GROWTH OF LAKE COMMERCE.

the future. A paper prepared by Sanford B. Hunt about 1865, says of the period in question:—

"Passenger steamboats were in their glory, numerous lines leaving daily, crowded with passengers, advertised with wonderful pertinacity by the class of 'runners' very remarkable men in their way, and adding to the seductions of this persuasive system, the charms of music discoursed at all hours from the guards of the steamboats. Elevators were only an experiment then, and a vast number of longshoremen were supported by the labor of handling freight by inconvenient processes. * * * Canal boats were small but numerous, and the result was a business which advertised itself by its own bustle and by the crowd which was constantly maintained in the narrow quarters where it was transacted, and through which every stranger passed on his way East or West."

Between 1848 and 1857, while the commerce of the port did not retrograde, it made less bustle and outside display. The growth of the elevator business relived the wharves of the presence of hundreds of laborers; passenger traffic was largely transferred to the railroads; harbor extensions spread the shipping interests over more territory. But none of these changes were especially unhealthful in character; commercial interests grew and the business was profitable to those who engaged in it, until the panic of 1857, which for a time partially paralyzed the general business and commercial prosperity of the port. The succeeding two or three years were, perhaps, the most discouraging that commercial men in Buffalo have ever encountered; but with the completion of the Erie canal enlargement a few years later, backed by all the well known commercial advantages enjoyed by Buffalo, her recovery from the partial prostration was sure and rapid, and its growth in this respect has been steady and healthful down to the present time.

In a recent interview, Washington Bullard, manager of the Union Steamboat Co., a man of thirty years' active experience in commerce and lake navigation, said of the commercial prospects of Buffalo:—

"The commerce of Buffalo has received new guarantees lately, viz.:—an immense anthracite coal business which is to-day only in its infancy, and a future export bituminous coal business which will undoubtedly be very large; its location with reference to the development of a territory imperial in extent and tributary to the west end of Lake Superior—a development which has never been equalled in this or any other country, the fruits of which must come to Buffalo, for this reason:—this city has been able to do the grain business by lake from Chicago, notwithstanding the distance between that point and this by lake is nine hundred and fifty miles, while the railroad distance is only five hundred and fifty miles; the lake has always been able to compete with railroads, even with these inequalities of distance. In contrast with this, the water route to the west end of Lake Superior and the northwest territory before alluded to, is as short as that of any railroad (perhaps shorter), now in existence or that can be built; this fact guarantees that we shall always bring the products of that region to Buffalo.
Added to this is the Northern Pacific railroad, which will, beyond a doubt, bring a large trans-continental business."

Statistics prepared September 1, 1883, by Wm. Thurstone, Secretary of the Board of Trade, show remarkable improvement in the commerce of the port, over the previous year. He says:—

"The receipts of grain by lake, including flour reduced to its equivalent in wheat, aggregate thus far this year, 40,730,000 bushels, while for the corresponding period of last year they were 33,767,760 bushels, showing the gratifying gain of 6,963,240 bushels for 1883. The coal exports show an excess over 1882 of over 20,000 tons, while the movement of cement, plaster, salt, and railroad iron are about the same as in that year. No returns are made of miscellaneous freights, of which the shipments have been very large. The canal exports thus far this season are 24,555,050 bushels of grain; last year they were 16,635,177 bushels, making an increase this year 7,862,871 bushels. Thirty-one more boats have cleared up to August 31 than did last year, the figures being 3,887 for 1882 and 3,018 for 1883. The quantity of coal exported was 20,366 tons and of flaxseed 5,704 tons. The up-movement has been quite satisfactory. Elevating and storage charges have been steady all the year at last year’s figures. The shipments of grain from the elevators by railroad show an increase in favor of 1883 of about 700,000 bushels. August 31, wheat was shipped at 4 1–4 cents and corn at 4 cents from Chicago to Buffalo. The same day last year the rates were only 2 1–4 and 2 cents respectively. Canal freights yesterday hence to New York, were 5 3–4 cents on wheat and 5 1–4 on corn, about 1 1–4 cents higher than on the corresponding day last year. Doubtless the freeing of the canals from tolls has helped the movement of tonnage to and from tide water to a considerable extent."*

A United States volunteer life boat station was established in Buffalo Harbor in September, 1877, which was made a full station of the United States Life Saving Service in the 1st of July, 1879. The station is under the superintendency of Captain David P. Dobbins, and has been very efficient whenever its service has been needed.

