

Ingersoll in the Eighteen Seventies

A series of articles published in the *Ingersoll Tribune*
in the summer of 1936

**Ingersoll Tribune,
Thursday, July 9, 1936**

In a series of eight installments, The Ingersoll Tribune will publish an interesting sketch of Ingersoll, its manufacturing commercial and business interests as they were sixty years ago. The article was prepared by a Mr. W. P. Clarke, and appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, 5,500 copies of which were printed and distributed. This we believe will be of great interest to former residents of the town as well as to the citizens of Ingersoll today:

The traveler east or west via the Great Western Railway, as he is hurried through a portion of the town of pauses for a brief moment at the depot, can form but a very imperfect idea of Ingersoll, a town that is upon all hands conceded to be one of the most thriving and enterprising of the Province of Ontario and The Tribune has therefore undertaken the task of giving at least something more than a casual view of it through its columns. The following 'writing up' of the town is in no sense a history of it—within these columns will doubtless be found many historical facts and data relative to men and things, but the actual history of the town, or its compilation, will be left to others. The province of the newspaper reporter is to deal rather with the present than with the past—his mission is to etch things as he finds them, and though references to the past naturally are made for the purpose of comparisons and the showing of different stages of development, yet we wish, at the very outset to be understood.

Though not the capital of the County, our neighbouring town of Woodstock having that honour, Ingersoll is, in point of population, upon a par with its rival. The generally accepted statement of population is 5000, and we have no doubt it is essentially correct. The visitor to the town will find both rural and metropolitan features. The residence portion of the town has the appearance of a village in this that for the most part the grounds are large, there is a profusion of shade trees and shrubbery, and the dwellings, on a large per cent, of them are of the cottage order, with quite a number of exceptions in the form of really pretentious edifices. The topography of the town site is all that could be desired, the surface being quite undulating. Indeed, like Rome, Ingersoll sits upon her hills, and from this throne of beauty — not exactly rules the world, but lays tribute upon a rich and fertile country adjacent, and from all citizens and strangers alike, exacts encomiums of admiration, for the town is really and truly attractive.

A love of home has been manifested by the residents that has taken an appreciative form, and there is a home-like appearance noticeable that is so foreign to larger cities.

This undulating surface not only adds to the appearance of the town but contributes materially toward its exceptional healthfulness. The river Thames courses through the heart of the place, and in its nature has given us a magnificent sewer. The drainage from all parts of the town toward the river is unobstructed, and the result is no stagnant pools, breathing miasma, nor are the streets rendered impassable from mud.

The Thames services other purposes than sewerage. The stream, though christened after a noble namesake, can lay claim to few pretensions per se, and yet it bears an important part in the development of manufacturing and milling interests, and has contributed in the past [and doubtless will contribute in the future], materially to the progress and well-being of the town. The Thames and the waters of its tributaries serve to operate flour mills and woolen mills and various other factories, and the power thus conserved is quite reliable too. There is nothing picturesque about the stream, but in these pre-eminently practical days the purely picturesque hardly receives a second thought.

The business portion of Ingersoll is confined to two streets — Thames and King — the former being the principal thoroughfare. From the Great Western Railway tracks which intersect Thames Street at right angles, following the general course of the Thames, there is a general ascent both to the North and South. The greater portion of the town and its leading business interests are south of the track, and for a considerable distance, Thames Street is lined upon either side with long rows of business blocks, almost wholly of brick, and from two to three stories in height. These brick of yellowish rust and the effect is pleasing; there is an appearance of uniformity given to the street that impresses the beholder very favourably. Here are the leading dry goods, grocery, hardware, drug, boot and shoe and other mercantile houses, the two printing houses, some of the banks, the Post Office, telegraph offices, several hotels. The other business thoroughfare, King Street, crosses Thames Street, at the summit of the slight elevation referred to. Upon it are hotels, various business houses, banking, exchange and other offices, the Town Hall, etc. Either extremity of this street, as well as Thames Street is adorned by numbers of neat cottages, or more imposing residences.

As one strolls through the business

portion of Ingersoll, he or she cannot but be impressed with the superior character of the business houses—i. e., the stocks displayed are apparently unusually large, and indicate that the volume of trade transacted by the merchants, in the aggregate, must be very considerable. There are dry goods and other stores that in stock and appearance rival the more pretentious business houses of either London or Hamilton, and though the merchants place, their greatest reliance upon the country trade, mainly attracted from a radius of 10 to 15 miles, it is apparent that cordial relations have been and are maintained between the town and country, and that this trade is a fixture.

Another thing will be noticeable, and that is that the great majority of the merchants of Ingersoll are young men. Their enterprise and energy has taken substantial form; they are mapping out new commercial paths for themselves.

Undoubtedly, we may attribute the superior character of the business structures that adorn Thames Street, to the disastrous fires that have, from time to time, ravaged the town. Only 5 years ago a very general conflagration swept away a large per cent of the business blocks of this street. The 'purification by fire' has been of benefit, and taught many practical lessons—expensive lessons they have been too—but the people, even those whose hard-earned savings have fallen victims, once, twice or thrice to flames, have not been only served to incite the people to renewed energy, and without assistance from outside the work of recuperating from loss entailed, has gone forward bravely and steadily.

The character of the citizens can hardly be analyzed in a newspaper article—it can be inferred somewhat from the preceding remarks and from the comments we elsewhere make upon many of the manufacturing and mercantile interests. Different nationalities are represented; we hardly know which preponderates. Many are native Canadians, Scotland is well represented,

and so are England and Ireland, while the 'States' have supplied their quota to the population.

Ingersoll, like most towns in the Dominion, is essentially an orderly town—a relatively temperate town. With its early settlement came churches and Sabbath and day schools, and the influences thus early executed have continued, bearing substantial, ripened fruit.

Of its social aspect much might be written, and yet not the half be told. There is little of that exclusiveness which characterizes older and larger places. The social distinctions, while clearly enough drawn, have not that extreme nicety we too often find. Perhaps this may be accounted for in part by fact that the population is a community of workers; those who are wealthy have for the most part, accumulated their wealth here, and their success has stimulated others.

A phenomenal growth—an undue inflation, has never especially characterized the town. When the Great Western Railway was being built, and as it approached Ingersoll, somewhat of an era of speculation was ushered in, and for a time the embryo town had a rapid growth. Its real development has been based upon the resources of the surrounding countries and the basis has been and is a substantial one. The agricultural and dairy interests of Oxford County are known far and wide; the farmers are gradually attaining independence and affluence, and so long as the country tributary in Ingersoll maintains its fertility so long will the town advance in population and wealth in exact ratio with the development of the surroundings from which it derives its sustenance.

The educational advantages offered by the town are exceptionally good, and it is evident to any one that the people place much faith in advanced ideas, as regards educational matters. Two large and handsome public school buildings have been built, at a cost of several thousand dollars.

One of these buildings is located in the northern, the other in the southern portion of the town, and in building and equipping them attention has been paid to the recognized fact that something more than the merest necessity, the plainest surroundings, are necessary to the proper advancement of the students. The schools are therefore made attractive. A competent corps of teachers is employed; the curriculum of study is both thorough and comprehensive, and the results that flow from the free school system are all that may be reasonably desired.

The churches are quite numerous. A number of creeds have taken appreciable form, societies have been organized and houses of worship built. In this connection it is scarcely possible to more than name the churches, which we do in the briefest possible way: St. James' [Episcopal], Oxford Street, Rev. Canon Hincks, Rector; Roman Catholic, John Street, Rev. Father Boubat, resident Priest; Knox Church [Presbyterian], Rev. R. N. Grant, Pastor; Erskine Church [Presbyterian], Thames Street, Rev. J. McEwen, Pastor; Methodist, John Street, Rev. H. T. Crossley, Pastor; Baptist, Thames Street, Rev. J. Dempsey, Pastor; Bible Christian, Oxford Street, Rev. M. Chappel.

