturers of Dessicated Coconut, No. 500 Washington, and Nos. 601 to 605 Sansome Streets.

There are several large houses that may be said to control the foreign and domestic fruit trade, and among them is the great establishment of J. Ivancovich & Co., No. 500 Washington, and Nos. 601 to 605 Sansome Street. This house was founded in 1860, by J. Ivancovich, who dealt at that time principally in tropical fruits and productions, the domestic fruits of California being then very scarce. This foreign trade was important and profitable, and Mr. Ivancovich obtained a fair share of it, because of his enterprise and far-sightedness. When the fruit interests of California began to assume prominence, those productions were made a feature of the establishment, the firm handling none but the choicest. The house thus acquired a reputation for dealing only in the best fruits of the tropics and the coast, and this good name has never been jeopardized by a trade in inferior productions. The house, besides being a large importer and buyer on its own account, acts as a commission house, and having the cream of the trade in this city and the surrounding towns, has exceptionally favorable opportunities for placing consignments, insuring very prompt returns to shippers at top prices. These advantages are appreciated by large growers of fine fruits, who ship to this establishment, making a connection that is equally advantageous and creditable to both parties. In season, there is no fruit grown in the tropics or on the Pacific Coast that are not to be found in this house, in the best condition. Nuts, too, are a specialty, and all kinds are kept on hand, fresh and saleable. The house enjoys a large share of the fruit trade of the city and the entire coast, the sales aggregating an amount annually not exceeded by any other establishment here. J. Ivancovich carries on the business himself in the firm name, and by experience, capital, and judicious enterprise, is well calculated to take a prominent part in the trade. A feature of the business of the house is the manufacture of dessicated cocoanut, a luxury that Mr. Ivancovich was the first to introduce on the coast. It is made by the house in the best manner, of fresh cocoanuts, and is always sweet and clean.

A. W. SANBORN & COMPANY.

Manufacturers and Dealers in Express, Milk, Thoroughbrace, Delivery, Business and Four Spring Wagons; Agents for the Mitchell Farm Wagon, 24 and 26 Beale Street

A. W. Sanborn & Co., Nos. 24 and 26 Beale Street, manufacturers and dealers in wagons, are specialists in that line of manufacture, and like most who devote capital, time and energy to an article, produce goods of peculiar excellence. The manufactory of the firm is at Manchester, New Hampshire, and is one of the most extensive and best equipped establishments of the kind in the United States. The house was founded in 1850 by Mr. A. W. Sanborn, its senior member, and since that date has confined itself exclusively to the making of wagons. These vehicles are of several styles, such as express, milk, thoroughbrace, delivery, business, and four-spring wagons, etc. The firm is in every way prepared to make these vehicles, in any number and in a first-class manner. The best selected materials are always kept in sufficient quantities to supply an unexpected demand. These vehicles are substantially made, warranted to withstand any reasonable use, and, when necessary, are finished with artistic taste. They have an excellent reputation wherever used, and are sold largely in this and adjacent cities, and throughout the Pacific Coast. The demand from other sections is increasing yearly. Messrs. Sanborn & Co. are also agents for the celebrated Mitchell farm wagons, which, for adaptability to the manifold uses that farmers put a wagon, strength, lightness, ease of draft and price are unequalled. These wagons are the favorites with the agricultural community, and a considerable proportion of the business of the firm is done in them.

THE BUTTERICK PUBLISHING COMPANY.

Patterns—Horace A. Deming, Agent, 124 Post Street.

It is not so many years ago that the woman who wanted a pattern for a dress or other wearing apparel, for herself or children, had to cut it herself, or borrow it of some provident neighbor. Such a thing as buying this modern necessity was then impossible. But in this labor-saving age such wants are an absolute necessity. Some years ago a man named Butterick began, in one of the Eastern cities, to make paper patterns for the more common articles of dress in a small way, but in a short time, so useful were the articles, he had more business than he could well handle. Now the Butterick Publishing Company, which has succeeded to the business, is one of the large concerns of the country, employing thousands of people, directly and indirectly. There is no conceivable article of wearing apparel for which a model cannot be found in the company's agencies, together with minute directions for cutting and fitting. No sooner than, and often before, a fashion is adopted, the article is taken hold of by the Butterick Publishing Company, artistically remodeled and issued to the country, always in advance of the fashion plates of the leading modistes and manufacturers. The company employs the best talent obtainable

as designers, and issues many of its original styles. The local agency of this famous establishment is managed by Mr. H. A. Deming, No. 124 Post Street, who established this particular line of business in 1868. The agency is the depot of supply for the other agencies on the coast, which are a feature in every village and town, and the amount of trade it transacts in the course of a year is incredible to any one not acquainted with the business. Mr. Deming knows his business well, and his experience enables him to supply, or even to anticipate all the wants of his customers and the public.

GREENSFELDER & COMPANY.

Manufacturers' Agents and Importers, 537 Market Street.



One of the largest houses in the city, in the fancy goods line, is that of Greensfelder & Co., successors to The A. S. Spence Company, No. 537 Market Street. The house acts as manufacturers' agent, and is besides an extensive importer. It is a comparatively new house in the trade, having been established at No. 21 Sutter Street as recently as 1881, but ample capital judiciously employed, a thorough understanding of the business, and an intimate knowledge of the wants of the local and country trade, put the firm at once in the foremost rank of establishments in the business, and among the leading mercantile firms of the city. Recently the firm bought out the stock and good-will of the fancy goods and notion departments of The A. S. Spence Company, adding that business to an already large concern, combining the two establishments in one. In the fancy goods line the house carries the most complete and assorted stocks to be found this side of Chicago, embracing every article known to the trade. The specialties of the firm are fine fancy goods, cutlery, stationery of all descriptions, druggists' sundries, Yankee notions, novelties and toys, sponges, chamois, and non-secret medicines. These goods are all from

the fountain heads in the Eastern States and Europe, and are imported direct. They are of the newest styles and designs, and being bought upon unusually low terms, the firm can present these wares to the trade upon margins too low to be met by other houses. Messrs. Greensfelder & Co. are the sole agents here for the celebrated Celluloid Waterproof Collars and Cuffs; 'The Philadelphia Truss Co.'; 'The Cross' Stylograph Pen, and all Eastern manufacturers of druggists' specialties. This house is likewise the depot of sponges and chamois specialties, and fine holiday goods, to which city retailers look for select assortments. The aggregate sales of the house amount to a quarter of a million dollars a year, the distribution extending over the interior and to the regions north and south.

PORTER, SLESSINGER & COMPANY.

Importers and Manufacturers of Boots and Shoes, 7 and 9 Battery Street.

Porter, Slessinger & Co., Nos. 7 and 9 Battery Street, is one of the oldest and most extensive houses in the line of manufacturers and importers of boots and shoes in San Francisco. It has been identified in a prominent way with that trade almost from its inception. The several members of the firm are George K. Porter, Louis Slessinger and Joseph Kahn. These gentlemen have the advantage of long training in their business, and of all the favorable connections that are always established by a leading house in the course of a long and prosperous career. The firm thus occupies a commanding position in its line of trade, and is accounted as one of the pillars of the commercial world of the city. Porter, Slessinger & Co. are extensive manufacturers of all kinds of boots and shoes, their goods enjoying a large and increasing demand throughout this and bordering States and Territories, because of the superior materials and workmanship. The factory is located on the northwest corner of Clay and Sansome Streets, and is undoubtedly one of the largest, as it is certainly one of the best equipped, to be found in this city or out of it. A great number of working people are steadily employed, and the output of the factory is something enormous in a year. The firm is the only maker of the famous "Iron Clad" goods in the foot wear line. These productions are of such real excellence that they have made the trade-mark of the house familiar in every valley, town, and mountain camp on the Pacific Coast. Owing to the arrangement of the business, and the facilities for procuring materials, the firm can make boots and shoes at prices that are much below competing manufactories, the quality of goods being taken into consideration. The Battery Street store is the depot of the factory and is divided into stock, sample and sales departments, where immense quantities of home manufactured and imported goods are always on view. The house employs a great capital, and enjoys the confidence of its customers and the esteem of the trade.

E. H. MARWEDEL.

Importer and Manufacturer of Window Shades and Fixtures, Curtain Poles, Table and Enameled Oil Cloth, &c.
Agent for W. T. & J. Mersereau's Stair Rods, 541 Market Street.

E. H. Marwedel, importer and manufacturer of window shades and fixtures, etc., No. 541 Market Street, is a striking example of the opportunities that San Francisco presents to an energetic man. He began his manufacturing business in 1865, on the upper floor of No. 571 Market Street, in a small way, and in a quiet manner pursued his course, turning out the best work for a few years, when the natural result followed—the trade increased until larger quarters were needed to accommodate the business. Then the establishment was removed to the premises now occupied; its facilities were improved and the line of manufactures extended to embrace everything in the branch of trade conducted by the house. These manufactures comprise curtain poles, window shades and fixtures, etc. These articles are produced in superior style, the workmanship and materials being first-class in every respect, and are sold at such low prices that they are supplanting importations. Mr. Marwedel is an extensive importer of opaque shade cloths and Hollands, picture cord, wire, knobs, nails, books, table and enameled cloth, etc., and in this line is the largest dealer in the city. Large stocks of these goods, of the latest designs, are kept on hand, for the trade, which leans upon this house for the best and freshest styles. The trade is drawn from the whole coast, British Columbia, the Hawaiian Islands, Mexico and the Orient, the annual sales reaching very respectable figures; and judging by the yearly increase of the business, gives satisfaction to all customers. Mr. Marwedel bears an excellent reputation as a business man, energetic and reliable, and his credit is No. 1 in mercantile and manufacturing circles.

NORCROSS & COMPANY.

Manufacturers and Importers of Regalia, Flags, Banners, Military Goods, &c., 6 Post Street.

Norcross & Co., manufacturers and importers of regalia, flags, banners, military goods, etc., No. 6 Post Street, is without exception the largest establishment of the kind west of St. Louis. The house was founded in the early days of 1849 by D. Norcross, who began with the importation of Masonic and Odd Fellows' emblems and regalia, flags, bunting, etc. He carried on the business for years, and was the only source from which these articles could be obtained. All the early established lodges of these orders obtained their ornaments, uniforms and fixtures from this establishment, which gave the same satisfaction then as now. Later on, the style of the house was changed to that of Norcross & Co., and the manufacture of the goods dealt in was begun. This manufacturing branch has been enlarged from time to time until it is now one of the large workshops of the place, and first and last gives employment to a considerable number of people. Norcross & Co. make regalia, jewels, ornaments, etc., for the Masons, Odd Fellows, Druids, Knights of Pythias, Ancient Order United Workmen, Patriotic Sons of America, Order of the Eastern Star, Red Men, and all other orders; also uniforms for the National Guard of California, the regular army, and independent military organizations. The quality of these goods is first-class, no pains being spared to produce superior articles. The best patterns are used, and the work is done by experienced hands under intelligent supervision. All the productions of the house are in high favor with the orders for whom it manufactures, and the firm enjoys almost a monopoly in its line on account of the superiority of its goods and the reasonable prices at which they are furnished.

McKAY & COMPANY.

Manufacturers and Dealers in Lumber. Mills at Humboldt Bay. Office, 4 California Street.

There is no house in its line more widely and favorably known than that of McKay & Co., manufacturers and wholesale dealers in lumber, No. 4 California Street. It has been prominently identified with that business in this city since 1877, when the firm was founded by Allan McKay and Alexander Cormick, with ample capital for carrying a business of great magnitude, of which the house is now the possessor. This business has been conducted prosperously, the house acquiring a high reputation and an extensive patronage, which has raised it to a place among the representative establishments in the trade. It has saw-mills and extensive tracts of timber lands near Eureka, Humboldt Bay. These mills are of large capacity, and the house can fill any order for timbers or lumber in the shortest possible time. A specialty of the business is producing cargo lots for export, sawed to order. In this line a very large business is done for Europe, South America and other places. The trade with the Eastern seaboard States is increasing. The ample resources of the house give it an important advantage in the prosecution of the business, and enable it to offer inducements to the trade, with which smaller establishments cannot compete. Messrs. McKay & Company are large employers of labor at their mills and upon the timber lands, and also engage a number of vessels during any one year to carry their products to market. The trade with this port is considerable, and many cargo lots are disposed of here, where the lumber made by the firm is in demand because of its excellence and fitness for the purposes for which it is intended, and on account of the good condition in which it invariably arrives.

KRAKER & ISRAEL.

Manufacturers of Ladies', Children's and Infants' Underwear, Neckwear, and Embroidered Flannels, 521 and 523 Market Street.

The diversified manufacturing interests of San Francisco are well exemplified in the establishment of Kraker & Israel, Nos. 521 and 523 Market Street, whose industrial concern presents features new to the community. The works, as an entirety, have no duplicate upon the Pacific Coast. Kraker & Israel are manufacturers of ladies', children's and infants' underwear, neckwear, and embroidered flannels—an industry the house was the first to engage in, in this city, Mr. Kraker having founded the business in 1865. Some years later Mr. Israel came in, and these gentlemen now compose the firm. The trade under notice has been built up from a small beginning in the face of an almost overwhelming opposition from abroad, but the firm by persistence has established a large and flourishing business, and annually produces goods to the amount of \$250,000. The factory is the largest of its kind in the extreme West, 50x150 feet, and in it one hundred people find regular and remunerative employment. In this factory are the latest improvements, and the machines are among the most ingenious made. There are two Swiss embroidering machines, the only ones on the coast, which weigh six tons, and occupy a space of 12x20 feet each. Tucking, quilting, cording, ruffling and puffing machines, besides others equally marvelous, are also used. The specialties of the firm are embroideries, flannels, ladies', misses' and children's gowns, skirts, infants' dresses, robes, slips, children's suits, and ladies' linen suits, etc. A particular feature of the business, and one to which the firm pays unusual attention, is a full line of wedding and infants' trousseaux, kept always on hand. Embroideries of satin, neckwear, laces, skull caps, silk, cashmeres and other fine goods, flannels, etc., are other descriptions of work the house does—the superior excellence of which is acknowledged by the trade and the public. The productions of this establishment are of so superior a character that they have supplanted importations and now lead the trade. The entire Pacific Coast is under tribute to Kraker & Israel, their productions going into every town and village.

BRIGHAM, HOPPE & COMPANY.

Importers, Commission Merchants, and Wholesale Dealers in Butter, Cheese, Eggs, Hams, Bacon, Lard, Salt Fish, Cranberries, Etc., 129 and 131 California Street, cor. Front.

The growth of the general commission business in San Francisco has kept pace with the increase of the industries of the city, and assumed colossal proportions. There are many large houses engaged in this business, but no other establishment surpasses, in extent of trade, influence, or capital employed, the well-known firm of Brigham, Hoppe & Co., Nos. 129 and 131 California Street. This house is an extensive importer and wholesale dealer in butter, cheese, eggs, hams, bacon, lard, salt fish, cranberries, and other Pacific Coast products. These articles are received from the largest and most noted producers on the coast, and are all of the excellence that a house like the one under notice can guarantee. Brigham, Hoppe & Company are the sole coast agents of the celebrated L. C. Dupee hams. The house was established by Mr. C. O. Brigham in 1867, who successfully and honorably conducted it until 1882, when the present firm succeeded him, and has been no less successful in extending the influence and trade of the establishment. Messrs. Brigham, Hoppe & Co. have the best of facilities for carrying on the commission business. Close and intimate relations with the trade, superior arrangements with transportation companies on land and water, and a business that extends the length and breadth of the country west of the Rocky Mountains and into foreign countries, give the house a command of the business that enables it to place an immense amount of goods in the shortest space of time and at lowest charges. It is noted for its liberality in dealing with clients and customers, and has acquired its present large trade because of prompt attention to business and its courteous treatment of all who come into contact with it. The individual members of the firm are C. O. Brigham, J. C. Hoppe, W. H. R. Roden, and T. E. Brigham, who are familiar with the business, and know the wants of customers and the trade as few others do; and are gentlemen of the highest standing and credit in the community.

H. B. TICHENOR & COMPANY.

Lumber Dealers, 42 Market Street, Proprietors of Navarro Mills.

H. B. Tichenor & Co., No. 42 Market Street, started in the business so long ago as 1858, on Stewart Street. The firm has always held a leading position in the trade, and makes a specialty of redwood lumber, railroad ties, and shingles. Having their own mills, Tichenor & Co. make their own lumber. These mills are located at Navarro River, Mendocino County, on the northern coast, in the heart of the timber belt, in easy and speedy reach of this market. The concern employs one hundred and twenty people, to whom it disburses \$5,000 a month. The members of the firm are H. B. Tichenor and R. J. Byxbee. The sales amount to a very large sum each year—the productions being extensively consumed in this city, and sent also into the interior.

REISS BROTHERS & COMPANY.

Importers of Cloths, Beavers, Cassimeres, and Tailors' Trimmings, Nos. 24 and 26 Sutter Street.

The well-known house of Reiss Bros. & Co., Nos. 24 and 26 Sutter Street, importers of cloths, beavers, cassimeres, and tailors' trimmings, has for many years filled an important place in the particular branch of trade in this city to which it is devoted. It was founded in 1867, by Messrs. Reiss & Moritz, and in 1873 changed to the present firm—Solomon Reiss and Isaac Reiss comprising it. Both gentlemen have acquired a valuable and thorough knowledge of the business, which is brought to bear upon the trade in all its relations. The house has two branches—one at No. 115 Worth Street, New York, and the other at No. 2 Rue de Chateaudun, Paris. It is from those branches that the elegant and stylish goods of the house are obtained. They are judiciously selected from the latest productions of American and foreign manufactures with especial reference to the demands of the San Francisco trade, and are, it is needless to say, the best makes of those noted establishments. These importations embrace a large and varied assortment of cloths, beaver goods, cassimeres, and tailors' trimmings; and having a thorough familiarity with the trade, Reiss Bros. & Co. are just the men wanted upon this coast. The facilities of the firm for procuring and placing its goods upon the market are of the best character. Buying cheaply, invariably from first hands, shipping so much that freights are obtained at a concession, employing large capital, and handling stocks at the lowest expenditure of time and money, give it advantages in putting prices that allow it to compete successfully with any other house in the trade. The firm has a large trade in the interior, and sells exclusively to jobbers and merchant tailors in this and adjacent cities.

CHARLES GEDDES.

Architect, 528 California Street, Over German Bank.

San Francisco being a rich and populous center, with a varied surface of valley and hill, presents a noble field for the genius of the architect. This fact has not escaped the observation of the best men of that noble profession, and many of the brightest minds in that branch of art have located in this city. The fruits of their genius are seen in the magnificent structures in the business portion of the city and in the multitude of splendid and costly mansions that cover the hills, while the tasteful and beautiful, if less costly, homes that are to be seen by the thousand prove the adaptability of the science to the comforts and elegance of ordinary life. Among the names indelibly stamped upon the architecture of the city by the Golden Gate, that of Charles Geddes is entitled to be placed first. He has been practicing his profession in this city since 1853, and his knowledge and experience give his judgment a value accorded to few other architects. Mr. Geddes saw thirty years ago that the peculiar climate and surroundings of this place rendered a new phase in the science of architecture an absolute necessity. He originated and carried out many of the designs now adopted by the profession. To enumerate, even in part, the many dwelling-houses, mansions and business structures designed by Mr. Geddes, cannot here be attempted, but among the later productions of his skill may be named the Government Block, at the corner of Stockton and O'Farrell Streets, and the Fechheimer & Goodkind Block, on Sansome Street, near Market. He gives special attention to light and ventilation—so necessary in this vicinity, and to the security of buildings against earthquakes. The plan against the latter contingency adopted in California, is of his invention. He refers to a long list of the most prominent citizens who have employed him, any one of whom will heartily indorse his abilities as an architect and his character as a trustworthy man. Mr. Geddes' office is at No. 528 California Street, over the German Savings Bank.

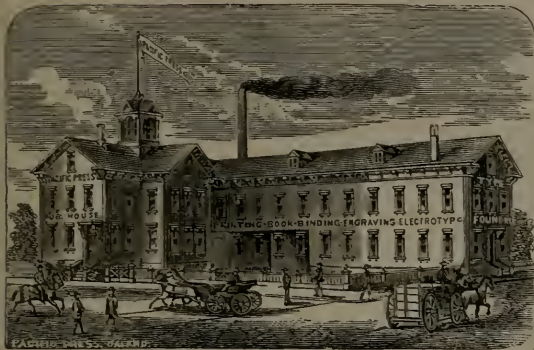
HENRY S. REINSTEIN & COMPANY.

Dealers in Woolens; Job Lots from the Mills a Specialty, 516 and 518 Market Street.

Henry S. Reinstein & Co., Nos. 516 and 518 Market Street, is the style of a firm that confines itself to one specialty, viz.: that of woolens. In this branch of commercial enterprise the house occupies a position in the very front rank of the trade, and the brief history of the concern proves what tact, talent, experience and enterprise, backed by sufficient capital, can do even in a short time. The house was founded in 1882 by Henry S. Reinstein, who opened in Thurlow Block, Kearny Street, selling by sample. These quarters proving too small for a business that grew with phenomenal speed, Mr. Reinstein, the following year, removed to the roomy location he now occupies. Here he keeps large lots of his specialties, fresh from the mills. An immense trade is transacted in woolens here, embracing all descriptions of imported and domestic cloths and cassimeres. The proprietor makes a particular feature of his business in selling job lots from the mills in the original packages. By this means much expense is saved to buyers, who, by purchasing of this house, do not have to pay the extra costs that other establishments are obliged to add to the original price of their goods. The location of the store is central, the facilities for handling stocks are perfect, and the shipping arrangements of the best description. There are additional items in the economy of the house, and all these advantages are shared with customers. It will accordingly be seen how Mr. Reinstein can sell his goods at such low rates. The trade of the house has already extended over most of this coast, and is rapidly widening.

PACIFIC PRESS PUBLISHING HOUSE,

Publishers, Printers, Binders and Stationers.



PACIFIC PRESS PUBLISHING HOUSE.

1059), the right, the Central Avenue front (No. 715). That portion fronting on Castro Street is twenty-six feet front by sixty-six feet deep, having central side wings projecting nine feet from the main frame. It is two stories, basement and attic. This building, together with a one-story brick engine-house in the rear, was erected in 1876. During the course of construction many people were curious to know for what purpose it was intended. Some supposed it to be a school house or seminary, while others conjectured this, that, and the other object. But the surprise of all was complete when the institution developed into a printing office, in which was placed a large Cotrell & Babcock four-roller press, run by steam, on which was printed the *Signs of the Times*, and books and pamphlets for the Publishing Association. And when, in 1877, a fine job printing department was added, a great many persons, especially printers, actually laughed at the idea of running a printing business "away out on Castro Street." But when the office turned out the finest work that could be done in the city, even vying with the San Francisco offices, and the tide of work flowed continually in this direction, the laugh stopped, and business men found that the corner of Central Avenue and Castro Streets was not very far from the recognized business center of the city, and it appeared all the nearer when the low prices were added to the excellent quality of the work.

The same year a book-bindery was added to the institution, also a large stock of book and newspaper, and printers' stationery. This, in connection with the book-selling business, filled the large building to overflowing; and at the same time the job printing had increased until an additional cylinder press became necessary. A three-story building, fourteen by twenty-four feet, was next erected in the rear of the main building, surmounted by a five thousand gallon water-tank, which was filled by a steam-pump, from a well in the yard, and the Association dispensed with city water. This building is also used for lodging and storage purposes. In 1878 the Association purchased the lot on Central Avenue, and erected that portion of the structure, thirty by eighty-four feet, two stories and an attic, and finished to match the other building, with which it is connected at the rear. The job printing department was at once moved into the first story of the new building, and materially enlarged by the addition of a new two-roller Hoe Press and other important facilities. The book, paper, and music composition department was moved into the second story, and the attic was devoted to storage and lodging. While this building was in process of erection, a stereotype and electrotype foundry was introduced, which has added much to the working capacity of the institution. This now occupies the rear of the first floor of the building facing on Central Avenue, and the former engine-house.

During the summer of 1880, further important improvements were made. The Castro Street building was raised, and the basement enlarged and fitted up for a press-room, an engine-room, and a storage-room for paper. Another press, (a Cotrell & Babcock four-roller, double-revolution,) the largest book press on the coast, was imported and put in operation. Again in 1882 another book press was added, also additional machinery in the book-bindery and electrotype foundry.

The establishment is now a complete home institution, doing a large and ever-increasing business. No printing-office on the coast is better supplied with facilities for fine job work, as custom specimens all over the State will attest; and no pains or expense is spared to keep pace with the rapidly advancing new styles in the art. The gentleman in charge of this department has few, if any, equals in the State, having been ranked as an artisan in some of the best offices in the East. The book, paper, and music department is furnished with facilities for an extensive range of work. The electrotype and stereotype foundry is manned with competent work-

men, and provided with first-class equipments. The bulk of the printing-paper, inks, etc., used here is imported directly from Eastern manufactories, which gives customers an advantage in getting work done at this house.

The reputation of the Pacific Press for fine work and square dealing attracted so much attention in San Francisco that in 1879 it became expedient to establish an agency in that city—a project which was carried out to the gratification of many prominent business houses, and with profit to the institution. This branch office, under the management of J. W. Gardner, is now located at No. 529 Commercial Street, at which place a first-class engraver is kept regularly employed.

In the delta of the two buildings (on the corner represented as vacant for the purpose of better showing the plan of the business house), stands a two-story double frame building, also owned by the Publishing Association, which is occupied as a boarding and lodging-house, and conducted by the Association, principally for the accommodation of the *employes*.

The projectors of this enterprise realized that Oakland, from the very character and standing of its citizens, and the nature of its beautiful situation, would always be a legitimately high-toned city, and have therefore ever aimed to give their buildings and grounds an appearance in keeping with the surroundings, so far as the work of almost continuous improvements will permit. They have endeavored, and with a good degree of success, to demonstrate that large places of business (a few occupations excepted) need not be disorderly eye-sores in any community. And whereas some residents in the vicinity were inclined to take exceptions to introducing a business house in a residence neighborhood, it is evident their objections have been groundless, at least so far as appearance is concerned. And a heavy outlay of means was occasioned by placing large presses and engine in basement apartments to avoid annoyance to neighbors on account of noise. Persons entering the building for the first time always express surprise at the extent of the work carried on as compared with the quiet and orderly appearance outside. This house stands in fair competition with any printing-house or book-bindery on the coast, for any class of work, large or small. There are employed in all the departments from eighty to one hundred hands, and there is always a busy-bee appearance through the interior, while the outward improvement is one of which even handsome Oakland may well feel proud.

FRANCIS SMITH & COMPANY.

Manufacturers of Sheet Iron Pipe of all sizes, No. 130 Beale Street.

Francis Smith & Co., No. 130 Beale Street, makers of sheet-iron pipe, are extensive manufacturers in that line, and are so well and favorably known as to hardly need an introduction. The establishment was founded in 1869 by the present proprietors, who have carried on the business in their particular line without change. Sheet-iron pipe of all sizes and styles is made to order. A feature of the business is the cutting, punching, and forming of iron for making pipe on the ground where it is to be used. All kinds of tools for the work are sold to accompany the iron, and if necessary, at long distances, full instructions are also forwarded. Estimates for this and other kinds of work are cheerfully furnished when asked. The firm is prepared to coat pipe of all sizes with its specially prepared composition of coal tar and asphaltum, rendering the pipe rust-proof; and will tin or re-tin pipe. The establishment is so complete, and so admirably arranged, that the cost of production is reduced to a minimum. Messrs. Smith & Co. can undersell almost every other house in the trade, and can successfully compete in prices with any. The pipes made at this factory are sent all over this part of the globe. They are used in Australia, Mexico, Sandwich Islands and British Columbia, besides the coast regions of the Union, and in Idaho and Montana. Messrs. Smith & Co. are the sole manufacturers of the celebrated Channel Iron Wheelbarrow, pronounced by experts to be the best barrow made. They have taken the first prize over all others at the Mechanics' Institute. The barrows are wholly of iron, and are of five sizes, from light to extra heavy, with 16-inch wheels, and will stand any use to which they can be put. They are strongly made, thoroughly well fastened, never get out of order, and last for an indefinite period. These barrows are used by the different steamship lines, railroad companies, and mines, and are favorites wherever employed.

SAN FRANCISCO PIONEER VARNISH WORKS.

Hueter Bros. & Co., Proprietors, Dealers in Paints, Oils, Artists' Materials, etc., Depot Southwest Corner of Second and Market Streets.

The San Francisco Pioneer Varnish Works, of which Hueter Bros., corner of Market and Second Streets, are proprietors, is, as its name indicates, the first establishment of the kind opened on the Pacific Coast. In beginning this new business in 1858, this enterprising firm had to contend with numerous difficulties, but energy finally overcame all obstacles, and to-day this factory is large, complete, and above all, successful. Its productions are standards in the trade, and are equal to the best goods from any of the older factories elsewhere. Hueter Bros. & Co. make it a point to manufacture none but perfectly pure and reliable varnishes, and by importing all the crude materials direct from their source, can successfully compete in prices, as

well as in quality, with the leading Eastern firms. This factory is located on Sonoma Street, between Twenty-third and Twenty-fourth Streets, and covers one city block with its buildings and accessions, erected after the latest European plans. The institution is complete in arrangement, and all details are carried on with the view of making the best article at a minimum cost. All kinds of varnishes are manufactured, the present capacity exceeding 500 gallons per day. The city store of Hueter & Co. is the depot of the factory, and is also an emporium where are kept the extensive lists of imported goods dealt in by the house. It makes a specialty of paints, oils, brushes, in fact all materials used in the paint trade. The trade of this house is very great, extending so far as Sydney and Melbourne. At the World's Fair in 1879, at Sydney, its varnishes were awarded the highest premiums. An honorable career of many years gives the firm a commanding position, and the same spirit of enterprise that raised it to its present position still directs its affairs. Gustave Hueter and Ernest L. Hueter are the principals of the house.

E. SOULE.

Manufacturer of Cars, Wagons, and Carriages of all Descriptions, Plows, Agricultural Implements, Wheels, Gears, etc., Corner of Fourth and Bryant Streets.

A history of the industrial establishments of the city and State could not be written without conspicuous mention of the name of E. Soule. Since the pioneer days of 1849, Mr. Soule has been identified with manufacturing in this State, and wherever located his establishment has ranked among the first. He began business in Sacramento, in 1849, as a wagon-maker, etc. In a few years, when farmers became somewhat numerous, he added to his works a department for the manufacture of plows, harrows, etc., gradually enlarging it to meet the demands of a steadily increasing trade in his wares. It at length grew too large for the circumscribed surroundings of an interior town, and in 1880 Mr. Soule moved his works to San Francisco, locating on the extensive premises at the corner of Fourth and Bryant Streets. The building is 100x125 feet, with four floors, and is one of the largest manufacturing establishments on the coast. The factory is supplied with all the necessary machinery, driven by a 75-horse power steam engine, and forty-five workmen are steadily employed, the number being added to as occasion requires. Included in the plant, which embraces several ingenious devices, is an atmospheric hammer. In this establishment are manufactured cars for railroads, tramways, etc., wagons for all kinds of work, every description of carriages, buggies, plows, agricultural implements, wheels, gears, and general railroad supplies. These articles are made to order, when required, of any desired style or pattern. The productions of the factory are sent to the Pacific Islands, into Mexico and Central America, and are bought to an enormous extent in the interior regions of the Pacific Coast.

NEWMAN & LEVINSON.

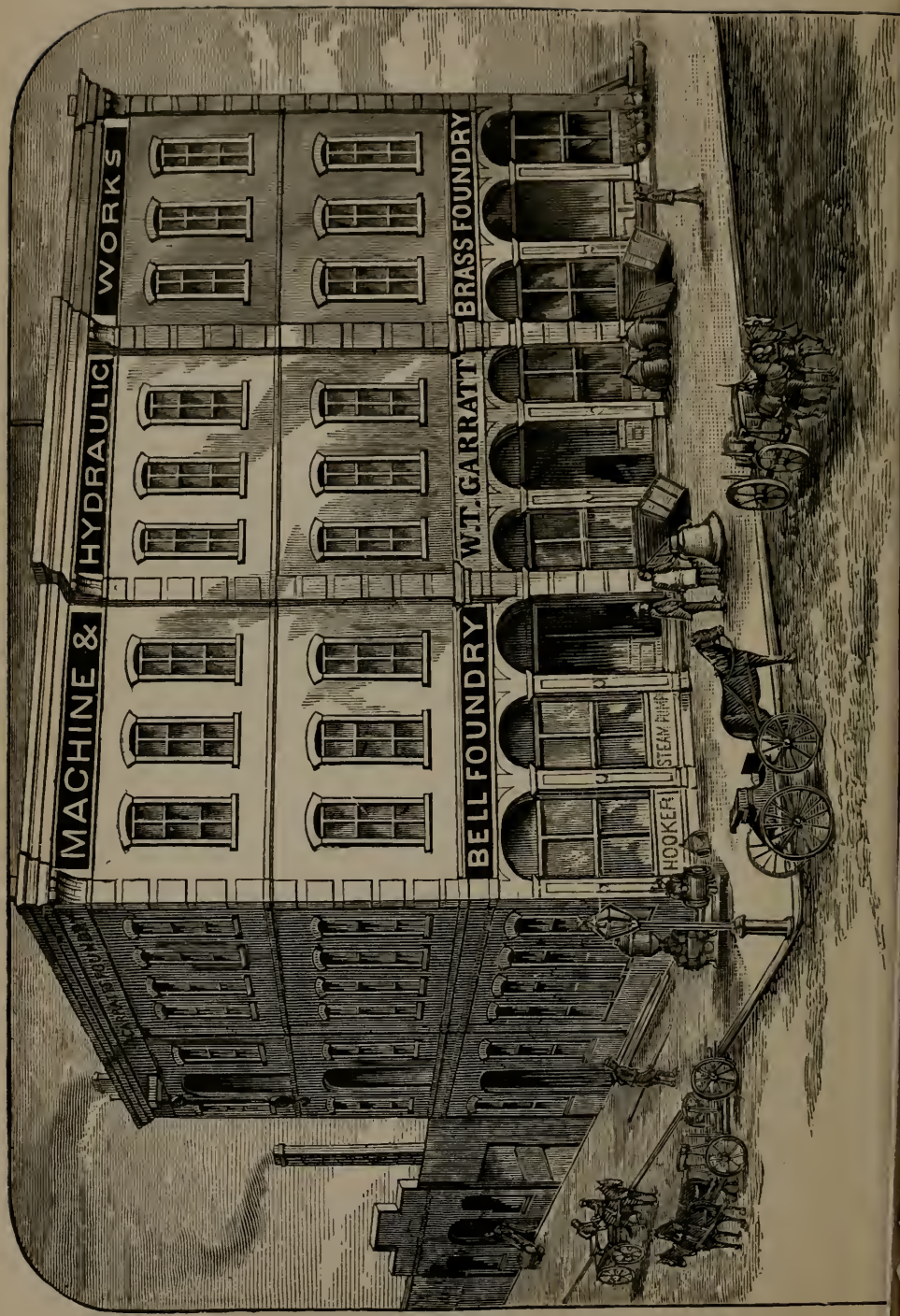
Importers of and Dealers in Berlin Zephyrs, German Yarns, Fancy and Decorative Art Goods, etc., Nos. 129 and 131, Kearny Street.