*Ship Building.—The preceding pages have necessarily included many facts relative to ship building at Buffalo and Black Rock; to these there is little to add. One of the earliest ship builders in this vicinity was Captain Asa Stanard, who had a yard as early as 1810, at Scajaquada Creek. At a little later date he removed to Black Rock, where he was associated with Benjamin Bidwell, as the firm of Stanard & Bidwell. They built the schooner *Erie* at Black Rock; she was owned by Sheldon Thompson & Co., and Captain William Miller. The *Red Jacket* was the last vessel built by Stanard & Bidwell at Black Rock; she was owned by Sill, Thompson & Co., and was built in 1820. The *Peacock* was the

*In a paper of reminiscences left with the Historical Society by Captain Walker, one of the more prominent early lake navigators, he states that in 1846 the schooner *Dean Richmond* took wheat to Liverpool from Chicago, making quicker passage than many of the ocean vessels. In 1859, thirty or more lake vessels loaded with grain for ocean voyages. These facts are given as evidence that our "fresh-water sailors" are capable of excellent ocean service. The *Dean Richmond* was the first lake vessel to load for a foreign port.
last steamer built by the firm of Stanard & Bidwell. She was built in 1828. The firm was afterwards Bidwell & Davidson, and then Bidwell & Carrick, who finally established themselves at Buffalo. Mr. Bidwell enjoyed the reputation of possessing peculiar genius and ability in his profession; he was the master spirit of the different firms of which he was a member. Jacob Banta was one of the most successful shipbuilders of early days, and was a partner of Mr. Bidwell after the removal of the latter to Buffalo. Mr. Banta built the fine steamers Western Metropolis and City of Buffalo.

Captain Frederick N. Jones and his brother were prominent shipbuilders. The former came to Buffalo in 1845, and established himself where the R. Mills & Co., yards are now located; he built there the propeller Pocahontas, the schooner Watts Sherman and other vessels. He sold the yard in 1866 and removed to Tonawanda, where he built numerous vessels.

About the year 1832 the building of upper-cabin boats was begun; there was a good deal of doubt expressed at first as to their sea-worthiness; other kinds of vessels were built about that time of greater length than formerly.

The growth of the ship-building interest in Buffalo is indicated by the fact that in 1853, for the year ending June 30th, there were built at Buffalo, one brig, twelve steamers and nine schooners, with a gross tonnage of 65,184.25. In 1867 this interest had grown to the building of three ships or barks, sixty-nine sloops and canal boats, seven brigs and fourteen steamers. In 1870 there were built at Buffalo, fourteen propellers, one side-wheel steamer, one barge, two sail vessels and twenty-six canal boats.

The first propeller that ever visited Buffalo harbor was the Vandalia, which came up from Lake Ontario in the spring of 1842; she was built the previous year at Oswego. In December, 1840, Josiah T. Marshall, formerly of the firm of Bronson, Marshall & Co., of Oswego, was requested by Mr. Sanderson, of Brockville, Canada, to visit New York city to inspect the new propeller that had just been completed and patented by Captain John Ericson. Mr. Marshall met Captain James Van Cleve, one of the most prominent of the older lake captains, and asked him to also go and inspect the new craft, which he did. These two men reported most favorably of the propeller and an arrangement was made between Captain Ericson and Van Cleve, by which the latter became half owner of the patent on the propeller as far as it applied to the North American lakes, provided he put a propeller afloat on the lakes within one year. The result was the building of the Vandalia. When the propeller reached Buffalo, the Hollisters, a firm of ship-builders, then of Perrysburg, evinced much interest in the new steamer and Captain Van Cleve effected a bargain with Robert Hollister, by which he built
two propellers in 1842-'43—the Hercules and Samson. Sheldon Pease, now of Buffalo, was afterwards interested in the building of propellers at Cleveland, and their numbers then rapidly multiplied.* It will show the rapid change from steamboats to propellers, to state that in the year 1847 there were in commission on the lakes sixty-four steamboats and only twenty-one propellers; in 1861, fourteen years later, there were seventy-one steamboats and one hundred and eighty-two propellers.

In 1862, E. T. Evans made a contract with David Bell, of Buffalo, for the construction of an iron propeller; accordingly, in the early part of the year, Mr. Bell laid the keel of the first iron steamer constructed west of New York; she was eight hundred and fifty tons; the iron was rolled at the mills of Messrs. Pratt & Co., and almost the entire work was done in Buffalo. She was named the Merchant, and successfully navigated the lakes for many years. Mr. Bell has always been, and now is an ardent advocate of iron vessels for the lakes, and he has built many of the finest ones afloat. In 1876 the fleet of iron boats sailing from Buffalo harbor had increased to ten; besides the Merchant their names were, the Philadelphia, Alaska, India, China, Japan, Cuba, Java, Russia, Scotia, Arabia. Others have since been added.

The ship-building interest at this point is now mainly in the hands of David Bell and Samuel Gibson, builders of iron vessels. R. Mills & Co., Baker & Sons, Carroll Bros., William Hingston & Son, Riley Bros., Union Dry Dock Co., C. L. Dimmers, George H Nottcr, William Murphy, Joseph Supple.

The Tug Fleet.—In 1851, Sherman Petrie made an effort to get a tug built in Buffalo, but was unsuccessful, for the reason that no one had any confidence in the success of the craft in a pecuniary sense. A few years before that date the Charter was built here for service in towing rafts, but she can hardly be classed as a regular tug.†

About the year 1855, the first regular tug was put afloat in Buffalo waters; she was the Franklin, and was bought in Albany by William Farrell. She found plenty of business, and the construction of others rapidly followed. Cook Brothers were early tug owners, as was also Mr.——Curtiss, who built the P. F. Barton, among the first tugs built here, and a number of others. The tug fleet of Buffalo harbor now comprises fourteen large boats, which are controlled by Captain George Hand, the Independent Tug Line, and Thomas Maytham. There are also about twenty small tugs in the port, mostly owned by individuals.