The manufacturing interests of Ingersoll are quite large, and yet it is evident to any one that there is room for others. But the matter involves so many possibilities—is so fruitful of argument—that we pass it by, simply calling attention to the remarks elsewhere made upon these factories which have taken root and are now flourishing here.

The dairy interest is also relegated to another column. This is the head centre of the cheese made of Oxford County and of the Western portion of the province of Ontario and the quantity handled by the dealers in this special line is simply immense.

**Ingersoll Tribune,
Thursday, July 16, 1936**

The following articles is the second installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

Comments upon our thriving town would be far from complete were not some detailed mention made of the advantages or attractions Ingersoll presents as a point for the investment of capital in manufacturing enterprises. Such comments could not take a more pertinent form than in the publication of a sketch of the origin and the development, nature and course of trade of the leading manufacturing interest of the town:

The Noxon Brothers Manufacturing Company

The enterprise has now been in existence 21 years—it has reached its ‘majority’ and the story of its successor is but a repetition of that phenomena in natural life where cartilage hardens into bone, muscles and sinews are developed, the infant becomes the boy, and the boy, the man, strong in his manhood. Like most manufacturing enterprises, inaugurated in Ontario, 21 years ago, this was relatively small—it had an uncertain future before it, with the odds decidedly against it. Let us trace the career of the enterprise:

The business was originated by Messrs. J. and S. Noxon in 1856, and the specialties of the works at that time were the manufacture of stoves and plows; that the concern was of limited proportions may be inferred when we state that horse power was resorted to for driving the blast. Since 1856 there is a record of changes, both in co-partnership and in character and amount of work annually done. In 1856, Stephen Noxon was admitted to the firm, and in

1869, under the style of Noxon Brothers, F. C. and T. H. Noxon were admitted. In 1872 the present organization was perfected under the name of the Noxon Brothers Manufacturing Company, with an authorized capital of \$150,000, the officers being James Noxon, President; Samuel Noxon, Treasurer; and F. C. Noxon, Superintendent. Such have been the changes as regards management and co-partnership. Some changes have also occurred in the character of business done. In 1858 stove manufacturing was retired from, and since then the works have been devoted to the manufacture of agricultural machinery of various kinds and classes.

In passing through Ingersoll by rail the traveler can scarcely fail to notice the factory of which we write. Extending by the side of and parallel with the Great Western Railway tracks for a considerable distance, their external appearance impresses the most casual beholder that here are works of real magnitude. This impression is abundantly sustained by facts, and the writer, thoroughly conversant with a large per cent of similar concerns in both the States and Canada, can pay the company the merited compliment of saying that, in all essential respects in completeness of ‘outfit’, in appearance and arrangement of workshops, the works are inferior to none.

The ground area occupied by the buildings and yards is five acres. There are, necessarily, a number of apartments, and through the courtesy of the President of the Company, we are enabled to give the superficial area of each:

Sand Room and Cupola Room	2,500 ft.
Moulding Shop	8,000 ft.
Blacksmith Shop	4,000 ft.
Casting and Cleaning Room	4,000 ft.
Engine and Roller Room	1,600 ft.
Iron and Finishing Shop	6,000 ft.
Wood Working Shop	6,000 ft.
Drying Kiln	1,200 ft.
Wood Finishing Shop	6,000 ft.
Paint Shop	8,000 ft.

Store Room	23,000 ft.
Pattern Room	6,000 ft.
Office and Show Room	5,000 ft.
Total Shop Area	80,300 ft.

Eighty thousand, three hundred square feet floor acreage of work shops, offices. The simple statement requires no comment. Our reporter had the curiosity to learn somewhat as to capital used in the enterprise now, and also by a direct question, ascertained the original capital of J. & S. Noxon, when the business began in 1856. In 1856, the capital at the command of the firm was two thousand dollars, and the sales of manufactured articles were confined to the County of Oxford. Mark the contrast. Now the business has a working capital of \$167,000. Instead of the merely local, County trade, aggregating but a few thousand dollars per year, we now find the establishment reaching throughout the country for a market. We doubt if there is a settled portion of the Dominion in which the products of the Noxon Brothers Manufacturing Company are not sold. This trade in now wholly bounded by Provincial of Dominion lines. Some exportation of machinery is made to Great Britain, and strange as it may seem, some sales are made in the USA.

The list of articles manufactured is a long one, embracing, as the leading features, mowers and reapers, wood sawing machines, sulky rakes, grain drills, cultivators, plows, field rollers, feed cutters, etc. To comment upon the intrinsic merit of these various machines would be a work of supererogation. The development of the business and the extent of trade tells in a very forcible and pointed manner in what estimation they are held by the purchasing public; to say more than that would be like gilding refined gold. The greatest development of the enterprise has been experienced since 1870. In comparison with last year the business of 1877 will show but little change either way the unusually depressed financial condition of the county precluding, as a matter of

course, any market improvement. The full working force required in 150 persons. The active management of the business rests with the President, Treasurer and Superintendent, each of whom takes personal cognizance of some department. The result is systematized effort, productive of good results.

Incidentally, we allude to an item which shows how much faith the Noxon Brothers have in the future of Canada. During the past few years the firm has acquired a very large mill property as well as lands in the town of Walkerton, County of Bruce. A part of that property they recently sold for \$60,000, and we believe it is their intention to dispose of their remaining interests in Bruce and thus be free to devote their whole capital and energies in extending the manufacturing operations in Ingersoll. They realize the fact that large markets are opening up in Manitoba and the North West, as well as in the lower Provinces, and to supply this demand admits of an almost indefinite increase in the company's operation. The twenty years that have come and gone since the enterprise was inaugurated have been characterized the progressive demands of the age – they have not only kept pace with, but have aimed to be in the most advanced rank; their success illustrates what men of energy, probity and business ideas may accomplish even in the face of obstacles.

Waterhouse & Bradbury

It has been many years since the first custom roll cards were put in operation in Ingersoll, but it was not until about 12 years ago that any manufacturing was done. In 1865, Messrs. James Waterhouse and Frederick Bradbury bought the mill then controlled by H. Parkhurst, and they at one equipped it with machinery, and at the same time increased its custom capacity. This was the beginning of woolen manufactures in Ingersoll. Both Messrs. Waterhouse and Bradbury were thoroughly conversant with this line of manufactures—indeed it has been the occupation of their lives. Each

had learned the trade of spinner in the old country, and for the past 30 years they have been associates, and partners for 23. Previous to locating in Ingersoll, they had run a woolen mill at Thamesford for 5 years and at Port Stanley for 5. The Ingersoll woolen mill is run the entire year and ordinarily gives employment to 14 to 16 persons. It is what is known as a one-set mill, and its capacity of consumption may be fairly placed at 20,000 pounds of wool. Two custom roll cards are in use, one self-operating spinning jack of 200 spindles, five narrow looms, and such fulling, dyeing, scouring and other machinery as naturally makes up the outfit of a well equipped woolen mill. The chief products of the mill are tweeds, flannels and yarns, and though a considerable quantity of these goods are purchased by wholesale houses of the Province, still the bulk of sales is here in the local market. There is a sales room at the mill, and last May the firm opened another uptown, where in addition to goods of their own manufacture they carry a general line of staple dry goods, and also have a general tailoring department. The business is showing improvement all the time. In the division of labour, Mr. Waterhouse is in general charge of the sales department, while Mr. Bradbury manages the mill. Both are kept busy, and their work is one that has resulted in decided good to the whole community

Thomas Brown & Company

The Tribune reporter has called upon the firm named above with the view of 'items'. The answers 'we have no time to give' and 'we take no interest whatever in the work', is sufficient reason for no 'items' appearing. As this is one of the largest businesses in the town our report will be imperfect without it, and we are compelled, in order to exonerate ourselves for the omission to give the above facts the case.