Newman & Levinson, Nos. 129 and 131 Kearny Street, is the name of the largest house in its line of trade in this city. It makes a specialty of fancy goods and decorative art goods, and in these particular features has no competitor for variety, extent of stock, or volume of trade. The house was founded in 1881, by Wm. J. Newman and John Levinson, and it immediately became one of the leading Kearny Street establishments. The premises occupied are 55x85 feet, several stories high, the lower floor being devoted to the sales department, and the upper floors to manufacturing in the decorative art department. The store is a marvel in its variety and display, and is a favorite resort of towns-people and visitors from the country. In this establishment are kept Berlin zephyrs, German yarns, canvas, felts and crewels, laces, chenille, hosiery, white goods, floss, beads, embroidery trimmings, gilt and silver trimmings for theatrical and society purposes, and all the imaginable articles that go to make up a complete stock of fancy goods. Kid gloves are a specialty, and in no other house can such a variety of design and make be found as here; nor can prices be equaled in this as in other lines by competitors. The decorative art rooms, up stairs, are as complete and elaborate as the store below. Everything in this line of artistic and æsthetic goods can be obtained, or the materials procured to make them. Much attention is paid to materials suitable for making decorative art work, and amateurs and the trade may obtain anything needful in this place. The business of the house is very heavy, and includes the entire Pacific Coast.

THE ARCTIC OIL WORKS.

No. 28 California Street.

The Arctic Oil Works is another of those enterprises founded by San Francisco capitalists, destined, in the near future to exercise an important influence on this coast, and to have a direct bearing upon the markets of the world in the lines of its particular productions. These works were erected for the express purpose of refining the oils obtained by the catches of the whaling



MACHINE & HYDRAULIC WORKS

WORKS

BRASS FOUNDRY

W.T. GARRATT

BELL FOUNDRY

HOOKE

STEAM ENGINE

fleet and fishing boats engaged in capturing whales, sea elephants, and other oil-producing animals and fish in the Pacific Ocean. With this end in view, and desiring to produce only the purest article, the works were erected at the Potrero, on the bay shore, and supplied with all the scientific appliances and adaptable machinery that experience could suggest. The establishment began operations in 1883, in time to refine the catch of that season, and the result of the year's operations was satisfactory in an eminent degree, the products being of the best character, and worthy of being placed with the oils made at the well-known works in the East and Europe. At these works are made sperm, whale, sea elephant, and fish oils; spermacetti and sperm candles; whale and fish pressings; and sperm, whale, and fish oil scraps. All these productions are superior articles, and are already in demand for use here and shipment to all parts of the world. The business, from present appearances, is capable of boundless extension. The stockholders of the company include a number of the best business, and progressive moneyed men in the community. The officers are: Ex-Governor George C. Perkins, President; Wm. Griffith, Vice-President; J. N. Knowles, Manager; Edwin L. Griffith, Secretary. The office is at No. 28 California Street.

W. T. GARRATT.

Brass and Bell Foundry and Machine Works, 138, 140 and 142 Fremont, corner of Natoma.

The brass and bell foundry, machine and hydraulic works of W. T. Garratt, date back to 1850, and, after the changes and removals made necessary by an increasing business, are now located at the corner of Natoma and Fremont Streets. The works have grown so much since their establishment that now they are among the most important of the kind in the United States in the variety of productions. These products include everything used in steam, water, air, and gas work, etc., embracing bells for churches, of which the largest and finest-toned on the coast were made here, fire and other hydrants, valves, faucets for water and steam, and all kinds of fittings used in mills, hoisting works, machinery, etc. Babbitt-metal, and all the different alloys used in brass founding, are also made, such as phosphor bronze, deoxidized bronze, gun metal, together with castings in the above, from the smallest to the largest. In iron and general machine work there are made globe valves, safety valves, water and gas gates, and cast-iron fittings for large pipes. A large stock of iron, brass, and malleable-iron fittings is always on hand. Governors for steam engines, portable hand forges, blast blowers for foundries and ore-smelters, are manufactured also. The forges and blowers are much improved, and are lighter and more durable than any other make. One of the most important branches of these large works is the manufacture of many different kinds of pumps for boiler-feeders, water-works, and mining. The Garratt jackhead, or miners' sinking pump, is noted for its lightness, durability, and ease with which the valves can be replaced, making it the best pump in use for sinking. Another valuable feature in these pumps is that muddy and gritty waters do not obstruct its action. Other descriptions of pumps are also made in the factory, including the well known Hooker Steam Pump, single, double or compound. The Hooker Pump is a California invention of great merit. It has received the first premium gold medal, over all competitors, at several exhibitions of the Mechanics' Institute. These pumps are especially valuable for mining, irrigating, and as boiler-feeders, and are the best for general use on the Pacific Coast. The establishment is large and complete in detail, with every necessary machine or tool for carrying on the works. A numerous body of skilled workmen are employed, under a thorough system. Many of these workmen, who learned their trade in the works, and under the care and tutelage of Mr. Garratt, have become accomplished artisans. To enumerate all the articles made in these works would take too much space. It suffices to say that almost everything needed with any kind of machine work, is manufactured at this busy hive of industry. As to the merits of the work, every machine, or part of a machine, or every article produced, is a guaranty of the excellence of what can be done. The productions of the establishment are sent to Australia, the Hawaiian Islands, China and Japan, and are taken in every locality on the Pacific Coast.

W. I. TUSTIN.

Manufacturer Windmills, Horsepowers, etc., No. 308 Mission Street, between Beale and Fremont Streets.

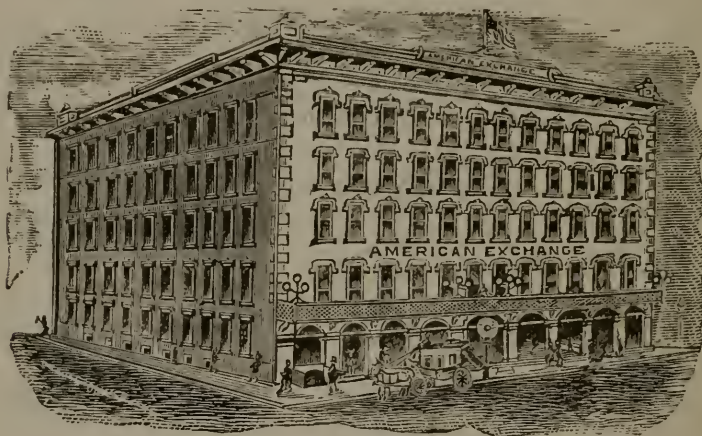
One of the very oldest houses in the machinery line in this city is the extensive and widely known establishment of W. I. Tustin, No. 308 Mission Street. Mr. Tustin started his machine shop early in 1849, and has ever since carried on the business, and has been one of the extensive manufacturers of machinery in the city, keeping pace with its growth and the advancement in business. His works are large, and systematically arranged and conducted, with a considerable body of trained employes. The facilities are exceeded by no other establishment of the kind in San Francisco, every department being well equipped with all the latest devices for saving time and labor, and expediting work. The preparations for doing an extensive business are complete, and contracts for machine work of any size are undertaken, and fulfilled in the shortest possible time. The line of manufacture embraces all descriptions of machinery, but the specialties of the establishment are the inventions of the proprietor, of which there are several in general use here. The principal invention is Tustin's Rotary Pulverizing Mill and

Granulator, for working wet or dry ores, feeding itself automatically. It has been awarded first premium and silver medals, in 1882 and 1883, by the Mechanics' Institute. This mill is so simple in its workings, so easily transported, and so cheap, that it has taken the lead of all other quartz mills in the country, and its universal success is a credit alike to the inventor and manufacturer. The users of it are very numerous in the many mining districts on the Pacific Coast. These mills, and all other productions of the works are made of the best materials, and are furnished at a price that insures their purchase and use to a large extent.

AMERICAN EXCHANGE HOTEL.

Charles Montgomery & Bro., Proprietors, 319, 321 and 323 Sansome Street, opposite Wells, Fargo & Co.'s Express.

One of the oldest and best-known hotels, in a city where such institutions are a prominent feature, is the American Exchange, Sansome Street, corner of Halleck. This hotel was prominently and favorably known on both sides of the American continent more than thirty years ago, and has been so well conducted that it has since lost none of the reputation then acquired. It is now in the experienced hands of Chas. Montgomery & Brother, who have learned their business in every detail, and who devote their entire time to superintending the affairs of this admirably conducted house. The American Exchange is in the center of the business portion of the city, and has been renovated and newly furnished throughout. It is but a short distance from the main passenger depots of the place, and every car line in the city runs within a short



AMERICAN EXCHANGE HOTEL.

Distance of the house. The Oregon Steamship Co.'s office is only one block away, and the offices of the Central Pacific lines are but a short distance. Wells, Fargo & Co.'s express office is just across the street, and the bank of California is next door. From this central location the traveler and stranger will have no difficulty in reaching quickly and safely any part of the city. Besides this advantage, the traveling public will find this hotel the most convenient as well as the most comfortable and respectable house in San Francisco. There is a free coach to and from the hotel, for guests, ready at all hours, and comfortable rooms in the house, kept exquisitely clean, with free hot and cold water baths. None but the most obliging free white labor is employed about the establishment. Altogether, the American Exchange is a model establishment, which the proprietors take a pardonable pride in maintaining as a leading house in every respect. Terms are very reasonable, board and room ranging from \$1.00 to \$1.50 per day.

ASA HARKER & COMPANY.

Importers and Wholesale Grocers, 108 and 110 California Street.

The importance of the wholesale grocery trade to the business of San Francisco has been often referred to in these pages, and many of the leading houses engaged in this branch of commerce are given due prominence. Among these first-class establishments the wholesale house of Asa Harker & Co., Nos. 108 and 110 California Street, deserves to be put in the foremost rank, because of the high standing of the firm and the volume of trade transacted. It was founded in 1859 by Phillips, Tabor & Co., who were succeeded by Tabor, Harker & Co., the

present firm being formed and taking the business in January, 1884. The premises occupied are capacious, as they need be, to meet the requirements of a trade that aggregates a million dollars a year. The building is 40x250 feet, three stories high, with a large basement, and has all the labor-saving appliances essential to the handling of this immense quantity of goods. The firm deals in all descriptions of groceries and provisions, and is the agent of many specialties in the trade. So good are the opportunities of the house for procuring the goods dealt in, and the special arrangements for transportation, by means of which a large saving is made in freights, that the prices they are sold for are lower than competitors can meet. The entire coast is supplied with groceries, and there is an extensive trade with the Hawaiian Kingdom. City jobbers and retail grocers are heavy dealers with the house also, and a mutually agreeable and profitable business has been carried on between them for many years. Messrs. Asa Harker & Co. can be confidently and strongly recommended to the trade and business community.

SULLIVAN & RAVEKES.

Manufacturers and Importers of Paints, Oils, and Glass, Nos. 220 and 222 California Street.

In reviewing the business of this city the observer is impressed with the number of houses that deal in distinct lines of manufactures. The success of these establishments prove the extent and diversity of the trade that centers here, and the high opinion consumers have of the goods. One of these specialty houses is the firm of Sullivan & Ravekes, No. 220 and 222 California Street, manufacturers and importers of paints, oils, and glass. The house is also agent for Sherman, Williams & Co.'s superfine oil and coach colors, Murphy & Co.'s fine coach varnishes, the Germania Lead Works, and Chas. Moser & Co.'s artists' tube colors. The factory is located at Nos. 28 and 30 Jessie Street, and is as complete an establishment for the manufacture of paints, colors, etc., as there is in the country west of Chicago. All the goods dealt in by this house are the best in the trade, and the business is so extensive that it affords positive proof of the real excellence of the articles. By confining themselves to first-class goods, Messrs. Sullivan & Ravekes have established a reputation that is of the highest value in competing for an increase of patronage. The firm is composed of David Ravekes and W. D. O. Sullivan, who have recommended themselves to the confidence of the trade by their honorable and straightforward methods, and the promptness and reliability of their transactions. This firm has recently established a branch house in Sacramento, temporarily in a rented building. About the 1st of May it will move into the new brick store Nos. 915, 917 and 919 Second Street, where it will carry the best selected and most complete line of paints and oils in this section of the State. Sullivan & Ravekes are also agents for the Crystal Plate Glass Co. of St. Louis, who manufacture every grade of heavy glass, from the finest polished plate to the rough for sidewalks.

MADISON & BURKE.

Real Estate, etc., Nos. 401 and 403 Montgomery Street.

The oldest, and by far the largest, real estate and house agency in San Francisco, is the veteran firm of Madison & Burke, Nos. 401 and 403 Montgomery Street. This widely known and highly esteemed house was founded in 1858, as a rent collection agency, to take charge of buildings, estates, buy and sell property, and generally to represent owners. It was a success from the beginning, and has gone on adding to the number of its customers, until now it has a larger list than all the other agencies of the same kind in the city. The methods of doing business insure the promptest attention, and the care exercised over the property of clients is as vigilant as though it was owned by the house. Property owners feel perfectly safe with Madison & Burke representing them. The headquarters of the firm is the rendezvous of all persons seeking homes and places of business, either to purchase or lease, which gives the house the choice of tenants or purchasers, an advantage of great value in the business. The individual members of the firm are Martin J. Burke and Frank H. Burke, than whom there are no more competent and reliable business men in the city, and who are well worthy the confidence of the public.

C. N. HOLCOMB.

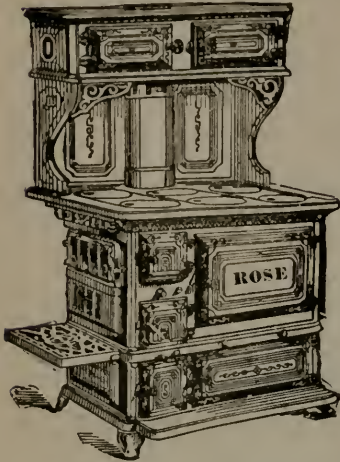
Importer, and Wholesale and Retail Dealer in Carriages, Rockaways, Phaetons, Buggies and Wagons, Harnesses, Blankets, Robes, Whips, etc., 411 California Street.

C. N. Holcomb, No. 411 California Street, importer and wholesale dealer and jobber in carriages, rockaways, phaetons, buggies, etc., has one of the largest repositories in the city, where useful and elegant vehicles of all descriptions are kept in large stock. Mr. Holcomb is also the agent of the New Haven Buckboard Company, and has all the makes of that convenient and easy riding vehicle. The carriages, rockaways, phaetons, top and open buggies, double and single seat business wagons, and other vehicles kept by this establishment, are made expressly for Mr. Holcomb by the best manufacturers in the East, and are especially adapted to use in this city and upon the coast. Several of these vehicles have special features incorporated in their construction, the suggestions of Mr. Holcomb, whose knowledge of the kind of

carriages, wagons, buggies, etc., best adapted to the peculiar climate and wants of this region is unsurpassed. Harnesses, blankets, robes, whips, and all other articles of the best manufacture and the latest styles, are kept in stock. These, as well as the vehicles, are sold on terms no other house in the trade can excel, and with which few can compete. Mr. Holcomb does a large trade in this city and throughout the coast, and is regularly receiving and shipping his goods. He has a number of employes busy in attending to the business of the establishment.

PACIFIC STOVE AND IRON WORKS COMPANY.

Foundry, 228 and 230 Main Street; Office and Salesroom, 939 Market Street.



A gold medal was awarded to the Pacific Stove and Iron Works Company in 1882 and 1883, at the Fair of the Mechanics' Institute. The officers of the Company are W. B. Wadman, President, and J. Spaulding, Secretary. The location of the foundry is at Nos. 228 and 230 Main Street, and the office and salesroom are at No. 939 Market Street. The Company was incorporated in June, 1880, for the purpose of promoting home industries, which plan it has succeeded in carrying out to the utmost satisfaction of the public. A specialty of the Company is the manufacture and sale of first-class cooking ranges and heating stoves; also sloop-hoppers, water-closets, crestring, and all light machinery castings. It gives employment to thirty artisans and laborers, whose aggregate wages are \$1,500 a month. Among the celebrated ranges manufactured and sold by the Company may be mentioned the "Rose," "Lily," and "Camellia," with fuel-saving grates.

W. & J. SLOANE & COMPANY.

Importers of Carpets, Oilcloths, Upholsterers' Goods, Wall Paper, etc., Nos. 525 and 527 Market Street.

W. & J. Sloane & Co., the oldest and largest carpet concern in America, whose main establishment is in New York, have also a house in San Francisco. It is located at Nos. 525 and 527 Market Street, where it was established in 1875. Mr. Chas. L. Watson is the resident partner and manager. The ample means and unequaled facilities for supplying goods enjoyed by this firm have enabled it to build up a large, profitable, and permanent business on the Pacific Coast. The building occupied by W. & J. Sloane & Co. is a three story brick, with a basement, the dimensions of which are 50x155 feet. They also occupy the third floor of the adjoining building, also 50x155, making five floors in all. They are agents for Alexander Smith & Sons' Carpet Company. The services of thirty-five employes are in active, daily use at the San Francisco house, which does a very large and steadily increasing trade in the sale of carpets, upholstery, and paper hangings.

BAUER BROTHERS & COMPANY.

Importers and Wholesale Dealers in Fancy Goods, Laces, Embroideries, and Victoria Zephyrs, 547 Market Street.

Bauer Bros. & Co., importers of English, French, German laces, fancy goods, and embroideries, and manufacturers of ladies' underwear, ruchings, lace novelties, etc., are located at Nos. 547 and 549 Market Street, opposite Sansome. A. M. and S. Bauer are the principals of the house, which was established by the former partner in 1880. Three floors are comprised in the premises, and contain numerous sewing, fluting, plaiting, and embroidering machines. For the operation of these machines, etc., the services of 150 employes are required. The office and salesroom are on the ground floor, while the third floor is devoted entirely to the manufacturing department. Bauer Brothers & Co are agents for the Victoria zephyr and wool, and enjoy a large, profitable, and growing trade in California, Oregon, Washington Territory, Idaho, Nevada and Arizona.

WILLIAM PATTON.

Architect, No. 411½ California Street.

Wm. Patton, architect, No. 411½ California Street, has been for twenty-five years at the head of his profession in this city, and has earned a deserved fame that extends far beyond the limits of the Pacific Coast. Thoroughly trained in his business, a master of all its details, with

the genius to invent and the skill to execute, this gentleman drew the plans of some of the largest and most prominent buildings in San Francisco. Among the structures are the Temple Emanu El, in Sutter Street; the Unitarian Church, Geary Street; Grace Episcopal Church, California Street; the Safe Deposit Block, corner of California and Montgomery Streets; the *Chronicle* building, corner of Kearny and Bush Streets, etc. While these massive structures are imposing evidences of the designer's talents, the hundreds of homes throughout the city, and in the interior, also show the extreme care and attention of the real architect, who, realizing the wants of a home, has arranged the plans to make the house an ideal abode. Mr. Patton has paid much attention to adapting his designs to the situations on this coast, and has succeeded, in a hundred different ways, in erecting homes that are faultless in every detail regarding light, drainage, ventilation, etc. He does as extensive a business as any architect in the profession and his office is a center from which many of the rising young gentlemen in the art have graduated.

PAYNE'S BOLT WORKS.

Manufacturers of Norway Iron Carriage Bolts, and all kinds of Bolts and Nuts, 114 and 116 Mission Street.



In reviewing the business features of San Francisco, one is impressed with the number of distinct branches carried on in a community a third of a century old; and the establishment of a special manufactory is an evidence of the opinion that intelligent men have of the future of the city as a trade and manufacturing center. Payne's Bolt Works, Nos. 114 and 116 Mission Street, is one of the special branches that are making the city the point to which the country looks for supplies, instead of to the East, or Europe. The establishment was founded in 1871, by Wm. and G. L. Payne, when everything they made was obtained from abroad, but their success, in the face of all odds, shows how well directed, patient industry, and intelligent enterprise is rewarded. The products of the works now not only supply the local trade, but are shipped to South America, Honolulu, and as far east as Utah and adjoining Territories. This establishment is the only manufactory of carriage bolts on the Pacific Coast. These bolts are of so superior a make that they never break. All sorts of bolts and nuts of equal strength are made for the trade, and special varieties of any size or shape, when ordered, including case-hardened set screws and finished hexagon-headed cap screws. The Bolt Works use a thirty horse power steam engine, and are equipped with the latest improved machinery. Thirty people are employed, all selected workmen, to whom the highest wages are paid.

W. FLEISHER.

Importer and Manufacturer of Hats, Caps, etc., No. 108 Battery.

One of the pioneers in the hat and cap business in San Francisco, is Mr. W. Fleisher, manufacturer and importer, at No. 108 Battery Street, near Pine. He started his factory over twenty years ago, in direct opposition to a foreign competition, which up to that time had monopolized the trade. The establishment was not very extensive at the beginning, but times have changed since then, and it is now a very large concern, employing a number of workmen, well supplied with machinery, producing a great quantity of goods each year. The hats, caps, etc., manufactured are all taken by the city and country trade, with which the goods are in great repute for excellence and cheapness. A heavy stock is carried at all times, including all the newest fashions, and extra inducements are offered to customers and to the trade, the amount of business enabling the proprietor to give extremely favorable terms. This veteran house is well known for its reliability, and its operations are conducted with such enterprise and judgment as to secure to it a continual increase in patronage.

DUNDON'S SAN FRANCISCO BOILER WORKS.

Steam Boilers of every description Designed and Constructed. Boiler Iron and Sheet Iron Work, Nos. 131 and 133 Folsom Street.

Dundon's San Francisco Boiler Works, Nos. 131 and 133 Folsom Street, were established in 1882. They hold a conspicuous and honorable place in the list of prosperous and useful manufacturing establishments of San Francisco, and by reason of the amount of yearly production, the capital used, and the number of workmen employed, are one of the foremost. P. F. Dundon is the sole proprietor, and it is to his skill, experience, business tact and integrity that the success of the new enterprise is entirely owing. The premises are 45x137½ feet, and the works are abundantly supplied with everything needful to carry on the business. The line of manufacture embraces steam boilers of every description, boiler iron and sheet iron work of all kinds, and iron ship work. This work is done promptly and on the most reasonable terms. The specialties of the establishment are Dundon's patent smoke and soot-consuming boiler furnace,

Dundon's patent detachable water leg bottom for fire-box boilers, and Dundon's return flue flume jacket boiler, vertical and horizontal. These patents have a number of special points of superior merit, and have been approved by the best engineers and mechanics in the country. A large part of the time of the works is taken up in making these articles, as their use is increasing rapidly, an introduction in any locality being sure to be followed by other orders. Mr. Dundon gives his personal attention to the filling of all his contracts, and will give prompt attention to all orders received, from city or country, for new or repair work. As he employs none but the most skilled workmen, perfect satisfaction may be expected from all business transacted with him.

C. & P. H. TIRRELL & COMPANY.

Importers and Manufacturers of Boots and Shoes, No. 419 Clay Street.

C. & P. H. Tirrell & Co., constitute one of the oldest and most extensive houses in the wholesale boot and shoe trade in San Francisco. The firm has been identified with the growth of the business in the city for the past twenty-five years. The house was founded in 1861, and with but one change has continued under the present style. It is located at No. 419 Clay Street, the premises having a frontage of 30 feet with a proportionate depth, the rooms being necessary for the keeping of the large stock requisite in its business. The individual members of the firm are Henry Edwards, of San Francisco, who manages the Pacific Coast interests of the house; C. Tirrell, of South Weymouth, Massachusetts; and P. H. Tirrell, of Boston. Messrs. Tirrell & Co. are extensive manufacturers of all sizes and grades of boots and shoes, their goods enjoying a first-class reputation for superior material and workmanship in this city and in the interior, as well as throughout the entire coast. The firm has the advantage of long training in its business, and a thorough knowledge of the wants of the people. It employs ample capital, and commands a leading position in the boot and shoe trade.

M. ETTINGER.

Manufacturer of Fringes, Gimps, Cords, Tassels, Buttons, and Dress Trimmings, No. 105 Post Street.

As long ago as 1858, Mr. M. Ettinger, a pioneer in his business, began the manufacture of fringes, cords and tassels for flags, gimps, etc., then an industry unknown on the coast. The trade was limited for a time, but the articles made by the house gradually became better known, and the business increased. This advance has since gone on uninterruptedly, until, at the present time, there are 100 persons employed in the factory, which is located at No. 105 Post Street. It is a large establishment now, with two floors, each 40x120 feet, and is a busy hive of industry, with its lot of machinery and many employés. Mr. Ettinger successfully competes with Eastern and European manufacturers in prices, and surpasses them in the quality of his goods, facts that are appreciated by the trade, which he largely controls. All kinds of trimmings are made by him for the wholesale and jobbing trades, and the retailers of the city and vicinity depend upon this house for their fine goods. Mr. Ettinger is also an extensive importer of dress trimmings, fringes, ornaments, buttons, button moulds, steel, glass, and metal beads, cashmere beads, etc., and his connections enable him to receive and sell these articles upon unusually favorable terms. All the latest novelties are specialties of the house, whose neat work and moderate prices give it a leading position in the trade of the coast.

S. B. PAIGE & COMPANY.

Agents for Detroit Safe Company, Hart's Patent Emery Wheels, and Yale and Sargent's Time Locks. Nos. 256 Market Street, and 10 Front Street.

In presenting these brief sketches of the representative houses of San Francisco, the magnitude of whose transactions, and the unimpeachable commercial integrity of whose proprietors have contributed to the general well being of the city's trade, the firm of S. B. Paige & Co., No. 256 Market Street, and No. 10 Front Street, is justly entitled to very favorable mention. This firm is the sole agent on the Pacific Coast for the celebrated Detroit Safe Company's steel-jamb fire and burglar-proof safes. These safes need no endorsement here, years of experience having taught the public their excellent qualities and absolute protection against fire and thieves. The firm is also agent for the Sargent & Yale time locks, and for Hart's famous emery wheels and grinders. The house was founded in 1878, by S. B. Paige and C. J. Moore, the other member of the present firm joining later. At the beginning the trade of the house was small, twenty-five safes being the extent of the first year's trade; but now the firm sells over five hundred of these very superior safes every year, the demand increasing as fast as their merits become more widely known. Messrs. S. B. Paige & Co.'s business is large and extends over the entire coast, the bulk of the trade, however, being in California, where the house is so well and favorably known.

R. GONZALES & COMPANY.

Manufacturers of Neckties, No. 39 Sutter Street.

Among the many industries that combine to make San Francisco a great point of supply in the line of manufactured goods, the house of R. Gonzales & Co. must have a prominent place, in keeping with the station it holds in the active industrial circles of this city. Messrs. Gonzales & Co. are engaged in the making of gentlemen's neckwear, at No. 39 Sutter Street, where they have a large number of operatives at work producing the specialties that have made the house a leading factor in the particular lines to which it is confined. All styles of neckwear, neckties, cravats, etc., are manufactured in large quantities. The silk, of which the majority of these articles are made, is imported directly from Lyons, France, and from Germany, thus enabling the house to make superior goods at the lowest prices. These importing facilities are supplemented by a complete and conveniently arranged factory, where machinery and skilled labor give the best possible results. The house is thus put in a position to successfully compete with Eastern manufactories, and the superiority of the home-made articles has almost driven neckwear made in other places from the trade. Gonzales & Co. manufacture exclusively for the wholesale and jobbing trade of the Pacific Coast, and do a large business every year, which is increasing fast and steadily.

FRANK BROTHERS.

Importers and Dealers in Agricultural Implements, Nos. 319 and 321 Market Street.

Frank Bros., one of the best known, most substantial firms in San Francisco, have been engaged in business since 1874, and are located at Nos. 319 and 321 Market Street. The house deals exclusively in agricultural implements, of which it carries a large and varied stock, adapted to the wants of the Pacific Coast. The firm was founded by F. A. and G. P. Frank, and began business at No. 306 Davis Street, under the style of Frank Bros. & Co., afterward removing to the spacious warehouses it now occupies, the firm name changing to Frank Bros. The building in which the house is now located is 30x137½ feet, three stories high, and arranged with all the conveniences needed in the carrying on of its extensive trade. The firm has a branch at Portland, Oregon, of which Mr. G. P. Frank is the manager, and where a large part of its transactions are carried on. The house is the agent of the Walter A. Woods' mowers, reapers, and binders, and other agricultural machines of merit. The trade of the concern extends all over the Pacific Coast, and is particularly extensive in the growing regions of Oregon and Washington Territory. The machines and implements sold by this house are made expressly for it, and are constructed especially for use in our agricultural and mining regions.

JOHN KENNY.

Wholesale Liquors, No. 605 Front Street.

The whisky house of John Kenny, importer and wholesale liquor dealer, No. 605 Front Street, is well known as one of the most reliable in its line of business in this city. The house has had a long existence, having been founded many years ago by Mr. Kenny, and has enjoyed a large and satisfactory trade. The proprietor makes a specialty of whiskies, of which he deals in no brand that has not an established reputation, and is recognized as a staple. A particular brand, which Mr. Kenny warrants to be all that can be desired, is the "Sheridan Bourbon," made in Kenyon County, Kentucky, especially for the Pacific Coast trade. Mr. Kenny has arrangements with a number of prominent distillers for the sale of their popular brands, and he carries a full stock of the purest Rye and Bourbon whiskies. He conducts his business upon the principle that the best way to secure success is to deserve it. He has had long experience, and his close attention to the wants of customers has made the house a center of trade. Mr. Kenny is prepared to sell liquor in bond or duty paid, in lots of five barrels or over, and to ship direct to customers. He will also sell compound goods in quantities to suit.

L. PH. BOLANDER.

Job Planing, Sawing, Turning and Shaping, and General Wood-Workers, No. 113 Mission Street.

L. Ph. Bolander, successor to Nelson & Bolander, No. 113 Mission Street, manufacturer of band and circular saw machines, etc., carries on an extensive industrial establishment, employing a considerable force of workmen and a large plant of machinery. The line of manufacture is a long one, and embraces a number of useful and ornamental articles and machines, implements, etc. Included in the manufactures are grain and straw carriers, agricultural extras, such as draper, straw and grain-carrier, slats, etc., stair balusters, columns, and other articles too numerous for even a brief mention. Sawing, planing, turning and shaping, are specialties in these works, and work of this kind of every description, for which satisfaction is guaranteed. The facilities for doing work in this establishment are of the best, the machinery embracing, among other pieces, one of the largest planers in the country, and mammoth lathe-shears. The productions of the establishment are mostly taken by the city trade, and are well known for their excellence and cheapness. Some sales are also made to the country trade.



HOLBROOK, MERRILL & STETSON, CORNER MARKET AND BEALE ST. (See opposite page).

ESBERG, BACHMAN & COMPANY.

Importers of Chewing, Smoking, and Leaf Tobacco, Havana Cigars, and Leaf, northeast corner California and Battery Streets.

The house of Esberg, Bachman & Co., northeast corner of California and Battery Streets, enjoys a rare distinction among the establishments of this place engaged in the leaf tobacco and cigar trade, of being an exclusive importer of only the choicest kinds of leaf tobaccos and the rarest Havana cigars, as well as the best brands of chewing and smoking tobaccos. In these lines the house is one of the largest in the United States, besides the local, there being a branch house in New York City, both of which do an immense trade. The firm is composed of Messrs. M. Esberg, Simon Bachman, and Julius Ehrmann, well-known business men of large administrative ability, and prominent among the best commercial men of San Francisco. In point of facilities for the carrying on of its great trade, this firm is unsurpassed by any in this city, the building occupied being in the business center, and very commodious. The stocks are large, complete, and first class in every particular. The firm imports chewing and smoking tobaccos from the most noted manufacturing establishments of Virginia, New York, and elsewhere, and is in continual receipt of new-made goods, which insure the freshest articles. The house also imports direct from the point of production, specially selected Havana cigars and leaf tobacco. The cigars are made for the house with particular reference to its trade, and embrace every approved brand. The leaf tobacco is for the best local trade only, and is taken by the leading cigar factories for the finer kinds of cigars.

JAMES R. KELLY & COMPANY.

Importers and Dealers in Paints, Oils, Glass, etc., Nos. 221 and 223 Market Street.

James R. Kelly & Co., importers and dealers in paints, oils, window glass, varnishes, brushes, etc., Nos. 221 and 223 Market Street, have an establishment second to none on the Pacific Coast. The stock of goods in their particular lines is complete, and the house manufactures the Imperishable Mixed Paints, which have an extended reputation, and are the agents of Chance Bros. & Co.'s crystal metal glass, and the London and Manchester Glass Co. The standard products of these works are kept in large quantities. The house, now represented by James R. Kelly & Co., was established in 1849 by D. J. Oliver, in the small way incident to pioneer days. In 1868 Sullivan, Kelly & Co. succeeded Mr. Oliver, the style of the firm changing again in 1879 to the present name. The annual business of the house is from \$400,000 to \$500,000. Fifteen men are steadily employed, with a monthly pay-roll of about \$1,800. The trade is not confined to any particular locality, although the greater part of it is in California, Oregon, and Washington Territory.

HOLBROOK, MERRILL & STETSON.

Importers and Jobbers in Stoves and Metals, and Manufacturers of Tinware, corner of Market and Beale Streets.

A pioneer house in the commercial circles of San Francisco, one that has been prominently identified with every progressive step from early days to the present time, is that of Holbrook, Merrill & Stetson. This firm was founded many years ago, and has experienced all the changes that time brings. A short time ago it was incorporated under the name given above. Of this corporation Charles Holbrook is President; Charles Merrill, Vice-President; John F. Merrill, Second Vice-President; and James B. Stetson, Treasurer. The capital of the company is very great, and its business enormous, amounting to millions of dollars a year. Its imports and exports form no inconsiderable portion of the commerce of the port. The specialties of the house are stoves, metals, tinner's tools and machines, manufactured tinware, plain and Japanned, agate and granite ironware, house furnishing goods, pumps, etc. Many of these articles the company manufactures, and everything which goes from the store is inspected by experienced eyes. The house represents many manufacturers of special machines, adapted to the varied wants of a large community, among which is the famous Peerless Ice-cream Freezer, acknowledged to be the best article of the kind in the country. These useful articles are made by the Gooch Freezer Co., of Cincinnati. Holbrook, Merrill & Stetson occupy one of the largest and handsomest blocks in the city, situated at the corner of Market and Beale Streets. The concern also has a branch house at Sacramento, where it carries a full stock of all goods in its line.

BRAY BROTHERS.

Grain Commission Merchants, No. 226 Clay Street.

The commission business of a city like San Francisco is naturally of great importance. The facilities of the resident houses for obtaining the products of the State and forwarding them to markets are most excellent. The rivers, railroads, and the ocean are highways that admit of

the rapid concentration and dissemination of goods, and make the holding of large stocks unnecessary. Among the houses that play an important part in transacting the business of the coast, that of Bray Bros., No. 226 Clay Street, stands among the leading commission merchants. The house was founded in 1855 by W. A. Bray and John G. Bray, the former becoming the sole representative of the house in 1871, and has since carried it on. An extensive business is done by this house in grain and other coast products. It has the best advantages for placing goods sent to it, a fact which is well attested by its large patronage by producers. Liberal inducements are given to consignors in the way of cash advances, while the sales are prompt and the shipments are made with dispatch.

DENAVEAUX & MAISON.

Importers and Dealers in Wines and Liquors, northwest corner of Jackson and Sansome.

The veteran house of Denaveaux & Maison has had an honorable history for over thirty years in the wholesale wine and liquor business in the city. During this long time the house has maintained a reputation for first-class goods, equaled by few and excelled by no other concern in the trade. The firm is now established at the northwest corner of Jackson and Sansome Streets, where it has ample room and facilities for storing, and carrying on an extensive trade. It carries large and varied stocks of foreign and domestic wines, brandies, gins, cordials, rums, bitters, etc. A particular specialty of the house is whisky. This is from the most celebrated distillers in Kenton and Bourbon Counties, Kentucky, prepared especially for Denaveaux & Maison. The firm has the exclusive Pacific Coast agency of the famous old Jockey Club Bourbon, Old Crown Bourbon, and Royal Bourbon whiskies, which are acknowledged to be among the best brands that are produced in that favored portion of Kentucky. The house has ample capital, a thorough knowledge of the business, and is prompt to seize all the opportunities of the market. It is thus enabled to sell at lower prices than most of its rivals, and is undersold by none. Martin Denaveaux and Henry A. Maison are the partners, and they have the reputation of being wide-awake, honorable, and active business men, with whom it is a pleasure to deal.