* Josiah T. Marshall died in Buffalo November 23, 1875, at the age of seventy-two years. Robert Hollister died in Buffalo, September 23, 1877. The Samson and the Hercules were each about four hundred tons burthen. The Samson was burned at Cleveland, November 29, 1875.
† Mr. H. M. Kimno volunteers the statement that if the tug service had been introduced here before the construction of the Blackwell Canal, about 1846, that portion of the harbor system would have been unnecessary, at least at that time, as the tugs could have taken all vessels into the creek.
Transportation Companies.—The regular transportation companies which participate largely in the commerce and passenger travel on the lakes, with their headquarters at Buffalo, are:

The Union Steamboat Company, which was established and incorporated in 1869. The Lake Navigation Company and the American Transportation Company were in existence previous to that time, but had disappeared. The Union Steamboat Company is a combination of the old Erie Railway Steamboat Company with other interests. Its first manager here was S. D. Caldwell, and Jay Gould was the first president. The Company is now the owner of all the stock of the Union Dry Dock Company, which builds all the vessels of the steamboat company. S. S. Guthrie is the present president of the company, and Washington Bullard is manager. This company has built the following named propellers:—


The gross tonnage of the fleet is twenty-nine thousand tons. The company now runs fifteen steamers and two schooners.

The Lake Superior Transit Company was organized in 1878, and is incorporated under the laws of the State of New York. It is a joint organization, formed by the Western Transportation Company, the Union Steamboat Company and the Anchor Line, for the purpose of giving more efficient and stable transportation to the Lake Superior region. The company runs ten steamers between Buffalo and Duluth, and intermediate points. The boats are the largest on the lakes, and are first-class in all respects. The president is John Allen, Jr., and E. T. Evans is general manager.

The Western Transportation Company was incorporated in 1855, making it one of the oldest organizations of the kind; it owns thirteen passenger and freight vessels, which run in connection with the New York Central & Hudson River railroad. John Allen, Jr., is president and manager of the company, and John L. Williams, secretary and treasurer.

The Anchor Line has its headquarters at Philadelphia. Its corporate name is the Erie & Western Transportation Company. It runs in connection with the Pennsylvania railroad at Erie, and with the Buffalo, New York & Philadelphia railroad at Buffalo.

The Commercial Line of Steamers runs six propellers, doing almost an exclusively freight business.

The Lumber Interest.

The lumber interest of Buffalo has grown from a small beginning to its present enormous proportions chiefly during the past forty years. Down to about the year 1850, the lumber trade here, while sufficient for
the requirements of the place, had not assumed a degree of importance demanding especial attention. At that time the wholesale trade was confined to three or four firms. Among them were J. Thistlewort, who was located at the foot of Genesee street; William Hawkins, on the Ohio Basin; J. S. & J. L. Newton, on Court street. In 1852 S. D. Colie and J. S. Noyes established themselves in the business here, and both still remain in it and are among the heaviest dealers in the city.

Previous to 1850 the lumber supply was near at hand in Canada whence it was shipped across in small schooners, in cargoes of about sixty thousand feet: hemlock was brought in then and for many years after chiefly from the surrounding country on this side. Between the years 1855 and 1860, as the supply of Canada lumber became gradually reduced and the superior excellence of the Michigan pine became better known, shipments from that region increased, vessels bringing it down the lakes. In 1857-58 John S. Noyes, S. D. Colie, John Leighton, Joseph VanVleck, and, perhaps, others attempted to make a success of rafting timber down the lake from Saginaw; but the enterprise was soon abandoned; several rafts were lost and those which came through were a good deal damaged and their value depreciated. Since that time the shipments down the lakes have vastly increased from year to year, and cargoes have swelled in proportion with the increasing tonnage of vessels; two hundred thousand feet have often been shipped on vessels, while the great lumber barges that were introduced about 1862, are loaded with as much as six hundred thousand feet.

About the year 1859, as the supply of hemlock lumber became somewhat reduced in this vicinity, the valuable forests of Pennsylvania were drawn upon for this market. Mr. Colie claims the credit of having first brought hemlock lumber from Pennsylvania by rail; it came over the Erie road. The hemlock from that region is superior in quality and is handled here now in immense quantities.

The supply of black walnut formerly came principally from Ohio and Indiana, but the enormous quantity used in recent years has caused a scarcity and high prices, resulting in the shipment of much of the present supply from the southern states. The hardwood lumber trade of Buffalo is largely in the hands of Taylor & Crats, 269 Elk street, who have been in the business since 1864; and Scatcherd & Son, who have yards on Ohio Basin, Miami and Louisiana streets, and also on the opposite corner.

The wholesale lumber trade of Buffalo is now mainly conducted by the following individuals and firms in addition to those already mentioned:

E. & B. Holmes, 187 Michigan street; this business was established in 1852, when a small planing mill was put in; it was one of the first in Buffalo. In the manufacture of sash, doors, boxes and other wood work,
and the sale of lumber, this establishment ranks as one of the largest in the State.