McIntyre and Crotty

Furniture making is at this time, one of the most depressed of any of the manufacturing industries of Canada, and yet, we find an item or two of interest respecting McIntyre & Crotty, representatives of that interest here. Mr. James McIntyre, the senior of the firm, is one of the oldest business men of Ingersoll. He came here 24 years ago and established a small cabinet making shop on King Street, the work then all being done by hand power. Indeed it was not until 12 years ago, when the factory now used was built, that steam power was introduced. Of course, the 24 years that has elapsed since the business was established have been productive of good results. The business, through active exertion, has been enlarged very much, and instead of the one or two workmen of a quarter of a century ago, the full force required by the factory of late years has been 26, though not as many are now employed. Four years ago, Mr. H. S. Crotty became a co-partner. Mr. Crotty is a native of Ingersoll, and formerly was engaged in the farming and mercantile business until 7 years ago, when he engaged in the furniture trade. That, since then, has been his business.

Messrs. McIntyre & Crotty make a general range of bedsteads, bureaus, chairs, etc., both for the wholesale and retail trade, their wholesale shipments extending throughout the country, as far west as Sarnia, and to the north, south and east. The local trade, however, is of chiefest importance. They also make a specialty of undertaking, manufacture and import coffins and caskets, and keep two hearses. With the revival of business which certainly ought to come this fall, the firm will be found well equipped to supply either department of this trade, and they will be happy to fill orders now or then at such rates that cannot fail to give satisfaction.

**Ingersoll Tribune,
Thursday, July 23, 1936**

The following articles is the third installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

Its Flouring Mills—All told, in flour, meal, etc., there are 19 run of stones in the town, 10 for merchant, [almost exclusively] and 9 for custom and the strictly local market. The cooperage for these mills is also made here, and the interest in the different phases it assumes, becomes of prominence, well justifying the column we devote to it:

The principal mills are: The Ingersoll Steam Flouring Mills [sometimes known as the Manchester Mills]; Stuart & King's Mill; The North Star Mills; and Smith's Mill. We allude to each separately, and they serve as representatives of their class.

The Manchester Mills

The Manchester Mills are located in the western portion of the town, and consist of a large frame structure with necessary out-buildings. These mills are operated by the firm of King & Brothers, the co-partners being James King and W. S. King. The senior member of the firm is also largely interested in the manufacture of flour at Sarnia and devotes his time to the business there, his brother and partner, W. S. King, remaining here and assuming management of the business of this mill.

The Manchester Mills have 4 run of stone, and are largely engaged in merchant milling, producing about 100 barrels of flour per day, in addition to the custom work. As nearly as possible Canadian wheat is ground, and most of the grain comes from this immediate neighbourhood. The great per cent certainly as much as nine tenths, of all the flour manufactured goes to Glasgow, Scotland, the firm shipping direct, and thus,

through the 'old country' is given practical, we may say 'toothsome' evidence of the agricultural and milling resources of Ontario. Both water and steam power is used, the chief reliance being placed upon a fine 40 horse power engine.

By the side of the mill is also a cooper shop and stave and heading factory operated by King & Bro., in the interest of millers, pork and butter packers, oilmen, etc., and in the various departments of the business employment is usually given to a force of 20 or 30 workers.

Stuart & King Mill

In another part of the town, beside the railway track, is the new mill of Stuart & King, John Stuart & W. S. King and Stuart & Douglas of Cedar Rapids, Iowa, being the co-partners. This mill is a substantial brick structure, is supplied with three run of stone, operated by a magnificent steam engine of 50 horse power—an engine built in Detroit—and which is a model in its way as well as economical, saving fuel usually required. This mill was built and is operated for certain, specific purposes such as splitting peas, making kiln dried corn meal, and pot and pearl barley. The ordinary capacity of production of split peas is 200 barrels per day; of meal, 100 barrels per day; of barley, we hardly know how much, as the demand is relatively small.

The split peas go to New York — or at least that is the market for the greater part — the meal and barley is sold to dealers all over Ontario, and some shipments are also made to the States and to Europe. The management of this mill is with Messrs. John Stuart and W. S. King.

The North Star Mills

The North Star Mills are the third in importance, having 3 run of stone. Recently they have become the property of Mr. Peter Stuart, though the business is managed by Mr. John Stuart, the former proprietor. The North Star Mills are run wholly upon oat

meal, and the ordinary capacity may be placed at 100 barrels per day. Both water and steam power is used, the main reliance being placed upon the former. The oat meal manufactured is sold to a large portion of the towns and cities of Ontario, and shipments are also made to Liverpool and Glasgow, shipments being made both in bags and barrels.

The Messrs. Stuart and King are all Scots by birth. Mr. John Stuart has been a resident of Ingersoll for 14 or 15 years and Mr. King for 8. The last named gentleman was formerly engaged in the dry goods trade at Toronto. The business interests of these gentlemen occupy their time very fully and in a quiet unostentatious way, they are advancing the material interests of Ingersoll and Oxford County.

Smith's Mills

A little way up Thames Street, we find the large flouring mill presided over by Mr. J. Smith. The building itself is a frame structure, painted white and in its external appearance impresses one favourably. It has 4 run of stone and is supplied with both water and steam power, the former being relied on for about 10 months of each year.

The principal business done at Smith's Mills is the manufacture of flour and oat meal each year.

The grain ground largely comes from this vicinity and scarcely a day passes in which Mr. Smith cannot be found upon the market buying up whatever choice lots are offered. He, by the way, is one of the old residents of Ingersoll, although originally from Scotland. He has been milling in Canada since 1851 and in Ingersoll [with the exception of 4 years] since 1854. In 1867 he built the mills of which we speak and from time to time since has made such improvement and additions as the business demanded. The market for manufactured flour and meal is largely local though, as a matter of course, more or less is exported. The business pursues the even tenor of its way

through good and bad times, and the proprietor of the mill is one of the busy members of the community.

B. Hawke

A custom mill upon Queen Street, operated by Benjamin Hawke, is another representative of the milling interest of Ingersoll. The mill is largely operated upon custom work, and its reputation stands high in the community. Comparatively little manufacturing for shipping is done.

Adam Oliver & Co.

In close proximity to the railway track we find the planing mills, sash, door, blind and moulding factory and lumber yard of A. Oliver & Co. The business done by this firm is of a far greater consequence than is generally supposed; during the prevalence of good times the force employed ranges from 50 to 60, and even now, when almost all lines of business are dull, there are from 24 to 30 workmen employed. The firms are the leading contractors and builders of Ingersoll also, and their efforts assume most practical form. The co-partners are A. Oliver and William C. Bell. Mr. Oliver has lived here since 1849 or 1850; he built the mill of which we speak, and for more than a quarter of a century has been actively identified with the best interests of the town. He has been interested in the politics of the Province, too; was the first member elected from the South Riding of Oxford after the consolidation of the Provinces, and from 1867 to 1875 represented his constituency in that body. Mr. Bell has been here for 22 years; he is thoroughly practical mechanic, and the management of the business of the firm is in his hands. In manufacturing steam power is used, and of manufactured articles much of the moulding, sash, doors, blinds, etc., are shipped to points throughout the county and adjacent country. Business generally is a little quiet at this time, but every facility exists for meeting all reasonable demands. In lumber, full stocks are carried and farm-

ers and others will find it to their interest to 'interview' the firm. Messrs. Oliver & Co., are too well known to the entire community to require extended mention—they are ready for business at all times—will furnish estimates, make a contract, sell a bill or manufacture to order, and we find room, accordingly to make this mention.

J. Christopher & Brothers

This firm have, until recently been engaged in contracting, building, etc., as well as doing a general planing mill business. At present they are shut down and some changes on the tapis prevents us writing of them in detail.

A. Matheson

Mr. Matheson is also a manufacturer, opening a planing mill upon Charles Street. His business is in a fairly active state but beyond that simple fact, little remains to be said.

PUMP MAKING

There are two firms engaged in pump manufacture in town: Campbell & McBurney and J. Ackert. Each turns out about 200 pumps per year, employing a relatively small force.