R. F. BUNKER.

Porkpacker—Depot, 74 and 75 California Market—Packing House, Brannan Street, between Fifth and Sixth Streets.

One of the first men in the State to begin the home industry of curing and packing of California meats was Robert F. Bunker, Nos. 74 and 75 California Market. He engaged in the then untried enterprise some nineteen years ago. Mr. Bunker understood his business, and, knowing that his own productions must be equal to imported goods, determined to excel, and it was not long before he succeeded in placing before the public an article of home-grown, home-cured pork products that had no equal in the market. Mr. Bunker's packing-house is an extensive one, employing a number of men, and turning out a large quantity of meats, etc., in the course of a year. Besides the specialty of bacon, lard of prime quality, smoked tongues, beef products, etc., are features of his trade. A particular specialty of the house is Club Sausages, a delicacy for which Bunker is famous throughout the city and vicinity. The hogs from which Mr. Bunker draws his products are fattened on grain, thus securing to him the best of meats. He is the agent of the celebrated H. M. Dupeé & Co.'s Chicago hams, and also handles Atmore's famous mince-meat, in bulk and in cases, and Derby & Pond's Chicago pig's feet and tripe. He also keeps many other choice, selected articles, in the provision line, fresh mackerel from Boston, shad, halibut, codfish, etc., and dealing only in the best, has acquired a large business in the wholesale and retail trades.

BERNARD GALLAGHER.

Importer of Carriages and Manufacturer of Wagons, Trucks, Drays, etc., 222 Mission, between Main and Beale Streets.

Bernard Gallagher, No. 222 Mission Street, importer of carriages, and manufacturer of wagons, trucks, drays, etc., has been in business since 1852, and occupies a leading position in the trade. All the vehicles made by him are warranted to be strictly first class throughout, and satisfaction is guaranteed in all cases. He would be pleased at all times to see or correspond with any one wanting a good and fine vehicle, at a reasonable price. He refers to a great number of prominent citizens, business houses, truckmen, and others, who have patronized him in the past for the superiority of his work. The carriages imported by the house are from the best manufactories of the East, and are bought in such numbers that vehicles of these descriptions can be obtained of all sizes and styles. Novelty is a feature of the establishment, and Mr. Gallagher is prepared to furnish the latest fashion of carriage, buggy, wagon, etc. A considerable force of workmen is steadily employed, under the experienced personal direction of Mr. Gallagher, in making vehicles of all descriptions, which are disposed of so soon as completed to the city and country trade. The manufactory is at 216 and 218 Mission Street.

DOANE & HENSHELWOOD.

Importers and Retail Dealers in Dry Goods, 132 Kearny Street (Thurlow Block), corner Sutter.

The firm of Doane & Henshelwood, No. 132 Kearny Street, corner of Sutter, is so well known in this city that it is almost unnecessary to more than briefly refer to it. The house is one of the largest and heaviest of the up-town establishments that are doing so much to advance the dry goods trade of the city; and for volume of business, quality of goods, variety of stock, is equaled by few and surpassed by none of the houses in the trade in this city. This concern was founded in 1872 by W. G. Doane and T. R. Henshelwood, who have since conducted it without change in style or firm. A uniformly successful career has marked the progress of the house, owing to the high character of the proprietors themselves, and their mode of dealing with the public. It is a large importer of dry goods in all descriptions, from the most noted manufactories of England, France, and America. The stocks, which are regularly being replenished with fresh goods, are complete, and embrace every detail, even to the smallest article. The connections of the house with producers are intimate and advantageous, thus giving the firm all the favorable opportunities for procuring goods. These fortunate circumstances enable Doane & Henshelwood to undersell houses of less importance. The house is the agent of the celebrated Foster kid gloves, which have won so wide a celebrity because of their superior excellence to all other makes. These gloves are a specialty of the firm, and meet with an immense sale. The house does a very large trade in this city and throughout the surrounding country.

S. B. LEAVITT & COMPANY.

Importers and Jobbers of Paper and Stationery, Nos. 406 and 408 Sansome Street.

S. B. Leavitt & Co., No. 406 and 408 Sansome Street, is, and has been for the past ten years, an active and efficient concern in promoting the important interest of stationery. The house is an importer and jobber of paper, commanding a full share of the immense business done in these lines in this city. The firm began operations in 1874, and from the first was numbered among the leading houses in the commercial portion of the community. It deals in the general stationery line, and has at all times full stocks of staple and fancy goods, which are continually replenished from the best manufactories East, the house being a direct importer from first hands. The specialty of the firm, however, is paper, which is handled in all styles and sizes. News, book, flat and ruled, glazed and tissue, Manilla, straw, and other varieties are portions of the stock. Card boards, mounting boards, photograph, boudoir, and stereoscopic mounts, and all descriptions of photograph materials, blank books, etc., are also dealt in extensively. A specialty of the house is the cutting of cards in any size, accurately, in quantities to suit, at the shortest notice. The wholesale trade is large and the jobbing business is heavy, the trade covering a wide area, many interior houses drawing supplies from the firm.

CALIFORNIA ASSAY OFFICE.

Wm. Irelan, Jr., Assayer and Chemist, Rooms 47, 48, and 49 Merchants' Exchange, California Street.

The California Assay Office, rooms 47, 48, and 49, Merchant's Exchange, California Street, is an enterprise that was first established in 1859, by G. W. Bell, and was then known as Bell's assay office. It continued under Mr. Bell's management up to the date of his death, afterwards passing through several changes of proprietors until 1868, when J. A. Mars took charge, and named the establishment the California Assay Office. In 1874 Wm. Irelan became part proprietor, and in 1876 sole owner, Mr. Mars retiring. It is one of the representative assaying and metallurgical establishments of the coast, and one of the most important in this city. The proprietor is himself a scientific and a skillful specialist, and master of all the details of his profession. Besides, he employs only the most competent assistants. This insures correct results from all analyses and assays, and the establishment has the highest reputation for making absolutely correct returns. The facilities and resources of this assay office are of a superior character, and there is no demand upon the profession of assayer or chemist that cannot be quickly and correctly responded to in this establishment. Analyses of ores, minerals, waters, etc., are undertaken at the shortest notice, the results obtained quickly, and upon reasonable terms.

JOSEPH FIGEL.

Clothier and Merchant Tailor, Furnishing Goods, Trunks, Valises, etc., No. 211 Montgomery Street, Russ House Block.

Among the principal merchant tailor establishments in this city, that of Jos. Figel, No. 211 Montgomery Street, is entitled to a very prominent position, both on account of the business transacted, and its long and prosperous history. The house was founded in 1850 by Mr. Figel, and during the thirty-four years which he has been in business he has witnessed all the

changes that have occurred, and it is no flattery to say that he has always kept abreast of the city's progress. The proprietor's policy has always been to import the latest and best goods, and to manufacture the choicest articles in his line; and the reputation San Francisco has acquired for having the best dressed men in the country is largely due to Mr. Figel's establishment, and the influence he has exercised upon the business. His ability as a professor in his art, his honest dealing and strict attention to trade, have also aided in giving him the proud place he occupies to-day. The establishment is noted for its new and stylish goods and superior workmanship, and the character of its trade is such as any house might envy. Large stocks of ready-made clothing, from the best manufactories, and first-class furnishing goods, are also kept in large supplies. The trade of the house extends throughout the Pacific Coast, to Mexico, and the Sandwich Islands. A particular branch, and one that receives strict attention, is children's suits, which are kept on hand ready-made, or are made to order with the same close attention to materials and workmanship as the articles intended for adults.

F. S. CHADBOURNE & COMPANY.

Importers and Manufacturers of Furniture and Bedding, Nos. 741 to 745 Market Street, San Francisco, and corner of First and Yamhill Streets, Portland, Oregon.



741, 743, 745 Market St
SAN FRANCISCO, CAL.

The firm of F. S. Chadbourne & Co., Nos. 741 to 745 Market Street, was founded in 1876, and has grown with the development of the business, until it is now one of the great manufacturing and importing furniture houses of San Francisco, with branches at Portland, Oregon, and Seattle, Washington Territory. It is recognized as one of the leading commercial houses of the city. The reputation of the house for excellent work and fair dealing is universal. The firm has recently moved into its present quarters, the increased trade making larger accommodations a necessity. The building is 60x170 feet, the lower floor being used for a salesroom, and the upper stories for manufacturing. The house devotes its attention to artistic furniture, window shades, etc., though the useful, if less ornate household furniture is by no means neglected. The goods sold by this firm, with regard to workmanship and material, are in every respect first-class, and in the latest styles. Messrs. Chadbourne & Co. are the largest importers of furniture on the Pacific Coast. All goods are brought direct from the great manufacturing establishments of the East and Europe, the choicest products of these factories being selected. The manufacturing department of the firm is complete, and turns out a great deal of household furniture, upholstering work, etc. This latter feature of the business is carried on extensively, and the upholstering by the house is as good as the best produced anywhere. It does an extensive business with the interior, and has the cream of the trade of the city and environs.

CHRISTIAN ZINNS.

Draper and Tailor, No. 5 Montgomery Street, Masonic Temple.

There is no old resident of San Francisco who does not know Christian Zinns, the veteran pioneer draper and merchant tailor, No. 5 Montgomery Street. Mr. Zinns has been in business since 1849, and has clothed the most famous and best dressed Argonauts from that time to the present. He has always aimed at the best work and the choicest goods. To obtain the latter he does his own importing from New York, London, and Paris, getting only the very choicest cloths, etc. The first named quality, good work, Mr. Zinns guarantees, as his large corps is selected from the most expert journeymen of the city. The entire establishment is a model in every respect, and is as noted in the country as it is celebrated in the town for choice goods, excellent work, and prompt delivery. Mr. Zinns possesses a first-class trade among the best people of the community, which he merits because of the real excellence of his productions, and his close attention to the wants of his customers. The best cutters are employed, and the newest fashions are closely followed. A call upon Mr. Zinns is invariably followed by gratification, and the number of his customers is regularly and rapidly increasing.

P. PEREY.

Coppersmith, 233 First Street.



In the industries of the city that of coppersmithing has not been neglected, and is in competent hands. For the past quarter of a century Mr. Perey has devoted himself to this branch of trade, and his establishment, at No. 233 First Street, is well known. All kinds of coppersmith work

is carried on, and, in addition, the latest improved refining apparatus, of which Mr. Perey is the patentee, is manufactured. The apparatus is intended to produce spirits free of fusel oil. The patent was issued November 29, 1880, and since that time Mr. Perey has been sending his apparatus to France, Germany, and Mexico, having taken out patents in these countries also. This apparatus furnishes a high-proof clear alcohol, free from all fusel, which can be brought to 188° proof. Mr. Perey worked out his idea for years before he procured a patent, not being satisfied until the apparatus was a perfect success. The patent is made of different sizes, and the price ranges from \$250 upward. It has been a success from its introduction, and is so much in demand, where known, that Mr. Perey cannot always fill the orders for it.

GARCIN & SON.

Vulcan Forges and Machine Shop. Manufacturers of Machinery, Howard Street below Beale.



The Vulcan Forges and Machine Shop, Messrs. Garcin & Son, proprietors, was founded in 1853, and as well as being one of the oldest, is a very complete and extensive establishment. Every description of machinery is manufactured, from the heaviest pieces to the lightest and most ornamental or elegant. Particular attention is given to the making and repairing of printing machinery, for both of which descriptions of work there are unusual facilities. Patterns, models, drawings, etc., are executed with neatness and dispatch in the best styles. The manufacturing facilities of the Vulcan Works are unsurpassed, and the resources for turning out work are not excelled by any machine shop in San Francisco. The work of the firm has a high reputation in the trade, and is in great demand among those who prefer superior products. The works are situated on Howard Street, below Beale, and are a noticeable addition to that busy center. A particular specialty of the firm, one that has been brought to perfection by ingenuity and long continued experiment, is the lifting jack. These jacks represent an enormous lifting power in a small space, and are made in three sizes and styles. For the lumberman, millman, stone-cutter, and others who have use for lifting machines, the lifting jacks of Garcin & Son are just the thing needed. They are simple in construction, strongly made of the best materials, and are light and easily handled. Another merit is the low price at which they are furnished. These lifting jacks are made in large numbers, and are used everywhere on this coast.

J. H. CONGDON & COMPANY.

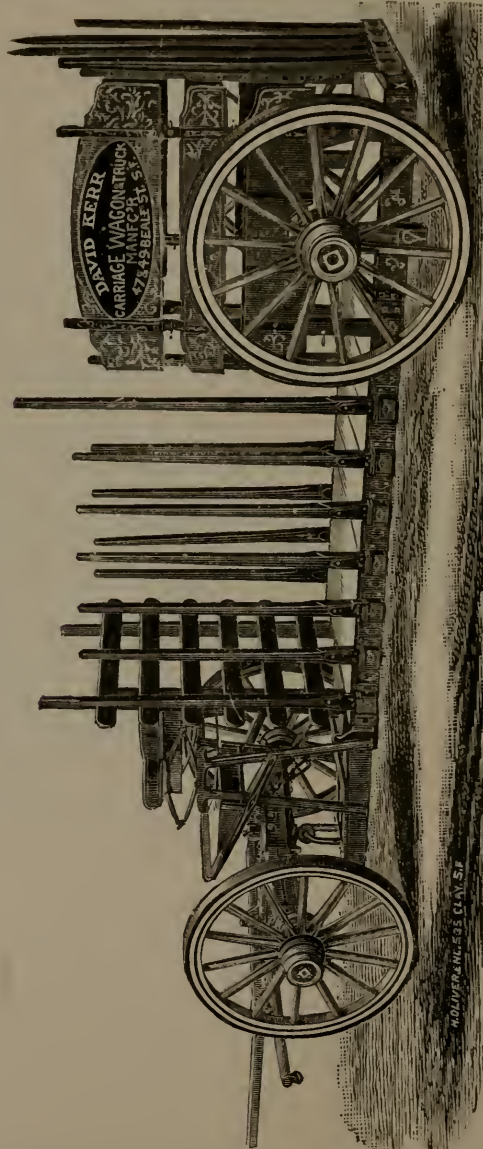
Commission Merchants, No. 34 California Street.

J. H. Congdon & Co., No. 34 California Street, general commission, is an old and substantial house, that has obtained a well earned reputation and a valuable trade. The house does business exclusively on commission. It makes very liberal advances on consignments, at the lowest rates of interest, and the proprietors give their personal attention to all shipments sent to the house. Special care is also given to grain and country produce, and the connections of the house are such that it experiences no difficulty in placing consignments, when necessary or required, in the shortest possible time. Ample storage facilities are under the control of the firm, and consignments can be safely kept at unusually low rates. Messrs. J. H. Congdon & Co. possess many advantages as commission merchants that can only be acquired in the course of a long and successful business career, all of which are at the disposal of patrons, to whom they offer every facility. The house does an extensive business for interior producers, which has grown from a small beginning under the wise management of J. H. Congdon. Consignments are solicited by the firm, and instructions, when sent, will be strictly followed, but in all cases the best returns will be realized and promptly forwarded.

DAVID KERR.

Carrriage, Wagon, and Truck Manufacturer, Nos. 47 and 49 Beale Street.

David Kerr, whose establishment is at Nos. 47 and 49 Beale Street, has had nearly twenty-five years continuous experience in the manufacture of carriages, wagons, and heavy trucks. He is well known in San Francisco and upon the coast. In early days steam and horse-car-



DAVID KERR, CARRIAGE MANUFACTURER, ETC.

Were made at his establishment, which gained a wide reputation for the factory. The works were founded originally by Casebolt & Kerr, in 1861, but the former retired in 1872, and Mr. Kerr has since continued the business. The works cover 70x90 feet, and are supplied with an endless variety of machinery for the manufacture of the specialties of the house. The

building has two floors, the first for blacksmithing and other heavy operations, and the second for mounting, painting, upholstering and finishing carriages, buggies, etc. Every description of wagons, trucks, and carriages are made here, and a large force of workmen, under the personal superintendence of Mr. Kerr, is always busy making these vehicles in various forms and shapes. The carriages and lighter vehicles are made after the latest Eastern and European fashions, but the wagons and trucks are constructed with special reference to the city and country requirements, the necessities of teamsters and draymen making particular styles necessary here. A large stock of the products of the factory is always on hand, but any kind of wagon or carriage will be made to order quickly, and at reasonable prices. The vehicles turned out by Mr. Kerr are to be met with all over the coast, and many of his wagons and heavy trucks have been sent to Australia, Central America, and Mexico.

M. MEUSSDORFFER.

Manufacturer and Importer of Hats and Hat Materials, Northeast Corner of Montgomery and Bush Streets; Branch, 404 Kearny Street; Factory, 416 Market Street.

The leading manufacturing and mercantile establishment in the line of hats and hat materials in San Francisco is the house of M. Meussdorffer, northeast corner of Bush and Montgomery Streets. There is an extensive branch at No. 404 Kearny Street, which is maintained as a retail department. The concern was founded in 1852 by Mr. J. C. Meussdorffer, and Mr. M. Meussdorffer, the present proprietor, entered the firm in 1863. The house has changed its location several times in the course of these years, each change being forced upon it by increasing business. The factory is located at No. 416 Market Street, and is the largest hat manufacturing establishment on the Pacific Coast. A large number of competent workmen are employed in this factory. The house imports largely from Germany and France the choice materials for the making of silk hats, which is a particular specialty of the house. Felt hat bodies are imported from the East, labor being too high here to admit of competition in that line. But all other kinds of hats and caps, especially the finer descriptions, the house of M. Meussdorffer makes in its own factory. The quality, finish, and prices of these goods excel importations, and have given the house the control of the city and country trade.

HOWARD BLACK & BROTHER.

Wholesale and Jobbing Manufacturers of Custom Made Shirts, No. 126 Kearny Street, Rooms 7 and 8.

Howard Black & Bro., No. 126 Kearny Street, rooms 7 and 8, do a wholesale and jobbing manufacturing business in custom-made shirts. In this line the firm is a large producer, making largely for the best firms in the furnishing goods trade. It is ten years since Messrs. Black & Bro. began business, and in that time they have established a first-class reputation for making superior goods. Only the best materials are used and the most skilled operators employed, the firm preferring to make an article that will redound to its credit. A full line of first-class shirts is always kept on hand for the trade, and all orders for special styles or makes are promptly and satisfactorily filled. G. W. Black and Howard Black are the partners of the establishment, who understand the business thoroughly, and are energetic and enterprising, keeping up with the times. The shirts made at this establishment are in the latest styles, and are guaranteed to give satisfaction. The stock is always open to inspection, and the firm confidently solicits an examination by intending buyers.

S. FOSTER & COMPANY.

Importing and Jobbing Grocers, Nos. 26 and 28 California Street.

Holding an honorable and conspicuous position in the wholesale and jobbing grocery trade of San Francisco, the house of S. Foster & Co., Nos. 26 and 28 California Street, deserves a notice commensurate with the importance of the establishment. The house was founded in 1867 by Foster & Dole, Mr. Samuel Foster succeeding in 1876, and has since carried it on under the firm style noted above. Mr. Foster has had a long, practical experience in his business, and has a thorough knowledge and appreciation of every detail of it. He knows intimately what the local trade wants, and devotes his attention to supplying these demands. The stocks of all kinds of groceries, staple and fancy, and provisions carried by this establishment are immense, and sufficient to meet all demands upon the house, no matter how large, and are not surpassed by any wholesale grocery concern in this city. No facility is wanting to expedite business, the premises being capacious, with every means available for speedily handling goods. The store is close to the shipping depots, which gives it an advantage in sending away goods, as well as receiving them. Orders from the interior receive the promptest attention, the filling of these being one of the features of the business, and the customers of the house rely upon receiving what they send for with a certainty that never fails. The trade of the establishment is spread over the entire coast, with considerable exports to foreign countries. The city business, too, is heavy with jobbers and retailers.

KUSTEL & COMPANY.

Metallurgical Works. Assaying in all its Branches, No. 318 Pine Street

The metallurgical works of Kustel & Co., No. 318 Pine Street, form one of the largest and most important institutions of the kind in the city. The establishment was founded in 1879 by Kustel & Riotte, skilled assayers and metallurgists. The firm is now composed of Messrs. H. Kustel and Jason D. Wheeler. Mr. Guido Kustel, since deceased, was also connected with the works. This gentleman was one of the most accomplished men in the profession, and was the author of several standard works on assaying and kindred sciences. At these works quantitative and analytical assays of liquids and solids and all kinds of metals are specialties. The facilities for practical working processes are complete. Tests in all these branches are made by any process in the shortest possible time, and at very reasonable rates. The metallurgical works are authority in these matters, and miners and scientists from Mexico, British Columbia, Alaska, and all the Pacific Coast regions, are extensive customers of the establishment, accepting the results obtained from Messrs. Kustel & Co. as absolutely reliable.

C. HERRMANN & COMPANY.

Importers and Manufacturers of Fine Hats and Caps, and Dealers in Hat Materials, Nos. 332 to 336 Kearny Street, near Pine. Factory, 17 Belden Street.

Prominent among the houses engaged in a similar trade, the establishment of C. Herrmann & Co., manufacturers and importers of fine hats and caps, and dealers in hat materials, stands conspicuous, and occupies a position that entitles it to more than a mere mention. This well-known firm has been engaged in the business for more than eight years, and has from the first transacted a large and profitable trade. The store is located at Nos. 332 to 336 Kearny Street, a large and well-arranged business, where the goods dealt in are kept in sufficient stock to supply current wants. The factory, which is one of the most extensive in the city, is at No. 17 Belden Street, where a large force of skilled hands is employed, aided by the best machinery. The hats and caps manufactured and sold by Herrmann & Co. are of the best materials, in the latest styles, the house having a well deserved reputation for being first to adopt the newest fashions from Paris, London, and New York, as well as for establishing local styles that are endorsed by numbers of the best dressed people. The individual members of the firm are C. Herrmann and Frank Veen, both of whom are eminently qualified by their judgment, knowledge, and experience to carry on their business. The firm has branch establishments in every important town on the coast, and does a fair and increasing wholesale trade.

FREUD'S CORSET HOUSE.

Importers and Manufacturers of Corsets, 742 and 744 Market, and 10, 12 and 14 Dupont Street.

A deservedly wide reputation has been won in nearly all the towns and cities on the Pacific Coast by Freud's corsets, so popular with the trade and so generally preferred by purchasers. Isaac, J. Richard, Hannah, and Rosa Freud, are now the partners in the old and substantial house of M. Freud & Sons, which was originally established by M. Freud, in 1869. The spacious store of the firm, that gives regular and remunerative employment to about thirty persons, is now centrally located at Nos. 742 and 744 Market, and 10 and 12 Dupont Street. A large wholesale and retail trade is carried on in the manufacture and sale of corsets, hoop-skirts, bustles, etc. J. Richard Freud, the junior brother of the firm, is a cultivated and popular young gentleman, who, within the past few years, has held places of trust and respectability, and in his political life has been prominently before the public of California.

P. BEAMISH.

Gents' Furnishing Goods and Shirt Manufacturer, 693 Market, Corner Third Street.

A stylish, neatly fitting shirt and warm and durable underwear, are fully as necessary articles in the wardrobe of gentlemen as are a properly cut coat, vest, or pants. P. Beamish, of No. 693 Market Street, corner of Third, manufacturer and dealer in shirts, underwear, and men's furnishing goods, has been in the trade in San Francisco since 1870, during which time he has established himself in a permanent and paying business, and won an enviable reputation for the reasonable rates and uniform excellence of his goods. His store was formerly on Montgomery Street, whence he removed in 1872. His annual receipts now amount to \$120,000, and are still on the increase. Thirteen assistants are employed in Beamish's establishment, and thirty work people, besides a large number employed in the East, at an aggregate cost of \$1,600 a month. Persons requiring anything in the line of fine shirts, collars, cuffs, neckties, handkerchiefs, etc., will do well, before purchasing elsewhere, to call on Beamish.

C. R. HALL.

Manufacturer and Dealer in Pianos, Nos. 12, 14 and 16 Golden Gate Avenue.

C. R. Hall, manufacturer and dealer in pianos, Nos. 12, 14 and 16 Golden Gate Avenue, is as well known as a maker of superior pianos as any other in the trade. He has been in business since 1871, and has acquired a wide experience and thorough knowledge of the details of his specialty, which are expended upon every instrument he turns out of his large establishment. The methods employed and the materials used in this factory are the best and most approved. The workmen, of whom there is a considerable number, are the best that high wages can procure, and the machinery is perfectly adapted to the purpose. These pianos, in merit, rank alongside the costly instruments imported from Europe and the East, while they are greatly below them in price, and the appreciative public shows its approval by taking the entire product of the establishment. Mr. Hall has introduced many improvements into his pianos, which greatly heighten their value. The instruments are noted for their ease of touch, strength, sweetness, and fullness of tone, as well as for their exquisite finish. One hundred and twenty of these pianos were made last year, and all disposed of in this city, or sent in different directions on the coast.

COFFIN & HENDRY.

Importers and Dealers in Ship Chandlery and Naval Stores, Nos. 2, 4, 6 and 8 Market Street, and Nos. 1, 3, 5 and 7 Sacramento Street.

Ship chandlery and the supplying of naval stores is a large and extensive business in this port, in which much capital is employed, and many shrewd and experienced business men are engaged. Among the foremost houses in the trade is the firm of Coffin & Hendry, comprising J. W. Coffin and Charles J. Hendry, Nos. 2 to 8 Market Street, and Nos. 1 to 7 Sacramento Street. This firm was founded in 1865, at once taking a leading place in the ship chandlery business, which position has been maintained for twenty years. A long connection with the business has given the firm a thorough knowledge of the requirements of the trade, and everything in the lines dealt in, that any circumstance may demand, will be found in the establishment. The ship chandlery department of the store is fitted and arranged with reference to the filling of all orders, however large, at once. Naval stores in endless variety, carefully selected, are always kept in full lines. The firm has many of its goods made under its own supervision, and they are guaranteed to be of the best materials and workmanship. The imported goods are of equal merit. The firm has ample capital, and does a big business in the city. Coffin & Hendry enjoy a first-class reputation in business circles, and are counted to be among the most energetic and reliable mercantile firms in the community.

THE BOCA BREWING COMPANY.

Brewery, Boca, Cal.—Depot, south side Berry, near Fifth—Branch Office, 406 Sacramento Street.

The Boca Brewing Co. has an immense brewery at Boca, California, built of brick and wood, with great vaults and tanks for the storage of its lager beer. The officers of the company are: William Hesse, President; J. B. Fargo, Treasurer; William Hesse, Jr., Secretary. The branch office is at No. 406 Sacramento Street, and the main depot is on the south side of Berry, near Fifth Street. The company started its brewery in 1875, making a specialty of the brewing of lager beer, which was of so excellent a quality as to make it a favorite with beer drinkers, and has since created a demand for it not only throughout the Pacific Coast, but in other countries, particularly in Mexico, Central and South America, and the Hawaiian Islands, China, and Japan. The capital invested is \$500,000, and the annual product aggregates an immense sum. One hundred employes are engaged, and the pay-roll amounts to \$15,000 a month.

CALIFORNIA JEWELRY COMPANY.

Levison Bros., Proprietors, No. 134 Sutter Street, between Montgomery and Kearny Streets.

The California Jewelry Co. occupies a leading position in the jewelry trade of San Francisco and the Pacific Coast. It is noted for the perfect workmanship and exquisite taste of all goods turned out of its manufactory. The company was founded some twenty-five years ago by Levison Bros., the style changing a few years ago to the present name. The company's office and establishment are at No. 134 Sutter Street, the latter occupying spacious and well appointed rooms, covering an area 67½ x 120 feet. Fifty people are employed, all of whom are thorough masters of their particular work. The superiority of the products of the California Jewelry Company is conceded by the trade, and they are sent everywhere in the course of a large exporting business, or as souvenirs or samples of California taste or workmanship. Quartz jewelry, native stones, diamond work, the making of gold and silver plate, and ornaments, are special and notable features of the company's manufactures, the resources and experience of the house enabling it to make a very superior article of all descriptions of jewelry.

B. GRAVE & COMPANY.

Carriage and Wagon Makers, 421 and 423 Pacific Street.

B. Grave & Co., Nos. 421 and 423 Pacific Street, carriage and wagon makers, represent another of the great manufacturing establishments of the city, and are turning out work that is



B. GRAVE & CO'S, CARRIAGE FACTORY.

Proving the excellence of the products of local houses. At this factory all kinds of vehicles are built to order, at prices not exceeding Eastern work of the same quality delivered here. Mr. B. Grave and Mr. W. Neuwald are the individual members of the firm, each of whom super-

vises a department of the business, which a thorough knowledge of the details, and a wide experience, enables him successfully to conduct. The establishment was founded in 1866, by the gentlemen named, and there has been no change in the firm since. It is 45x137½ feet in area, and from thirty-five to forty-five men are employed, as the work demands. A special feature of the firm's business is the manufacture of jump-seat phaetons, which are made in several sizes and styles, all elegantly finished and equally adapted to the road or the parks. The manufactures of the house are sent all over the Pacific Coast, to Mexico, Australia, and elsewhere, and the excellence and adaptability of the vehicles are creating a demand that is rapidly increasing the reputation of the firm.

FECHHEIMER & STEELE.

Manufacturers of Trunks, Valises, and Traveling Bags, No. 109 Battery Street; Factory, Seventeenth Street, near Folsom.

The enterprise of manufacturing trunks, valises, etc., was started many years ago in this city by Messrs. Fechheimer and Steele, No. 109 Battery Street, and from a comparatively small beginning has grown to an establishment of mammoth proportions. The factory is on Seventeenth Street, between Shotwell and Folsom, and is an immense two-story establishment, covering a 100-vara lot. It is run by steam power, and is liberally furnished with all the machinery required for the business. A very large force of workmen is employed to produce goods to enable the house to meet the extensive demand from the city trade, and from all parts of the adjacent country, as well as from more distant lands. The manufacture includes all kinds of trunks, large and small, cheap and costly, plain and elaborately finished, of leather, wood, metals and compositions. Valises, too, are made in almost endless variety. A specialty of the business is a great variety of sample trunks, cases and valises, for commercial travelers, made strong, for the rough usage these articles have to undergo. The facilities of the firm are such that it is enabled to put its manufactures on the market at prices that defy competition, either at home or from abroad. The store and salesrooms of the house are on Battery Street, where the productions of the factory are kept in stock for the trade, and which are at all times open to inspection by the public.

PAYOT, UPHAM & CO.

Booksellers, Stationers, Commercial Printers, etc., No. 204 Sansome Street.

Books have always played an important part in the culture and advancement of San Francisco, and we cannot conscientiously here omit to mention the old, popular, and substantial house of Payot, Upham & Co. The store is centrally located at No. 204 Sansome Street, near Pine. It has two floors, with a frontage of 50 feet and a depth of 150 feet, and is always well filled with a crowd of busy clerks, salesmen and customers. The stock of books, stationery, etc., continually carried is varied, valuable and complete. Messrs. Henry Payot and Isaac Upham, the principals of the business, are wide-awake, sagacious gentlemen, highly esteemed in social and business circles. The house, which was known originally under the title of Henry Payot & Co., has been established and in successful operation ever since 1854. A heavy wholesale trade in books and stationery is regularly carried on with dealers of the Pacific Coast, the islands of the Pacific, and Mexico. Henry Payot is the founder of the house, that formerly dealt principally in foreign books. But its scope has since been greatly enlarged. The manufacture of blank books and commercial printing are now included in the specialties of Payot, Upham & Co., who do an average annual business of nearly \$500,000.

TRiest & COMPANY.

Importers and Jobbers of Hats, 116 and 118 Sansome Street, between Pine and Bush.

The hat trade conducted by Triest & Co., Nos. 116 and 118 Sansome Street, has a history running back over twenty years, and, in retracing the past, this house is found to be one of the oldest, devoted exclusively to the wholesale and jobbing hat trade in this city, and it has ever been, as it is to-day, one of the best known and most popular. The firm occupies an extensive building 45x110 feet, four stories high, which is used for the accommodation of the large stocks of goods handled each year. The stock of hats is the largest on the coast, and embraces the most popular styles of Eastern and foreign manufacture. These goods are made expressly for the firm, and are of extra weight, strength, material, and finish, are known all over the Pacific Coast, and recommended by the trade for their superiority. An immense number of hats is sold yearly and the firm is prepared, at all times, to fill any orders, large or small, at the lowest market prices. The long experience of the house has given the proprietors an intimate acquaintance with the wants of the trade here, and, in ordering goods, the firm is able to select

only the most saleable. The members of the firm are Messrs. B. Triest, N. Steinberger, and J. S. Triest, of San Francisco, and A. Steinberger, of 561 and 563 Broadway, New York. These gentlemen are held in high esteem in the business community, as honorable and upright men, and those who favor the firm with orders can rest assured that they will obtain the best goods and prompt attention.

TATUM & BOWEN.

Manufacturers of Patent Saw Mill Machinery, Engines, Boilers, Etc., Nos. 25, 27, 29 and 31 Main Street, San Francisco, and 187 Front Street, Portland, Oregon.

The house of Tatum & Bowen is recognized as the leading house in the manufacture of heavy saw-mill machinery. Its engines, boilers, and mill machinery can be found in almost every mill on the Pacific Coast, and many of the largest mills have been exclusively built by it. In addition to this, it is the sole agent for some of the most valuable patented machinery manufactured in the United States. One of the stores is devoted exclusively to lubricants. Tatum & Bowen were the first to introduce, on the Pacific Coast, the hydro-carbon or mineral oils.



And the Albany lubricating compound, for the lubrication of steam cylinders and general machinery. These lubricants have now superseded animal oils, formerly in use, and which were so destructive to machinery. At No. 423 Clay Street is the printing press and type department of the business. Tatum & Bowen are also the sole agents for R. Hoe & Co.'s chisel tooth and solid saw, F. H. Ball's high-speed engines, Crosby steam gauges and valves, Munson's leather belt, rubber belts, and mill supplies generally, R. Hoe & Co.'s printing and lithograph presses, Johnson's type foundry, of Philadelphia, and Mather's inks, etc., etc. They also deal in iron-working machinery, wood-working machinery, and steam pumps.

KOHLER & CHASE.

Musical Instruments, Pianos, Organs, etc., Nos. 137 and 139 Post Street, San Francisco, and Corner of Ninth and Washington Streets, Oakland.

Kohler & Chase is the oldest house in the music trade on this coast, and is also one of the most widely and favorably known. A. Kohler and Q. A. Chase compose the firm, the latter gentleman joining in 1853, Mr. Kohler having begun business in 1850. From the commencement the music trade and importation of sheet music was made the main idea of the house, and that special business has been adhered to ever since. The house is perhaps the largest dealer

in this line on the Pacific Coast—certainly there is no establishment that does a larger trade. The firm occupies the building Nos. 137 and 139 Post Street, where the great wholesale and retail trade of the house is carried on. There are kept immense stocks of musical instruments, sheet music, etc., which are continually replenished. Kohler & Chase are agents for the principal piano and organ-makers of the United States and Europe. The firm has a branch house in Oakland; also one in Portland, Oregon. The trade of the firm extends to every quarter, and there are few localities on the coast or in the Pacific Islands where the house is not known.

THE TURKISH TOBACCO HOUSE—S. FROHMAN & COMPANY PROPRIETORS.