C. P. Hazard, established in 1868, has now two yards, one at 92 River street and the other at 343 Louisiana street.

Haines & Co., established in 1861, as E. & G. R. Haines. They were then located on West Genesee street; since on Erie street, Nos. 253 and 255. Alfred Haines became a partner in the business in 1867.


Besides these representatives of the wholesale lumber trade, there are about forty retailers who distribute the imports to the consumers of Buffalo and vicinity.

The Coal Trade.*

Previous to the year 1852, the coal trade of Buffalo was confined to a few thousand tons of soft coal, which went to supply the foundries and shops of the place; only sixty thousand tons of this kind of fuel were brought here in 1852. From this insignificant import the receipts of coal in 1868 advanced to 299,914 tons, while now the total receipts over-run 3,000,000 tons. It was about the year 1860 or 1861, that anthracite coal was brought to this city in any considerable quantity; it is believed to have been first brought here by Jason Parker & Co., who were then located on Norton street. During the season of 1861, it was found difficult to dispose of 25,000 tons in the city. In that year, what was known as the Anthracite Coal Association, was formed, its object being mainly to market coal here at less expense to the producing interest and on a regular basis of prices. It was formed by the Delaware, Lackawanna & Western Co., J. Langdon and the Pittston & Elmira Coal Co. The latter company went out of existence, when the other two continued the Association until about 1870, when the Delaware & Hudson Canal Co., was made a member of the organization. In 1879 the Delaware, Lackawanna & Western withdrew, and the association continued as thus left

* Much of this able review of the Buffalo coal interest is taken from an exhaustive article which was printed in the Buffalo Express, in August, 1883.
until May, 1883. J. Langdon, referred to above, was in the coal business here as early as 1858; he is now succeeded by the firm of J. Langdon & Co., which is composed of J. Langdon, J. D. F. Sice and C. M. Underhill.

As manufacturing increased in Buffalo, and the city grew, a lack of transportation facilities from the coal regions was seriously felt; this was especially the case during the five years succeeding 1860. The great bulk of the hard coal then brought to Buffalo, came over the Central railroad; but as the demand increased, other lines were opened, giving more direct communication with the coal districts. The Erie (then called the Buffalo, New York & Erie,) then brought the coal of the Pittston & Elmira Coal Co., to the city. In 1865 the Buffalo, New York & Philadelphia railroad was chartered and opened in 1873. It has largely transported soft coal to this market since that time. Coal was first handled by chutes in this city, in 1870, by Langdon & Co. Their trestle was on the Erie Basin, foot of Genesee street.

Regarding the present extent of the consumption of anthracite coal in this city, it has been estimated that 285,000 tons were used here in 1882. Add to this 1,000,000 tons shipped by lake and take this sum from 1,933,000 tons estimated as last year’s hard coal receipts and it will give the rail shipments from Buffalo at 648,000 tons, which is probably much below the fact. The receipts of soft coal of all grades is given at 1,100,000 tons taking round numbers. A shipper estimates that 1,000,000 tons of soft coal passes through Buffalo annually without breaking bulk. This leaves but 100,000 tons for city consumption, while at least 400,000 tons are annually used. Putting the soft and hard coal aggregates together and dropping off quite a large fraction for the sake of round numbers the sum is 3,000,000 tons for last year.

Following is given a list of the leading local coal shippers, compiled as carefully as possible. The effort has been made to mention wholesale dealers who are more or less directly interested in the mines. Just where to stop is hard to tell, but the list given below is thought to fairly represent the coal trade of Buffalo, and a noble list it is. Upwards of 4,000,000 tons of hard coal, it is figured, will be handled in Buffalo this year, and over 1,500,000 tons of soft coal. This is an enormous increase over last year as figured above, which is considered low.

It is claimed, and with apparent reason, that the pioneer of the hard coal trade in the West was Jervis Langdon, who founded the house still bearing his name, in 1858. He died fifteen years ago, but lived to see the trade grown from nothing to an already large factor in business. The coal handled by the company is called Shamokin coal, which indicates a district of the anthracite belt. The product of half a dozen collieries in this district is handled by the company, part of which it owns. Of the coal brought to Buffalo and the Niagara bridges, J. Langdon & Co. han
dle about 200,000 tons yearly. The firm's Buffalo shipping wharves are situated at the foot of Genesee Street, and the company also lease wharves on the East side. No changes have been made in the company for some time except the reception of Mr. C. M. Underhill, formerly shipping agent into full membership.

The Butler Colliery Company at first a fixture in Corning and later in Elmira where the office is still kept, has, through an agent, done business in Buffalo since the first opening of its mines. Of these, five are located at Pittston and one at Carboudale. The annual capacity of these mines is about 1,000,000 tons of anthracite coal. They are only worked to half their capacity. This coal comes to Buffalo for re-shipment by lake, over the Erie road, and is handled over that company's extensive trestle on Buffalo Creek. The city agent is Mr. E. S. Hubbell. About 100,000 tons are handled here annually, though a much larger amount is promised soon. As is the case with other hard coal companies, points best reached by lake are supplied by that route and others by rail. The company has been in existence about twenty years.