CARRIAGE MANUFACTURERS

G. Bailey

There are several carriage and wagon making establishments in Ingersoll, the oldest established and largest being that of George Bailey. The story of the development of this enterprise is but another illustration of what men may accomplish if they will, for certainly no manufacturing of mercantile interest of Ingersoll has accomplished more from so small a beginning.

Mr. Bailey came to Ingersoll from Brantford in 1854. He was blacksmith by trade, and here he first began business for himself, upon a capital of less than \$200. He began manufacturing upon a small scale, but his work gave satisfaction; at first two, then four, then half a dozen workmen were

employed; this force gradually increased, until as many as 30 were required and 25 are now at work.

Mr. Bailey has not been slow to avail himself of the improvements made in the art of carriage making, and so far as the trade of the part of Ontario is concerned, he has led his competitors instead of following in their wake. From year to year every facility for manufacturing has been increased, and not only has a very extensive home market been gained, but work is shipped all over the country to points as far east as Montreal, and throughout the north and west. Wagons, buggies, carriages, cutters and sleighs are made from cheap to expensive—vehicles range in price from \$45 to \$600 each, and everything is made not only of the best material but in the best manner. This reputation for good work has been maintained all of the time.

Another item we may mention, illustrative of the success of the enterprise, is the fact that last winter Mr. Bailey was the only manufacturer in Ingersoll to run full force and full time.

Mr. Bailey will be pleased to fill orders from home or aboard; the demand scarcely allows him to accumulate surplus stock, and his business continues to grow in extent, based upon an enduring foundation.

J. Badden / J. Kerr

The other principal carriage makers of town are J. Badden and J. Kerr. Relative to either of these we have been unable to obtain any detailed information not meeting [despite several calls], either of the gentlemen.

**Ingersoll Tribune,
Thursday, July 30, 1936**

The following article is the third installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

MERCANTILE

We come now to a consideration of the mercantile interests of the town, and upon our reporter's note book are many interesting memoranda relative to the development of the various lines of business as well as regarding the identity of our leading merchants with the town itself.

C. P. Hall

Heading our list, we find the name of C. P. Hall, who is now the oldest merchant of Ingersoll. Mr. Hall is a native of this immediate vicinity and for 48 years has been a resident of the town, though, if we are not misinformed, his boyhood and youth were passed in farming. In 1848, Mr. Hall made his first venture upon the troublous mercantile sea. He was not overburdened with capital, but had managed to accumulate between a hundred and fifty and two hundred dollars, and with this as capital he opened a modest grocery store on King Street. Continuing the grocery trade 2 or 3 years he then made a radical change in his business, becoming a jeweler. About this time the Great Western Railway was being built, money was plenty, and the luxuries of life were in about the same demand that the necessities are now. The business proved a success and Mr. Hall has remained identified with the jewelry interest ever since. There are few older established dealers in the Province and as the changing years have cultivated the tastes of the people, we find his establishment now of a character that would reflect credit upon a place twice the size of this.

It has not been all plain sailing with Mr. Hall — every venture has not proved equally prosperous. At an early day in the history of the town he became largely interested in real estate, and in the disastrous fires that have prevailed from time to time, he has been a heavy loser. Then, too, it is a matter of fact that he has paid many a thousand dollars of other people's indebtedness, simply by having loaned his name 'as mere matter of form', and these unlucky hits have doubtless conspired to keep him in business. Be that as it may, he is now as for years past, he has been one of the leading business men of the town.

In addition to his elegant place of business here, Mr. Hall has another jewelry house at Exeter, and until recently, also had one in Woodstock.

His place here is one of the institutions of the town, and makes a handsome display of everything appertaining to the jewelry trade as also musical merchandise and fancy goods. A large watch and other repairing business is also done. Thus far this year trade shows an improvement over last, and we hope this will remain a fact to be chronicled from year to year, as long as he remains one of the business fraternity of Ingersoll.

John McEwen & Co. 'The Glasgow House'

One of the best known of the dry goods and millinery establishments of the town is the 'Glasgow House', John McEwen & Co., proprietors. For a number of years it has held a leading place in the list of mercantile interests here and certainly no other business house of Ingersoll more deserves a detailed mention herein than it.

John McEwen & Co. are successors to A. R. Kerr & Co. Seven years ago Mr. McEwen came here from the neighbouring city of London, where for a number of years he had been connected with the dry goods trade, and engaged with A. R. Kerr & Co., as a salesman. Two and a half years ago, Mr.

McEwen and Mr. G. A. Thompson bought out Kerr & Co.'s clothing department. One year later they dissolved partnership and Mr. McEwen purchased the dry goods and millinery business of Mr. Kerr. Such, in the briefest way, is an outline of the changes the enterprise has undergone.

The visitor to the establishment will find a house complete in the many appointments; he or she will find an especially large stock of goods in the various lines and selected with special reference to this market. The entire building is occupied, the first floor being the general dry and fancy goods salesroom, and in the rear of it is a handsome millinery department. The latter department receives especial attention and a very large town and country trade is done. Usually from eight to fourteen milliners are required in the house and certain it is that the people have appreciated the endeavours made to supply them with what ever is best and most fashionable. The dry goods department is equally complete, and in every way reflects credit upon the town.

Upon the second flat of the building are carpets, mattings and floor oil cloths. The stock being ample at all times. McEwen & Co. are agents here, for the floor oil cloth factory at Paris, Ontario, which manufactures a class of goods equal to the best imported; full lines of samples are shown and orders will be received for any pattern or width.

We could hardly say that the house makes a specialty of any one thing above another, and while its trade is mostly local, still in some lines it extends over a large area of country. In cheese cottons, for instance, Mr. McEwen imports direct and in original packages. Already this season the house has sold fully 1,000 pieces, the demand reaching from Windsor to Hamilton.

The general trade of the house is better thus for this year than last; and Mr. McEwen expressed himself quite hopeful of a large fall business. To the business he devotes his time; he is a young and energetic

and business-like and has certainly worked hard for the success he has attained.

John Gayfer

Has long been identified with the drug trade of Ingersoll and of Oxford County and our notebook contains items concerning him and his trade which are reproduced here. Mr. Gayfer first became connected with the mercantile business of Ingersoll 13 years ago, when he removed here from Woodstock and opened a drug house in partnership with another gentleman under the firm style of Gayfer & Co. After one year he became alone in its management for four or five years, and then admitted Mr. M. E. Tripp to a partnership under the firm style of Gayfer & Tripp, which co-partnership continued until 2 years ago. In the fire 1872 Mr. Gayfer was a heavy loser, but he almost immediately afterwards bought requisite premises and built his present store building. In fitting it up he studied the convenience of the trade with which he was so familiar, and the result is an attractive place of business.

Not only are drugs, chemicals, patent medicines and all the usual paraphernalia of a drug store to be seen, but the visitor will especially note the large and fine lines of fancy goods, and of sea shells. Mr. Gayfer makes direct importation of these articles, and has built up a large business in them. The prescription department of the business also receives careful attention and a large patronage is extended it. In brief the house is one that need not fear to challenge comparison, and in the business relations to the public at large it deservedly stands high in favour.

G. F. Shrapnell

There are but one or two merchants of Ingersoll who have longer been connected with its business interests and none have experienced greater vicissitudes, than Mr. G. J. Shrapnell. A native of London, England he came here 21 years ago, and during all of the intervening years has been one of the

most active hard working merchants we have.

Until May 1872, nothing occurred to seriously interfere with the prosperity of the various enterprises with which Mr. Shrapnell was conducted. But in May 1872 in the so called 'big fire' he lost over \$10,000. Six weeks after he was again burned out, and as if to cap the misfortune, a steamer from Montreal, which had on board a large quantity of goods for hi, was burned. Such a complicity of misfortune would have certainly discouraged most men, but Mr. Shrapnell at once set to work to rebuild the fortune that had been swept away. He at once began the erection of the business block now occupied by him and this work diverted his mind, called for sudden exertion and have no time for despondency even if there had been any disposition in that direction. His new premises completed we find him, again, in the full tide of a prosperous business. Mr. Shrapnell makes a specialty of the grocer, provision and cheese business. He is by far the oldest grocer in Ingersoll, and his work here has left an impress for good that has always had a salutary effect.