Meerschaum Pipe Factory—Cigars and Tobacco—Importers and Manufacturers of Russian and Turkish Cigarettes and Tobacco, No. 335 Kearny Street.



The Turkish Tobacco House, S. Frohman & Co., proprietors, No. 335 Kearny Street, is one of the notable establishments in the up-town section of the city, and a Mecca to which all lovers of the weed turn their attention when in need of the choicest tobacco, cigars, or cigarettes. The house was founded over twenty years ago by Mr. L. Schuman, as a meerschaum and amber manufacturing establishment, in which he was the pioneer. Mr. Schuman carried on the business successfully for years, and finally sold out to Messrs. S. Frohman & Co., who added the tobacco department to the establishment. Fine tobaccos only are kept for that class of consumers that will have none but the best, the firm catering to the most fastidious class of customers alone. The department for the manufacture of meerschaum and amber goods has been much improved and enlarged, and in it are made very choice articles, such as pipes, cigar and cigarette holders, etc. The house is a heavy importer and manufacturer of Russian and Turkish cigarettes and tobaccos, which importations are select lots, and come direct from those countries. Mr. Frohman makes all these goods very extensively, maintaining two large factories, one in San Francisco, and one at St. Helena, Napa County. His trade is large, and includes not only the best local business but also the trade of the choicest consumers in the interior and the East. Equally fine goods, in this line, cannot be found anywhere else in America, not even in New York.

M. FORTRIEDE.

Importer and Dealer in Ivory, Amber, and Real Shell Goods, also Fancy Wood Articles, Canes, etc., No. 18 Post Street.

H. Fortriede, No. 18 Post Street, carries on an extensive business in ivory, amber, and real shell goods, which embraces many novelties not found in other houses. Most of the stock is imported from Germany, and represents the choicest manufactures of the leading factories in that country. The amber goods, especially, are noticeable for their beauty and variety. Mr. Fortriede was the first to make a specialty of dealing in amber jewelry, toilet articles, etc., and he has met with such encouragement, and developed so large a business, that he has now many rivals, but none of them can keep pace with him. The ivory and shell goods are of infinite variety. The house also deals in fancy wood articles, canes, etc., peculiar to the Pacific Coast, also comprising the choicest and most beautiful foreign woods, from which the articles are made especially for this store, and frequently from designs drawn by Mr. Fortriede himself. The best part of the city trade naturally gravitates to No. 18 Post Street, and the house does considerable business with the interior. The repairing of ivory fans and other fine goods in his line, is also a specialty with Mr. Fortriede.

F. CHEVALIER & COMPANY.

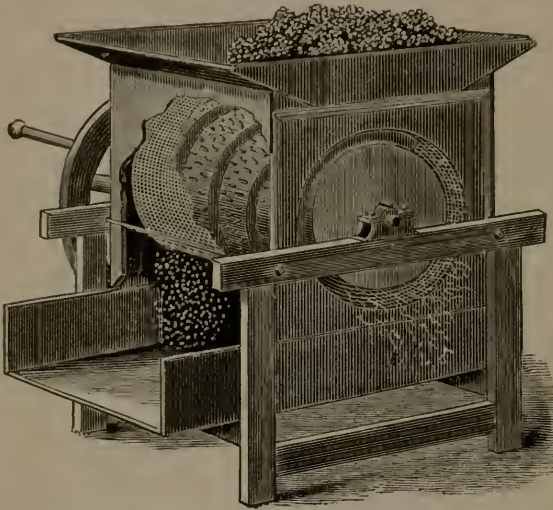
Importers of Wines and Liquors, Nos. 520 and 522 Washington Street.

F. Chevalier & Co.,—F. and George Chevalier, the latter being the business manager,—importers and wholesale dealers and jobbers in wines and liquors, is one of the largest and most widely known firms in the trade. The house was established in 1860 by Mr. F. Chevalier, and has since enjoyed a large share of patronage because of its pure and excellent goods. The firm

is the sole agent for the Castle distillery, in the Sixth Internal Revenue District, Kentucky, and is also the agent of D. Rohrer's distilleries, Ohio. The whiskies of F. Chevalier & Co. are among the best in the market, included in which are the "Castle" brands, that have a world-wide reputation, and D. Rohrer & Co.'s "Bourbon." The house is also sole agent for La Grappe d'Or, and of Chevalier's celebrated Grape Brandy and Cream Bitters. An extensive stock of French wines, from the house of J. Lacrosse, Bordeaux, France, and champagnes from F. Bernard, Epernay, France, is also kept on hand. There is a large number of employes engaged on the premises, Nos. 520 and 522 Washington Street, the pay-roll amounting to \$2,000 a month. The trade-mark of the firm is known all over the Pacific Coast, and the goods of the house are universal favorites.

GEORGE L. WENZEL.

Manufacturer of Apple and Grape Crushers, and Separators, and Hydraulic and Screw Presses, No. 309
Fulton Street.



There is no invention of more importance to the vintager than a machine that will quickly and economically separate grapes from the vine, and strip the berries from the stem. The hand press is slow and costly, and seriously interferes with the profits of the wine maker. Geo. L. Wenzel, No. 309 Fulton Street, has patented an improved apple and grape crusher and separator that answers this purpose admirably. It separates the grapes from the stem before crushing, and the machine can be worked by hand, horse, or steam power. Mr. Charles Leunne, of St. Helena, writes that with his separator he has in one hour separated and crushed with steam power about four and a half tons of grapes. Mr. M. R. Cady, of Sonoma, says that with two

men the separator stems and crushes a ton of grapes in half an hour, by which is saved fifty per cent. The apple crusher is equally good in its workings, and gives the same satisfaction wherever used. The machines are simple in construction, easily adjusted, and so constructed that an unskilled man can run them. They cannot be put out of order. The No. 1 apple and grape crusher is sold at \$150, and the No. 2 improved grape separator and crusher at \$225. Mr. Wenzel also makes hydraulic and screw presses of any power and size.

PACIFIC WATCH FACTORY.

Adolph Osterloh, Proprietor, Manufacturers of Watches and Watch Materials, 423 Mission Street, between
First and Fremont Streets.

Among the almost numberless manufacturing establishments of San Francisco there is but one concern that has as yet attained any prominence in the making of watches. Some years ago an attempt was made to found such an institution, but labor was too high. The project, perhaps, came before its time, and so, after a brief existence, it died. In 1883, however, Adolph Osterloh, a thoroughly trained workman and a competent business man, started the business of manufacturing watches and watch materials. The success he met with at the start, and the continued prosperity of the factory, proves that the enterprise has not only met a want in the community, but that the products of the factory are of a superior class. This factory is located at No. 423 Mission Street, and, of course, being so young, is a comparatively modest institution. It is, however, complete in its arrangements, and has the best machinery for its line of work. Besides watches and watch materials, Mr. Osterloh makes regulators, observatory, standard, and tower clocks, and improved tools for watchmakers, of an excellence that makes them all equal to the best, and superior to most of the imported articles in this line. Watches are altered to the new 24-hour system of time at this establishment. Gold, silver, and nickel plating is also carried on in a style that has made the works a model in the business of watch manufacturing.

O. F. VON RHEIN & COMPANY.

Auctioneers, Real Estate and Insurance Brokers, 512 California Street, above Montgomery Street.

Occupying a prominent position among the many real estate insurance agencies, and auction houses in San Francisco, the house of O. F. Von Rhein & Co., No. 512 California Street, is entitled to a first-class notice in these pages. The house is an old one, having been founded in 1860 by Wm. H. Crim and O. F. Von Rhein. A large business has been enjoyed by the firm for many years, and no house in the city has a wider connection or a larger trade. The auction department is an important adjunct, and many of the largest sales of real estate, and other property, made in recent years, have been from the rooms of the house. The real estate sales held at regular intervals are a feature in that line, always including choice properties, and are attended by the best class of buyers. The insurance feature is another important department in the business. Risks are obtained and placed upon the most favorable terms, and at the shortest notice. The real estate department embraces the buying and selling of real estate in this and other cities, and country property. The large and numerous transactions of the firm naturally make it the center of such business, to a great extent, and purchasers and sellers alike find it to their advantage to seek the services of Von Rhein & Co. The high character of the members of the firm is a safe guarantee that all transactions intrusted to the house will be promptly and honestly attended to. The collection of rents is a separate and important branch of the business of the house.

GLADDING, McBEAN & COMPANY.

Manufacturers of Iron, Stone Sewer-Pipe, etc.; Main Office, 1310, 1312, 1314 and 1316 Market Street.

The Pacific Coast figures creditably in the production of iron stone and terra cotta materials, in proportion to its population. A leading manufactory is that of Gladding, McBean & Co., situated at Lincoln, Placer County, California. The works, of which a sketch is given, comprise buildings covering an area of 160x230 feet. One, just finished, is of brick, 85x230 feet. The establishment was started in 1875, and has been enlarged continually until the present time, and now has two acres of floor room inclosed. The power is furnished by a 60-horse power engine, driven by two boilers. There is the best machinery for the purposes designed,



MANUFACTORY OF GLADDING, McBEAN & CO., AT LINCOLN, PLACER CO., CALIFORNIA.

Including a steam sewer-pipe press, clay mills, and tile mills, all run by steam. There are five down-draft kilns. The works are made accessible to the cars by 1,500 feet of side tracks from the main line of the Oregon division of the Central Pacific Railroad. The vein of clay is thirty feet thick and of first quality, which justifies the liberal expenditure for manufacturing facilities. There are seventy-five men employed, and the output of the factory goes to all parts of the coast. The main office is at 1310 to 1316 Market Street, San Francisco, near the New City Hall, and the firm has agencies all through the Pacific Coast towns. Space will not permit us even to enumerate all the varied and useful forms into which clay is made in this large establishment. Indeed, it is not necessary, for the firm issues a handsome illustrated catalogue, which gives all necessary information.



FIREMAN'S FUND INSURANCE COMPANY, CORNER OF CALIFORNIA AND SANSOME STREETS.

THE FIREMAN'S FUND INSURANCE COMPANY.

Southwest Corner of California and Sansome Streets.

The Fireman's Fund Insurance Company, of San Francisco, has been in existence twenty-one years, having been organized in 1863, under the California law, with its stringent provisions of the liability of stockholders. The company has done a large and rapidly increasing fire and marine insurance business since it began operations. It has a paid-up cash capital of \$750,000, and its assets, invested in United States and other first-class bonds, cash in bank, etc., aggregate \$1,473,023, showing a net surplus over all liabilities of \$239,370. The income in 1883 was \$848,167, and the expenditures, including losses paid, were \$707,264. The profits of that year were \$209,709, of which \$90,000 were distributed in dividends to stockholders. \$41,645 added to the re-insurance reserve and \$78,064 added to the net surplus. This is an excellent showing. The cash assets, income, and loss payments of the Fireman's Fund are the largest of any insurance company west of the State of New York, and the concern does the largest business of any company on the Pacific Coast, either American or foreign. The company's business extends throughout the United States, where it is represented by over 1,500 agents. In twenty-one years this institution has paid \$5,318,000 in losses. This includes the losses the company sustained in the destructive conflagrations at Chicago, Boston, and Virginia City, Nevada. The Chicago losses amounted to \$529,365, and the Boston losses to \$158,000, while the amount paid in Virginia City was \$126,000. So promptly were the insurance policies paid in Chicago and Boston, that the grateful holders united in cards bearing testimony to the honorable dealing they had experienced at the hands of the Fireman's Fund, and inviting the company to use their names as references. No insurance company ever obtained a higher indorsement. The company has grown with extraordinary rapidity, and the business of the past five years shows unexampled prosperity. In 1879 the income of the company was \$520,113; in 1880, \$552,180; in 1881, \$653,770; in 1882, \$684,500, and in 1883, \$848,168—an increase of 65 per cent. in the lustrum. The company has always been noted for the skillful and business-like management of its affairs, and its dividends average 12 per cent. annually. The officers are D. J. Staples, President; Alpheus Bull, Vice-President; William J. Dutton, Secretary, and E. W. Carpenter, Assistant Secretary. The Board of Directors presents an array of solid business men and capitalists, who command high positions in the commercial world, while the officers are among the ablest and most experienced underwriters in this city. The head office of the company is at the southwest corner of California and Sansome Streets.

BREMER & PORCHER.

Hatters, 112 Montgomery Street.

J. Porcher and H. Bremer, Jr., No. 112 Montgomery Street, under the Occidental Hotel, are among the more extensive and fashionable hatters of this city, and occupy a foremost position in the ranks of large dealers in that line. The excellent quality of goods kept on hand, has drawn to the establishment more than an ordinary share of the best trade of the city. The proprietors, experienced hatters, are thoroughly informed as to the wants of the community. The latest styles are introduced into this establishment so soon as presented in the centers of fashion. Messrs. Bremer & Porcher are noted for the promptitude with which they import the latest styles of hats, caps, etc. The firm is an extensive importer of the best and most fashionable goods in its line, buying direct from the leading manufactories of this country and Europe. The elegant stocks of hats, caps, straw goods, etc., kept in store are at once the most extensive and elaborate of those of any kindred establishment. The trade of the house, which is principally local, is first-class in extent and quality, and is patronized by the *elite* of San Francisco.

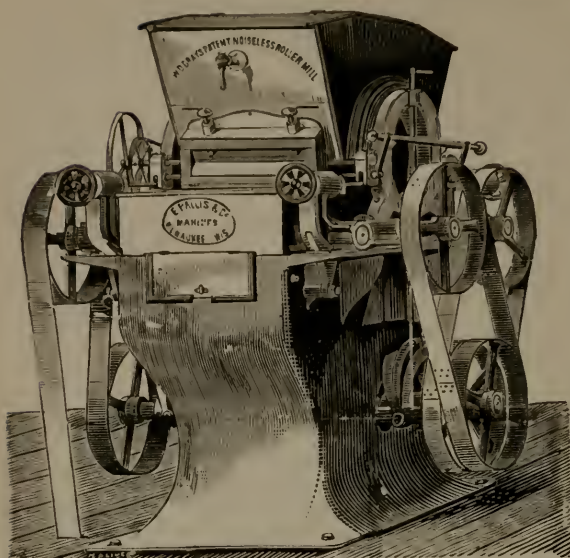
JOHN UTSCHIG.

Manufacturer and Dealer in Boots and Shoes, 326 Bush Street.

John Utschig, No. 326 Bush Street, prize boot and shoemaker, is one of the leading manufacturers in that line in this city, and for excellence and superiority of materials and workmanship is among the best establishments of the coast. Mr. Utschig started in business in 1869, and then, as now, confined himself to first-class work. Upon this plan he has ever since conducted his business, and as a natural result now has a trade comprising the best people of the city and country. The operations of the house are extensive, twenty of the best workmen to be had being regularly employed on custom work alone. Mr. Utschig has been awarded many first-class prizes, at the great fairs and exhibitions of the State, for the excellence of his displays. He received the Mechanics' Institute gold medal for 1880; the first prize at the State Agricultural Society at Sacramento, 1880; first prize at the Golden Gate Agricultural and Mechanical Society's Fair at Oakland; the Mechanics' Institute first prize in 1883 for the best work exhibited. Mr. Utschig does his work upon strictly anatomical principles, scientifically applied, and is eminently successful in suiting the most diversified tastes. He does work at the most reasonable prices for the class of goods furnished.

E. P. ALLIS & COMPANY.

Flour Mill Builders and Furnishers, Corner of Mission and First Streets.



Messrs. E. P. Allis & Co., flour mill builders and furnishers, corner of Mission and First Streets, have established one of the most extensive and complete machine shops in this city. Every article in the line of flour mill furnishings is made on the premises in the best manner, of the choicest materials, and is guaranteed to give satisfaction. Flour mills, with all the latest improvements, of various capacities, such as will turn out the best flour, are contracted for and put up in the quickest time compatible with good work. The firm will do no other. The manufactory was founded in 1882, and is of the largest capacity, which can and does handle the biggest jobs expeditiously. It is provided with every facility and machine adapted to the business. In

these respects the establishment is complete. The firm is composed of Messrs. John R. Cross, A. Hallett, and E. P. Allis, experienced gentlemen, who are thoroughly familiar with the flour milling trade, and the needs of the business. Mr. Cross is the manager, and his knowledge of the particular wants of the Pacific Coast millers enables him to satisfy any special desire on the part of customers. The attention of millers is called to the advantages this house possesses for doing good work quickly and cheaply.

THE GREAT X. L. N. T.

Mierson & Jewell, Proprietors. Clothing, Gents' Furnishing Goods, Hats, Caps, Trunks, Valises, Satchels, Boots and Shoes, Oil and Rubber Clothing, and Boys' Clothing, Nos. 528 to 532 Kearny Street

"The great X. L. N. T.," Nos. 528 to 532 Kearny Street, Mierson & Jewell, proprietors, is, as its taking title implies, a great house. It is an establishment that deals in gentleman's and boy's clothing, and accessories, in which goods it has an immense trade. It is strictly a cash house, hence the reason it sells such superior goods at such very low rates. The firm does its own-importing, having a buyer at the East who takes advantage of every turn in the markets, securing supplies at the lowest possible figures. Besides the specialties of men's and boy's clothing, the X. L. N. T. is a depot for the furnishing of hats, caps, trunks, valises, satchels, boots and shoes, oil and rubber clothing, etc. All these goods are also sold on narrow margins, the firm believing it is better to sell many goods at a small profit than a less number at a large profit. There is no house in the street that does a heavier business. The proprietors, Augustus Mierson and Godfrey Jewell, personally superintend the business, and its continued success since it was founded in 1860 is a monument to their enterprise. There is a branch house at Placerville which controls the trade of that town.

J. SEIDL & COMPANY.

Wholesale Confectioners, Nos. 250 and 252 Market Street, near Front Street.

The factory of J. Seidl & Co., wholesale confectioners, Nos. 250 and 252 Market Street, is one of the largest confectionery establishments in San Francisco, or on the Pacific Coast. It was founded many years ago, and after various changes finally came into the hands of the present proprietors in 1881. Messrs. Seidl & Co., who are experienced and practical men, at once infused new life into the business, and put the factory in first-class condition. The quality of the productions was considerably bettered at the same time, and from the day the present owners took hold of the business the trade has increased until now the out-turn is as great as that of any house, of the kind, west of the Rocky Mountains. Twenty-five persons are, at pres-

ent, employed in the factory, the productions amounting to from \$12,000 to \$15,000 a month, with a satisfactory increase annually. The specialty of the house is candies, and the facilities for making all descriptions of this article are unsurpassed. Other confections are also made in large quantities. No house in the country has a better reputation for the uniform excellence of its productions. A large lot of the manufactures of the factory is always on hand for the benefit of the trade, and is offered at the lowest market prices. A heavy local trade is supplied, also the large and growing demand from the interior and coast.

THE CALIFORNIA TOOL WORKS.

John Weichart, Proprietor, Nos. 143 and 145 Beale Street.

John Weichart is proprietor of the "California Tool Works," at Nos. 143 and 145 Beale Street. He has been successfully established in business in this city since 1862, and now gives regular and remunerative employment to a dozen blacksmiths and machinists. Mr. Weichart is the sole manufacturer of the California patent hay cutter and lawn rake. He also manufactures fine cut tobacco machines, match-splitters, dies and punches for shoe factories, printers and tanners, all sorts of edge tools, etc., and makes the repairing of machinery a specialty. Forging, turning, grinding, and polishing are also promptly performed at the "California Tool Works," and in all cases satisfaction is guaranteed. The business of Mr. Weichart is profitable and progressive, and reflects credit upon our home manufacturing industries.

A. O. COOK & SON.

Leather Belting and Hose, No. 415 Market Street.

The leather belting and hose manufactory and tannery of A. O. Cook & Son was established in 1876, and the office and factory are now located at No. 415 Market Street, and the tannery at Eighteenth and Fair Oaks Streets. The enterprise was founded by A. O. Cook, and on Nov. 9, 1882, F. R. Cook was admitted as a co-partner. The shop on the premises is 110x40 feet, and the lot occupied by the tannery and out-buildings is 70x136 feet. The machinery is driven by a 10-horse power steam engine. Fourteen men are employed at the establishment at a monthly cost of \$900. The trade of Cook & Son is located chiefly in California, Oregon, Washington Territory, and Mexico. The cash capital invested amounts to \$30,000, and the annual business averages \$70,000.

LEVI STRAUSS & COMPANY.

Importers of Dry Goods, Furnishing Goods, etc., Nos. 14 and 16 Battery Street.

The capacious and lofty building at Nos. 14 and 16 Battery Street, four stories in height—90 feet front, and 137½ feet deep, is occupied by the old and substantial wholesale house of Levi Strauss & Co. The partners, Levi and Jonas Strauss, are importers and dealers in foreign and domestic dry goods, hosiery, etc., and have been successfully established in the business in San Francisco since 1853. A small army of employes, in various capacities, is required in conducting the big business of Levi Strauss & Company. The trade of the house extends to all the towns and cities on the Pacific Coast. First-class articles only are handled by Levi Strauss & Company, who hold the highest rank in the mercantile community, and who have been instrumental in the promotion of the trade and commerce of our city and State.

CARMEN ISLAND SALT WORKS.

Elias M. Block, Proprietor, Pier 23, Steuart Street, Office, 207 Front Street.

Salt is an article in very common, if not literally universal use in all civilized communities. The first premium for manufactured salt was awarded to the Carmen Island Salt Works, at the Fair of the Mechanics' Institute in 1871 and 1877. E. M. Block is the proprietor, and he imports, manufactures, and deals in Carmen Island, Liverpool, and Bay salt. The office of the works is located at No. 207 Front Street, and the factory is at pier 23, Steuart Street. All grades of salt, from the finest table salt to coarse rock salt, are manufactured by the works, which were originally established by the North Pacific Transportation Company. A large and increasing trade is maintained with all the States and Territories on the Pacific Coast. The salt manufacturing industry reflects its full share of credit upon San Francisco.

EVELETH & NASH.

Commission Merchants and Wholesale Dealers in Fruit and Produce, Nos. 505 and 507 Sansome Street.

Eveleth & Nash, commission merchants, Nos. 505 and 507 Sansome Street, stand well among houses in that branch of business in this city, and for all the active elements of enterprise and sound business stability rank with the first. The firm was established by W. H. Nash and J. A. Eveleth in 1880, at 211 Washington Street, and removed to present location

in November, 1883, on account of lack of room, the business growing so rapidly that more spacious quarters were demanded. Evelth & Nash do a general fruit and produce commission business in the wholesale way, and having extensive connections with the largest growers in the State, selling from first hands only, they offer exceptionally favorable terms to the trade. All kinds of fruit and produce is dealt in, and every order, however large, is promptly filled. The firm has close relations with the large canneries and heavy consumers, and can place all consignments quickly at the highest market rates. These advantages, and the care and attention paid to consignor's interests, have given the house an enviable reputation with producers in all parts of the State, and give it the command of the trade. Consignments are solicited by the house, and quick and satisfactory returns are guaranteed. Both members of the firm have had a long and active experience in their business, and are gentlemen of high standing and sterling qualities. The firm is a large shipper to all parts of the coast.

W. H. SCHNEIDER.

Gunmaker—Wholesale and Retail Dealer in Breech and Muzzle-Loading Guns and Rifles, Colts', Smith & Wesson's, and I X L Revolvers, etc.—Ammunition, Fishing Tackle, etc., No. 622 Market Street.

The establishment under notice is a leading house in its special branch of trade, and a brilliant example of what enterprise will do when well directed. W. H. Schneider, No. 622 Market Street, up-stairs, opposite the Palace Hotel, began business as a gunmaker ten years ago, with a small shop, although well appointed in its way, and with but little help other than his own experienced hands. In a few years he succeeded in establishing himself among the best gunsmiths in the city, his trade increasing with his fame, and the modest shop was enlarged to the important manufactory and store now occupied on Market Street. Mr. Schneider now carries on a wholesale and retail trade in breech and muzzle-loading shot guns and rifles of the best makes, revolvers from the famous factories of Colt, and Smith & Wesson, and guns from the Winchester Arms Co., etc. He deals extensively in the best English, Belgian and American cutlery, full lines of every description being kept at his establishment. A specialty is the making of guns to order, particular attention being paid to turning out perfect weapons. A superior workman himself, Mr. Schneider employs the best men he can obtain, and produces no gun that he does not guarantee. All kinds of ammunition and fishing tackle are to be found in the store, each article being excellent in its line. Another specialty is the re-boring of guns, altering of rifles, choke boring, shot guns, etc. Mr. Schneider does a large trade in the city and interior.

G. M. JOSSELYN & COMPANY.

Ship Chandlers, 38 and 40 Market Street.

All that pertains to the proper equipment and supplies of ships is, in a great commercial city like San Francisco, a subject of the most serious importance. Among the oldest and best ship chandlery establishments of this city none takes any higher rank in the mercantile community than does that of G. M. Josselyn & Co., of Nos. 38 and 40 Market Street. George C. Smith & G. M. Josselyn founded the business so far back as 1852. Subsequently, Mr. Smith retired, and G. O. Fairfield was admitted into the co-partnership. He died at a later date, G. M. Josselyn alone remaining, who has since taken into the business his present partner, Charles Josselyn. The lot, 50x100 feet, upon which the store now stands, is owned by Josselyn & Co. About a dozen persons are employed regularly by the firm in the transaction of its large trade, which lies principally with the ships that come into the harbor of San Francisco.

CERF, SCHLOSS & COMPANY.

Manufacturers' Agents, No. 311 Sacramento Street.

The great trade of a commercial metropolis like San Francisco necessarily makes it the important center for the receipt and distribution of the dependent territory, and has created an imperative demand for houses where staple goods and articles shall be kept for the several branches of trade. This city has many establishments of this character that play an important part in its commerce. Among these, only recently founded, is the firm of Cerf, Schloss & Co., No. 311 Sacramento Street. This house has entered into the race for success in the lines to which it is confined, and will undoubtedly assume the place to which the enterprise of the individual members entitle it. A long previous experience in business well qualifies these gentlemen for the trade with which they have identified themselves. With the capital they command, and the arrangements they have made, they give abundant promise of improvement. Messrs. Cerf, Schloss & Co. are the Pacific Coast agents of the celebrated Derby Silver Co., Ansonia Brass & Copper Co., American Cutlery Co., and for other large factories in Europe and the United States, whose varied lines complete the crockery, glass, and cutlery business most minutely; also, large purchasing agents and shippers to the Sandwich Islands, Mexico, and other western and southern ports.

RANDOLPH & COMPANY.

Importers and Dealers in Watches, Jewelry, Diamonds, etc., Nos. 101 and 103 Montgomery Street, Corner of Sutter Street.

The oldest jewelry store in San Francisco is that of Randolph & Co., Nos. 101 and 103 Montgomery Street, northwest corner of Sutter. The establishment was founded in 1849, and has kept pace with the growth of the city, and is now the leading house in its line on the Western Slope. It has undergone the changes incident to a firm in San Francisco during the thirty-five years of its existence, and is now under the proprietorship of R. B. Gray, the oldest manufacturing jeweler in San Francisco. Mr. H. S. Field is the manager of the establishment.



The heavy and profitable business, comprising the importation and sale of watches, diamonds, silverware, etc., extends all over the Pacific Coast. The vast business necessitates the service of many employés, who are kept busy attending to the details of the business and the wants of a multitude of customers. The building occupied by the firm is one of the landmarks, and a noticeable structure of the city. It is 45 feet front on Montgomery Street by 120 feet on Sutter, four stories high, and is surmounted by a tall tower in which is a large clock, lighted all night, that serves to set the time of the city. This clock is the standard of all the railroads and ferry lines in San Francisco and vicinity.

HOLT BROTHERS.

Importers, Dealers, and Manufacturers Carriage Materials and Hardwood Lumber, 27 and 29 Beale, and 30 and 32 Main Street.

Prominent among the business houses of the city is that of Holt Bros., engaged in the manufacture of carriage and wagon materials, carriage hardware and trimmings. The house was established in 1869 by the present partners, C. H. Holt, San Francisco; Ben. Holt, Stockton; A. F. Holt, Concord, New Hampshire, and W. H. Holt, Tiffin, Ohio. The business extends completely across the continent, the house having a store in this city at 27 and 29 Beale Street, a factory at Stockton, and another at Concord, New Hampshire. The store in this city is in a three-story and basement brick building, with a frontage of 45 feet and a depth of 275 feet, built by the firm, and especially arranged for its particular business. At the Stockton factory an engine of forty horse-power is used, and at the Concord factory the engine is of seventy horse-power. Nearly a hundred men are continually employed, and the monthly payroll aggregates \$4,000. While it has been mentioned that the business extends across the continent, yet British Columbia, Mexico, and even the Hawaiian Islands are also customers.

GEO. M. WETHERBEE.

Sawing, Planing and Turning Mills, and Bee Hive Manufactory, Bee Hives, Honey Boxes, Packing Cases, etc., No. 734 Bryant Street.

At the West Coast Mills, No. 734 Bryant Street, is Geo. M. Wetherbee's bee hive manufactory. It is an establishment that occupies a prominent place among the industries of San Francisco. It was founded in 1871 by the present owner, and has been in successful operation ever since. It is a sawing, planing, and turning mill, and a manufactory of bee hives, and in these branches does an enormous amount of work during the year. The specialties of the factory are bee hives, honey frames, printers' galleys, carriage work, and fancy scroll sawing. The bee hives made here are supplied with Harbison's, Merriam's, Lovett's, and Langstroth's patented improvements, and are standards in the trade. Bee keepers on this coast prefer the makes of the West Coast Mills to those of any other factory, which is a strong indorsement of their excellence. They are made in large numbers, and a regular supply is always kept on hand. Mr. Wetherbee pays particular attention to the buying of his materials from first hands, and can furnish all kinds of wood work cheaper than most of his competitors. Contracts are undertaken and executed in short order. The mills have a large business in both city and country, orders from the interior receiving prompt attention, at reasonable rates.

H. P. GREGORY & COMPANY.

Importers Machinery, and Machinery Supplies, Nos. 2 and 4 California Street.

H. P. Gregory & Co., importers, commission merchants and manufacturers, do business at Nos. 2 and 4 California Street. The house has been in existence since 1874, and the present partners are Henry P. and Silas W. Gregory, who have recently erected an extensive machine shop, which gives employment to a large number of men, running for the greater part of the time on saw-mill machinery, a branch of the business that receives special attention. Wood working machinery, steam pumps, machinist's tools, rubber goods, and steam engines and boilers, are among the trade specialties of H. P. Gregory & Co., who have branch houses now in successful operation at Portland, Oregon, and Sydney, New South Wales.

H. GRANZ.

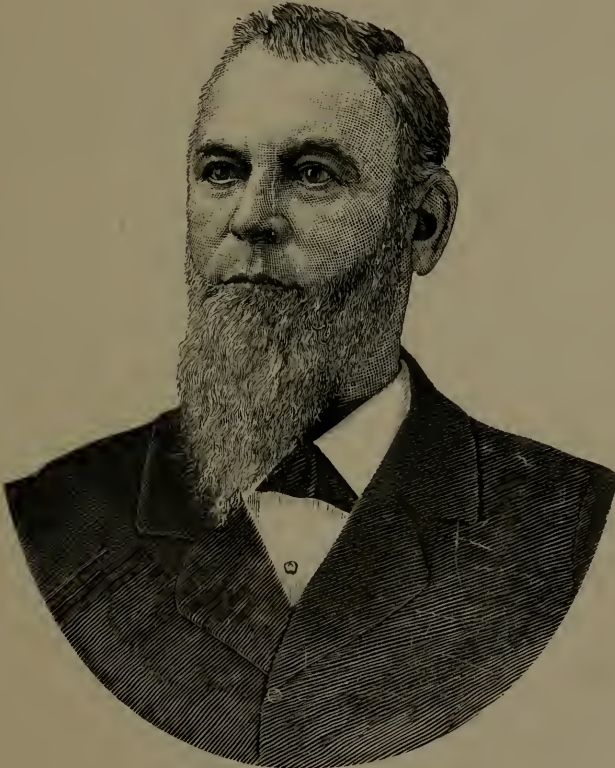
Furniture Manufacturer, 617 and 619 Brannan Street.

H. Granz, Brannan Street, near Sixth, has for fifteen years been engaged in the manufacture of furniture in this city, and carries on a very large business. He has an extensive establishment, one of the most complete in the place, where a force of thirty skilled workmen is regularly employed. Mr. Granz manufactures all kinds of furniture, but pays particular attention to medium descriptions of household articles, in the making of which he has attained great excellence. He is prepared to undertake contracts of any magnitude, and will warrant satisfaction either in time, finish, or quality. Stores and business houses, or offices, or public buildings, are furnished upon as low, if not lower, terms than the same kind of work can be done by any other furniture house in the city. Mr. Granz has done much of this description of furnishing in this and adjoining cities, and he has given the utmost satisfaction in every instance. A large assortment of furniture is kept at the factory, and special designs will be manufactured to order, as desired. The trade of the establishment is widening, and amounts to a large aggregate annually, in San Francisco and the interior.

J. W. SHAEFFER & COMPANY.

Manufacturers of Superior Havana Cigars, Nos. 321 and 323 Sacramento Street.

The house of J. W. Shaeffer & Co., manufacturers of superior Havana cigars, Nos. 321 and 323 Sacramento Street, is, without exception, one of the largest in San Francisco. The house has been made famous by several special brands, which consumers indorse as the best in the market. The high position held by this firm is significantly demonstrated by the fact that Mr. Shaeffer is the President of the Cigar Manufacturers' Association, the association



JOHN W. SHAEFFER.

Being a combination of all the leading houses in the business. The firm is a very large importer of Havana leaf tobacco, which it makes into cigars, after the Cuban process, bringing out all the best qualities of the tobacco. The special brands of the house are Green Seal, Bon Ton, Chromo, Correo, and others of equal merit. Mr. J. W. Shaeffer is the pioneer in the cigar manufacturing trade on the coast. The firm has confined itself exclusively to the best lines, for which it has been awarded the premium for excellence by the public. A heavy business is transacted, and the firm employs a large number of workmen, who are continually occupied in making these superior cigars to supply the ever increasing demand from the city and country. This is certainly a representative house in the cigar trade, and well worthy of attention.

J. J. COUGHLIN & COMPANY.

Harness Manufacturers, No. 415 Folsom Street, between First and Fremont Streets.

Among the recent additions to the industries of the city is the extensive harness-making establishment of J. J. Coughlin & Co. (W. H. Creighton, and J. J. Coughlin), No. 415 Folsom Street, between First and Fremont. This firm manufactures the finest, as well as the most

substantial harness, using the best quality of tanned leather, etc. The materials are put together by skilled workmen, under the supervision of the proprietors, who are masters of the trade. The specialty of the house is hand-made work, insuring its excellence and durability. All kinds of harness, carriage, team, etc., are made, and all work is guaranteed. Both of the partners have had a long experience in their trade, and their combined efforts have already created a reputation for the productions of the establishment that has built up a large trade, which promises an indefinite extension, orders coming in from all parts of the country, the city also being an extensive consumer.

THOMSON & EVANS.

Engineers and Machinists, Nos. 110 and 112 Beale Street.

Messrs. John Thomson and Chester H. Evans are associated together under the firm name of Thomson & Evans, and conduct the machine works and steam pump factory at Nos. 110 and 112 Beale Street. John Thomson and J. W. Parker were the founders of the business, in April, 1875, and in October, 1878, the interest of Mr. Parker was purchased by Mr. Evans. The factory now occupies a commodious two-story frame building, and is well equipped with engine and boiler, and all of the requisite machinery. Thomson & Evans make specialties of the manufacture of steam engines, steamboat machinery, crank, and fly-wheel steam pumps, double-acting deep well and steam pumps, for artesian wells and mines, and carry on an extensive and profitable trade in the cities and towns of the Pacific Coast, and keep regularly in their service from twelve to fifteen employes.