The advent of the Lackawanna Coal Company to Buffalo dates back to 1861, when an office and a small yard were opened at the foot of Genesee Street. These are still in use by the company though long become too small to meet the wants of the trade. In 1868 the nucleus of the present plant at the foot of Erie street was bought as a sort of blind venture, and was not brought into use until 1876, when the present trestle and office were put up. The first coal was shipped from that point in 1880. Westward shipments were begun in 1861 by canal, though for the past three or four years the coal has come largely by the Central Railroad. With the completion of the company's road last winter it began bringing its own coal. The trestle fronting on the creek has thirty-nine pockets with a capacity of 4,000 tons. The coal comes from Scranton, where the company own a large number of collieries, mining nearly 5,000,000 tons yearly. About 1,500,000 tons of this comes to Buffalo. Besides the large lake trade much is sent West by rail and a large wholesale and retail business is done in the city.

The Lehigh Valley Company, which, with a railroad of its own at its back and ample trestles for shipment by lake, has been able to take a leading part in lake shipments, especially since the establishment of its line of steamers, which now numbers six steam barges of large size. For some time the company had no direct position in Buffalo, but sold its coal to Mr. E. L. Hedstrom. About five years ago, however, an agency was established under Mr. Peter C. Doyle, which remains unchanged. The old trestle, which stood fronting the creek near the Ohio Basin, was last year abandoned and a new one built opposite on the Blackwell. This new trestle has sixty-four pockets, capable of holding 5,000 tons
and having a frontage of seven hundred and fifty feet on the canal.
There is no stocking room here, but on the Tiiff farm, where extensive
canals are being dug by the company, a large area for storage is
reserved. The company has mines both in the Wilkes-Barre and Lehigh
districts, with an annual out-put of above 1,200,000 tons. The western
trade is large. No retail business is done in Buffalo. The Lehigh runs
its own trains into the city over the Erie tracks from Waverly and
brings here this year about 1,000,000 tons.

The firm generally known as Moser, Hoole & Co., was formed in 1878.
Mr. Hoole had formerly been in the same business in connection with E.
L. Hedstrom. Since the death of Mr. Moser in April, 1883, the firm
name has been A. J. Hoole & Co., though the older name is more often
seen. The firm does only a wholesale business, handling its coal over
the Erie wharves and shipping by the Erie railroad. The coal handled
by the firm is of the Pittston variety of anthracite, and comes from their
own mine, known as the Eagle shaft. Upwards of 100,000 tons were
handled last year.

The Pennsylvania Coal Company came to Buffalo in March, 1876,
and established an office at No. 10 Ohio street. The general western
superintendent is Thomas Hodgson, whose headquarters are at Buffalo.
The company has about seven hundred feet frontage on the Blackwell canal
and three hundred and twenty feet not yet in use. Shipping is made easy
and rapid by a trestle containing twenty-five pockets holding one hundred
tons each. The Pennsylvania Company’s coal is anthracite, coming from
Pittston and vicinity, where it has sixteen collieries. These produce,
when working full time, at least six thousand tons a day of which from one
to one thousand five hundred tons are just now sent to Buffalo via the West daily, mostly by rail. It is estimated that they bring in annually upwards of three hundred thousand tons. The coal is
brought to Buffalo by the Erie road, where it is distributed westward.

The Delaware & Hudson Canal Company has done business in hard
cold here since 1865, beginning with a general wholesale and retail traffic,
but confining its efforts to wholesale alone since March last. The
company owns thirty-four mines in the Wyoming Valley of Pennsyl-
vania. The coal is brought westward by the Erie. The company has
regular agencies both in Buffalo and Cleveland. The business here is
in charge of Mr. J. E. McWilliams, under the official title of “Western
sales and shipping agent.” The company has wharves and trestles on
the Buffalo creek. The company brings to Buffalo about three hundred
thousand tons this year.

Three years ago Andrew Langdon, well known as a member of the
cable shipping firm of Langdon, Richardson & Co., of Chicago, and also
from his business connections in Washington and elsewhere, came to
Buffalo and established himself in the same business. Mr. Langdon rep-
represents the coal interests of the Erie in Buffalo, and is the owner of the Enterprise and Grassy Island mines in the Pittston and Wilkes-Barre districts of the Wyoming Valley. In soft coal he handles the Blossburg and Daguscahonda varieties for the Erie company. His sales for last season were a fraction above two hundred and sixty thousand tons, about fifty thousand tons of which was consumed in Buffalo.

The firm name of G. R. Wilson & Co., has descended from the father of the present members Messrs. W. T. and G. R. Wilson, who began business here in 1842. The coal trade was then in its infancy, and much more than now was represented by Blossburg coal. Gradually the company worked into the hard coal trade as the consumption warranted. Blossburg coal comes from the Fall Brook and Morris Run mines to Buffalo by the Erie, and both hard and Blossburg coal are handled at the Erie trestles on the island.

In hard coal G. R. Wilson & Co. handle the product of the mines in the vicinity of Pittston. Their business this year will reach about one hundred thousand tons.

Until its alliance with the New York Central Railroad last year the Philadelphia & Reading Company made no particular effort to ship coal in this direction. For some years the company brought in the neighborhood of seventy-five thousand tons to Buffalo by canal, and this trade is continued. Since the completion of the Pine Creek Cross-cut railroad the coal has been coming in much larger quantities. The authorized agents of the company here are Albright & Co., who have for a long time managed the Reading's Southern trade. Their establishment in Buffalo dates from last year. The canal traffic is in charge of Mr. R. R. Hefford as shipping agent.