Wilson & Robertson

Although the firm of Wilson & Robertson has been formed but about 18 months, the house whose fortunes they control has been much longer established. Wilson & Robertson succeeded Murdoch & Wilson, and the senior member of the present firm, Mr. James J. Wilson, has now been connected with the hardware trade of Ingersoll for the past 4 years. Mr. R. J. Robertson came here from Montreal just previous to the formation of the firm; formerly he had been connected with the wholesale trade of that city.

Messrs. Wilson & Robertson are at the head of an establishment which for completeness and ability to cater satisfactorily to the trade of town and country is not surpassed by any similar enterprises in any town of the Province. The three flats and basement of the building occupied are all

required, and in the various departments of the house one finds everything that appertains to the lines of trade which the house represents.

The specialties are numerous. There is an apparently endless list of articles that come under the general term 'hardware', embracing all manner of builders' supplies and carpenter's tools. Then there are blacksmith and carriage maker's supplies, cutlery generally, bar, rod and other forms of iron and steel, and another quite important feature of the business is small agricultural implements. Paints, oils, varnishes and glass are also carried in full stock.

The firm report business as being in very good shape, and showing a quite decided improvement over the corresponding months of last year, and it is evident the house is sparing no honorable effort to add as to retain the prosperous business that has been established. Each of the co-partners gives the affairs of the house his personal attention and it thrives under their joint management.

**Ingersoll Tribune,
Thursday, August 6, 1936**

The following articles is the fifth installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

William A. Cromwell

The business house to which we now refer was established last September. Less than a year has since elapsed, but the enterprise is undoubtedly upon the firmest foundations, and the influence in business circles that has been gained and the trade that has been won, stamps it as being a fairly representative business.

Mr. Cromwell is an old resident of this county and in many ways has been intimately identified with the mercantile interests both of the Province and the States. While he was a mere lad his father, the late Mr. William Cromwell, located on Otter Creek, 20 miles south of here. This was 53 years ago, and during most of the time since the gentleman of whom we speak has been interested in one or another interest in the county. He laid out what is now the thriving town of Otterville, a quarter of a century ago, and we believe he still holds a property interest there.

Mr. Cromwell has been connected with mercantile pursuits the greater part of his life. For 25 years he was identified with the wholesale trade of New York City; at Hamilton, Ontario, he, in 1862, in company with another gentleman established a wholesale dry goods house, from which he retired some 3 years after, and in 1866 he opened a retail dry goods store in this town that sold as high as \$50,000 per year. Subsequently he again engaged in importing and jobbing druggists' sundries in New York, and after retiring from it, embarked in

banking business in Detroit. That life was entirely too sedentary, and his health compelled him to quit it. Doing so, he has gravitated back to his old home, and not to be entirely idle, in September last as we have said, established a boot and shoe house.

Mr. Cromwell has opened a place of business that is in every way creditable to the town and country. He buys for cash, and exclusively sells for cash, keeping no book accounts. From his simple statement the obvious deduction is that goods are sold at the lowest possible rates. There are no losses of bad accounts to be provided for, in the way of higher prices and by pursuing this simple businesslike method the interests of the purchasing public are certainly enhanced. One of the ruling principles of the house is that of 'fair dealing'. The day has gone by when chicanery and trickery in trade can succeed for more than a brief time, probity and integrity are the prime elements of a lasting success, and those who know the character and past business of the gentleman whose name heads this article are aware that his business operations are conducted upon a base of the strictest honesty. We mention the fact because of its pertinency, and it is further illustrated by the fact that in all of Mr. Cromwell's undertakings during the past, many of them of magnitude, no compromise with creditors has been asked. 'One hundred cents on the dollar' has ever been the full measure of liquidation of all claims, and as a result in his business life [now covering a period of nearly half a century], he has nothing to be ashamed of. The stock carried is a very large and general one -- indeed it needs be comprehensive to meet the requirements of trade. In an incidental manner we learn that large purchases have been made for the summer and fall trade, and during this month the new goods will doubtless be in stock. We also learn that trade thus far has been excellent -- all and even more that could have reasonably been expected, and we take pleasure in chronicling the fact.

Lewis & Lewis

On the second of May this year, a new firm was added to the already long list of those who were doing business in Ingersoll. Lewis & Lewis were the latest acquisition, and though both of the co-partners have been known to the people of town and vicinity a number of years, still the Tribune, even at the risk of telling a 'thrice told tale', makes some comments upon them.

Mr. F. G. Lewis, who is a native of Hamilton, or of that immediate vicinity, removed to Ingersoll from the 'ambitious city', 11 years ago. For 3 years or thereabouts, he had been engaged in the grocery trade of Hamilton; subsequently he turned his attention to photography and carried on that business both at Hamilton and here, until engaging in his present business last May.

Mr. N. Lewis is a native of this vicinity, and until about 1 year ago, farming has occupied his attention. His first merchandise venture was in the grocery trade with Mr. J. Gibson for a time; subsequently he became sole proprietor until the formation of this firm.

The firm have most excellent quarters in the block on Thames Street, owned by Mr. F. G. Lewis. Recently its front was changed and other improvements made and the salesroom is now acknowledged to be a model of its class.

Heretofore the grocery and provision trade has been the exclusive business of the firm. Recently they added a crockery and glassware department, and this stock, direct from the importers of Montreal and the manufacturers has been purchased at such rates as to give them, they think, the 'inside track'. At all events they are willing to compare goods and prices with others, and hereafter, while in no measure neglecting the general grocery trade, design to make a decided specialty of crockery and glassware.

One thing is evident, in each department of their trade the firm means 'business', and the future of the house is by

no means hard to predict

I. Coyne & Co.

During the past 3 years the mercantile house of I. Coyne & Co., has been exerting an influence for good among the business fraternity of Ingersoll and it naturally enough becomes a subject for more or less detailed comment herein.

The co-partners are I., William and John Coyne, and the same co-partners, under the firm comprise father, [Mr. William Coyne] and two sons, and the management of the business here rests with Mr. I. Coyne. The house has several specialties. Dry goods are doubtless the leading feature, and this line is supplemented by millinery, clothing, hats and caps. In these different departments the house stands upon a par with the other leading interests spoken of in this issue of the Tribune and that it has, during the 3 years of mercantile life here, gained a substantial foothold is shown by its yearly transactions, which form an important item in the sum total of the town's business. The firm has built up a trade peculiarly own, confining themselves as nearly as possible to the cash system, they have been enabled to give superior inducements to the purchasing public, and it is really a matter of interest to chronicle the success of the enterprise in spite of the competition that has existed.

The salesroom, or first floor of the house, is rendered attractive by a display of the ten thousand things that please the eye and captivate the taste of the feminine portion of the community, and whether in staple or fancy dry goods, or millinery, there is a great variety from which to select. The same is true of the clothing department. Upon the second floor, we find the millinery, there is a great variety from which to select. The same is true of the clothing department. Upon the second floor we find the millinery work rooms, and also a dress and mantle making department. Mr. Coyne gives his personal attention to the business, and we believe he has every reason to be satisfied

with the results of his exertions here. We can only say in conclusion, that we hope the development of trade will continue in an increasing ratio during the future.

W. C. Johnston

Among the leading representatives of the boot and shoe trade of Ingersoll, we find Mr. W. C. Johnston, a young man and a native Canadian. Mr. Johnston has now been connected with the mercantile interests of the town for the past 10 years, coming here from the vicinity of Toronto. He did not engage in trade for himself until about 5 years ago and then as one of the firm of Harris & Johnston, boot and shoe merchants. For the past year and a half, Mr. Johnston has carried on business by himself, i.e. he has had no partners.