STARR & COMPANY.

Proprietors Starr Mills—Wheatport and Starr Mills, South Vallejo; Office, 16 California Street.

In milling enterprises on the Pacific Coast, Starr & Co. occupy a leading position, having the largest mills, filled with the latest and most improved rollers, grinding over 2,200 barrels of flour per day, which article is widely known for its uniform quality, marvelous whiteness, and great strength. Starr Mills started originally with a capacity of 150 barrels per day, and as the demand for their flour increased, were enlarged from time to time, until they reached their present capacity, in 1883, when the old commission and shipping firm of Starr & Co. incorporated. The present Board of Directors consists of A. D. Starr, A. W. Starr, Alfred Bannister, G. C. Perkins, N. D. Rideout, Justus Greely, and G. W. Prescott, gentlemen all long identified with the leading interests in this State, and ready and able to adopt any improvement in milling that may be discovered most suitable for the proper manufacture of flour. Starr & Co. are now building, at Wheatport, Contra Costa County, a large brick mill, which will make 3,000 barrels of flour daily, and, ultimately, probably double that amount, besides a warehouse of 125,000 tons storing capacity, which has been completed here, and, being situated between the railroad track and deep water, facilitates and cheapens greatly the handling and shipment of wheat and flour. The incorporation has augmented the business of the old firm, and buys nearly 100,000 tons of wheat for milling annually, besides shipping many cargoes to Europe, Central America, and China. A considerable stock of choice milling grades of wheat is kept on hand, and, situated as the mills are in South Vallejo, with rail and water connections, a judicious selection of grain from the best districts can be secured at minimum cost, a fact which greatly helps both the lowness of cost and the high quality of the Starr flour, that finds its way in deep sea ships, loaded at the company's own wharves, to nearly every country on the globe. Its reputation, and that of the company, are such that nearly all flour is sold as loaded on the ships at the mills. It is a great thing for the farmers and California to have so excellent a buyer for their wheat, and one whose reputation for means and fair dealing is of the best. The stockholders of Starr & Co. embrace some of the most wealthy and best known men in the State.

S. H. TYLER & SON.

Importers, Manufacturers, and Dealers in Cream Tartar, Saleratus, Bicarbonate of Soda, Baking Powder, Coffees, Spices, etc., etc.; Office and Factory, 218 Sacramento Street, and 217, 219 and 221 Commercial Street.

The manufacturing establishment of S. H. Tyler & Son, No. 218 Sacramento Street, and Nos. 217, 219 and 221 Commercial Street, was founded nineteen years ago by S. H. Tyler. The business has been managed with tact and judgment, the productions of the works being of such a superior character that the trade of the concern has increased with unvarying regularity, the growth of the demand upon its resources being met by the house with additions to its producing capacity. The works are capacious, and supplied with all necessary appliances, which are manipulated by a corps of experienced workmen. The specialties of the firm are

cream tartar, saleratus, bicarbonate of soda, baking powder, coffees, spices, etc. All of these articles are made in a scientific manner, and of the best materials, guaranteed as to manufacture and absolute purity. The ground coffees, spices, etc., are standards in the trade, and are universally acknowledged as such. The house manufactures principally for the city wholesale and jobbing trade, where the merits of the productions have been proved by years of use. The sales for the interior and the foreign trade are also considerable.

ELLIOTT & COMPANY.

Importers and Dealers in Foreign and Domestic Fruits and Nuts, No. 509 Sansome, near Clay Street.

The firm of Elliott & Co., No. 509 Sansome Street, importers and dealers in foreign and domestic fruits and nuts, is one of the most extensive houses in its line in this city. It confines its business exclusively to the lines enumerated, in which the trade is large and growing. Especial attention is paid to packing fruits for shipping, and the successful process employed enables that perishable commodity to be sent long distances. The fame of the house for this kind of work is widespread, and during the season it packs immense quantities of the best California fruits for shipment to the eastward and to China, Japan, the Sandwich Islands, and other distant localities. All kinds of foreign fruits and nuts are imported, and are received from every available source, fresh and wholesome, by the quickest means of conveyance. The stocks of these goods are frequently renewed, and customers are furnished the articles they desire in any quantity at all times. Of domestic fruits, in season, the firm deals only in the choicest and best varieties, which are obtained from the noted producers in the best sections of the State. The house was founded in 1873 by N. Elliott, who has long been known as one of the most enterprising and reliable men in his business in San Francisco. It does a large trade with city jobbers and retailers, and with the interior.

H. PLAGEMANN & COMPANY.

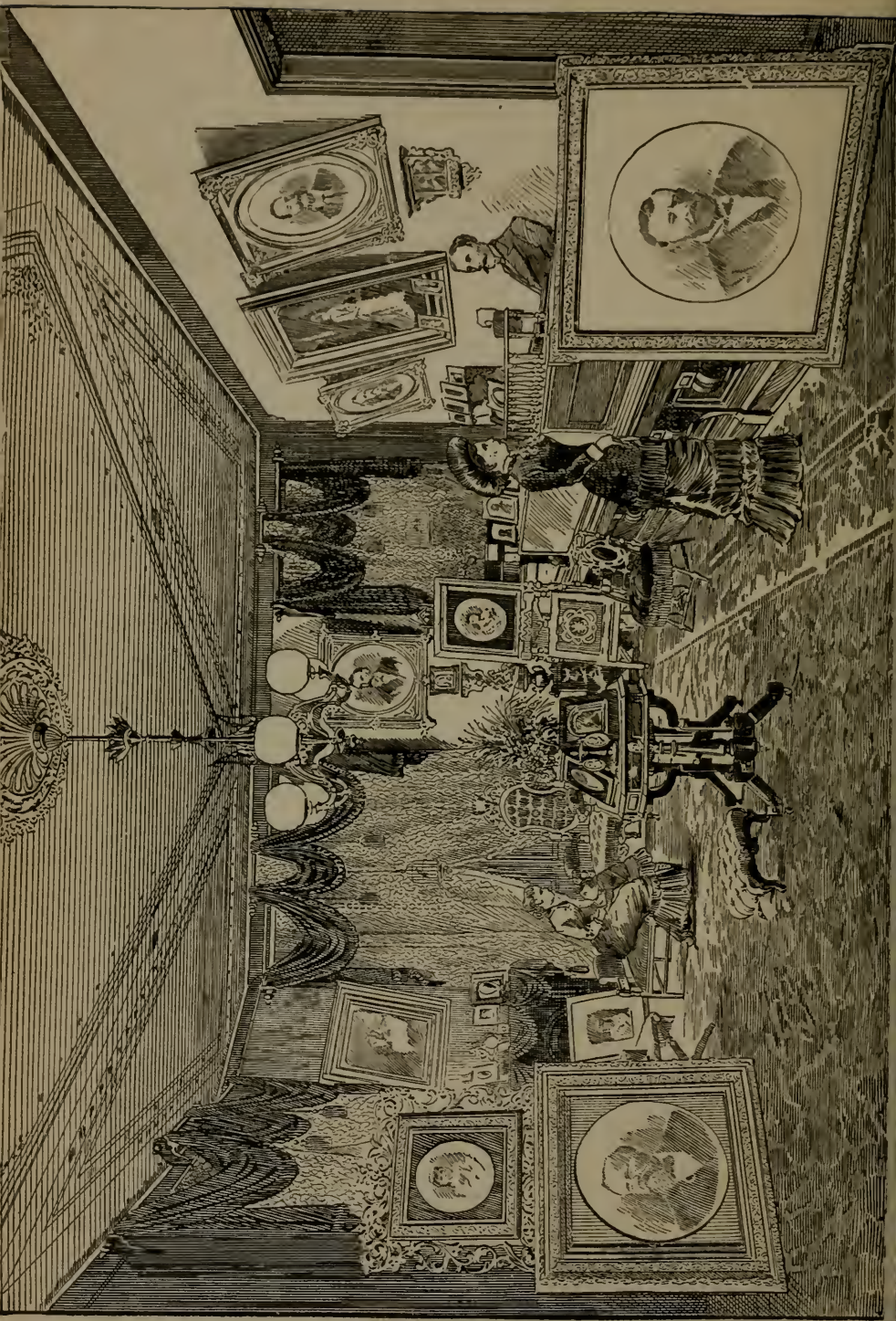
Manufacturers and Dealers in Cigars and Tobacco, 305 Sacramento Street, corner of Front (up stairs).

The growing trade of manufacturing cigars is one of the great industries of the city, and there is no branch of business that requires more capital to carry it on than the one mentioned. One of the great establishments engaged in this trade is that of H. Plagemann & Co., No. 305 Sacramento Street. It does an annual business so extensive that few concerns in the Pacific States compare with it, the goods being consumed over a very large territory, taking in the entire Pacific Coast. The city sales alone amount to a big business in themselves. The firm was founded in 1862, and was one of the earliest manufactories importing leaf tobaccos, and producing home-made cigars. The factory is large, and particularly well adapted to the trade, the equipment embracing every necessary facility. Strict attention is given to re-curing and preparing the choice imported leaf tobacco for manufacturing purposes, and close attention is also paid to selecting workmen to make the cigars. By this supervision of details Messrs. Plagemann & Co. are enabled to put on the market the superior cigars for which they are noted. These are made for the trade in immense quantities, and are sold as fast as produced. The firm has two special brands, among the many peculiar to it, namely: the Las Operitas and Sublime. The merits of these favorites have been indorsed by consumers, and the consumption of them is enormous.

J. W. GALE & COMPANY.

Fruit and General Commission Merchants, and Wholesale Dealers in California and Oregon Produce, Dried Fruits, Nuts, etc., No. 420 Front Street, and No. 231 Washington.

J. W. Gale & Co., No. 420 Front Street, and No. 231 Washington Street, are general commission merchants, handling extensive consignments of California and Oregon produce, green and dried fruits, nuts, grain, wool, dairy products, etc. The house makes specialties of the articles enumerated, in which it has a large and growing trade, being among the heaviest dealers in the city. The firm has ample capital and a No. 1 credit, which are employed in the business, and, together with the experience and trade connections of the house, enable it to command the most favorable opportunities of the market for consignors and customers, and to place all transactions in any line of goods handled on the most satisfactory basis. The premises are brick stores of large dimensions, with all the conveniences for storing stocks, of which great amounts are always on hand. The business in the named specialties is active, and, under the energetic management of the firm, increasing fast. The consignments of poultry, grain, fruits, and nuts, particularly, are desirable, and are readily disposed of to the best advantage. Liberal advances are made on consignments, and prompt returns on all sales are a feature of the firm's business. This house is in every way responsible, and no firm in the city is more deserving of the confidence it enjoys from a wide circle of customers.



A. HIRSCHMAN.

Manufacturing Jeweler, and Importer of Diamonds, Pearls, etc., 113 Sutter Street.

An establishment that is not only a monument to the energy and business ability of the proprietor, but an ornament to the city and a credit to the trade, is that of A. Hirschman, No. 113 Sutter Street, manufacturing jeweler and importer of diamonds, pearls, works of art, etc. Mr. Hirschman for several years conducted the largest jewelry and watch making store in Virginia City, Nevada. In 1869 he removed to San Francisco, and has taken the same leading position in the trade here that he occupied in Washoe. The store is under the Lick House, and contains a valuable and extensive stock, which is tastefully displayed. The business includes the manufacture of gold and silverware, in which Mr. Hirschman does a large trade, his well-known artistic training and perfect taste attracting the patronage of the lovers of the beautiful. Diamond setting, resetting, and re-arranging, are specialties, and this work is done in a style that adds much to the reputation of the house. Mr. Hirschman has large stocks, of which he is a direct importer from the leading manufacturers of Europe and the East. They comprise American and foreign watches, bronzes, clocks, jewelry, and elegant *bijouterie* of every description, which the house, on account of arrangements with the makers, offers upon the most reasonable terms. The trade of the house is very large, and floats up a handsome aggregate every year. It is increasing regularly.

GEORGE BULL & COMPANY.

Agricultural Implements, Nos. 21 and 23 Main Street.



Eastern States are represented here by Bull & Co., who import everything in the farming line from a one-horse plow to a steam threshing rig, complete for the harvest field.

I. W. TABER.

Photographic Parlors, junction of Montgomery, Sutter, and Market Streets.

The taste and the culture of the people of San Francisco have fully justified the anticipations of Mr. I. W. Taber, in establishing his extensive photographic gallery. The enterprise has been attended by wonderful success. Mr. Taber has one of the largest and most complete galleries west of Chicago and St. Louis, with the leading establishments of which great centers his own will bear very favorable comparison, being the equal of any gallery in America or Europe. He is the leading photographer of the Pacific Coast, and his skill and taste are recognized all over the world. His gallery, at the junction of Montgomery, Sutter, and Market Streets, displays the best specimens of photography, and is a marvel of art. It is one of the sights of the city which no visitor should miss. Mr. Taber has developed photography into a specialty, and uses all the latest styles in cabinet, boudoir, and promenade pictures, and portraits. Particular attention is given to copying and enlarging old pictures, small photographs, daguerreotypes, ambrotypes, or tintypes, and finishing them in inimitable style, in India ink, crayon, water colors, oils, or the celebrated Taber ivory-type. The best artists only are engaged in this gallery, the proprietor himself ranking among the highest in the land. The establishment is managed in all its details, so as to produce the best work possible to the profession. There is no celebrated character that has tarried in San Francisco, who has not visited Taber's Gallery, the speaking likenesses of whom adorn its walls. Despite the excellence of the work, the prices are not any higher than are charged in ordinary galleries. Mr. Taber is famous also as a landscape photographer, and his views of the grand and beautiful scenery of the Pacific Coast are the subject of general admiration in the United States and Europe. For these views there exists a wide-spread and growing demand.

TABER MANUFACTURING COMPANY.

Dry Plates, No. 3 Montgomery Street.

The establishment in this city of a factory for the manufacture of photographic dry plates, known as the Taber Manufacturing Company, Mr. I. W. Taber, proprietor, is well worth mentioning in this work. This firm is producing the finest plates in the market for taking portraits and views. For instantaneous work they surpass all other brands, the climate of California being so well adapted for their manufacture. The firm is making large shipments to China, Japan, Australia, and even to Manila, besides supplying a large home trade.

THE MERCANTILE AGENCY.

R. G. Dun & Co., Proprietors, established 1841; Jay Lugsdin, Manager, 320 California Street (rooms 3 and 4).

The mercantile agency of R. G. Dun & Co. is one of the great institutions of America. It has agencies in every important place in the United States and the Dominion of Canada. The extreme reliability of the information upon the records of the agencies, is something marvelous. The agency was founded in 1841 in New York City, by Lewis Tappan. The usefulness and correctness of the institution commended itself to the mercantile community so much that branch agencies were opened in one city after another, the style changing to B. Douglass & Co., and finally to the present name in 1861. In 1869 the business was extended to San Francisco, the agency here being the center of the Pacific Coast records. Mr. Jay Lugsdin is the resident manager, and under his able supervision the system has been reduced to such a perfect one, that it is only equaled by the absolute truthfulness of the reports kept for patrons. These reports are on the standing of merchants, manufacturers, and all classes of business men, and are available in the head office, No. 320 California Street, and are also issued in the form of bulletins. They are from every town on the coast, taken on the spot by reliable experts, and the utmost pains and care are exercised in making them perfectly truthful and accurate.

FROMM & SCHAEFER.

Importers and Manufacturers of Upholstery Trimmings, No. 543 Market Street, opposite Sansome.

The large house of Fromm & Schaefer, No. 543 Market Street, manufacturers and importers of upholstery trimmings, was founded in 1870 by Louis Fromm and Charles Schaefer, at No. 113 Minna Street. In 1880, however, the factory was moved to more capacious premises in a better locality, taking the factory now occupied. These premises are 35x150 feet in area, and are conveniently arranged. In this factory there are twelve looms, a number of spinning machines, cord wheels, chenille machines, etc. Twenty work-people are employed. The productions are varied, and embrace everything usually made in establishments of the kind. The makes of the firm are excellent, and have a deserved reputation among dealers and consumers, by whom the bulk of the manufactures are taken for use here. In point of manufacturing facilities the firm of Fromm & Schaefer is unsurpassed on this coast, and the factory is equal in appliances to any in the Eastern cities. The finest designs and trimmings for art draperies and furniture are specialties, the house doing the principal work for the first residences.

SCHLESINGER BROTHERS.

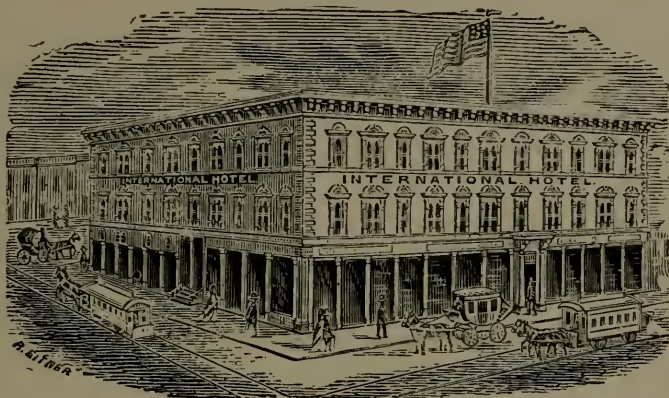
Importers and Jobbers of Tailors' Trimmings and Clothiers' Supplies, Nos. 516 and 518 Market Street.

The tailors' trimming trade of this city has a well established representation in the house of Schlesinger Bros., Nos. 516 and 518 Market Street, one of the most extensive importing and jobbing establishments of tailors' trimmings and clothiers' supplies on the coast. The house was founded in 1882 by N. and F. Schlesinger, and started at No. 329 Sansome Street, but afterward was forced, by the increase of business, into the capacious quarters now occupied. Beginning with ample capital, enjoying the best facilities for obtaining goods from first hands at bedrock prices, and managing its affairs with shrewdness and judgment, the firm at once put itself at the head of the trade here, an advantage it still maintains. Both the partners are active business men, popular in the trade, and have keen eyes for the particular wants of the customers. The firm imports heavily through its New York office, No. 83 Walker Street. This branch looks out for novelties, and ships them by the speediest route to the house here, keeping it supplied with all the varying changes in designs and fashions. With the advantages the firm possesses in trade matters, Schlesinger Bros. can sell goods at as low prices as any house in the city, and upon better terms than most. The firm will be found a liberal one to deal with, and it is cheerfully recommended to the trade. The sales of the house are large, and, besides a heavy local business, goods are sent to all parts of this coast.

INTERNATIONAL HOTEL.

John Thomas, Proprietor; Thomas J. Brannan, Chief Clerk, 824 and 826 Kearny Street.

The International Hotel, Nos. 824 and 826 Kearny Street, is one of the leading business and family houses of San Francisco. It is most convenient to the post-office, express, and United States Land Offices and courts, State courts, and old City Hall, and all public places of amusement in the city. Various street car lines pass the doors, or are in close proximity, while a free coach for guests is in attendance at all hours. The International is first-class in all



INTERNATIONAL HOTEL, 824 AND 826 KEARNY STREET.

Of its appointments. There are 142 rooms for guests, with many conveniently arranged suites for families, whose comfort and convenience is a subject of special attention by the proprietor. The hotel is 100x120 feet, four stories high, so built that the sun shines into every room during the day. Thirty employes, under the experienced eye of the proprietor, Mr. John Thomas, supply the wishes of guests, quietly and quickly. The table is unsurpassed, being always supplied with all the luxuries and delicacies of the season. The house is open at all hours of the day and night. It enjoys a large share of the patronage of travelers, and has a popular reputation with the public of the Pacific Coast.

COMMERCIAL FIRE INSURANCE COMPANY.

No. 410 California Street.

The Commercial Fire Insurance Co., of New York, is an old organization, incorporated under the laws of the State of New York, in 1850, with a cash capital of \$200,000, to do a fire insurance business, and has thus far succeeded beyond the most sanguine expectations of the promoters. The handsome offices of the company are located at No. 410 California Street. The company confines itself, exclusively, to fire insurance business, in which it carries a large number of strictly first-class risks. The home officers are: David Quackinbush, President; Walter Lawrence, Secretary; and Charles B. Holmes, Superintendent of Agencies. The pioneer insurance man of the Pacific Coast, John Landers, is the general agent in San Francisco, California. Under the management of these gentlemen the Commercial has shown a uniform progress in public estimation. Identified intimately as they are, these capable gentlemen have faithfully labored to secure for their company the esteem and confidence of the people, and that they have succeeded, the heavy business done annually is a positive proof. The assets, January 1, 1884, of the Commercial, amount to \$501,787.47. Its income for 1883 was \$409,856.61, and its losses paid footed \$267,918.84. Vigilance in protecting the interests of stockholders and patrons alike in the selection of risks, is a feature in the good judgment exercised by the management of the company, equaled only by the promptness and liberality in settling the claims of policy holders. The sub-agencies of the company are located in all the important places on this coast, and in nearly all the large cities and important towns in the Eastern States. The company deserves the patronage of the insuring public.

REID & FORD.

Dealers in Silks, Woolens, etc., 26 New Montgomery Street, under the Palace Hotel.

Messrs. Allen C. Reid and C. W. R. Ford compose the house of Reid & Ford, undoubtedly a leading one on the Pacific Coast in the trade of silk and wool materials. The principals are live Americans, whose enterprise is appreciated by the people, and purchasers and consum-

ers can rely upon being supplied through their agency with the best goods in their line produced in America. Reid & Ford are sole agents for the Pacific Coast for John D. Cutter & Co.'s American silks, in twist, sewing silks, braids, buttons, serge, satin de China, surah, gros grain, A. Origet and A. Gaguere & Co.'s English toweling, suitings, diagonals, and cloths, etc. The house does not do a jobbing business, nor sell any shoddy imitations or auction goods.

J. T. COCHRAN & COMPANY.

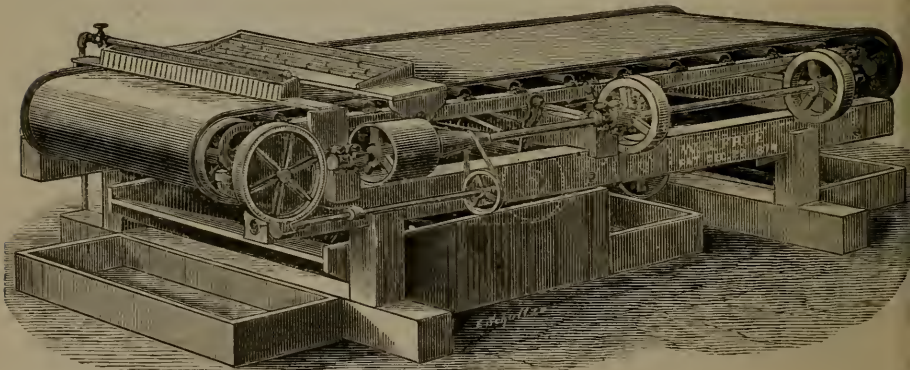
General Commission Merchants, Hops a Specialty, No. 302 California Street.

J. T. Cochran & Co., No. 302 California Street, general commission merchants, were established eight years ago, and have been prominently identified with every step of progress made in the commerce of the city since the foundation of the firm, and have grown proportionately with that trade, establishing satisfactory relations with a widely extended clientele on the Pacific Coast, in the Eastern States, and in Europe. The house does a general commission business, buying, selling, and shipping the products of the coast, but the particular specialty of the firm is hops. In this staple the establishment is the main depot for California and Washington Territory growers, and the choicest hops can always be found in the store. The connections of Cochran & Co. are so well established, and are so close with the large consumers of both continents, that they can immediately place the heaviest consignments upon the most favorable terms, a fact so well known among growers that the firm is the only agent for the majority of producers of the coast. It has ample storage facilities near the water front, ensuring the handling of goods at the lowest rates, reducing the cost to the narrowest margin. Liberal advances are made on consignments, and altogether the house deals most liberally with its customers.

ADAMS & CARTER.

Mining and Mechanical Engineers—Agents of the Frue Vanner, or Ore Concentrator, the Coleman Tappet, etc., 109 California Street.

Adams & Carter, mining and mechanical engineers, No. 109 California Street, are ranked among the representative houses in the city, and occupy a leading position in their profession. Mr. W. F. Carter and Mr. John M. Adams, who comprise the firm, have been prominently identified with their art for many years, and as regards talent, they have no superiors, and few equals, in the country. The firm furnishes designs for all kinds of mining and milling or mechanical work, and will give close estimates for contractors and builders upon any work en-



trusted to it. In these lines the firm does a large business, and has numerous customers from all parts of the Pacific Coast, Mexico, and British Columbia. Many of the largest mills and hoisting works, and other notable engineering works on the coast, have been built from plans designed by the firm. Messrs. Adams & Carter also act as consulting engineers, and their valuable advice is frequently invoked. The firm is the coast agent of the Frue Vanner, or Ore Concentrator, the best device yet discovered. Adams & Carter have a standing challenge of \$1,000 to any other concentrator, and it has never been accepted. These gentlemen are also agents of the Coleman Tappet, besides several other mechanical appliances of superior value and merit.

THOMAS COTREL, Jr.

Agent F. R. Durkee & Co.'s Spices, Baking Powder, and C. C. Gilbert's Starches, No. 405 Front Street.

There is no branch of trade in this city of more importance than that of general agent. All the great manufacturing industries of the United States and Europe are represented here; and as this is a place where people are willing and able to pay for the best, being satisfied with no inferior article, the producers send their choicest goods here, and are careful whom they select to represent them. One of these representative agencies is the house of Thomas Cotrel, Jr., No. 405 Front Street. In this establishment are to be found some of the best articles of consumption sent from abroad to this market, and the character of the agency is in keeping with the superior class of its goods. The house was founded in 1877 by Mr. Cotrel, the business then, as now, being confined to specialties, and by limiting himself to a particular class of goods, of excellent quality and reputation, he has succeeded in building up a trade of large proportions that extends throughout the Pacific Coast, to China and Japan, the Sandwich Islands and elsewhere. Included in the large list of specialties of the house are E. R. Durkee's famous spices, baking powders, sauces, relishes, flavoring extracts, etc., than which there are no better goods manufactured; the Ready Food Co.'s prepared eatables, such as peas and beans for soups, and oatmeal; G. Gilbert's starches, laundry, patent gloss and corn, in all styles, and Challenge sewing-machine oil, the best offered in the market, or that can be made. This agency is well patronized by the leading jobbing houses and the retail trade of the city, and it is an institution that can be highly recommended for its goods, and the fair methods of doing business.

McCORMICK & DELANOY.

Freight Agents and Commission Merchants, o. 109 California Street.

McCormick & Delanoy, No. 109 California Street, enjoy the distinction of being among the largest freight agents and commission merchants of this great and growing city. They make a particular specialty of paper, and are the agents and half owners of the Lick Paper Co., near Santa Clara, also resident agents of the Remington Paper Co., of Watertown, New York. Of the noted productions of these establishments they always have an immense stock in all lines, which they supply to the trade, newspapers, and others, at strictly manufacturers' rates. A leading feature of this house is the management of railroad freights for importers, it having in this department a clientage of over one hundred of the leading houses in this city, while its Portland, Oregon, branch, has about half that number. In this department the house takes full control of settling charges, adjusting claims for overcharge, loss or damage, etc. The members of the firm were formerly railroad freight men, and have had a long and intimate experience in their business. The house has several other specialties, and the list of clients in the city and State is considerable. This establishment is a representative one in its line, and has a wide reputation, and for the magnitude of its operations and the integrity which it has always maintained, is well worthy the patronage it receives.

O. F. WILLEY & COMPANY.

Carriages, Harness, Robes, etc., No. 317 Montgomery Street.

A leading house, and one of the pioneers in the wholesale and jobbing trade in fine carriages, etc., is that of O. F. Willey & Co., Nevada Block, No. 317 Montgomery Street. No house has exercised a more potent influence in the business, or done more for its promotion, than this reliable and widely known establishment. The house was founded in 1855, and has been from the beginning the main depot in the city of the carriage trade, and one from which the most elegant and substantial vehicles were obtained for this and adjacent cities and the interior. This repository is supplied with fine carriages, buggies, driving carts, phaetons, spring wagons, and all other descriptions of vehicles used for driving or light business purposes. These are from the best manufactories in the East, and embrace the latest styles in all cases. They are invariably made of the best materials, finished in the most elegant style, and are noted for their satisfactory service. A feature of the house is the light road wagons, double and single, the neatest, most useful, adaptable, and fashionable vehicles in the trade, made especially for Messrs. O. F. Willey & Co., which have met with extensive popularity and numerous sales. The firm is the agent of the celebrated carriage factory of Brewster & Co., of New York, the leading manufactory of the world; also the well-known establishments of C. S. Caffery & Co., of Camden, New Jersey; Henry Killan & Co., of New Haven, Connecticut; Henry Hooker & Co.; W. S. Fraser, of Chicago, and the Road Cart Manufactory, of Aurora, Illinois. The productions of these establishments are always on hand, and are sold at factory prices. The house also handles a full line of fine harness and whips, robes, and other goods.

FIFTH STREET FURNITURE MANUFACTURING COMPANY.

Fuchs & Euler, Proprietors. Manufacturers of Furniture and Cabinet Work. Factory and Warerooms, Nos. 543 to 547 Fifth Street, near Brannan Street.

The Fifth Street Furniture Manufacturing Company, Fuchs & Euler, proprietors, is one more of the extensive factories that are adding their quota to making San Francisco the one great industrial center of the coast of the Pacific Ocean. This institution was founded by the two gentlemen named above, in 1878, with a special view of manufacturing furniture of California and other Pacific Coast woods, and they have since kept that object in sight. A great advantage that California-made furniture has over imported is that it stands the dry climate better. Fuchs & Euler have a large establishment, Nos. 543 to 547 Fifth Street, near Brannan, 70x120 feet, three stories high, which is furnished with every machine that can be used to advantage in economizing time and labor. The specialties of the factory are walnut, maple, and pine chamber suits, fine desks and book-cases, and all kinds of household furniture. These articles are made in the best manner and after the latest styles—the object of the managers being to keep up with the times in all respects. A great number of workmen are employed, who are the equal of any force engaged in any other factory. The furniture of this concern is taken largely by local dealers, and is extensively exported all over the Pacific Coast and to the Hawaiian Islands and Mexico. The demand has increased so much of late that the works have been enlarged several times.

MONTEALEGRE & COMPANY.

Dealers in Coffees, Spices, etc., No. 230 California Street.

Occupying a leading position among the great commission and mercantile houses of San Francisco, is that of Montealegre & Co., No. 230 California Street. This is a well established house, enjoying an extensive and increasing trade, its operations, constituting an important feature of the aggregate business transactions of the city. Its connections and enterprise have done much to draw trade to this market. The specialties of the firm are the importation of Central American coffees and the export of California products. The immense coffee trade of the Central American States is almost in the hands of the house, and the coffee production entirely so, it controlling the market upon the entire Pacific Coast. The trade in California staple productions is almost as extensive as the other branch, and altogether the house does a business of great magnitude. It is known for its enterprise, and wherever there is an opportunity to extend commercial operations Messrs. Montealegre & Co. are among the foremost in the adventure. The members of the firm are Rafael Gallegos, Jose M. Montealegre, Jr., Manuel Montealegre, and Eduardo Montealegre—a combination of strength, business capacity, integrity, and reliability rarely met.

WILLIAM McAFEE.

Marine and Stationary Boilers, Iron Tanks, and Plate Iron Work. Office and Works, Nos. 210 to 214 Spear Street, near Howard Street.

William McAfee, Nos. 210 to 214 Spear Street, is the pioneer boiler-maker of the coast, having founded the business in 1850. The establishment turns out marine and stationary boilers, iron tanks, and plate iron work of all descriptions, of superior materials and in the best manner. The works cover 45x137½ feet, and are supplied with ponderous machinery. A large engine supplies the force that runs the machinery. Fifty men are always at work in the establishment, that produces a large number of boilers, tanks, etc., during the year, which, besides supplying orders from the city, are sent to the northern coast, into Mexico, and elsewhere. Mr. McAfee built the first steam boiler ever made on the Pacific Coast, constructed for the steamer *H. T. Clay*, that was launched from where the foot of Third Street now is, on South Beach, in 1850. As showing the completeness of these works for the production of heavy iron work, it may be mentioned that Mr. McAfee has a machine that will punch an inch hole in iron one inch thick, and this is only one of the superior machines in his large establishment. Mr. Wm. McAfee has as good, if not the best, boilers in his line of business on this coast.

W. T. Y. SCHENCK.

Sole Agent of the Pacific Coast for "Eureka," "Paragon," "Red Cross," and "Mill" Cotton, Fire, and Garden Hose, Rubber Hose, Square Flax Packing, Enameled Gauge Glasses, "Economic" Gas Meters, Hose Carts and Carriages, Hook and Ladder Trucks, Fire Engines, etc.,
No. 36 California Street.

W. T. Y. Schenck, No. 36 California Street, is one of the representative commission merchants of the city, doing a large business as the agent of several extensive and leading manufacturing factories at the East. Among the productions operated in by Mr. Schenck, and for which he

is the sole agent on the Pacific Coast, are the "Eureka," "Paragon," and "Red Cross" cotton fire and garden hose, rubber hose, square flax packing, enameled gauge glasses, hose carts and carriages, hook and ladder trucks, fire engines, etc. The articles and fire apparatus are in high favor with the public on account of their excellent workmanship and satisfactory services. Mr. Schenck carries a large stock of these specialties, and is able at any time to fill orders at factory prices. The house has a large trade throughout the coast, particularly in the line of garden and fire hose, the enduring character and superior merits of these articles having established themselves a high place in the estimation of purchasers.

PETER B. SIMONS & COMPANY.

Importers and Manufacturers of Diamonds, Watches, Fine Jewelry, Canes, Thimbles, Chains, etc., No. 120 Sutter Street, San Francisco; Factory, Nos. 611 and 613 Sansom Street, Philadelphia.

The house of Peter B. Simons & Co., importers of diamonds and watches, and manufacturers of fine jewelry, canes, thimbles, chains, etc., is a leading and representative concern in its important line. The main establishment is at Nos. 611 and 613 Sansom Street, Philadelphia, where the works are among the largest and most extensive in that great manufacturing center, and which were founded in 1849. Some ten years ago, realizing the importance of San Francisco as a growing manufacturing and business center, this firm established a branch of its mammoth home factory in this city, fitting it with the same appliances and employing the same skilled labor that made the Philadelphia works so noted in the trade. The branch factory is now located at No. 120 Sutter Street, and is a large and complete establishment of itself, covering 40x80 feet, filled with all the needed appliances. The special manufactures enumerated are kept in large quantities for supplying the wholesale and jobbing trade of the city and coast, as well as supplying a considerable and extending export demand.

SCHAFER & COMPANY.

Ready Made and Custom Clothing, Men's, Youths', and Boys' Furnishing Goods, etc., No. 11 Montgomery Street.

The clothing trade of this city has a worthy representative in the house of Schafer & Co., No. 11 Montgomery Street, an establishment that has been in the trade for the past twenty-five years. Messrs. Schafer & Co. make specialties of men's, youths', and boys' custom-made clothing, which they manufacture themselves, and furnishing goods, of which they are heavy importers. The firm carries a full assortment in each of these lines, including the latest styles of New York and Europe, adapted especially for the San Francisco and Pacific Coast trade, as well as the newest novelties. The favorable business connections of the house, at home and abroad, give it command of every favorable change in the market, which it shares with its patrons, selling superior goods at lower prices than are charged by other houses. The large store under the Lick House is well arranged for the display and inspection of the firm's attractive stock. The trade is large and steadily growing.