Mr. E. L. Hedstrom has been in the coal-shipping business about eighteen years, and deals largely in both hard and soft coal, though he is mostly interested in anthracite. This is of the Scranton variety and comes to the city by the Lackawanna road, over whose trestles it is handled. The soft coal handled by him is from the Falls Creek mines of the Reynoldsville district. His sales for Buffalo consumption will reach seventy-five thousand tons, while Western traffic closely approximates three hundred thousand tons yearly.

The firm of W. H. Davis & Co., was organized in the spring of 1882, though both the members have long been in the business. Mr. Davis was for some time at Suspension Bridge, and came to Buffalo about two years ago where he engaged in business as a middleman. Mr. Howard M. Smith has been identified with the trade for some fourteen years, for the last four years in Buffalo. For a number of years he was connected with the Pennsylvanias Company. When the interests of the two were consolidated they became miners and shippers and have already built up a large and prosperous business. They own the Fairmount
colliery at Pittston, which has a capacity of from eighty thousand to one hundred thousand tons. The firm has also a large trade in Lehigh and ships West by both rail and water.

The firm of W. L. Scott & Co., though not miners, handle the out-put of several collieries, which would not, without including them, be reckoned with Buffalo’s coal traffic. They are established at Erie and have no office here; still, about two hundred thousand tons of their coal is shipped yearly by lake from the B., N.Y. & P. R. R. trestles on the lake side of the Blackwell. The handling is in charge of William Berryman. The coal is from the Mahanoy district of the Philadelphia & Reading’s mines. As the firm buys the whole out-put of several collieries it does not go under the name of Reading coal. The trestle used is a very good one, having thirty-eight pockets. The firm has been doing business in Buffalo about six years.

The product of the Excelsior colliery is turned over by W. L. Scott & Co. to F. H. Goodyear, who handles one hundred thousand tons a year, shipping entirely by rail, and selling to local dealers. His trestle for the city trade, situated at Eagle and Emslie streets, is one of the best of its kind. Besides this amount of hard coal not included in other estimates, Mr. Goodyear buys the whole out-put of the Cameron Coal Company’s mine, in Cameron county, Pennsylvania. This is soft coal and amounts to about thirty-five thousand tons, nearly all of which is brought to Buffalo. The business has been in existence about twelve years.

The soft coal interest has been much affected of late by the fast growing importance of the Buffalo, New York & Philadelphia Railroad, as an owner of coal land as well as in its capacity as a carrier of the product of outside mines. The recent purchase of the Fairmount Coal Company’s mines in Clarion and Jefferson counties, Pennsylvania, brought the road two collieries in operation, and 5,000 acres of undeveloped coal land. The Northwestern Coal & Iron Company, organized in July, 1882, in the interest of the road, has from 2,000 to 3,000 acres under lease in Venango and Butler counties. The road has also bought the Long Run Coal & Iron Company’s interest in Clarion county, Pennsylvania, which has one colliery of a daily capacity of forty cars. There is, lastly, the Buffalo Coal Company with 16,000 acres of coal lands in McKean county, Pennsylvania. A glance at these combinations, all of which are composed of stockholders of the B., N.Y. & P. R. R., will be sufficient to indicate the importance and rapid advancement of the road as a factor in the soft coal field. Of this coal the Fairmount is the best, being in great demand by gas companies as well as for steam purposes. Mr. Ensign Bennett, who built the Genesee Valley Canal branch of the road, has now settled down in Buffalo as general agent for the company and general manager of its coal interests. One hundred thousand tons will be brought here this year.
The Rochester mines, owned by Bell, Lewis & Yates, are among the best-known in the Reynoldsville coal district, both in amount of output and quality of coal. Of the two hundred coke-ovens in this district, fifty-six belong to this firm. The monthly production is about 35,000 tons. Last year these mines sent 250,000 tons of coal to Buffalo, and 25,000 tons of coke. During the present season the firm has made a contract for furnishing a large amount of its coal to the Canada Pacific Railway at Fort Arthur, on Lake Superior. The shipments are to be made by lake.

The Hamilton Coal Company came to Buffalo five years ago, and is now one of the most important of those represented here. Last season it brought 100,000 tons of soft coal here. Perhaps one-half of this amount is consumed here, while the rest goes eastward and into Canada. The mines are situated at Reynoldsville, Pennsylvania, whence shipments are made by the Erie, and B., N. Y. & P. R. R., with the Rochester & Pittsburg already bidding for a share of the trade. The Company have a transfer dock near the Coatworth elevator in the Erie Basin. The Buffalo office is under the management of Mr. A. V. Armstrong, general western agent.

The history of the Sandy Lick Coal company goes back to the opening of the old Sandy Lick mine near Dubois, Clearfield county, Pennsylvania, in 1875, which proved a failure. The enterprise was abandoned for a more promising claim near by, which on working developed into the Hildrup mine, which produced one hundred and twenty-five thousand tons last year. The property is owned by the proprietors of the Harrisburg Car Manufacturing company, and the Buffalo office is in charge of Mr. E. M. Ashley, who became the company’s agent here about two years and a half ago. At least two-thirds of the coal brought here by the company is sold in the city. Probably one hundred thousand tons for Buffalo would be a fair estimate.