In addition to dealing in a general line of foot wear from the most common and cheapest to the most expensive kinds and styles; he also does a considerable quantity of custom manufacturing per year, and also a general repairing business. The principal business, of course, is the sale of ready-made goods, and, as an exceptionally fine line is carried, the people of Ingersoll and vicinity have extended the house a liberal patronage.

Mr. Johnson personally supervises the business and he reports the outlook for the later summer and fall trade as in every way encouraging. The Tribune certainly hopes that these expectations may be even more than realized.

**Ingersoll Tribune,
Thursday, August 13, 1936**

The following article is the sixth installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

William Dundas

Few places of business in Ingersoll are better known to the people generally of town and country than the Maple Leaf Grocery, and it naturally enough comes up for mention in this resume of the town and its business houses. Mr. Dundas is a native of this section, and about 11 years ago removed to Ingersoll from Dorchester, where, for some years, he had been engaged in the general grocery and provision trade. For the first two years of his residence here, he was variously engaged in business and about 8 years ago, in company with a Mr. Wait, established a grocery house under the firm and style of Wait & Dundas. This partnership was dissolved after 2 years and Mr. Dundas has continued the business ever since.

The specialties of the house are groceries, provisions, queensware and glassware. Large stocks are carried, and it is evident at a glance that the house is abundantly able to furnish supplies of anything in its lines and in any reasonable quantity. Ever since the house was established it has had a good, healthful and growing business, and today no business enterprise of any kind in the town has more or warmer friends. The premises occupied by Mr. Dundas, 'Victoria Block', were built by him expressly for this purpose. The building is 85 x 20 ½ feet, three stories and basement, and it affords as convenient quarters as any one could wish. Here the patrons of the house or others will at all times be made welcome,

and we have not doubt the 'Maple Leaf Grocery' will, in the future, but add to its already acquired prestige.

G. W. Walley

Mr. Walley carried forward a distinctive interest, and it to be accredited with being the leading, indeed the only exclusive representative of the crockery, glass and queensware trade of the town. He has been a resident of Ingersoll long enough, too, to become closely identified with its mercantile interests. Removing here 18 or 19 years ago this fall, he engaged in business upon a capital so small that it really might be best represented by an indefinite number of cyphers. His first venture was in groceries, occupying a small building which then stood where White & Co.'s dry good store now is. Not long after he purchased two crates of crockery on credit, and this was the foundation of his present establishment. Two or three changes of location have been made by Mr. Walley, and in the big fire of May 1872, he was a sufferer to a large extent. After this fire he immediately began the work of rebuilding on the site then and now occupied; the result was a substantial 3 storey brick building, 90 feet deep, and which was fitted up expressly for this trade. The business has gradually grown from the outset. It is an interest with which Mr. Walley has been familiar from boyhood, and his arrangements in England are such that he buys in the cheapest markets and imports direct of all such European and American goods as he handles. In this way he is capable of selling at about such rates as the ordinary retailer will pay – indeed, his facilities are such that, if it were desirable, he could do a considerable jobbing trade, competing on even terms with other importing crockery houses of the province.

The display made in the salesroom is in every way attractive; nothing appears to be omitted that would add to the perfection of detail, and the house has thus won the merited distinction it enjoys.

G. A. Thompson

The clothing, merchant tailoring, gent's furnishing goods and hat and cap trade has a worthy representative in Ingersoll in the establishment of Mr. G. A. Thompson and we have a word or two to write relative to it and its proprietor.

Like the great majority of the merchants of Ingersoll, Mr. Thompson is a young man. He came here between 9 and 10 years ago, and his business experiences in this community began in an engagement as salesman with the late dry goods and clothing house of A. R. Kerr & Co. As elsewhere stated, Mr. Thompson, in partnership with Mr. McEwen, subsequently purchased the clothing interest of that house, and one and half years ago he assumed entire control of the business. He has since been at the head of an establishment in every respect creditable to him and the town.

Merchant tailoring is, perhaps, the leading specialty of the business. During the busy season a force of from 16 to 20 persons is employed, and the quantity of custom made garments annually turned out is very large. The ready made clothing interest is by no means neglected, and full stocks are shown, while in furnishing goods, large lines of the latest novelties are carried. The same is true of the hat and cap department. It is evident to any one that trade is in a good condition and no efforts will be spared to increase it.

Mr. Thompson is originally from Scotland, 13 years ago. Since then he has been connected with the business interests of Clinton, Woodstock and Ingersoll, and his house now commands the good will of all in the community. As to its future the Tribune can only wish it continued success.

Hearn & Macaulay

The most recently established dry goods firm in Ingersoll is that of Hearn & Macaulay, which dates its organization from the first of March 1876. Though of recent formation the house has already be-

come one of the 'ruling powers', so far as the mercantile interests of the town are concerned, and if it be true that it has no extended history, our reporter still has some gossip upon the enterprise and the gentleman who conduct it.

The co-partners are H. Hearn and A. Macaulay. Mr. Hearn had resided in Ingersoll since 1850, and he comes under the designation of 'old resident'. By the experiences of the greater part of a lifetime he is a merchant. An Englishman by birth, he served a long apprenticeship to the dry goods business in London, and though since coming to Ingersoll he has not always followed the business, he is yet a thoroughly experienced merchant. For some time he was landlord of the Royal Hotel here, but now he has gotten back to the dry goods trade.

Mr. Macaulay is a somewhat younger man than his partner, and is a Canadian by birth. For 10 years he has lived here, and is well known to all our people in connection with his present line of business, he having been connected with the dry goods trade ever since coming here.

The firm has very cozy quarters in the Odd Fellows Hall building, and upon the shelves, counters, and in show cases are spread out the freshest and latest novelties in dry goods, millinery and millinery supplies. Everything has a tasty look, the secret of which perhaps is to be found in the fact that scarcely a week or even a day passes in which accessions to stock are not made. Goods are coming and going all of the time and the people have learned the significance of this fact. As a result, despite the general complaints of 'hard times', Hearn & Macaulay's sales thus far this year have been fully one-third in advance of the corresponding months of 1876, counting from the first of March, and the impression prevails with the firm that this ratio of growth will characterize operations for the remaining months of the year. As a representative of the dry goods and millinery interest of the town, a place has been won that is inferior to none,

and the months, as they come and go, only add to the laurels of success already won.

J. C. Little

The gentleman named has now been a resident of Ingersoll for the past 12 years. Mr. Little came here from London; there he had been engaged in the Livery and harness business for some years. He did not become one of the merchants of Ingersoll until 1871, and then was just in time to be a heavy loser in the fire of May 1872, which swept such destruction through the business centre of the town.

We believe the original firm was J. C. & H. Little, at all events that co-partnership was dissolved in May of this year and Mr. Little now conducts one of the leading grocery, provision, glass and queensware houses of the town. His trade, in its general characteristics, doesn't differ from that of the other houses in the same line of which the Tribune speaks today. Mr. Little has aimed to conduct the business upon its merits; he has sustained competition with his neighbours in a business-like spirit and he has made many a friend and patron in town and country who would be sorry to see him dis sever his connection with our business interests. That, however, is an event not at all probable, as trade generally with the house has shown a gratifying stage of advancement and in subsequent reviews of our business interests in the Tribune expects to record the name of J. C. Little as among the successful and progressive dealers.

John O'Callaghan

There were few if any of the business men of Ingersoll who have shown a more abiding faith in the present and future of our town than Mr. O'Callaghan, and that he has been one of the successful business men of the community is owing to himself.

Mr. O'Callaghan first removed to this vicinity 25 years ago and to town 13 years ago. Farming used to occupy his time, and though now a merchant he retains a large

farming interest, owning two farms near here. Until the last 4 or 5 years he has been largely engaged in the stock business as a drover, in which he was very successful, but now he confines his business to merchandizing, having two establishments, one devoted to the wholesale and retail liquor trade, the other to groceries and provisions. He has invested largely in real estate here, owning the O'Callaghan block, where his stores are, as well as the property adjoining, including the 'McMurray House', four stores, two dwelling houses, etc. Lately, he has purchased other business and residence property, and today he is one of the heaviest rate-payers in town.