J. L. NORIEGA.

Hatter, No. 8 Kearny Street.



In naming the fashionable hatters of San Francisco, J. L. Noriega, No. 8 Kearny Street, deserves to be put in the front place. He has a fine establishment, where he keeps the best articles in the hat and cap line to be found in the city. He has a large stock, at the same time, which embraces all the latest styles. Mr. Noriega is an extensive manufacturer, devoting particular attention to custom work, which he executes in the best manner and which is of the choicest materials. In this branch of his business Mr. Noriega does a large trade, his customers coming from the most elegant people of the place. He leads all rival houses in the introduction of the fashions of Paris, London, and New York, having arrangements with leading

hatters of those cities by which he receives their goods expeditiously. This establishment has been in existence since 1867, and has ever been considered a leader in the hat and cap trade of San Francisco. While, of course, the local trade is the main stay of the house, and amounts to the bulk of business, the interior trade is considerable. The store has just been painted, refitted, and generally improved.

C. A. MALM.

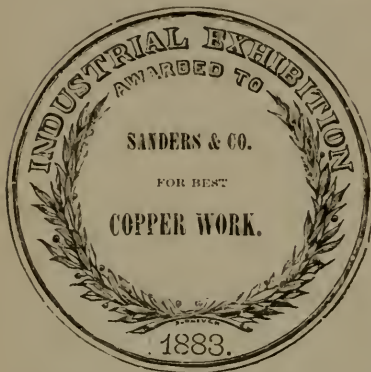
Manufacturer of Trunks and Traveling Bags. No. 234 Bush Street below Montgomery.

The main evidence of a city's prosperity is shown in its progress in the establishment of manufacturing interests, and at no other place is that fact more clearly demonstrated than in the rapid development of such industries in San Francisco. In reviewing these institutions, the

factory of C. A. Malm, manufacturer of trunks and traveling bags, No. 234 Bush Street, deserves prominent recognition as occupying a leading position in its special branch of trade. The house was founded in 1863 by D. S. Martin & Co., Mr. Malm becoming the sole proprietor in 1882. The latter, by admirable management, a thorough understanding of the business, and a keen appreciation of the wants of the trade, has developed an enterprise at once large and profitable. The factory employs many hands, and all orders can be filled upon short notice. All kinds of trunks, valises, sample cases and sample trunks are made—each of which is manufactured of the best materials and put together solidly in first-class workmanlike manner. The goods of this factory are guaranteed as represented. In the Bush Street store the articles made by Mr. Malm are always kept in complete assortment for the trade. This trade is extensive and rapidly growing. City houses are supplied, and the country and coast trade is furnished with a heavy line of goods from this establishment.

SANDERS & COMPANY.

Coppersmiths, etc., 421 Mission Street, between First and Fremont Streets.



The business of working in copper has assumed great proportions in San Francisco, and to carry on a large establishment, where all the productions of the industry are manufactured, requires not only considerable capital but a thorough knowledge of the trade and the highest administrative ability. Sanders & Co., No. 421 Mission Street, fulfill all these requirements in a high degree; and it is no misstatement to call the factory one of the largest, best appointed, and most complete of the kind on this side of the continent. The firm is composed of Messrs. H. Sanders and L. Dettman, both experienced workmen, and men of comprehensive knowledge of their business. The works were founded in 1868, by Sanders & Buffenger, but in 1873 Mr. Dettman took Mr. Buffenger's place in the house—the present firm carrying on the factory since then with an ever-increasing popularity. While all kinds

of coppersmith work is executed with accuracy and dispatch at the shortest notice, the firm makes a particular specialty of distilling and wine making apparatus, the excellence of which is as well known in far-away localities as it is in this State. Other specialties of the establishment are steamboat work, brewery fixtures, vacuum pans, water heaters, soda water apparatus, distilleries, steam kettles, and kitchen utensils. These various articles, together with everything else produced at the works, are made in the same workmanlike manner, and of superior materials. The employment of skilled labor, the use of the choicest materials, due attention to detail, etc., have given Sanders & Co. the high reputation which they now enjoy.

JOHN A. ROEBLING'S SONS COMPANY.

Manufacturers of Iron and Steel Wire Rope and Wire. S. V. Mooney, Manager, No. 14 Drumm Street.

The celebrated John A. Roebling's Sons Co., of Trenton, New Jersey, is well and worthily represented in this city by Mr. S. V. Mooney, Manager, No. 14 Drumm Street. All the productions of the parent establishment are kept on hand in sufficient quantities to supply the large local trade, embracing iron and steel wire and wire ropes of every description. The local house is also the agent of the New Jersey Wire Cloth Co., and the Buckthorn Barbed Fence. These goods are noted as being the best productions of the kind in the country. The John A. Roebling's Sons Co. is the firm that has built the ninth wonder of the world, the New York and Brooklyn Bridge, the Niagara Suspension Bridge, and many other of the great bridges of the United States. Mr. Mooney has not been established here any great length of time, but he has already founded a first-class house, and firmly anchored himself among the larger houses of the city. He has a large trade in San Francisco and throughout the coast, and a heavy business with Australia, Mexico, and the islands.

THE LOCK SPRING MATTRESS COMPANY.

Manufacturers of Patent Lock Spring, Mattresses, Cots, and Iron Bedsteads, and Hair and Wool Mattresses. Messrs. D. C. Wickam & W. W. Reed, Proprietors. Nos. 946 and 948 Howard Street.

The Lock Spring Mattress Company, Nos. 946 and 948 Howard Street, Messrs. D. C. Wickman and W. W. Reed, proprietors, is making a field for its productions, already of some moment, and is certain to become one of the largest establishments of a special kind in the

city. The company manufactures the patent Lock Spring Mattress, of which patent it is the sole owner. This mattress is much cheaper than the woven, wire bed, is much easier and softer, and has the additional merit of never wearing out or being broken. These mattresses, although introduced less than two years ago, have met with unbounded success, and numbers of them are in use in this city and in the country, and the demand is increasing so fast that the capacity of the works has been severely taxed to meet the orders that come from all quarters. The company also manufactures cots and iron bedsteads and all kinds of hair and wool mattresses, and repairs furniture of every description, fine and artistic furniture receiving particular attention. Mattresses, too, are renovated in the best manner. There is no establishment in this city that produces better work, or sells it on lower terms, and the company confidently refers to its productions as a recommendation to intending purchasers. The works of the factory are large and complete, and give employment to a big force of workmen. The proprietors are themselves practical men, and give the business close attention. Contracts are undertaken in the special lines, on the shortest notice, with a guaranty to give perfect satisfaction.

J. SALOMON & COMPANY.

Manufacturers of Havana Cigars, Nos. 606 and 608 Battery Street.

The Havana Cigar Factory of J. Salomon & Co., Nos. 606 and 608 Battery Street, is, without exception, one of the largest establishments for the manufacture of fine cigars exclusively in the city. The brands made and carried in stock are among the most noted in the market, and command a ready sale to the best trade. The factory was started in 1880 by J. Salomon, expressly to make the choicest cigars produced here. Importing his own tobacco from Havana, and preparing it by a process known only to himself, Mr. Salomon has succeeded in his object, and to-day the house stands among the best in the trade either here or elsewhere. Salomon & Co. occupy two stories of the large building on Battery Street, having two rooms each 70x100 feet, where the various details of cigar making are carried on. A large number of operatives are regularly at work. The cigars of the house are largely consumed in San Francisco, but a considerable export trade is carried on, which extends up and down the coast, and far into the interior of Nevada, Oregon, Washington, Idaho, Utah and Montana.

UNION BOX FACTORY.

Nos. 114 to 124 Spear Street, between Mission and Howard Streets.

Identified with the large manufacturing industries of San Francisco for twenty-five years, and gaining in that time a leading position in the business, is that of the Union Box Factory, Nos. 114-124 Spear Street. This establishment is one of the largest in its line on the coast, employing 125 people continually. It covers four water lots, and is two stories high. All the newest and best machinery is used, propelled by a 125-horse power engine. Boxes of all kinds are made with neatness and dispatch, particular attention being paid to boxes used by orchardists, viticulturists and vegetable growers. Dovetailing by machinery is a specialty. The works were founded in 1860, and have increased with the growth of the city and country, until it now uses 5,000,000 feet of lumber a year in making boxes alone. The products of the Union Box Factory are sent to all sections that have a trade with this city, including the South Sea islands and Mexican States.

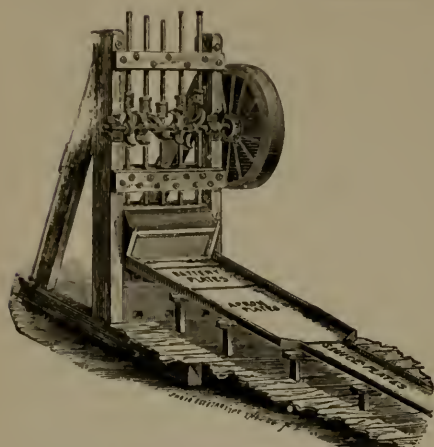
BAKER & HAMILTON.

Importers and Jobbers Agricultural Implements, Machines, Hardware, etc. Proprietors Benicia Agricultural Works (Benicia, Cal.), northwest corner Davis and Pine Streets, San Francisco, and 9 to 15 J Streets, Sacramento.

Of the larger business houses of San Francisco which are prominently identified with the wholesale trade in hardware, agricultural implements, etc., Baker & Hamilton have a claim to be placed among the leading houses of the city. The business was originally established on J Street, Sacramento, in 1854, and was for many years carried on in that place. The business of the firm growing as the years rolled on, it was compelled to open a branch house in this city, the branch afterwards becoming the main establishment of the firm. During the thirty years' existence of the house its career has been one of uninterrupted success under the wise and judicious management of L. L. Baker and Robert M. Hamilton, the individual members of the firm. The house occupies the entire lower portion of the block on the northwest corner of Pine and Davis Streets and several of the upper stories, which are filled with one of the largest stocks of machines, agricultural implements and general hardware in the United States. Its trade extends in every direction, not only throughout the Pacific Coast, but into British Columbia, Central and South America, and the Australian colonies. The firm is the proprietor of the Benicia Agricultural Implement Manufacturing Works, where it makes many special machines and implements adapted to farmers', vintners' and miners' use, besides other articles—all of superior quality, and have supplanted importations wherever they have been introduced.

SAN FRANCISCO PLATING WORKS.

Gold, Silver and Nickel Plating. E. G. Denniston Proprietor, Nos. 653 and 655 Mission between New Montgomery and Third Streets.



The plates are used wherever gold mining is carried on, and are made in immense numbers. All kinds of metals are gold, silver, nickel and copper plated, and replating is done in a finished manner at most reasonable prices.

KOENIGSBERGER, FALK & MAYER.

Manufacturers of Fine Cigars. Factory and Salesroom, 113, 115, 117, and 119 Pine Street.

The manufacture of choice cigars from imported Havana tobacco is carried on very extensively, by Koenigsberger, Falk & Mayer, at their large establishment, Nos. 113 to 119 Pine Street. The factory is 50x90 feet, and several stories high, where 300 workmen are regularly employed. The cigars made by the firm are of the choicest, and are from the finest selected Cuban tobacco, great care being exercised that no inferior material is used. The house has the best trade in the city, and sends its cigars to all the cities and towns on the Pacific Coast, and as far east as Wyoming Territory. The fancy brands of Havana cigars are also made by this house, and are not excelled by those made in Havana. Cuban tobacco is imported directly by the firm, and prepared in its factory in a manner that brings out all of its best qualities. The members of the firm are Philip Koenigsberger, Solomon Falk, Nat. Mayer, and Adolph Steinberger, all of whom possess a thorough practical knowledge of their business, to which they assiduously devote themselves. Their manner of doing business and their goods give general satisfaction.

G. ABRAHAMSON.

Importer of Fancy Goods, Trimmings, etc., No. 130 Kearny Street, San Francisco, and 1117 Broadway, between Twelfth and Thirteenth Streets, Oakland.

Among the many large Kearny Street establishments that make that street the first thoroughfare in the city, the house of G. Abrahamson, No. 130 Kearny Street, San Francisco, and No. 1117 Broadway, Oakland, importer of fancy goods, trimmings, etc., takes the lead. This position has been obtained on account of the quality of goods dealt in, the attention paid to wants of customers, and the intelligence and judgment with which the affairs of the concern have been conducted. Though the firm has been in existence only a few years, it has increased wonderfully in its line of business in spite of the great competition which exists, thus showing that it knows how to conduct business on proper principles. Novelty and excellence have always been the characteristics of the goods imported and sold, and it was and is the certainty that the newest and best articles, to be had for reasonable prices, that has made such a large trade for this store. These goods are bought directly from the best manufactories in this and other countries, thus insuring the pick of the choice productions at the lowest rates, which saves the profits of intermediary agents. By this palpable advantage it can be seen why Mr. Abrahamson can sell his superior goods at the low prices he does. This store is large and well arranged, the display being noticeable among other establishments that make a feature of showing their wares. Twenty experienced and polite assistants are in attendance to wait on

customers, and no pains are spared to accommodate them. The extensive business of the house is mostly with the residents of San Francisco and suburbs, but considerable trade comes from the interior, as Mr. Abrahamson takes special care in filling orders from absent customers, giving them the same quality of goods at the same rates as though they were present.

F. KRAJEWSKI & COMPANY.

Machinists and Millwrights, Nos. 516 and 518 Fifth Streets.

A striking example of the prompt recognition of merit is seen in the success of F. Krajewski & Co., machinists and millwrights, Nos. 516 and 518 Fifth Street. The firm consists of George H. Stevens and F. Krajewski, both practical machinists, who are not only well acquainted with the wants of the industries for which they manufacture, but are thoroughly informed in the details of their trades. Mr. Krajewski began the business in 1869, in the unassuming way that most of our large establishments commenced operations in those days. He carried on the trade, with increasing success, until 1882, having taken Mr. Stevens as partner a short time before, when he was burned out. The fire only incited the proprietors to greater efforts, and they immediately rebuilt their factory. The new works are 40x70 feet, several stories high, and are supplied with new and improved machinery of the best patterns, for facilitating work, and securing uniform excellence. The range of manufactures embraces millwrighting, machine work in brass and iron, blacksmithing, a full line of stairbuilders, hardware, woodworking machinery, and tools of every description. The firm undertakes contracts for general machinery and shafting, but makes a specialty of its improved woodworking machinery, such as band saws, scroll saws, circular sawtables, shapers, woodturning lathes, housing machines, etc. The proprietors have been building up their business on the merits of their manufactures, and while the local business is quite extensive, they are also commanding a large share of the trade of the interior.

L. D. STONE & COMPANY.

Manufacturers and Importers of Harness, Saddles, Saddlery, Hardware, Collars, Whips, Robes, and Horse Blankets, Harness and Patent Leathers, 422 and 424 Battery Street corner of Washington.

The firm of L. D. Stone & Co., Nos. 422 and 424 Battery Street, is the oldest and one of the best known firms in the city engaged in the importation and manufacture of harness, saddles, and saddlery hardware. The establishment is a well founded, large, industrial concern, employing a considerable number of operatives, to pay whom a large sum of money is distributed annually. This house was started in 1852, by Messrs. R. Stone and P. Hayden. During the thirty-two years since the house began business, there has been built up a trade in its specialties that takes an immense amount of goods to supply the consumers dwelling in this city and in all of the towns and hamlets on the western part of the American Continent. Besides the lines mentioned above, Messrs. Stone & Co. deal in collars, whips, robes, horse blankets, and all kinds of harness and patent leathers. The firm carries at all times large lines of all these articles, each of which is made and selected with reference to excellence of material and workmanship. The principals of the firm are Mr. L. D. Stone and Mrs. R. Stone.

PERIAM & SMITH.

Machinists and Lock Experts, No. 42 Main Street.

The machinists and lock experts, Periam & Smith, are in business at No. 42 Main Street. The partners are Messrs. C. I. Periam and I. D. Smith, who manufacture all sorts of machinery and make a specialty of safes, exclusively of California work. A 10-horse power steam engine is the motor of the establishment. Mr. Periam, before opening in business for himself, in 1880, was employed for nine years by the safe manufacturer, Jonathan Kittridge, and now gives special attention to safe and bank work of all descriptions. His partner, Mr. Smith, who is a first-class machinist, was formerly employed for many years at the Pacific Iron Works. At the Industrial Exhibition of the Mechanics' Institute, in 1883, Periam & Smith received a silver medal for the best fire proof safe of California manufacture, also a medal for the best locks. The rapidly increasing and profitable trade of Periam & Smith lies principally in San Francisco.

JOHN LEVY & COMPANY.

Manufacturing Jewelers, Importers of Diamonds and other Precious Stones, Watches, Clocks and Silverware, 118 Sutter Street.

John Levy & Co., manufacturing jewelers and importers of diamonds and other precious stones, watches, clocks, silverware, etc., No. 118 Sutter Street, occupy a pre-eminent position in the trade. The house is one of the leading establishments of San Francisco and the Pacific

Coast, and is noted for the perfect workmanship and elaborate and exquisite designs of all goods manufactured in the works. The house was founded in 1881, at the location now occupied, where it has central and commodious quarters, and makes a most brilliant and attractive display. The manufactures of the firm embrace all goods known to the trade that can be produced here, and as none but the most skilled workmen are employed, the work cannot be excelled anywhere. Messrs. John Levy & Co., besides, handle a large and well supplied stock of goods in the jewelry line of the best American and foreign make, the importations coming direct from the most celebrated manufactories of both continents. Levy & Co. also keep a complete line of American and European watches of the best makers. Special lines of silverware are always to be found at this establishment. To be brief, there is no line of goods known to the trade that this firm does not keep. Enameling receives especial attention, and any design can be reproduced in the highest style of the art at this complete establishment. The business of the house is large, and is extending—not only in the city and State, but all through the countries bordering on the Pacific Ocean, from the far north to the extreme south.

C. H. HEININGER & COMPANY.

Importers and Manufacturers Smokers' Articles and Walking Canes, No. 419 Sacramento and 320 Sansome Street.

The many smokers, particularly those who use pipes, probably do not know that there is an establishment in San Francisco that manufactures all the thousand and one articles used in consuming the weed. There is one, however, which, though it was established only a short time ago, has already acquired a reputation for California made pipes and smokers' articles that is driving from the field many imported goods. C. H. Heinger & Co., of No. 419 Sacramento Street and 320 Sansome Street, are opening this new field for labor in San Francisco. They import large quantities of raw material from Mexico, the Fiji Islands, walrus teeth from Alaska, and amber from Europe, which is made into innumerable articles, among the more important of which are pipes, cigar and cigarette holders, smokers' articles, walking canes in infinite variety, and useful and ornamental goods in ivory and wood. Heinger & Co. is the only house on the coast that does an extensive business in making the goods dealt in, and received medals in 1877, 1880 and 1883 for the excellence of its work.

HERRMAN COHEN.

Importer and Wholesale Dealer in Mouldings, Frames, Engravings, Artists' Materials, Chromos, Photographs, etc., etc., No. 19 Dupont Street near Market.

Herrman Cohen, importer and wholesale dealer in mouldings, frames, engravings, chromos, photographs, ornaments or cut out pictures, mirrors, cards, etc., of No. 19 Dupont Street, has an establishment that takes the lead of houses in the same line of business in this city. Mr. Cohen has been in the trade since 1869 and has acquired a wide experience, of which he avails himself in supplying the wants of an uncommonly large list of customers throughout the Pacific Coast. Mr. Cohen carries a large stock of goods imported direct from Paris, London, and Berlin, which he confidently recommends, not only for its variety, but for its superiority also, and to which he invites the attention of visitors.

THE INMAN GLOVE WORKS.

Wm. M. Inman, Proprietor and Manufacturer of Buckskin, Dogskin, Calf, Kid, Cloth, and Combination Gloves and Mittens, No. 31 Third Street, near Market.



The Inman Glove Works, No. 31 Third Street, of which Wm. M. Inman is sole proprietor, is another of those establishments that are contributing largely to the high reputation of San Francisco manufactures. These works aim at producing superior gloves at prices sufficiently low to compete with imported goods, and have succeeded, as its products are generally preferred to Eastern gloves here and elsewhere. The specialties of the Inman works are buckskin, dogskin, calf, kid, cloth, and combination gloves and mittens, to the making of which the resources of the establishment are applied by a corps of skilled operatives under the personal supervision of Mr. Inman himself. On the boxing-gloves made here the house prides itself. They are of all sizes and of various degrees of hardness. The pugilistic profession use no other in matches, and they are preferred also by amateurs. The manufactures of the Inman Glove Works are growing in reputation, and are in demand wherever known. The trade of the house, at first confined to this immediate locality, now extends far and wide.

CHISHOLM & RUSSELL.

Manufacturers of Chisholm's Improved Portable Saw-mill, Wood-working Machinery, Forging, Pattern-making, Machine and General Job Work, No. 429 Fourth Street.

The fame of San Francisco as a manufacturing center is due to the numerous industrial establishments of the city and the character and quality of the productions. Included in the large factories of the city is that of Messrs. Chisholm & Russell, No. 429 Fourth Street. The firm is the latest addition to the particular line of manufacture in which it is engaged. But the members, J. W. Russell and P. McG. Chisholm, represent sufficient capital and a life-long experience, and in the limited time the factory has been in operation, it has taken a position not second to any in importance. It is well equipped with all the necessary machinery, one 40 and a 22-inch lathe, and the largest planers, being included in the plant. A large force of men is employed. The particular specialty of the establishment is the manufacture of improved portable saw-mills. These mills are models of mechanical completeness, and are perfectly adapted to the work for which they are designed. They are light, compact, and so simple in construction that it is almost impossible for them to get out of order. It does not require more than an ordinary experience with machinery to operate them. They have the additional recommendation of being easily and cheaply moved from one place to another. The firm also makes all kinds of wood-working machines, forging implements, and does every description of pattern-making and machine work. The factory cannot be surpassed in the variety and quality of its work. The business is large and growing, and extends over a wide area, embracing this city and vicinity, and the coast regions.

ARCHITECTURAL IRON WORKS.

O'Connell & Lewis, Proprietors, 230, 232, 234, 236, 238 Steuart Street.

The architectural branch of the iron business, although yet in its infancy, occupies a very important place in the manufacturing industries of San Francisco. Iron enters largely into all of our substantial building improvements, thus combining beauty, durability, and strength. A leading firm in its line is that of Messrs. O'Connell & Lewis, of the "Architectural Iron Works," located at Nos. 230, 232, 234, 236 and 238 Steuart Street. The present foundry was established in 1880, but Martin O'Connell and Oscar Lewis are pioneers in the manufacture of architectural iron work, having been prominently connected with that branch of the foundry business for over twenty years, and identified largely with the construction of the principal buildings in San Francisco. The establishment now conducted by them has been fully equipped, and possesses superior facilities for the manufacture of iron work for building purposes, a specialty with its enterprising proprietors. Employment is given to about fifty men, and Messrs. O'Connell & Lewis are now doing a large and progressive business, which is not restricted to the city or State, but extends also into Oregon and Arizona.

MENZO SPRING.

Manufacturer of the Best Improved Artificial Limbs, No. 9 Geary Street (Junction Kearny and Market).

Menzo Spring, No. 9 Geary Street, at the junction of Kearny and Market Streets, is a specialist in the manufacture of artificial limbs, and is the only artisan in that line who carries on an extensive business on the Pacific Coast. He is the only Commissioner of the United States Government in San Francisco authorized to make artificial limbs for pensioners. Mr. Spring has had a long and varied experience in the business, and is prepared to supply deformed humanity with legs and arms that are natural in appearance, and approach in usefulness the lost limbs. He has introduced several improvements in the art, which simplify the working of the machinery of the joints, notable among which are the improvements on the "universal ankle motion," and the joint without lateral motion. These improvements are indorsed by physicians in the United States Army, navy surgeons, and by all who have used them. Mr. Spring will undertake to make the products of other manufacturers when out of repair better than they were when new. This establishment was started in 1871 by Mr. Spring, who has since carried it on with a great deal of benefit to the unfortunate.

GORDON HARDWARE COMPANY.

Wholesale Hardware Dealers, and Proprietors Pacific Chain Works, 252 Spear Street. Office, 8 and 10 Pine Street.

The Gordon Hardware Co. is the legitimate successor of the old and well-known firm of Marsh, Pilsbury & Co., and the house of James E. Gordon & Co. The firm is located at Nos. 8 and 10 Pine Street, where it carries on a wholesale trade in hardware that is at once large and extends over a wide area, the company having intimate relations with Mexico, Central and South America, the British Colonies, and other countries. It is the agent of Eastern and foreign manufactures of hardware, the line agency business receiving the greatest attention. The

company's mode of trade differs from the way of agents generally. The usual method is to make sales at market rates in invoice lots, deducting freight, etc., and remit the proceeds. The Gordon Co., on the contrary, receives consignments invoiced at the lowest factory rates, as though bought outright. All charges are paid, and the consignments are sold in lots to the trade, thus making the best commission the market affords for a profit, and the consignors receive the face of their invoices. This way removes all elements of uncertainty from the transaction, the shipper being assured of every dollar. The company has established branches in Seattle, Washington Territory, and Los Angeles, which are doing a heavy business in those localities.

CHARLES A. HAWLEY & COMPANY.

Importers and Dealers in Hardware. Special Attention Given to Builders' and Cabinet Hardware. No. 412 Market Street.

No house in San Francisco surpasses the old firm of Chas. A. Hawley & Co., importers and dealers in hardware, at No. 412 Market Street, in age and honorable success. The house has long stood at the head of its special line of trade. It was founded in 1851, and has had a continuous history and uniform success since then, without any other change than of location, made imperative by increased trade. The firm imports and deals in all kinds of hardware, shelf goods, and house-furnishing goods, and makes specialties of the following first-class goods: Weather vanes, Union double-spring hinge, blank keys, carpenters' tools, lawn mowers, rubber hose, scales, mixed paint, wire cloth, and the Pacific Glue Co.'s superior manufactures. Hawley & Co. have very favorable relations with manufacturers, from whom they purchase direct, and are prepared to offer special inducements to buyers. The firm carries one of the biggest stocks of goods in its line of any house in the State, and in its transactions reaches a large extent of surrounding territory, besides supplying a thriving city trade.

Bradley & Rulofson



Photographic Art Gallery, Southeast Corner Geary and Dupont Streets.

A history of the city of San Francisco, or an account of its representative houses, could not be written without mentioning Bradley & Rulofson, the popular and extensively known photographers. Among the first establishments of the kind to begin business in the city, the superiority of its work has extended the fame of the proprietors wherever the names of San Francisco and California are known. The gallery of this renowned firm is now located at the

southeast corner of Geary and Dupont Streets, occupying the entire upper story of a spacious building. An elevator on Dupont Street affords speedy communication with the gallery. This establishment is now one of the most extensive in the world. There is no gallery capable of producing better work, and few, very few, that can produce so good. The views of Pacific Coast scenery, and photographs and crayon portraits, of which it makes a particular specialty, are unsurpassed, and have procured for the firm first-class gold medals without number, from international, State, and district exhibitions. At the Centennial Exhibition in Philadelphia, in 1876, Bradley & Rulofson were awarded the first prize gold medal for photographs over all competitors, included among whom were the leading Eastern and European photographers.

W. F. BUSWELL.

Millwright, Engineer, and Pattern Maker, Flour, Quartz, and Saw-mills, Manufacturer of Hydraulic, Steam, and Passenger Elevators, No. 108 Main Street.

W. F. Buswell, No. 108 Main Street, millwright, engineer, and pattern-maker, is carrying on an extensive business in the industry which his establishment represents. The business was started in 1858, when the aim was superiority, not quantity. The range of work done at this pattern shop, besides the specialties named above, includes flour, quartz, and saw-mills, hydraulic, steam, and passenger elevators, hand, stove, and sidewalk hoist. The aim of Mr. Buswell has been to make the cheapest, most serviceable, and economical machines in use, and such has been the success achieved in these particulars that orders are always on hand from new customers. These orders come not only from this city, but from the interior and the East, and much of the work has also been sent to Central America. The works are extensive and complete in every detail, and so systematically arranged that jobs of any magnitude can be expeditiously executed. The elevators made by Mr. Buswell are well liked for their safety and economy, and there are many of them now in use in this city. The pattern-shop is a particular specialty, and the pattern-work of all the cable railroads of San Francisco, the California Sugar Refinery, etc., show what can be done in this department.

HOBBS, WALL & COMPANY.

Boxmakers, and Agents Steamer *Crescent City*, Nos. 314, 316, 318, 320, 322 and 324 Spear Street between Folsom and Harrison.

Boxes of every variety are extensively manufactured by Hobbs, Wall & Co. The establishment is situated at Nos. 314, 316, 318, 320, 322 and 324 Spear Street. An engine 24x12, and a boiler, are comprised in the equipments. The dimensions of the building are 137½x126 feet, and regular employment is given to seventy-five men and boys. The firm has been in business ever since 1852, and is also proprietor of the Elk River Mills, at Crescent City. J. K. C. Hobbs is the resident partner, and J. G. Wall supervises the affairs of the concern at Crescent City. Hobbs, Gilmore & Co., was the original style of the firm, changed to Hobbs, Pomeroy & Co. in 1873, and again in 1881 to Hobbs, Wall & Co. The city trade is extensive and progressive, and a specialty is made of the manufacture of Stevens' egg cases. The house is also interested in the steamer *Crescent City*, sailing every ten days, and plying between this port and Crescent City, transporting passengers, lumber, etc.

A. LUSK & COMPANY.

Wholesale Dealers in Canned, Dried, and Green Fruits, Nos. 409 and 411 Washington Street, and Cannery 423, 425, 427, 429, 431 and 433 Brannan Street.

The widely-known firm of A. Lusk & Co., general commission merchants and dealers in canned goods, has its main office at Nos. 409 and 411 Washington Street. This firm was established in 1858 by William Jacobs and Albert Lusk, and is now composed of the two gentlemen named, and Mr. J. Levi. The business of the house is very extensive. Its brands are known in the two Americas, and throughout Europe. The Washington Street salesrooms are 50x137½ feet in area, and are crowded with goods. The firm has, also, a large cannery on Brannan Street, between Third and Fourth Streets, 137½x414 feet, with two engines and three boilers to aid 1,300 employes in the various processes of putting up all the fruits and vegetables in the excellent style for which the house is so noted. The New England luxury of pork and beans is one of the specialties of this cannery. To carry on its business the firm uses a capital of \$750,000, and produces goods to the amount of \$1,000,000 a year. The pay-roll averages \$30,000 a month, during the summer season.

BLAKE, ROBBINS & COMPANY.

Importers and Jobbers in News, Writing, and Wrapping Paper, and Manufacturers Paper Bags, Nos. 516 Sacramento and 519 Commercial Street.

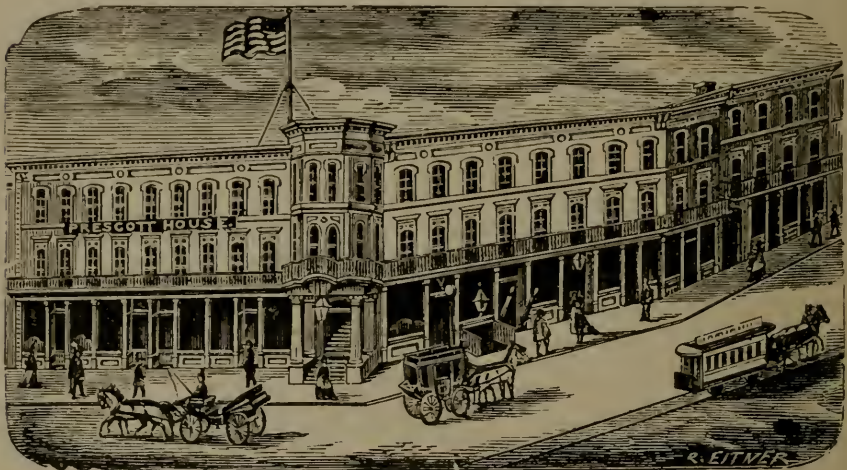
The firm of Blake, Robbins & Co., importers and dealers in paper, and manufacturers of paper bags, is one of the leading houses in the city, and a controlling factor in its line of business. It employs a large capital and carries an immense stock of paper of all descriptions,

which fills not only the spacious storerooms at Nos. 516 Sacramento and 519 Commercial Streets, but several other warehouses. The business was begun in 1863, but it was not until 1868 that the present firm was founded, and the basis for the more general and extensive business laid. The individual members of the firm are James W. Towne, of New York, and Francis Blake, James Moffitt, and Charles F. Robbins, of San Francisco. The house is famous for its enterprise and integrity, and anything coming from it bears the highest reputation. A specialty of Blake, Robbins & Co. is the manufacture of paper bags, for the making of which they have five patent machines, turning out every variety of bags from the tiniest to the largest size.

PRESCOTT HOUSE.

Southwest Corner Kearny Street and Montgomery Avenue, J. W. Becker, Proprietor.

The Prescott House, one of the well-known hotels of this city, is situated at the southwest junction of Kearny, Montgomery Avenue and Pacific Streets. It is a large three-story brick building, containing over 100 rooms, all well and comfortably furnished. Cars of three of the principal street-car lines pass the house every three minutes, connecting with the ferries, railroad



Depots, and all points of interest. A coach is in waiting at all trains and steamers, to convey guests and their baggage to the house, free of charge. The Prescott House has been established for over twenty years, and, under the careful superintendence of its proprietor, Mr. J. W. Becker, has won a wide reputation all over the Pacific Coast and the Eastern States as a well-conducted hotel. The Prescott is the best house for the middle class; it is home-like, respectable, and conveniently located, with a table as good as the best, and at very moderate terms. The house is a favorite with German tourists and travelers, nearly all of whom make it their home while in the city.

W. B. SUMNER & COMPANY.

Dealers in Hides, Leather, Tallow, Wool and Skins, 415 Front Street.

The house of W. B. Sumner & Co., No. 415 Front Street, was established in 1871. Previous to that time the senior member of the firm was engaged in shipping hides to the Eastern market *via* the Cape, and began this line of business in 1860. The firm has continued in the same business for the past twelve years, tanning, shipping, and supplying the trade of the State, and with its development on the coast has advanced to the rank of one of the leading houses in this line. The house has initiated several important changes in the hide business, such as selling by the pound, and culling or selecting all hides when bought or sold, and placing the details of the business out here on the same footing, and under the control of the same rules as those governing the great hide markets of the East and Europe. The trade of the firm now extends from Washington Territory to Arizona, and to Colorado and Texas, it receiving hides, wool, skins, etc., from all sections of the coast, and selling or tanning here, or shipping eastward. All goods are bought for cash, and sales are made on time. At the store, No. 415 Front Street, a full stock of salted and dry hides and skins is carried, together with the better grades of oak-tanned sole and harness leather.

C. J. HAWLEY & COMPANY.

Grocers and Tea Merchants, Nos. 215 and 217 Sutter Street, adjoining the Center Market.

C. J. Hawley & Co., grocers and tea merchants, Nos. 215 and 217 Sutter Street, are among the first city houses in their line of trade. They do a wholesale, jobbing, and retail trade of great magnitude, employing thirty persons at their Sutter Street store alone. These



Premises are 40x120 feet, and the place, large as it is, is hardly capacious enough for the transaction of their immense business. The firm has an established reputation for the quality of the goods it keeps, and dispatch in filling all orders. The house has special advantages in buying, having large capital and A No. 1 credit, and is enabled to secure very advantageous terms in purchasing, which enables it to offer fancy and staple goods at reduced rates.

FIRE ASSOCIATION OF PHILADELPHIA.

Chas. A. Laton, General Agent, No. 439 California Street (Safe Deposit Building).

One of the oldest fire insurance companies of the United States is the Fire Association of Philadelphia, organized in the year 1817, an institution that is represented on the Pacific Coast by Mr. Charles A. Laton, No. 439 California Street. It is a veteran company, with its millions of assets, solid and respectable, and in this city is worthily represented. The capital stock of the company, fully paid, is \$500,000, and the total assets amount to \$4,279,676, with a large net surplus. In a career approaching three-quarters of a century, the Fire Association has preserved a reputation as a staple and first-class company, dealing with the public upon strict business principles, paying all straightforward losses promptly, and always meeting every engagement faithfully. This company underwrites a large number of good risks in this city, and on the coast every year, showing a steadily augmenting business, and increasing favor with the insuring public.

THE HUMBOLDT BREWERY.

William Noethig, Proprietor, No. 1839 Mission.



The Humboldt Brewery, Wm. Noethig, proprietor, No. 1839 Mission Street, while not the largest establishment of the kind in the city, claims to make as good beer as any brewery in the vicinity. The premises are 160x175 feet, three stories high, with steam power, and every appliance for the production of a choice beer. The product of the Humboldt finds a ready sale in San Francisco and suburbs, and is in demand wherever it has been introduced. The manufacture, last year, was over 8,000 barrels, and will be greatly increased in 1884.

CYCLOPS ENGINE MACHINE WORKS.

Tait & Hainque, Proprietors, 115 and 117 Beale.

The Cyclops Machine Works, located at Nos. 115 and 117 Beale Street, were established ten years ago by its present proprietors, A. J. Tait, and Martial Hainque. The works are located in a three-story brick building, with a frontage of thirty-seven and a half feet. In addition to the manufacture and repair of all kinds of machinery, the firm is the sole manufacturer of the patent wood-branding and printing press.

NEVADA METALLURGICAL WORKS.

Assaying—Analysis of Ores, Minerals, Water, etc.—C. A. Luckhardt & Co., Proprietors, No. 23 Stevenson Street, near First and Market Streets.

The Nevada Metallurgical Works of San Francisco, No. 23 Stevenson Street, near First and Market, is probably the best known establishment of its kind on the coast. Its reputation for correct working tests, assays, and analyses, is first-class, and there are very few mining camps on the entire Pacific Coast that have not patronized the institution. The Nevada Metallurgical works were established in 1869 by Mr. C. A. Luckhardt and associates. That gentleman still continues at the head of the establishment, acting as manager, and with him is associated Mr. B. Salazar. They are both accomplished scientists, skilled in all the practical work of the profession, and by long experience have acquired a knowledge of the business possessed by but very few persons. At these works ores are crushed and sampled, working tests are made by any process, and the results guaranteed as correct. Assaying in all of its branches, analyses of ores, minerals, waters, etc., are performed with scientific accuracy, and the certificates from the works are accepted as absolutely correct.

LORENTZ FOARD.

Ship Chandlery, Nos. 9 and 11 Market, and Nos. 3 and 5 Steuart Street.

All that in any way pertains to the requirements of ships and steamers, is, in a great commercial city like San Francisco, of the highest importance. Recognizing this truth, Lorentz Foard, in 1870, established a ship chandlery house at Nos. 9 and 11 Market Street, and Nos. 3 and 5 Steuart Street. Success has attended his business, and he has never since had any reason to regret the venture. Such an enterprise, legitimately conducted, as in the case of Lorentz Foard, is deserving of every encouragement from the public, which it undoubtedly will continue to command.

N. C. WALTON.

Asphaltum Roofing, Black Varnish, Roof Paint, and Roofing Material, No. 219 Mission Street.

In the line of industries that have become a necessity in California, is the manufacture of asphaltum. The material is used in a variety of ways, and is largely employed for roofing purposes, and for paving, to both of which it is well adapted, on account of its durability and cheapness. There are several establishments in the city employed in the asphaltum trade, one of the leading houses being that of N. C. Walton, No. 219 Mission Street. He began the business in 1864. The asphaltum used by him is obtained in the raw state on the southern coast, and brought here in large quantities. It is prepared for use on the premises, and the experience of the proprietor enables him to refine it into a superior article, peculiarly adapted to all the uses to which it is put. Mr. Walton does a large part of all the asphaltum work in this city and suburbs, and has frequent calls from other localities for his work and products.

CURTIS & BENNETT.

Architects, No. 523 California Street, Rooms 14 and 15.



COURT HOUSE, VISALIA, TULARE COUNTY, CAL.

The high standard of elegance displayed in the more recent structures erected in San Francisco and in the interior, is due to the taste and culture of the architects who have educated the people above the old time ideas, that were satisfied with plain, and oftentimes hideous buildings. Among the many gentlemen of that profession who have left an impress upon the times that will not soon be obliterated, the firm of Curtis & Bennett (A. A. Bennett and John M. Curtis) is entitled to a full representation in this volume. This meed of praise is doubly earned, be-

cause of the number of years that these gentlemen have been identified with the profession they so worthily represent, and the extent and variety of the specimens of their genius to be seen in San Francisco, Sacramento, Berkeley, San Joaquin Valley, etc. Mr. Bennett is probably the best known member of his profession on the coast. He has been a shining light for the third of a century, and was one of the architects of the State Capitol at Sacramento. The massive State Prison at Folsom, San Quentin, the Baldwin Hotel, etc., are other evidences of the adaptability of his talents. Mr. Curtis has a worthy associate, and is now the architect of the new City Hall. Upon him rests the responsibility of finishing that municipal palace, a task which he was selected to fulfill because of his well-known abilities. The firm is as well noted for its designs for homes and business houses, as for other lines of architecture. Builders prefer the plans of Messrs. Curtis & Bennett, because their buildings are as creditable to the constructor, almost, as to the designer. Curtis & Bennett do a very big business, and have a large force of capable assistants regularly employed.

R. J. TRUMBULL & COMPANY.

Seedsman, No. 419 and 421 Sansome Street.

R. J. Trumbull and Charles W. Beebe are co-partners in the seed and nursery business, at Nos. 419 and 421 Sansome Street, under the firm name and style of R. J. Trumbull & Co. The house was founded, originally, in 1852, by Charles L. Kellogg. The firm now gives regular employment to four men, and has a large, permanent, and profitable trade, extending all over the Pacific Coast. Mr. Trumbull is a member of the Horticultural Society, and the State Board of Silk Culture, and is among the most popular and prominent horticulturists of California.

JOSEPH WINTERBURN & COMPANY.

Printers and Electrotypers, No. 417 Clay.

The printing and electrotyping business is heavily represented by Messrs. Joseph Winterburn and William Hoffschneider, of the firm of Joseph Winterburn & Co., located at No. 417 Clay Street. The establishment of this house dates so far back as 1867, and the building which it occupies is two stories in height, with a frontage of sixty feet and a depth of seventy-five feet. The employes of the firm number thirty-two, and the pay-roll averages about \$400 a week. The large and growing trade lies mainly in the city and State. Joseph Winterburn & Co. make a specialty of book and job printing, and constitute the only combined electrotypers' and printers' establishment in California.

JOHN SKINKER.

Agent Dupont Powder Co., and Eagle Fuse Co., No. 256 Market Street.

John Skinker, of No. 256 Market Street, represents, on the Pacific Coast, the old and wealthy house of E. I. Dupont de Nemours & Co., of Wilmington, Delaware. They are the largest manufacturers of all kinds of gunpowder in the United States. Their agency in this city, established about thirty years, has been managed by Mr. Skinker for the last fifteen years. The superior quality of their various brands are well known everywhere on this continent. Mr. Skinker is agent and owner of the Eagle Fuse Works, located near Santa Cruz, California, where all of the known brands of safety fuse are manufactured, and in quality are equal to any made in the world. The products of these works have a large sale west of the Rocky Mountains. Mr. Skinker is also agent for Nobel's detonators, manufactured by the N. E. Co. L'd of Glasgow, Scotland. No cap can surpass in effectiveness the one made by this company for exploding dynamite or giant powder.

D. S. BROWN & COMPANY.

Commission Merchants and Manufacturers' Agents, No. 36 California Street.

Safe and fire extinguishers, and the Norton door checks, are specialties with D. S. Brown & Co., manufacturers' agents, at No. 36 California Street. The firm has been in successful operation since 1882, and has now a large and growing trade in California, on the coast, and in the Sandwich Islands. D. S. Brown and Thomas F. Robertson are the principals of the house, and the sole agents for the Magnew Calcite Fire-proof Safe Co., of Boston, and the Harkness Fire Extinguisher Co., of New York.

A. K. KRON & COMPANY.

Proprietors San Lorenzo Tannery (Santa Cruz), and Dealers in Leather, Hides, Tallow, etc., 505 Front Street, San Francisco.

The San Lorenzo Tannery, at Santa Cruz, is owned by A. K. Kron & Company, commission merchants and tanners, at No. 505 Front Street. The principals of the firm are Mrs. Anna K., Henry F., Frank K., and Oscar J. Kron. The store in this city was opened in 1881,

to establish a depot for the leather, etc., manufactured by A. K. Kron & Co. A profitable and growing trade is now carried on in the Pacific States and Territories by the house, that has in its service in this city and at the tannery in Santa Cruz a large number of employes. A. K. Kron & Co. are also agents for the Santa Clara tannery, which is owned by Jacob Eberhard.

J. O. LOW & COMPANY.

Commission Merchants, and Oils, Paints, and Varnishes, 421 Market Street.

Josiah O. Low, in March, 1883, established the firm located at No. 421 Market Street, and styled J. O. Low & Co. Lubricants form a specialty of the house, that deals largely in oils, paints, greases, fats, varnishes, and brushes, and is rapidly building up a permanent and profitable trade in California, Oregon, and Nevada. The honorable and liberal basis upon which business is conducted by J. O. Low & Co. deserves, and cannot fail to command a suitable share of the public patronage.

M. HYMAN & COMPANY.

Importers and Manufacturers Boys' Clothing, No. 120 Sansome Street.

Youth's and children's clothing is extensively imported, manufactured, and sold by the old established and popular house of M. Hyman & Co., at No. 120 Sansome Street. Messrs. M. Hyman and A. Goodkind, of San Francisco, and S. Stiner, of New York, are the partners, and carry on a heavy trade with the retail merchants all over the Pacific Coast. Some clothing is manufactured in San Francisco, but the main factory of the house is located in New York.

S. KOSHLAND & COMPANY.

Wool, and Bags and Bagging, No. 228 California Street.

Messrs. S. and J. Koshland compose the firm of S. Koshland & Co., importers of bags and bagging, and wool commission merchants. This old and popular house has been successfully established since 1879, the senior partner having been in business on the Pacific Coast since 1851, and does a permanent and profitable trade. The office in this city is at No. 228 California Street, and the firm has also a place under the style of J. Koshland & Co., at Nos. 314 and 316 Broadway, New York, where a very heavy commission business is transacted in California and Oregon wool.

GLOBE IRON WORKS.

Frank P. Bacon, President; Clarence L. Fouts, Secretary, 222 and 224 Fremont Street.

The Globe Iron Works Company, which, during the past two years has manufactured a number of locomotives, was established in 1882. The officers are: F. B. Bacon, President, and C. L. Fouts, Secretary. The company is the successor to the house of Nuttall, Bacon & Co. The premises occupied by the works consist of a foundry and pattern shop, and loft, 45x75 feet, owned by the company, and a machine shop of the same size, which it rents. The company employs fifty men, and makes a specialty of the manufacture of mining machinery and lumbermen's locomotives, besides the general business of machinists and iron founders. The works are located at Nos. 222 and 224 Fremont Street.

UNION PACIFIC SALT COMPANY,

John Barton, President; A. W. Jee, Secretary, No. 216 Sacramento Street.

The Union Pacific Salt Co. occupies more space than any other salt works in California. These works are situated at the mouth of Mount Eden Creek, Alameda County, and comprise several hundred acres of ground, the surrounding and intersecting levees measuring over eleven miles in length. The company pays particular attention to the manufacturing of the best quality of salt, which is used for packing and curing meats and fish, also for table and dairy purposes. This salt has been assayed by the Government and State assayer, and the result is 99.44 per cent. chloride of sodium (pure salt). During the salt season the company employs from 80 to 100 men. The company was incorporated in 1868, and began operating on the premises it now occupies the same year. The main office is at No. 216 Sacramento Street, San Francisco. The officers are: John Barton, President, and A. W. Jee, Secretary.

W. F. NELSON.

Hardware, Crockery and General Merchandise, Nos. 600 and 602 Front Street.

Orders for any kind of merchandise are promptly filled by W. F. Nelson, dealer in hardware, crockery, groceries, etc., at Nos. 600 and 602 Front Street, corner of Jackson. Mr. Nelson has been continuously in business on Jackson Street since 1853. Besides the articles mentioned above, he also makes specialties of glassware, paints, oils, etc., and is doing a large and progressive trade in the city and country.

THE AMERICAN MACHINE AND MODEL WORKS.

Issachar A. Heald, Proprietor, Nos. 111 and 113 First Street.

The American Machine and Model Works, I. A. Heald proprietor, form an interesting study. They were established in 1874 by the present owner, and occupy the two-story building at Nos. 111 and 113 First Street. In addition to the manufacture of experimental and fine special machinery, models or inventors, etc., specialties are made of the manufacture of moulds for glass, soap, rubber and the repairing of band instruments. Mr. Heald possesses in a marked degree the necessary qualities for performing such careful and nice work, and achieved a signal success in Washington before coming to this city. Being an accomplished musician himself, Mr. Heald is better fitted for the delicate work of repairing band instruments than the ordinary mechanic. He was formerly a partner with Blanchard, Kimball & Co., of the Springfield, Massachusetts, Locomotive Works.

D. CONRAD & SON.

Wholesale Fruits and Nuts, No. 501 Front Street.

The commodious brick building at No. 501 Front Street, is occupied by D. Conrad & Son, dealers in nuts and dried fruits. This old and substantial house was founded by D. Conrad, and has been in operation since 1859. The name of the firm was changed in January, 1883. The bulk of the trade is comprised in Eastern and local jobbing.

J. A. SHABER.

Importer, Manufacturer and Dealer in Furniture, No. 707 Market Street.

J. A. Shaber has a furniture and bedding store at No. 707 Market Street, where he has been doing business for the last nineteen years. The building occupied by Mr. Shaber has a frontage of 25 feet, and is 160 feet in depth. He has always on hand a stock of fine furniture, and has an invested capital of \$25,000. Fifteen employes are carried on his pay-roll at an expense of \$750 per-month. The trade of Mr. Shaber is located principally in this city and State, and his specialty is upholstery.

EUREKA FOUNDRY.

Thompson Brothers, Proprietors, Nos. 129 and 131 Beale Street.

Castings of all descriptions are manufactured by Thompson Brothers, proprietors of the Eureka Foundry, at Nos. 129 and 131 Beale Street, between Mission and Howard Streets. The names of the brothers are Thomas and Thornton Thompson. Employment is given to twenty-five men in the foundry, which is equipped with all of the necessary machinery, and run by a 15-horse-power steam-engine. Thompson Bros. have been successfully established in this city since 1868. They now have a large and profitable trade in California and Arizona, and make a specialty of gas work.

H. M. COVERT.

Commission Merchant and Purchasing Agent, Nos. 203 and 205 Sacramento Street.

In 1881 Messrs. Gibson & Covert started in the general commission and purchasing business, at No. 203 and 205 Sacramento Street, and have, in the short time that has elapsed, backed by ample capital, built up a business of a million and one-half a year. Mr. H. M. Covert carries on the business alone now, Mr. Gibson having retired. Grain and wood are the main items in the affairs of the house, but other staples are dealt in. In addition to the commission and purchasing specialties, Mr. Covert is the importer of the celebrated uncolored Paragon Tea and Paragon Axle Grease. The trade of the house covers a wide area on this side of the Rocky Mountains, which its facilities enable it to handle expeditiously.

STRAUS, BLOOM & CO, SUCCESSORS TO STRUAS, KOHNSTAMM & COMPANY.

Importers and Jobbers in Crockery, Glass Ware, Cutlery Plated Ware, etc., northeast corner Battery and Pine Streets.

The wholesale crockery store of Straus, Bloom & Co., successors to Straus, Kohnstamm & Co., and Helbing & Straus, is located at Nos. 102 and 104 Battery Street, corner of Pine. The concern was established originally in 1862, and has been operated under the name of Straus, Kohnstamm & Co., since January, 1876. Messrs. J. Bloom and J. Straus are now the principals of the house, and its present style is Straus, Bloom & Co. China and glass ware, cutlery, lamps, chandeliers, mirrors, silver plated and Britannia ware, Majolica ware, vases, etc., are imported and sold by Straus, Bloom & Co., who carry on an extensive and profitable trade with the retail merchants of the Pacific Coast. The firm has also the agency for the celebrated fire proof "La Bastil" chimneys.

C. SUTTON JR., & CO.

Oil Clothing, No. 32 California Street.

The trade of C. Sutton, Jr., & Co., whose place of business is at No. 32 California Street, is not confined to the Pacific Coast, but extends from Panama to the farthest habitable regions on the north, also to England. The house was started in 1868 for the purpose of introducing oil clothing to take the place of rubber, a project which has been attended by the most gratifying success. Sutton & Co. are large manufacturers of "Cape Ann oil clothing," and importers of rubber boots, and heavy dealers in Sou'westers, hats and caps, blankets, shirts, overalls and jumpers, socks and mittens, sheath knives and belts, and ship masters' slops, etc.

STEIN, SIMON & COMPANY.

Importers and Dealers in cloths, Woolens, and Tailors' Trimmings, southeast corner Market and Second.

In the woolen trade of California, the oldest and most important firm is that of Stein, Simon & Co., which dates its origin back to the early days of San Francisco. The firm is composed of Messrs. H. W. Stein, H. L. Simon, Sylvain Weill, Henry Hoffmann, and Ludwig Arnstein, and occupies the imposing brick building on the southeast corner of Market and Second Streets. The various floors of this spacious warehouse are filled with the finest woolens and trimmings of English, French, and Belgian manufacture, and the productions of the best woolen mills in the Eastern States and on the Pacific Coast. Twenty years ago this firm dealt exclusively in foreign woolens and trimmings, but when a few enterprising woolen mills in the United States commenced making goods which could be relied on for texture and color, the firm of Stein, Simon & Co. had both the sagacity and patriotism to encourage these American



Manufactures by freely introducing their goods, of which they now distribute annually large quantities. The Pioneer and Mission Woolen Mills, when first established in California, confined their production to blankets and flannels, and only to the information, assistance, and orders which Stein, Simon & Co. supplied to these mills, may be credited the fostering of an industry which has now grown to immense proportions. Large quantities of the California and Oregon cassimeres, so celebrated for weight, durability, and low prices, are annually sold, not alone to the Pacific States and Territories, but also to Chicago and New York, and a great part of these goods pass through the house of Stein, Simon & Co. The strict fairness which it has at all times applied to its dealings, and the energy which it has shown by catering to the wants of all classes of trade, supplying the merchant tailor with the finest qualities and latest styles of imported woolens and trimmings, and the manufacturer of clothing with strong and durable goods, at popular prices, will ensure the continued success and growth of the enterprising firm of Stein, Simon & Co.

BUYER & REICH.

Importers and Jobbers in Trimmings, Ribbons, Notions, etc., Nos. 126 and 128 Sansome Street.

The store in the commodious and convenient three-story building at Nos. 126 and 128 Sansome Street, southeast corner of Pine Street, is occupied by Buyer & Reich, importers and jobbers in zephyrs, worsted, ribbons, notions, ladies' and misses' merino underwear, German, woolen and cotton yarns, etc. The names of the principals are C. Buyer and L. Reich. The house was founded in September, 1864, since which time it has developed from a retail into a wholesale establishment. An extensive and profitable trade is now carried on with consumers all over the Pacific Coast, and the firm makes a specialty of handling zephyr, woolen yarns, ribbons, notions, and gilt and silver trimmings for theatrical and society use.

PIONEER JEWELRY BOX FACTORY.

L. Breidenstein, Proprietor—Manufacturer of Jewelry Boxes, Silverware, Instrument Cases, and all kinds of Fancy Articles, No. 112 Sutter Street, between Kearny and Montgomery Streets.

L. Breidenstein, No. 112 Sutter Street, has a large establishment, where he manufactures jewelry boxes for the jewelers' trade; also, instrument and silverware cases, and all kinds of fancy articles. It is the first establishment of its class in San Francisco, having been founded in 1855. The works are complete in every detail, and are operated by first-class workmen, to which fact is owing the reputation of the house for its superior wares. Mr. Breidenstein manufactures for the city and coast trade principally, but the fame of his productions has gone abroad and he has considerable demand for his fancy goods from other countries. He is also the inventor and sole proprietor of the patent ring tray set box, etc.

DALTON BROTHERS.

Commission Merchants—Dealers in California and Oregon Produce, Green and Dried Fruits, Grain, Wool, Hides, Beans, Potatoes, etc., Nos. 308 and 310 Davis Street.

Frank and T. B. Dalton are co-partners in business, under the firm name of Dalton Bros., fruit, produce, and commission merchants, at Nos. 308 and 310 Davis Street. The brothers have been successfully established in trade since 1867, the style of the firm formerly being Dalton & Gray. The store comprises a two-story brick structure 50 feet front by 120 feet deep. Green and dried fruits, beans, and potatoes are specialties of Dalton Bros., whose large and profitable business is not confined to the Pacific Coast, but extends also to the East.

THOMAS PRICE METALLURGIST AND ASSAYER.

Assayer, Analytical Chemist, and Mining Engineer, corner Sacramento and Leidesdorff Streets.

In a city like San Francisco, which is the center of the greatest mining region of the world, there is no more important profession than that of metallurgy and assaying, and it is but truth to state that nowhere are there more competent members of the profession than in this city. Among the foremost none stand higher than Thomas Price. For more than twenty years he has been devoting his attention to his business, until he is now at the head. He occupies the old Pacific Mail Building, on the corner of Sacramento and Leidesdorff Streets, one of the first brick structures erected in San Francisco, where he carries on his specialties of assaying, metallurgy, chemistry, and refining. In the building are large furnaces, and the first chemical apparatus brought to the State. Mr. Price has in his service twenty-one skilled and scientific employés. The business of the establishment aggregates from \$10,000,000 to \$12,000,000 annually. Mr. Price is a veteran in his profession, and has an acquaintance in every locality west of the Rocky Mountains.

CONKLIN'S CALIFORNIA GLOVE COMPANY.

F. G. Conklin & Co., Proprietors, No. 585 Market Street.

Gloves are one of the indispensable articles requisite in modern civilized society. The fact was appreciated by P. and F. G. Conklin, who in 1867 established a glove manufactory in San Francisco. P. Conklin subsequently retired, and F. G. Conklin now constitutes the firm, located at 585 Market Street, and known under the name of F. G. Conklin & Co. The wages paid by the house to its forty employés amount to \$1,200 per month. Its trade is mostly located to the east of Ogden, and its annual receipts are \$100,000. It is the pioneer glove manufactory of the Pacific Coast, and is justly proud of the superior quality of the California tanned leather, which it produces.

L. & E. WERTHEIMER.

Importers and Wholesale Dealers in Cigars and Tobacco, 300, 302, 304 and 306 Front Street.

Plug, and fine cut tobacco, Havana and domestic cigars, and domestic and foreign leaf tobacco, are imported and sold by L. & E. Wertheimer, at Nos. 300, 302, 304 and 306 Front Street. The house has a very big trade with jobbers and retailers in California, Oregon, Washington Territory, Idaho, British Columbia, and the Sandwich Islands, and is one of the oldest and heaviest in its line of any in the city. Leopold and Emanuel Wertheimer founded the business in 1854, and last September admitted Joseph L. Hess into the partnership. A score of experienced clerks and salesmen are employed in the handsome and commodious store, and the financial interests represented are of great magnitude.

C. F. SUHL.

Wagonmaker and Blacksmith, No. 114 Drumm Street.

The wagonmaking and blacksmithing establishment of C. F. Suhl is located at No. 114 Drumm Street. Mr. Suhl came to California in 1856, and after mining for a time, in 1868 established himself in his present profitable and progressive business. Mr. Suhl has an invested capital of \$2,000, and does an annual business amounting to \$10,000. He has a dozen employes, to whom he pays \$170 a week for their services. His large and increasing trade is located principally in San Francisco.

THE FULTON IRON WORKS.

Hinkley, Spiers & Hayes, Proprietors, corner Fremont, Howard and Beale Streets.

The Fulton Iron Works, situated at the corner of Fremont, Howard and Beale Streets, were first established by D. B. Hinkley in the year 1855. The present proprietors of the establishment are D. B. Hinkley, James Spiers, and D. E. Hayes. Employment is given to from 250 to 300 persons, the pay-roll averaging from four to five thousand dollars weekly. The foundry, boiler and machine shops, are extensive and complete in every detail. One fifty horse-power engine, and four others varying from ten to twenty horse-power, serve to drive the various tools. In the cupola furnaces thirty tons of iron can be melted in a day, while the large lathe, having a swing of some twenty feet, and a ponderous steam hammer that strikes a blow with a weight of eleven tons, are engineering tools equal to any in this city. Every description of mining machinery, marine and stationary engines, are manufactured. The Fulton Works make a specialty of the manufacture of Frue's concentrators, for mines, and are also agents for the celebrated Deane pump. The capital invested in the concern is \$250,000, while the average annual business amounts to nearly a million dollars. It may be noted that these works built the engines for the steamers *State of Sonora*, *C. R. Bishop*, *Thomas A. Whitelaw*, and the *Daisy Whitelaw*, while the excellence of the work in the building of quartz mills has received substantial patronage from many men. The trade of the concern is not confined to California alone, but embraces Mexico, British Columbia, the Sandwich Islands, and Australia. No effort is spared, and skill and experience are brought to bear to render successful the termination of any enterprise entrusted to the firm. Under the supervision of Mr. Spiers the designing and drafting rooms may be found, while the general management of the business is assumed by Messrs. Hinkley and Hayes. A specialty with this house is the manufacture of the Corliss engines.

GEORGE MORROW & COMPANY.

Hay, Grain, and Commission Merchants—Shipping Orders a Specialty, No. 39 Clay Street, and 28 Commercial Street.

George Morrow & Co., No. 39 Clay Street, and No. 28 Commercial Street, is the style of one of the oldest firms in the city, and in its line a pioneer. Morrow & Co. are commission merchants and dealers in hay, grain and feed of every description. Established in 1854, the firm has made but two changes in location since that time, and for the past twenty years has occupied its present extensive quarters, which have gradually become one of the centers of the hay trade of the State. Certainly no house enjoys a larger share of the patronage of our farmers in the way of consignments, than that of Geo. Morrow & Co. The shipping business of the house has kept pace with the rapid growth of the coast trade, and the exports to the Hawaiian Islands, Puget Sound, Mexico, and Central America, have invariably given satisfaction. It is worthy of special mention that the continually changing stock of the firm embraces not only hay of all sorts, but oats, barley, wheat, corn, bran, middlings, ground and rolled barley, oil-cake meal, ground feed, etc.

TUTHILL, COX & COMPANY.

Proprietors of Henley's Extract of Celery, Beef and Iron—Office and Laboratory, No. 537 Clay Street.

The legion of sufferers from diseased nerves, to whom the days bring nothing but misery and torture, will be glad to learn that a preparation has been introduced which will alleviate their sufferings. Dr. W. Henley, of Portland, Oregon, a skilled physician, who has made a specialty of nervous diseases, has, after years of study and experiment, found an efficient agent to restore health to all afflicted with disordered nerves. The preparation is called the extract of celery, beef and iron, and is what its name purports it to be. Professor B. H. Openheigen, who analyzed it, certifies that the component parts are Liebig's extract of beef, extract of celery, and pyrophosphate of iron, with condensed wine; and pronounces the combination the best known remedy for neuralgia, or any disorder of the nerves. The extract is manufactured by Tuthill, Cox & Co., successors to Dr. Henley, No. 537 Clay Street. They have all the chemical apparatus necessary for the preparation of the tonic, and pay the strictest attention to its manufacture.

F. W. & D. BARKHAUS.

Importers of English, German, French, and Spanish Books and Stationery, No. 213 Kearny Street, between Sutter and Bush.

In the various lines of trade that go to make up the commerce and business of a large city like San Francisco, the book and stationery industry is second to few, on account of its magnitude, the capital employed, and the number of houses engaged in it. Among these houses that of F. W. & D. Barkhaus, No. 213 Kearny Street, occupies a respectable and responsible position. This firm began business in 1860, and in the twenty-four years it has been in the trade has built up and maintained a very large and lucrative business. It is a pioneer house, in its line, and as it is one of the oldest, so it is one of the first to introduce the novelties of the times. All the latest English, French, German, Spanish, and Italian books, magazines, periodicals, etc., are always to be found in this establishment, besides full lines of stationery, fancy goods, etc. The house does a large and wide-spread trade, equally divided between the city and country.

THE NORTH GERMAN FIRE INSURANCE COMPANY, OF HAMBURG.

Walter Speyer, Agent, No. 435 California Street.

The North German Fire Insurance Co., of Hamburg, Germany, of which Mr. Walter Speyer, No. 435 California Street, is the resident general agent, is a corporation held in high esteem on this coast, as evidenced by the large local business transacted. The guaranteed capital of the company is \$1,875,000, and its reserve, including re-insurance, amounts to \$341,895. It has \$476,110 invested in United States bonds and other gilt-edge securities in this country, for the protection of American insurers. This sum, as well as the capital stock, is immediately available for losses. The company is noted for its promptness in settling claims, and it always avoids any tedious delay.

MOORE, FERGUSON & COMPANY.

Commission Merchants—Grain, Flour, and Wool, No. 310 California Street.

Intimately and prominently identified with the general commission business, in which it is one of the most energetic and extensive houses, is the firm of Moore, Ferguson & Co., No. 310 California Street, an establishment that has earned the highest reputation for integrity, reliability, and devotion to the interests of clients. The house was established in 1870 by James Moore, who, with E. W. Ferguson and John E. Hobson, now form the partnership. The firm makes specialties of wool, grain, and flour. The house has arrangements with the most extensive shippers and buyers, and manufacturers here and elsewhere, to furnish these productions, and can place the largest consignments at a minimum cost, thus realizing the greatest possible profits to clients. Consignments are solicited, and the character of the individual members, as well as the firm itself, is a guaranty that no efforts will be spared to give perfect satisfaction.

WILLIAM HELMUTH.

Manufacturer of Cigars—Factory and Salesroom, 506 Jackson Street, above Montgomery.

There are several hundred cigar factories in San Francisco, many of which are a credit to the city, having built up and maintained a proud name for the manufactures they produce. Among the better class of these factories is that of Wm. Helmuth, No. 506 Jackson Street. The superiority of the goods made at this establishment is acknowledged by the trade in the

city, and throughout the adjacent country. The factory was founded in 1878 by Mr. Helmuth, who still manages it with a judicious foresight that only experience, and a knowledge of details, can give. The establishment is large and complete, and employs twenty-five or thirty people at all times. The various grades of cigars made at this factory are justly celebrated, and include, besides the common kinds, the choicest brands. In the manufacture of the latter the greatest pains are taken, the leaf tobacco used being a direct importation from Cuba.

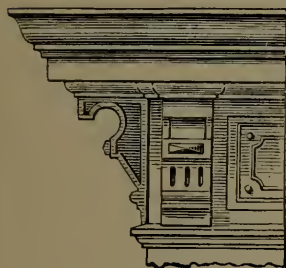
CHARLES DIETLE.

Boot and Shoemaker, No. 235 Bush Street.

The comfort of a well-fitting boot or shoe is beyond calculation, and the man who can supply such an important addition to the necessities of life, deserves a high place in our regard. Such a man is Charles Dietle, prize bootmaker, No. 235 Bush Street, under the Occidental Hotel. He makes his boots and shoes upon anatomical principles, and of the best materials. He has received many prize medals for the superiority of his work at various State fairs, and from the Mechanics' Institute.

GEORGE H. TUCKER.

Tin and Corrugated Iron Roofer, Galvanized Iron Cornices, Ventilators, and Gutters—Stamped Zinc Work, No. 539 Fifth Street.



George H. Tucker, No. 539 Fifth Street, carries on an extensive business, which is an important adjunct to the building trade, a line which he governs to a great extent. He does tin and corrugated iron roofing, galvanized iron cornices, ventilators and gutters, also pressed zinc and architectural ornaments of all styles and descriptions. While doing all this different work in the best way, Mr. Tucker has also several specialties to which he pays particular attention, included among them being the Hayes' patent ventilating skylights, which are perfectly fire and weather proof, and may be found on nearly all the recently-built houses in this and other cities. To the erection, on scientific principles, of conservatories and other glazed structures, Mr. Tucker also devotes his energies and the resources of his establishment, and warrants his work in all respects. The proprietor is not only a skilled workman himself, but he employs the aid of a force of superior mechanics, and confidently refers to every piece of work turned out of his establishment as a guaranty of what he will always do.

BANNER BROTHERS.

Importers of Clothing and Furnishing Goods, Nos. 5 and 7 Sansome Street.

Banner Bros., importers and manufacturers of clothing, are located at Nos. 5 and 7 Sansome Street, and have also a wholesale house at No. 596 Broadway, New York. The brothers' names are Samuel and Peter Banner, who have been associated in the wholesale and retail clothing business in this city for nearly a quarter of a century. The house is very popular and responsible, and has a heavy, permanent, and profitable trade with retail merchants far and wide.

THE CALIFORNIA BOILER WORKS.

Pretorious & Lemmer, Proprietors, Nos. 141 and 143 First Street.

The California Boiler Works, Frederick Pretorious and John C. Lemmer, proprietors, were established in 1875, Mr. Pretorious being one of the original proprietors. The works occupy the two-story frame building at Nos. 141 and 143 First Street. Beside general work a specialty is made of the manufacture of high and low pressure boilers and tanks.

JOHN MOLLOY.

Produce Commission Merchant and Dealer in Safes and Scales, 54 Clay Street.

John Molloy, general commission merchant, No. 54 Clay Street, commenced business so far back as 1864, after having served for eleven years in the house of Murphy, Grant & Co. Mr. Molloy's preliminary training gave him peculiar fitness for the business, and his establishment is now noted for the excellence and variety of the stocks which it contains. The house is located near the piers, giving it great facilities in receiving and shipping goods. The store is 25x120 feet, and gives employment to eight men. The trade of the house is large and covers a wide area, supplying the retail dealers in many of the important coast and interior towns. Mr. Molloy also does a produce commission business, buying and selling grain bags, etc., besides dealing largely in safes and scales.

FRANK P. FLINT.

Dealer in Paper, and Manufacturer of Paper Bags and Boxes, No. 420 Clay Street.

Frank P. Flint, No. 420 Clay Street, dealer in and manufacturer of paper, paper bags and boxes, though young in the business, having begun only three years ago, has already established a profitable and growing trade. He employs thirteen workmen, who produce a large lot of goods annually, all of which are disposed of in the city of San Francisco. Mr. Flint devotes his attention particularly to the making of paper bags for grocers and paper boxes for the dry goods and confectioners' trades, and has improved facilities for turning out large numbers of these articles of superior finish. The Manilla paper boxes and folding candy boxes made by this house are the only articles of the kind manufactured on the coast. The house is also an extensive dealer in paper of all kinds, a large stock adapted to the wants of the coast being always kept on hand.

L. PETERSON.

Model Maker—Models for the Patent Office in Wood or Metal a Specialty—No. 258 Market Street, northeast corner Front, up stairs.