Mr. O'Callaghan has a large and growing business in his various lines. In the store he is assisted by his wife, and also by four or five other parties, and he is one of the few in town who are not perpetually complaining of hard times. Perhaps it is because he is disposed to look on the bright side of things. Certain it is, that no business interests of Ingersoll are more firmly established, and none are doing a more substantial trade.

**Ingersoll Tribune,
Thursday, August 20, 1936**

The following article is the seventh installment in the series of eight installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

John Boles

As our reporter learns facts relative to the prominent business men of Ingersoll, he finds quite a number who have been identified with the trade interests of town for a long period of years. Mr. John Boles is an illustration. He removed here from St. Catharines in 1854, and ever since, for 23 years has been actively engaged in business here.

Merchant tailoring, clothing and furnishing goods have formed Mr. Boles line of trade, and he now has an establishment second to none in this section of country. The stock of clothes shown is very large and the utmost good taste appears to have been shown in making the selections. We may say the same of the ready made clothing and furnishing goods departments, too, and not at all exaggerate.

Merchant tailoring is the leading feature of the business. Heretofore Mr. Boles used to be his own cutter, but now his son, Mr. William Boles, attends to that. During the busy season the force required in the making up of custom garments ranges from 20 to 25.

After the fire in 1872 [in which Mr. Boles was a loser], he built the premises now occupied, a brick block. Ever since coming to Ingersoll he has been located upon or near the same premises, and the house thus becomes one of the landmarks of the street.

Mr. Boles is an active business man — he is a thorough going Irishman as well, and one of the business fraternity, that we take

the liberty of referring to it this issue of the Tribune.

R. W. Woodroffe

One of the most attractive of the many handsome salesrooms to be found along Thames Street is at the jewelry establishment of R. W. Woodroffe in McCaughey's block. In the showcases are shown the many evidences of the jewelers and gold and silversmith's skill and one can really enjoy looking at the many beautiful forms which gold and silver have assumed under the manipulation of skillful workmen.

Mr. Woodroffe established his house here 4 years ago, then removing from Woodstock, where he had formerly been in the same trade. He has, from all we can learn, met with a most cordial reception and has been the recipient of an excellent patronage. In return he has certainly given the people an establishment that reflects credit upon the town, and where can be purchased at the lowest possible rates everything appertaining to this department of trade.

Repairing is quite a specialty, also. Mr. Woodroffe, although a young man is an experienced, practical workman, and he will, we daresay, at all times is happy to undertake any work in his line.

R. Y. Ellis & Bros

When Messrs R. Y. and A. H. Ellis decided to begin business in Ingersoll 9 years ago, they were strangers to the whole community, but they though, all things considered, that the chances were in favour of building up a substantial trade in the course of time. These expectations have certainly been realized, if we may judge by the extent of their house now. It is rarely that one sees so extensive a retail hardware house even in the largest cities of the country, and its appearances and stock would indicate to the ordinary visitor quite as much the idea of a jobbing as a retail trade.

Beginning business here as strangers, as we have said, the Messrs. Ellis have

prospered. After the great fire of 1872 they purchased the building site now occupied on Thames Street, and then built a business house, which, in its completeness of arrangements and general adaptability has caused it to be the model of numbers since. The building is 106 x 24 feet, three floors and basement, and the entire premises are used by the firm, even then leaving them crowded for room in some of the departments.

The stock carried is necessarily very general. There is hardware of ever description, carpenters and builders tools, iron and steel, nails, horse-shoes, blacksmith's and carriage makers' supplies generally, bentwork, and other carriage material – paints, oils, etc. – indeed if we attempted to give a list even of the prominent lines of stock we would fill columns of the Tribune, but we cannot call to mind any business connected with which there is more detail than hardware.

To say that the house has had a good business is but to respect a fact apparent to all who are conversant with the trade of town, and it won't be the fault of the firm if there is not a constant increase in the future.

J. L. Perkins

The grocery trade of Ingersoll, as will be seen by a perusal of this issue of the Tribune, has a number of representatives, one among the number being Mr. J. L. Perkins, a young man and a native of the town. Mr. Perkins had been connected with this department of trade here for some years as an employee previous to establishing trade for himself about 4 years ago. The experience thus gained has proved of material benefit, and the business that he has built up within the past four years – a period of depression generally – is of a character that merits the warmest commendation.

While our reporter was out obtaining brief items relative to the general trade of the town, he inquired of Mr. Perkins how his

trade for the months thus far this year compared with the corresponding months of last year. The answer, 'better my one third,' but confirmed the impression we had already obtained, and it also serves as an indication of a better feeling and better circumstances obtaining among buyers and sellers alike.

Mr. Perkins has a central place of business, at the corner of Thames and Charles Street. The salesroom is large and pleasant, the stock shown comprises everything in the staple and fancy grocery lines, and the business appears to be well in hand. A cash business is aimed at, and this is made the basis of all transactions.

To the business, Mr. Perkins gives his personal attention, and he also requires the services of two assistants. His establishment is one of the recognized 'institutions' of Ingersoll. It is conducted in a liberal, progressive spirit, and as such we thus refer to it.

David White & Co.

Few of the business men of Ingersoll have been longer identified with the town than has Mr. David White and he now is the oldest dry goods dealer here. For more than 20 years he has been associated with our mercantile interests – in all of their changing vicissitudes he has borne a part, and it is but right that a considerable degree of prominence should be accorded a man and house that have fought the fight so long and well.

Mr. White, like many another of our business men, is a native of Scotland. In 1850 he came from the 'old country' and located at Woodstock, becoming a salesman in a dry goods house there. Six years after he removed to Ingersoll and engaged in his first mercantile venture on his own account, beginning the dry goods and general merchandise trade in a building on King Street, subsequently removing to Thames Street. In [we think] 1865 he was burned out, and in 1872 the ordinary monotony of the dry goods trade was again disturbed by the disastrous

fire of that year, in which he was a heavy loser. Immediately after Mr. White rebuilt on the premise now occupied. The building that had been burned was one of the finest for business purposes in this section of the country, and it was replaced by one perhaps not equally expensive, but which affords every facility that may reasonably be wished — a substantial 3 storey and basement brick block, 86 x 25 feet.

Could we detail the experiences of the past 20 years so far as regards the dry goods merchants of Ingersoll are concerned, we could fill a column, and, adapting a couplet from Tennyson's 'brook', somewhat, Mr. White may say on the trade, that 'men may come and men may go, but I go on forever'. To have passed through the various crisis that have occurred; to undergo losses incidental to two large fires and to remain at the head of a large and prosperous business, is certainly a record that no man need be ashamed of.

As all our readers are aware, Mr. White's specialties in the trade are dry goods, millinery and carpets. The dry and dress goods department occupies the main body of his salesroom — in the rear of it, elevated on a half floor, is the millinery, mantle and cloak departments, complete in itself, and the second flat is devoted to the carpet department — a decided specialty. The business, notwithstanding the amount of supervising labour it calls for, is under his personal management, and in all respects the enterprise deserves to be referred to as a representative interest.

T. B. Barraclough

Mr. Barraclough is one of the comparatively few natives of Oxford County who are engaged in business here. He removed to Ingersoll from Woodstock 18 years ago, and at once embarked in the boot and shoe business, obtaining a location at the corner of Thames and Charles Streets. Two removals have since been made, one of them caused by fire, and the premises now occupied have

been used by him ever since they were built, after the fire of 1872.