L. Peterson, No. 258 Market Street, up stairs, carries on a very important business—that of the making of models for inventor and experimental machinery. The models are a particular specialty and are made with reference to being sent to the patent office, and are in either wood or metal. Mr. Peterson's establishment is complete in every essential, with lathes, forges, and a full set of tinsmith's tools, etc., and besides the models and experimental machines he constructs, he manufactures tin, copper and brass work of all kinds. Mr. Peterson has an excellent reputation for doing first-class work, and being an inventor of ability himself, he can easily adapt himself to the new ideas of others. A considerable force is employed in the establishment making these specialties, inventors from all over the coast coming or sending to Mr. Peterson to have their inventions put into practicable form.

BREEZE & LOUGHRAN.

Commission Merchants, Importers and Wholesale Dealers in Provisions and Produce, Nos. 217, 219, 221 and 223 Clay Street.

Prominent among the general commission houses of the city is that of Breeze & Loughran, Nos. 217, 219, 221 and 223 Clay Street. The firm is also a large importer of provisions, and dealer in produce. Mr. C. K. Breeze and Mr. Thomas Loughran founded the house in 1869, and have successfully conducted its affairs ever since. The premises occupied by the firm are convenient and extensive, fronting 100 feet on Clay Street, by 125 feet deep. Breeze & Loughran have ample storage room, which is a necessity in their extensive trade. The house devotes especial attention to the Pacific Coast trade, and is known as a liberal and upright concern. It receives consignments, and having large resources, makes advances when required. The house has the coast agency of the Francis Whittaker & Sons, celebrated pork packers, of St. Louis, Missouri, whose hams stand highest not only on the Pacific Coast, but throughout the world.

FIGER BROTHERS.

Importers and Manufacturers of Brushes, No. 615 Sacramento Street.

Figer Brothers—J. and B.—No. 615 Sacramento Street, importers and manufacturers of brushes, are among the largest employers of labor in their line in the city. They occupy the entire building on Sacramento Street, a large portion of it being used as a factory, where thirty men are employed, at an outlay of \$1,500 a month. The business was founded in 1868 by the two brothers, who have since carried it on with satisfactory results to themselves and their customers. The firm is the owner and maker of the favorite California and Golden Gate Sweepers, but it also manufactures all kinds of brushes. It has received nine medals for its exhibits at the Mechanics' Fair, of California-made brushes and carpet sweepers.

WOONSOCKET RUBBER COMPANY.

Goodyear M. R. S. Company—Hayward Rubber Company. James W. Dolan, Agent for the Pacific Coast, Nos. 414 and 416 Market Street.

The Woonsocket Rubber Co. is the largest concern of its kind in the United States. It has factories at Woonsocket, Rhode Island, and at Millville, Massachusetts, the latter of which was recently built, both of them being upon a very big scale. The agencies of the company are in New York, Boston, Providence and San Francisco. Joseph Banigan, of Providence, is the President and general agent. It is principally through his untiring energy and enterprise that the company has attained such a high standard of popularity. Its annual business averages about \$10,000,000. Under the head of Woonsocket Rubber Co. are sold the goods of the Goodyear

Metallic Rubber Shoe Co., of Nangatuck, Connecticut, and the Hayward Rubber Co., of Colchester, Connecticut, well-known throughout this country. The Woonsocket Diamond Tap Boots are excelled by none. Farmers, miners, hunters, and fishermen pronounce them to be the best gum boots in use, and will wear no others. The Arctic snow excluders and over-shoes of the Goodyear M. R. S. Co., are unequaled by any others in the world. The agency in this city is under the able control of Mr. James W. Dolan, the representative of the company. Besides the extensive Market Street stores, the company has a capacious warehouse in another part of the city for surplus stocks. This agency was established in 1879. An extensive business was carried on from the first, and has since been increased by the industry and sagacity of Mr. Dolan, the selling agent for the Pacific Coast. The trade of the agency now amounts to over \$300,000 a year. The range of manufactures represented by this house embraces every article in the lines of rubber goods. They are unsurpassed in every desirable quality, and are not excelled by the productions of any other establishment. Immense stocks are carried in this city, and are sold at factory prices upon liberal terms. Among the variety of rubber goods on hand are rubber boots and shoes, clothing, belting, packing, fire hose, garden hose, mats, spittoons tubing, and druggists' materials. The Usudurian Packers, kept by the agency, are considered by the engineers to be the best ever used on this coast. All orders for any of the above goods are promptly filled at the lowest market rates. The trade of this agency extends from Victoria, British Columbia, on the north, to Arizona, south, and east as far as Utah.

MECHANICS' FOUNDRY.

Specialty—Fine Castings, Car Wheels, Gas and Water Pipe, John C. Quinn, President,—Nos. 213, 215, 217 and 219 First Street.

This city has reason to be proud not only of the number, but the excellence of her foundries. Among them is the Mechanics' Foundry, of San Francisco, John C. Quinn, President; C. Hagmaier, manager; established in 1879. The foundry occupies the commodious premises, No. 217 First Street, next to the shot tower. From forty to fifty hands are employed, the pay-roll averaging from \$1,600 to \$2,000 per month. In addition to general foundry work, a specialty is made of fine castings of every conceivable description required in manufacturing trades, car wheels, and gas and water pipes. The aggregate annual trade of the foundry is from \$60,000 to \$100,000, and its capital about \$200,000.

SOUTH PARK MALT HOUSE.

Hermann Lwieg, Proprietor, Brannan Street between Fifth and Sixth Streets.

The South Park Malt House, Hermann Lwieg, proprietor, Brannan Street between Fifth and Sixth, is the largest establishment of the kind in the city, and has for twenty-eight years been the leading house in the malting trade, and has maintained a potent influence upon the great brewing interests of the State, of which it has been and is an earnest and staunch adherent. The South Park Malt House was founded in 1857 by Mr. Lwieg, who has carried it on uninterruptedly ever since, forcing it from the small establishment of those days to the immense concern of to-day. It now occupies a five-story brick building, 137½ x 275 feet, and is the most complete malt house on this side of the American continent, perfect in arrangement and detail. Thousands of tons of malt are made annually, the productions of the Malt House being sought for by all the leading houses of this and neighboring cities.

D. J. HURLEY.

Stair Builder, No. 134 Main Street between Mission and Howard Streets.

D. J. Hurley, stair builder, No. 134 Main Street, established himself so late as 1878, but to-day does a large business in this city and the adjoining country. He operates a large factory, giving employment to a number of workmen. Mr. Hurley confines himself to his specialty of building stairs, which he constructs in every style. He makes many of his own designs, which are adopted by the architects of the city, and in this department, as well as in every other branch of his trade, he is an acknowledged authority. To accommodate all classes of customers, Mr. Hurley not only constructs the most costly stairs of surpassing elegance, but also medium and lower-priced stairways of equal merit as to workmanship, differing only in cost of materials. The superior facilities of the establishment enable it to make its production so cheap that few other concerns can compete with it, and as a consequence, Mr. Hurley does a large share of the business in his line.

WITZEL & BAKER.

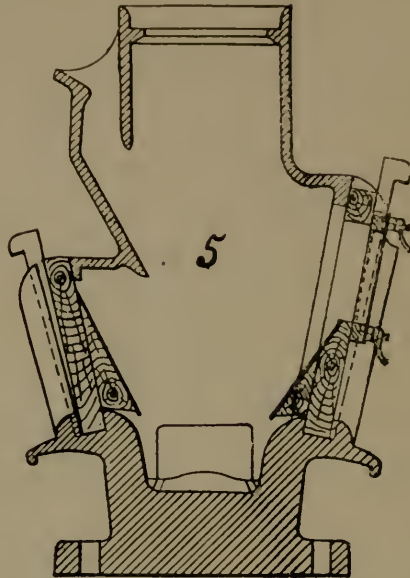
Commission Merchants and Wholesale Provision Dealers, No. 324 Clay Street.

Witzel & Baker, commission merchants, No. 324 Clay Street, are well known to the city and the interior trade. Their business is large, though confined to the Pacific Coast, and embraces the leading staple productions. The firm also carries on a wholesale provision trade, which, comprising as it does, only the best articles, has grown to large proportions in the city and country.

ÆTNA IRON WORKS.

L. M. Starr, Proprietor, No. 217 Fremont Street.

The Ætna Iron Works are well known in this city for machinery and foundry work, and equally well known throughout the Pacific States and Territories, wherever mining is carried on. The works are located at No. 217 Fremont Street. The present proprietor is Mr.



L. M. Starr. The works were established in 1866 by Thos. Pendergast & Co., at the present location. The work done by the company, however, is not confined to mining machinery alone, but includes all kinds of general machinery. Corliss engines, furnaces, etc., are manufactured. One large Corliss engine furnishes the steam power for the works. An average of 120 hands is employed, the pay-roll averaging \$7,000 per month. The works are ahead of many competitors, having an agency in New York.

ANTONIO PASTENE.

Produce and Commission, Nos. 203, 205 and 207 Washington Street.

One of the old landmarks in the commission business is Antonio Pastene, Nos. 203, 205 and 207 Washington Street. Mr. Pastene began in 1858, and has gone on in the even tenor of his way, gradually increasing his trade and extending his sphere of usefulness to his customers, until he now enjoys a high reputation for the accuracy and dispatch with which he conducts the business entrusted to his care. The house makes a specialty of fruit and produce of all kinds, and transacts a large business annually. The premises are large, 100x120 feet, thus giving plenty of room for storage.

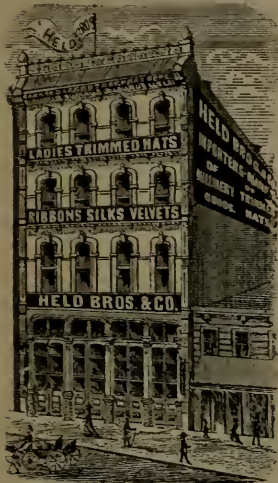
J. C. RUED & COMPANY.

Wholesale Dealers in Leather, Hides, Tan Bark, etc.—Skirting, Harness, and Sole Leather, Upper Leather, Eastern and Swiss Calf Skin, Nos. 119 and 121 Clay Street.

J. C. Rued & Co., tanners' agents, wholesale dealers in leather, hides, tan bark, etc., are leading representatives of the great leather industry of the coast. They occupy the building Nos. 119 and 121 Clay Street, which is two stories high, and has all the facilities for carrying on the extensive business of the house, and the storage of a large quantity of material. The building has a frontage on Clay and Commercial Streets, and being near the water front, gives the establishment good shipping facilities. Included in the articles kept in stock are California skirting, harness, sole leather, Eastern and Swiss calf skins. The house is the agent of the leading tanners of California, Oregon, Washington Territory, Arizona, Texas, Colorado, Wyoming, and other States and Territories. It also supplies the leather trade of the entire Pacific Coast with superior findings. The house enjoys a high reputation in San Francisco business circles.

HELD BROTHERS & COMPANY.

Importers and Wholesale Dealers in Millinery Goods, Ribbons, Silks, Flowers, Feathers, 512 and 514 Market Street, and 13 and 15 Sutter Street.



To the firm of Held Bros. & Co. belongs the credit of having been the first in the United States to make the millinery business a distinct business, and to carry only such goods as belong to the headwear of ladies, misses, and children. Bold as the enterprise was considered, it was unique in its conception. Though at first cried down by everybody as embracing too limited a range to admit of an extensive business, the founders have the satisfaction to-day of counting by the dozen the followers and imitators of their idea. In the year 1865, when the foundation of this great establishment was laid, nobody could imagine that it would rise to such splendid proportions. The firm occupies the entire four-story and basement building located in San Francisco's main thoroughfare, Market Street, Nos. 512 and 514, and running through to Nos. 13 and 15 Sutter Street, thus having entrances on both streets. The ground floor is occupied by the offices and the departments of loom goods, comprising satins, velvets, plushes, ribbons, silks, etc., etc., also by ornaments, beads, laces, infants' lace caps, and millinery sundries. On the second floor, which has a handsome gallery running clear around, the floor space proving of insufficient capacity, are ladies' hats in endless variety. The third floor shows a bewildering display of feathers and flowers, the brilliancy of colors and the tasteful

grouping giving the spectator the impression of an art exhibition rather than that of a wholesale stock of goods. On the top floor are the pattern hats and bonnets, and the trimmed hats for country stores, also the ladies' waiting room and the trimming rooms. In the basement are the packing and shipping departments, the reserve stock, and the machinery for the elevator. This elevator is one of the features of the house. It is run by steam, and in charge of a competent engineer, who is always in attendance, thus leaving no chance for accidents. The trade of the house extends from Alaska to South America, and from Wyoming to the Islands of the Pacific. American goods are purchased direct from manufacturers, through the New York branch, at No. 600 Broadway, while the branch in Paris attends to the importations of foreign goods. The reputation which California has acquired for using as fine goods as are worn in the great European cities is, in a great measure, due to such houses as this, that, with indomitable pluck and energy, bring together in this market the richest, choicest, and most elegant materials of the world, thus giving the people an opportunity of satisfying their taste for the beautiful. The members of the firm are Messrs. Bernhard Held and Samuel Heilbrun.

TRUCKEE LUMBER COMPANY.

Manufacturer of Fruit and Packing Cases and Boxes—Dealers in Pine and Spruce Box Boards and Shelving, etc.—Mills at Truckee, California, and Verdi, Nevada—Depot and Factory, Nos. 243 to 251 Berry Street, San Francisco.

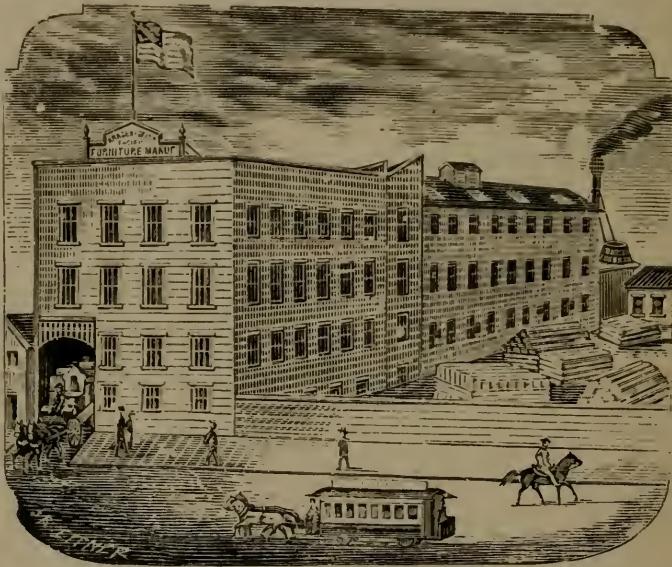
The Truckee Lumber Company, Nos. 243 to 251 Berry Street, is an old and prominent institution in this city, supplying a great variety of productions to an army of customers. This company manufactures fruit and packing cases and boxes, and deals in pine and spruce box boards and shelving. It makes clear spruce a specialty, dressed or re-sawed to order, also dry dimension drainage boards. The company, the most extensive on the Pacific Coast, was founded in 1867, at the town of Truckee, California, in the heart of the Sierra Nevada timber belt, by Mr. E. J. Brickett. He was soon after joined by Mr. W. H. Kruger, and more recently by Mr. F. H. Horton, who resides in San Francisco, and superintends the vast operations of the company in this vicinity. The other gentlemen are at Truckee, where the business occupies their undivided attention. At this place, and in the neighborhood, the company owns thousands of acres of timber land, several mills, and a furniture factory. The San Francisco establishment is supplied from the Truckee mills, where material is shaped to meet the wants of the trade. The depot is 240x260 feet, on Berry Street, running through to Channel Street, with a commodious wharf on the premises. The yard has a capacity of 1,000,000 feet, and is at all times filled with sugar pine, Oregon and Alaska spruce, redwood, and other lumber. The factory is large, and fitted with all the necessary machinery and appliances. Orders for boxes of all sorts, dressed lumber, etc., are instantly filled. Truckee-made doors, sashes and blinds, and household furniture, can be had by the car load. The company's trade extends from Alaska

to Central America, and from San Francisco to Colorado, Montana, and all the intervening territory, and, vast as it is now, is increasing yearly. The company is a large employer of labor, the workmen numbering over a thousand. The business is managed with liberal enterprise, and careful attention to the interests of customers, and the establishment is one of the substantial and valuable industrial institutions of this city.

PACIFIC FURNITURE FACTORY.

Kragen & Geist, Proprietors, No. 736 Brannan Street.

An old and firmly-founded establishment, operating extensively in all the lines of furniture-making, is the Pacific Furniture Factory, Messrs. Kragen & Geist, proprietors, No. 736 Brannan Street, between Sixth and Seventh. This factory was established in 1877, but the proprietors had ten years' previous experience as manufacturers, having carried on the Eureka Furniture Factory, at the corner of Mission and Main Streets, for that length of time. At the date



Of the removal to the present quarters, the firm succeeded to the business of the Pacific United Workingmen's Furniture Factory, which had been founded by an association of journeymen. The Pacific Company is noted for the style and finish of its work, has built up a very large trade, and acquired a wide reputation for reliable and meritorious work. Furniture of all descriptions is made and kept always on hand. Stores and offices are a specialty, and the company fits them in the best manner, promptly, and upon reasonable terms. Messrs. Kragen & Geist have several specialties, household furniture receiving much attention. These lines are made in any desired style, of the best materials, and are sold at very low prices. The factory is 40x80 feet, several stories high, furnished with necessary machines, etc., and attached is a large space devoted to the storage of material. Fifty competent workmen are employed, and the company is at any time prepared to undertake work, guaranteeing its prompt and satisfactory execution. The manufactures of this concern are sent throughout the coast country, which, in addition to the large amounts taken in this city, make a large volume of trade every year.

NEVADA AND CALIFORNIA COMPANY'S BOX FACTORY.

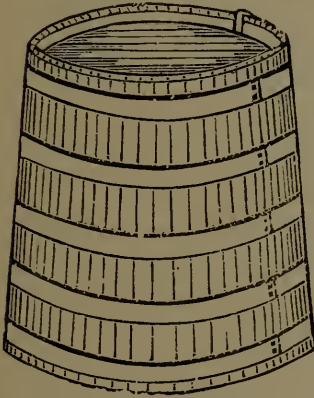
R. E. Barnes, Manager, Nos. 221, 223, 225, 227, 229 and 231 Berry Street.

The Nevada and California Lumber Co.'s Box Factory, Nos. 221 to 231 Berry Street, above Fourth, is one of the most extensive concerns on the coast. The establishment produces an immense quantity of boxes in the season. The production is confined to no particular line, but all styles of wooden boxes are made to order or for stock. Packing boxes are a specialty. These, and the other makes of the factory, are kept on hand in sufficient quantity to

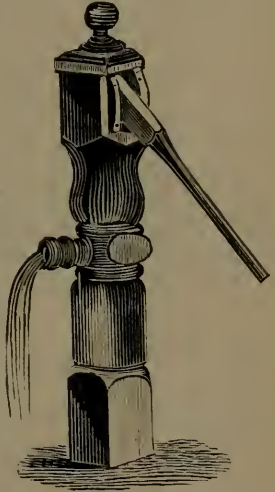
satisfy any demand. Mr. R. E. Barnes, the manager of the company, is by experience and ability peculiarly fitted for the position, and under his control the factory, during the two years of its existence, has earned a leading position among the industries of this city. The monthly pay-roll is quite an addition to the earnings of the laboring people of the community. The Company has a large box factory in connection with its extensive lumber yard, where an immense stock of seasoned lumber is kept, at Prosser Creek, C. P. R. R., Post-office, Boca, California. The trade of the Company extends throughout the State and Nevada. And it represents the Verdi Planing Mills Co., of Verdi, Nevada, where sash, doors, and building material and boxes, are manufactured and shipped, K. D., all over the coast. Contracts are also taken for building all styles of houses, etc.

SOUTH POINT MILLS.

A. M. Jewell & Co., Proprietors Planing and Sawing Mill; Manufacturers of Wooden Tanks, Pumps, and Pipe, Sash, Blinds, Doors, Mouldings, etc. Berry Street, between Third and Fourth.



The manufacture of finish for houses is carried on so largely in this city that it is well entitled to a place among the large industries of San Francisco. There are numerous extensive establishments here engaged in the trade and included in the largest is the factory of A. M. Jewell & Co., Berry Street, between Third and Fourth. At this establishment planing and sawing of all descriptions are performed; wooden tanks, mouldings, sash, blinds, doors, frames, shutters, and woodwork of all kinds are manufactured, to which the



specialties of the factory, wooden pumps and wooden pipe are added. This establishment was founded fifteen years ago, and is one of the oldest in the business in this place. It is also very large and complete, and employs a large number of workmen. The productions of the factory are well thought of by carpenters and builders, and all others who have occasion to use them, and they are the first sought for on account of their superiority and the extremely reasonable terms upon which they are sold. So much material is used in the establishment that the proprietors are enabled to procure it at the lowest terms, which, together with the system of operations that has reduced the cost of production to the minimum of cost, allows them to furnish the articles at bedrock prices. The proprietors, A. M. Jewell, Mr. C. A. Hooper, and Mr. G. W. Hooper, are looked upon as among the foremost manufacturers in the city. Their business they have at their fingers' ends, and carry it on without a hitch or a jar, with honor and profit to themselves and a credit to the industrial community.

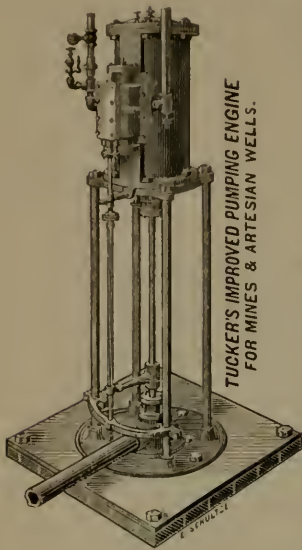
PACIFIC PLANING MILL.

M. and A. Hansen, Proprietors—Scroll Sawing, Planing, Shaping, Turning—Brackets, Mouldings, Sash, Doors, Blinds, etc.; House Finish a Specialty.

The Pacific Planing Mill, of which M. and A. Hansen are the proprietors, Berry Street, near Sixth, is an establishment that has but few equals and no superiors in this city. It was founded about ten years ago by Messrs. Hansen, and was originally located on Main Street, between Mission and Howard. The mill is 60x137½ feet, three stories high, and has every modern appliance and machine to expedite and economically carry on work. Forty men are now employed, but when contemplated enlargements are effected, the force will be materially increased. The specialties of the business are mill work of all sorts, scroll sawing, planing, shaping, turning, brackets, mouldings, sash, doors, and blinds, etc. House finish of every description is made to order. Particular attention is paid to this class of work, and the facilities are such that contracts for jobs of any dimensions are undertaken at short notice. The mill does much of the work used in the construction of frame houses in this city and vicinity, and as regards quality, material, and prices, cannot be excelled by any similar establishment on the Western Slope.

TUCKER & SALSBUURY.

Manufacturers of the Tucker Sigh Feed Lubricator and Deep Well Steam Pumps, Steam and Water Pipe Fittings, etc., General Machinists, No. 760 Bryant Street.



Among the most recent industries established in this city are the works of Tucker & Salsbury, No. 760 Bryant Street, yet it is one that has already assumed importance, and is destined to have a still more important bearing. Mr. Tucker is the patentee and manufacturer of the famous Tucker Lubricator, a positive sliding feed for automatically oiling machinery, an adjunct perfect in operation and of absolute safety, while in cleanliness it excels anything of the kind before known. This lubricator is in use on all the ocean steamers running out of this port, while there are few steamers plying inland that do not use them, and they are applied to most of the stationary engines running in this vicinity and on the coast. These lubricators possess the additional merits of a regular feed; it is almost impossible for them to get out of order, and they are economical in the use of oil. Mr. Tucker established his manufactory for the purpose of making these lubricators, but has added also the making of deep well steam pumps to his manufactures. These pumps have improved attachments that simplify their action, at the same time add to their

capacity in a marked degree. Mr. Tucker makes a large number of his lubricators and steam pumps, and he employs a large force of workmen to carry on his extensive factory. The lubricators are made in five different sizes, holding from one-half a pint to one gallon of oil, and they are sold at very reasonable prices. The pumps are made in several sizes, also, and are sold with a guaranty as to durability and capacity. Many of them are in use in the city and country, and have given satisfaction wherever placed.

WURKHEIM & COMPANY.

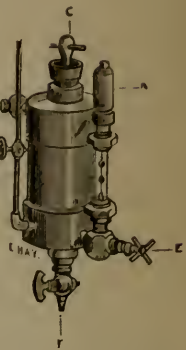
Manufacturers and Importers of Cloaks and Suits, No. 125 Kearny Street.

Many establishments of importance in this city are engaged exclusively in the manufacture and importation of cloaks and suits for ladies, misses and children's wear, and the excellence of the home-made article has established a high reputation for the superiority of San Francisco houses. Included among the largest houses in this particular business that of Wurkheim & Co., No. 125 Kearny Street, is numbered among the first. This prominent position has been attained on account of the taste and skill displayed in the manufacture of the goods, the superiority of the material used, and the promptness of the house in adopting the newest fashions. Mr. Morris Wurkheim, the proprietor, has been in the trade since 1856, and was among the first of the progressive men to embark in the manufacturing of home goods. His business connections are so close with the leading establishments in Paris, London and New York, because of the very extensive trade he has with them, that he is in receipt of the latest changes in the world of fashion, and is often in advance of any competitor. Mr. Wurkheim's house is the leader of fashion, and its productions set the styles upon the Pacific Coast. A large number of skilled work people are employed in the manufactory, and produce a vast quantity of goods every season. These goods are sent all over the coast, and are sold extensively in this and adjacent cities, the excellence and low prices making them general favorites.

THE MARINE IRON WORKS.

A. Muir, Proprietor, Shipsmiths, Steamboat and General Blacksmiths, No. 1015 Battery Street.

The Marine Iron Works, A. Muir, proprietor, No. 1015 Battery Street, is an establishment where for twenty years past the work of shipsmith, steamboat and general blacksmithing has been extensively carried on in all branches. The largest and heaviest pieces of work in these departments of smithing can be well and quickly done at this establishment, as the machinery is extensive and complete, and driven by steam power. An experienced and well-drilled corps of workmen is employed.



DOWNIE EUCALYPTUS SCALE REMOVER.

No. 7 First Street.

The Downie Boiler Incrustation Preventive Co., whose office is at No. 7 First Street, and factory in Alameda County, is a new enterprise that, although established in July last, has built up a large business. The President of the company is A. D. Starr, and the Secretary, John D. McGillivray. It is engaged in the manufacture of the eucalyptus boiler scale remover, under letters patent, granted by about thirty different countries, to George Downie, of Salinas, the inventor. The preparation, now in use in over 500 boilers in this city, and in about 50 steamships, has proved itself a most effective scale remover and scale preventive, and consequent saver of fuel. Besides that, it prevents the boilers from rusting, thereby doubling or trebling the life of the average boiler. It has received the indorsement of all the leading foundries, steamships, railroads, and mines in this State. The principal trade of the company is as yet on the Pacific Coast, but agencies are being established in the Eastern States and in Europe, and a factory will soon be put up in Australia. Incidentally with the manufacture of the scale remover, the Company distills the essential oils of the *Eucalyptus Globulus* for the market. About fifteen men are employed in the factory.

J. P. SWEENEY & COMPANY.

Seedsmen, Nos. 409 and 411 Davis Street

The house of J. P. Sweeney & Co. was established in 1854, its specialty being seeds. Careful from the first to have none but the best, the firm has established a name of which it is, and may well be, proud. Its brands are a guaranty that the article is what it is represented to be. The members of the firm were J. P. Sweeney and James McClosky, when they began business in the year mentioned, at Nos. 409 and 411 Davis Street, and after thirty years' honorable record, the firm is still the same, doing business in the same location. For nearly a third of a century, it has gone on in a safe and respectable way, paying its obligations, asking for no compromise. The house deals in all kinds of seeds, and its business extends throughout the Pacific Coast.

THE CALIFORNIA CIGAR BOX COMPANY.

C. A. Hooper, Moses P. Hubbard, and Geo. W. Hooper, Proprietors, Berry Street, between Third and Fourth.

The California Cigar Box Co., Berry Street, between Third and Fourth, has perhaps the largest factory of the kind on the Pacific Coast, and enacts a prominent role in sustaining the reputation of our manufacturing interests. The productions of the establishment are all varieties of cigar boxes. The factory is supplied with abundant machinery and appliances for extensive operations. A force of seventy skilled workmen, of whom not one is a Chinese, is employed. The factory is organized in the most systematic manner. Each department is under competent direction, the whole being under the practical and experienced supervision of the proprietors, Messrs. C. A. Hooper, Moses P. Hubbard, and George H. Hooper, all masters of the details of the business. The firm is reliable and substantial, can undertake the largest contracts upon the shortest notice, and does an extensive trade in this city and the surrounding country.

LIETZ & MAUERHAN.

Mathematical, Nautical and Philosophical Instrument Makers, Nos. 411 Clay and 412 Commercial Streets.

There are several establishments in San Francisco noted for their stock of mathematical, nautical and philosophical instruments, and among them Messrs. Lietz & Mauerhan, Nos. 411 Clay and 412 Commercial Streets, stand high. The absolute correctness of the instruments of their own manufacture has been established by use on sea and on land. The house was founded in 1866 by Carl Rakkoff, who carried on the business until 1882, when he was succeeded by Messrs. A. Lietz and G. Mauerhan, gentlemen who have worthily maintained the high reputation of the business. The trade of the firm extends over a wide area, and its manufactures are in demand throughout the Pacific Coast and elsewhere.

A. LIEBERLICH'S SONS.

Manufacturers and Dealers in Philadelphia Custom Made Ladies', Misses', Children's and Infants' Shoes, No. 117 Pine Street.

The widely known firm of A. Lieberlich's Sons, of Philadelphia, the famous makers of custom made ladies', misses' and children's and infants' shoes, has established a branch house in San Francisco, of which T. W. Lieberlich is the manager and resident partner. The reputation of the manufactures of the main house is the highest in the trade, and the shoes made by the firm find a ready sale at the best prices. The branch here is supplied with the choicest goods made at the Philadelphia factory, which are supplied to the retailers and jobbers of the coast and exported to other countries. Philadelphia calf and kip skins and sole leather lip shoes are specialties of the house. The firm is located at No. 117 Pine Street, where it has a large store 30x110 feet, fully supplied with the products of the home factory.

P. LORILLARD & COMPANY (JERSEY CITY, N. J.)

Geo. Griswold, Jr., General Agent Pacific Coast, No. 217 Front Street.

The tobacco manufacturing house of P. Lorillard & Co., of Jersey City, N. J., is not only the oldest of its kind in the world, having been in existence since 1760, but is also by far the largest. An evidence of the popularity of Lorillard's tobaccos is afforded by the fact that this house produced, in 1883, one-sixth of all the tobacco consumed in the United States, although there are 773 other manufactories. The total consumption in this year, according to actual statistics, amounted to 139,783,782 pounds, of which P. Lorillard & Co. furnished 24,747,287 pounds. This house has paid in taxes to the Government, during the last seventeen years, \$35,500,000. Geo. Griswold, Jr., represents its interests on this coast, having his office at No. 217 Front Street, San Francisco. The goods are sold by all the jobbers, and are to be found everywhere where that tobacco is sold on this continent.

MAIN STREET IRON WORKS.

William Deacon, Proprietor, Nos. 131, 133 and 135 Main Street.

William Deacon is the owner of the Main Street Iron Works, established in 1869, and located at Nos. 131, 133 and 135 Main Street. The works occupy a convenient and commodious building 68 $\frac{3}{4}$ feet wide by 137 $\frac{1}{2}$ feet deep, and are fully equipped with all of the necessary machinery, which is driven by a thirty horse-power steam engine. Mr. Deacon carries on a large and progressive local trade, his average annual business amounting to \$180,000. He also pays out about \$2,500 a month for the services of his thirty employes. His specialty is marine work.

THE CALIFORNIA GLASS BENDING & CUTTING WORKS.

Samuel E. Hopper, Proprietor, No. 39 $\frac{1}{2}$ Fremont Street.

The California Glass Bending and Cutting Works were established in 1879 by the present proprietor, Samuel E. Hopper. The works are located at No. 39 $\frac{1}{2}$ Fremont Street, and, as the name implies, glass bending in various forms, and cutting in new and handsome designs, constitutes the business.

WHITNEY & MARSHALL.

Importers of Iron, Steel, Hardware, etc., and Commission Merchants, Nos. 22 and 24 Fremont Street.

The house of Whitney & Marshall, at Nos. 22 and 24 Fremont Street, is composed of C. W. Whitney and John Marshall. The firm deals in iron, steel, hardware, metal, machinery, and coal, and also does a commission business. The house has the agency of several manufacturers of first-class wood and iron-working machinery, steam pumps, wrought iron pipe, saws, and portable and stationary saw-mills, and saw-mill supplies.

GOSS & DOW.

Foundry and Machine Works, Nos. 114 and 116 Beale Street.

The firm of Goss & Dow, composed of Leonard Goss and George E. Dow, was established in 1881 by the present proprietors. The business consists of manufacturing the Dow steam pump and hydraulic machinery, besides general machine work. The Dow steam pump works are located at Nos. 114 and 116 Beale Street, where thirty-five hands are employed. The trade extends over the Pacific Coast.

CALIFORNIA BRASS WORKS.

Weed & Kingwell, Proprietors, No. 125 First Street.

The California Brass Works, Joseph H. Weed and Vincent Kingwell, proprietors, was established in 1851 by Gallagher & Weed. The house is recognized as one of the leading firms in this branch of trade. The works occupy the frame building, 25x80 feet, at No. 125 First Street. In addition to all kinds of brass work, church and steamboat bells are manufactured, and special attention is given to brass ship-work. The firm has the agency of Sibert's Eureka Lubricator.

A. BAUMGARTEN & COMPANY.

Importers of Cloth, Tailors' Trimmings, etc., No. 7 Montgomery Street.

Messrs. A. and J. Baumgarten are partners in the woolen and tailors' trimmings trade, at No. 7 Montgomery Street, under the firm name of A. Baumgarten & Co. The store utilizes the services of a dozen employes, and has a brisk and thriving business in the city and on the entire Pacific Coast, having been in successful operation since 1877.

HENRY B. CHACE.

Manufacturer of Mouldings and Finish of all kinds, Balusters, Rails, Scroll-work, Sawing, Planing, etc., No. 126 Main Street.

Henry B. Chace is the founder and proprietor of the sawing, planing, and moulding mill at No. 126 Main Street. The mill gives employment to half a dozen men, and has been in successful operation since August, 1881. Mr. Chace now enjoys a lucrative and growing city trade.

KUTZ & MURR.

Importers of Boots and Shoes, No. 110 Battery Street, between Pine and California.

G. M. Kutz and Lewis Murr are co-partners in the boot and shoe business, at 110 Battery Street. The house was established in 1878, and is styled Kutz & Murr, who are the agents of Saller, Lewis & Co., of Philadelphia, and have a large and growing trade in the Pacific States and Territories.

PHILIP WOLF & COMPANY.

Commission Merchants, No. 304 Battery Street.

The commission house of Philip Wolf & Co., established in 1870, is located at No. 304 Battery Street. It represents several Eastern firms, and exports California products, making a specialty of hops. The trade, which is extensive and permanent, lies mainly in New York, London, and San Francisco.

WEIL & WOODLEAF.

Importers of General Fancy Goods, Cutlery, Smokers' Articles, etc., northeast corner Market and Sansome Streets.

The largest stock of cutlery, probably, of any on the Pacific Coast, is that to be seen in the store of Weil & Woodleaf, at the northeast corner of Market and Sansome Streets. The house was founded by M. Weil in 1864, and deals largely in notions, fancy goods, smokers' articles, hosiery, etc., and makes cutlery a specialty. M. and T. Weil are now the sole partners in the firm.





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