Mr. Barraclough is now one of the oldest book and shoe merchants of the county. He has been connected with the business for the past 22 years and the name of no dealer here has become more familiar to the public at large. In addition to transacting a general trade in all classes of ready-made foot wear — a large and well selected stock being carried — Mr. Barraclough also manufactures quite largely to order, usually giving employment to 6 or 7 workmen, and the amount of work turned out from the custom department is by far greater than that from any other similar enterprise in town. To the business he gives his personal attention in all its details, and, as might be expected, the house holds a place in the business circle of the town, won by long years of faithful endeavour

**Ingersoll Tribune,
Thursday, August 27, 1936**

The following is the eighth in a series of installments The Ingersoll Tribune will publish, giving an interesting sketch of Ingersoll, which appeared in a special edition of the Oxford Tribune and Dairy Reporter, published on Wednesday, July 11th, 1877, prepared by Mr. W. P. Clarke:

James McGolrick

Mr. McGolrick's business is of such a character that he may be spoken in connection with either the manufacturers or merchants. His specialty is harness making, and for the past 4 years has been carrying on that department of trade in a manner which is deserving of mention.

A Canadian by birth, Mr. McGolrick came here from Brantford 13 years ago. Until 1870, he worked at his trade as journeyman, and then for 3 years was in partnership; since then he has been alone. He has had 20 years experience as a harness maker, and the people seem to appreciate the fact that he understands the business. Now he gives employment to 5 workmen and turns out a large quantity of work, almost all of which is purchased in this immediate vicinity, where the character of work done is well known.

All classes of harness are made from \$16 to \$100 per set; and either high or low priced goods the same pains are taken in manufacture

We are glad to chronicle Mr. McGolrick's success – business with him this year shows an advance of fully 50 percent over 1876 – he has worked for this result with a will and he has deserved the high reputation won.

J. M. Wilson & Co.

The grocery, liquor provision and produce house of J. M. Wilson & Co., is so well known hereabouts that we hardly hope to say anything with which the people are not

already familiar. Be that as it may, we venture giving publicity to such items as we have.

The house is an old established one was formerly conducted by Edward Robinson for a number of years, and J. M. Wilson & Co., succeeded to him 4 years ago. Mr. Wilson has been a resident of Ingersoll for the past 15 years, and during all that time has been identified with the business interests of the town until 4 years ago he confined himself wholly to the produce business and the annual operations of the house in that line are now by far its heaviest business. Cheese, as a matter of course, is the principal item, and Mr. Wilson's transactions in cheese last year amounted to about a quarter of a million dollars. He ships direct to Europe usually buying upon direct orders, and a commission business is done whenever it is desirable. Quite a business also consists in furnishing dairyman with all manner of supplies.

Mr. Wilson can't complain of not finding his time pretty thoroughly occupied; his business in its various departments is among the most prominent of the town and we are glad to chronicle its success.

O. B. Caldwell

As will be noticed by this review of Ingersoll and its business interest, few of the merchants of today have been identified with its business interests for nearly a quarter of a century. Mr. Caldwell is one of the first, and we believe he is now next to the oldest merchants in the town.

Mr. Caldwell came to Ingersoll 25 years ago next month, from London, Ontario. There he had been connected with the drug trade for some years, and when he located here the business naturally became his specialty in trade. Since then, except 6 months, he has been alone in trade, i. e., has had no partner; and though his business experiences here have been full of vicissitudes, yet an 'ever true tale' reveals a simple statement of facts, which the Tribune records in

this issue. Mr. Caldwell has been compelled to make three removals, once by fire, and lately he has again changed location now taking possession of a store south of D. White & Co.'s. This place he has fitted up with all the accessories of the drug trade, and he is now, if possible, better than ever prepared to cater to the wants of the people. In the way of the experience of the past 36 years are put to good use. Mr. Caldwell has a handsome place – his new quarters are in every way worthy of the business, and he, as one of the pioneers of the town, ought to be as he is, the recipient of a trade which shows continued self sustaining growth.

Homer Campbell, Jr.

The stove and tinware trade of Ingersoll is one of the many industries of the town that is carried forward in a spirit of enterprise and good feeling, and we write of the house of Homer Campbell, Jr., as representative of its class.

Mr. Campbell is a native of Ingersoll, and for the past 10 years he has been carrying on his present business. He succeeded to the stove and tinware house of James Atkins, and not only retained the trade of the old house, but largely added to it. He now occupies two store-rooms on King Street [where he has been for the past 8 years] and here are displayed the many things that comprise part and parcel of such an establishment. Several of the leading makes of stoves are carried on, the aim evidently being to keep the best, whether in heating or cooking stoves, and the large sales made attest the fact that this aim is carried out.

Mr. Campbell also manufactures tinware extensively, and does a general jobbing business in guttering, roofing, spouting and all of that class of work. Recently he has added the laying of 'Garry's Patent Cap Roofing' to his other business, and a block of two stores directly across the way from his place of business attests how thoroughly the work is done. This patent cap roofing is of iron and not only is it durable but its use

decreases the danger from fire and, consequently, insurance rates. It has no had effect upon water; it combines beauty durability, economy and simplicity, and the system can but meet with the approbation of all who will be candid enough to give it a test. Mr. Campbell is sole agent here for this style of roofing and he will be glad to give particulars, estimates, to anyone.

Another feature of the business is agricultural implements. Mr. Campbell is the most extensive dealer in implements in Ingersoll, and farmers will find that consultation with him is to their interest.

The furniture business is another leading specialty with Mr. Campbell, and a large stock is carried. Children's carriages, platform and counter scales, coal oil, paints, lubricating and other oils, also enters largely into the composition of what may be called a stock sui generis.

As one of the leading business interests of town the one to which we now refer deserves to be spoken of as a representative, as none here have a firmer hold upon the public.

Barker & Sills

The most recently formed firm in the town is the one named above, Barker & Sills, whose forte is both that of manufacturers and dealers. The co-partners are two young men, John F. Barker and J. E. Sills, both of whom have for some time been connected with mercantile interests here – indeed each had formerly been with R. Y. Ellis & Bro., hardware dealers.

The house was established by Clark & Barker about 2 years ago; it was a new enterprise, and we state but a simple fact when we say that its success in trade during these 2 years has been almost unprecedented. In the latter part of last month, Mr. Clark disposed of his interest to Mr. Sills, on account of other outside business and the new firm thus enters on an established trade, having, at the same time, the good wishes of all in the community. The place of

business occupied is the block of two stores, 3 floors and basement, nearly opposite the market. Here can be found a general range of furniture of all kinds, and the writer must confess his surprise at noticing such really elegant upholstered seats and other goods of that class, and at the same time the cheaper grades are by no means overlooked. Indeed it is evident that any taste of purse can be gratified.

Barker & Sills are manufacturers and wholesale dealers as well as retailers. They have the exclusive control in Canada of the best spiral spring bed we have yet seen and they manufacture it largely for dealers in nearly all parts of the Dominion. For simplicity, strength, durability and ease it may well challenge comparison with any other, and it is not surprising to us, after examining the bed, that it should stand so high in public favour. Flock, grass, hay and hair mattresses and pillows are also manufactured in large quantities.

The visitor to the house will also note a fine line of chromos, of which a decided specialty is made. Large lines of picture frames and moulding are carried on and frames of any requisite will be made to order.

Messrs. Barker & Sills report the prospect of business as being of the best. The house has already won a large trade, and it will be their effort to add thereto by every honourable means.

T. F. Fawkes

Another of the business fraternity of Ingersoll, and one of the old established jewelers, is Mr. T. F. Fawkes, a gentleman who has been connected with the watch-making and jewelry trade for the past 24 years, 18 of which have been spent in Ingersoll. Mr. Fawkes came here from Brantford, and at once began business, at that time being located further up Thames Street. Now he is next door to Barraclough's boot and shoe store, and his establishment is well worth a visit from all who admire the beautiful as

illustrated in elegant watches, jewelry, silverware, and the many things that form part of a jeweller's stock.

Mr. Fawkes business has increased very steadily during the past 18 years. True, he has suffered losses by being twice by being twice burned out, but the volume of business has increased from year to year and the annual transactions of the house are in every way creditable to the general business of the town. A decided specialty is made of watch repairing, and this department is carefully attended to, Mr. Fawkes himself being a practical workman. The prospects for a good fall trade for the house are in every way fair, and we hope the business will continue expanding from year to year.