The well-known soft-coal firm of Smith, Cant & Co., was changed into the more representative name of Powers, Brown & Co., in March 1880. The Buffalo interests are managed by Mr. Andrew Cant, while Mr. I. Craig Smith is manager of the mines. These are known as the Sprague and Soldier’s Run collieries, situated at Reynoldsville, Jefferson county, Pennsylvania. The company is a stock concern, and gets its name from Messrs. Joseph H. Brown, president, and Abram Powers, vice-president, of Youngstown, Ohio. Mr. Cant has spent twenty years in the soft-coal business in Cleveland, but came here in April, 1880. The mines have a capacity of from one thousand two hundred to one thousand four hundred tons a day. The coal reaches here by the Erie (Southwestern) and B., N. Y., & P. R. R.

Frank Williams & Co., entered the wholesale soft-coal trade in 1873, and are proprietors of the Oak Ridge and Washington mines, beside
part of the Pancoast mine, which are situated in the edge of the Reynoldssville district near Fairmount station on the Allegheny Low Grade Railroad. Last year’s trade was a little more than one hundred thousand tons, of which, perhaps, eighty-five thousand tons came to Buffalo.

The Clearfield Coal company derives its name from Clearfield county, Pennsylvania, which is in the Reynoldssville region. Its mines are accessible by the Rochester & Pittsburg lines connected with the Buffalo, New York & Philadelphia railroads. Although these mines have but two openings, the company owns a tract of twenty-two thousand acres in connection with them. The Buffalo agent is Mr. H. C. Springer, who also has the agency of the Snowshoe mines, located in Center county. Mr. Springer has been in the business in Buffalo seven years, and handles about sixty thousand tons of soft coal a year. He also sells largely of hard coal, which he buys from the Butler Colliery company.

The firm of G. Elias & Bro. is among the new comers, having begun business here February 15, 1873. The hard coal handled is the Excelsior anthracite, from the Mahanoy field of the Shamokin region, and the soft coal from the Cascade mines of St. Mary’s, in Elk County. The business was removed to this city from Cameron, Pa.

The firm of Bright, Dowdell & Co., located in Buffalo in March last and is represented by Mr. Dowdell, Mr. Bright being in the hard coal business in Philadelphia and seldom coming here. The company’s supplies are drawn from the Ormsby and Hickory mines at Jackson Centre, Mercer County, Pa., and are shipped over the Lake Shore and the Nickle-plate as well as the B., N. Y. & P. R. R. The two mines now have a capacity of seven hundred and twenty-five tons a day. The firm will have nearly one hundred thousand tons in 1883.

There are seven coal trestles for lake shipment in Buffalo, each having a water frontage of from 600 to 1,000 feet—the Pennsylvania, Buffalo, New York & Philadelphia, Lackawanna, Delaware & Hudson, J. Langdon & Co., Lehigh, and Erie. The sum of $2,000,000 is a very low estimate of the value of these properties. The Lehigh Company owns six propellers of the largest size. Their names and value as given by Lloyds, are as follows:—Clyde, $90,000; Fred Mureur, $85,000; Oceanica, $95,000; H. E. Packer, $85,000; R. A. Packer, $58,000; Tacoma $119,000. This gives a total of $532,000 invested by this one company in tonnage. Forty-five other vessels are engaged in carrying coal when any is to be had. Their aggregate value as given by Lloyds is $1,450,000, giving a total with the Lehigh of nearly $2,000,000 worth of property engaged in carrying the product of the coal fields from this port. Then there is the rolling stock.

As to the capital invested in the business, each ton of hard coal costs for handling alone, from $3 to $5. Taking an even 4,500,000 tons, therefore, as the receipts, $18,000,000 is expended. Soft coal costs, per-
haps, $2 a ton on an average, making an outlay for handling the million and a half of $3,000,000—a total of both hard and soft coal of $21,000,000.

Below are given two tables showing the estimated number of tons of hard and soft coal handled in Buffalo in the season of 1883:

<table>
<thead>
<tr>
<th>HARD COAL</th>
<th>SOFT COAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>J. Langdon &amp; Co.</td>
<td>Buffalo, New York &amp;</td>
</tr>
<tr>
<td></td>
<td>Philadelphia...</td>
</tr>
<tr>
<td>Butler Colliery Co.</td>
<td>Bell, Lewis &amp; Yates...</td>
</tr>
<tr>
<td>Lackawanna Coal Co.</td>
<td>The Hamilton Co...</td>
</tr>
<tr>
<td>Lehigh Valley Co.</td>
<td>The Sandy Lick Co...</td>
</tr>
<tr>
<td>A. J. Howe &amp; Co.</td>
<td>Powers, Brown &amp; Co...</td>
</tr>
<tr>
<td>Pennsylvania Coal Co.</td>
<td>F. Williams &amp; Co...</td>
</tr>
<tr>
<td>Delaware and Hudson</td>
<td>The Clearfield Co...</td>
</tr>
<tr>
<td>Canal Co.</td>
<td>G. Elias &amp; Brother...</td>
</tr>
<tr>
<td>Andrew Langdon</td>
<td>Bright, Dowell &amp; Co...</td>
</tr>
<tr>
<td>G. R. Wilson &amp; Co.</td>
<td>100,000</td>
</tr>
<tr>
<td>Philadelphia &amp; Reading</td>
<td>75,000</td>
</tr>
<tr>
<td>E. I. Hedstrom</td>
<td>375,000</td>
</tr>
<tr>
<td>W. H. Davis &amp; Co.</td>
<td>80,000</td>
</tr>
<tr>
<td>W. L. Scott</td>
<td>200,000</td>
</tr>
<tr>
<td>F. H. Goodyear</td>
<td>100,000</td>
</tr>
<tr>
<td>GRAND TOTAL</td>
<td>Total...</td>
</tr>
<tr>
<td></td>
<td>4,530,000</td>
</tr>
<tr>
<td></td>
<td>Total...</td>
</tr>
</tbody>
</table>

The retail coal business of Buffalo is conducted by over a hundred dealers, distributed in different parts of the city.

**Live Stock Trade.**

To attempt to give the exact date when Buffalo first became a point where dealers bought and sold live stock, is an impossible task. The "oldest inhabitant" in the live stock trade cannot remember when there was not some traffic in this branch of the city's trade, which has now assumed such proportions that it is an undisputed fact that more actual money transactions are made at the live stock yards, than in any other special branch of Buffalo's business. Such facts as have been accessible from some of the older dealers in the trade are here given.

About the first prominent point in the city used for marketing live stock was what was known as "Joslyn's Yard's," which were opened in the year 1852 at a point nearly a mile below what is known as the "Junction," where Swan and Seneca streets unite. The principal feeder was the old Buffalo & State Line railroad company; a great deal of the stock coming to the city was also brought in by lake, and it was no uncommon sight in those days to see a drove of hogs, cattle and sheep over a mile in length reaching from the foot of Main street out towards the stock pens; many a fine "porker" found his way from these droves under the barns or into the yards of residents along the road and was never claimed by the owner. A shortage of a few head in every drove was in those days not an unusual thing.

Shortly after Joslyn's Yards were started, yards were used for the same purpose at a point where the Lake Shore and Erie railroads exchange freight or at what is known as the Elk Street Junction, by a Mr. Lowry, who was succeeded by Mr. James Metcalfe, who was for
years afterwards president of the First National Bank of Buffalo, and
who also for years carried on the business of dealing in hogs at the pre-
sent yards with Mr. Thomas Cushing, the firm being the well-known one
of Metcalfe & Cushing. Mr. Metcalfe at the same time kept the "Drover's
Home." The house is still standing and at present is occupied as a
family residence. At the same time that "Joslyn's" and "Metcalfe's"
were running, Mr. Cushing, the father of Mr. T. W. Cushing, of the firm
of Metcalfe & Cushing, and since the death of Mr. Metcalfe, of the firm of
Gibbs & Cushing, rented a large tract of land on the lake shore, about
two miles outside of the present city limits, where hogs were yared,
fed and dealt in, the growing trade demanding more extensive quarters
than the other yards afforded.

About the year 1856, W. V. Woods, then a prominent dealer, opened
yards on Seneca street, about a half-mile below "Joslyn's," where quite
a traffic was carried on for about two years. There were also smaller
yards or pens in different parts of the city on Hamburg street, Seneca
street near Kinney's Alley, and Swan street.

In the year 1855, Mr. B. Dickey rented what is known as the Tiift
farm, which became the central point of trade. In 1856, Mr. Scott pur-
chased Mr. Dickey's interest in the business, which he disposed of in
1857 to Mr. Crocker, the father of the present superintendent of the
New York Central yards. These were built in the year 1864. Mr.
Crocker gave up his Elk Street yards and took the management of the
present yards, which he continued up to the time of his death in 1874,
when Mr. L. L. Crocker assumed the management. The business shortly
after became greatly centralized, and other pens gave way to the march
of improvement and to the present extensive yards which are second in
size only to the largest in the world—those at Chicago.

The Eric yards, situated opposite the New York Central yards, were
built in 1865, by a company composed of Mr. E. Swope, T. L. Kerr and
W. V. Woods, under the general supervision of Mr. John Hugbee, of
the firm of Swope, Hugbee & Waltz, where, for a time, quite an extensive
business was carried on. The greatest drawback to the trade at that
time was the condition of the streets, which were not paved.

The business at the yards has steadily increased. Many of the firms
doing business there have been long established and are of undoubted
standing, and the prospects were never brighter than at the present
time, with new roads centering in the city and running through the rich
est country on the globe. With the added facilities for handling stock,
and the great and steady increase of population, Buffalo's live stock trade
must make rapid strides in the near future.

The reader who has given the foregoing items even a cursory study,
will have gained a good idea of the steady and rapid growth of the com-
mmercial and navigation interests of Buffalo. That such growth will con-
continue with the farther development of the great West and the general increased wealth and prosperity of the country, no observing person can doubt.

It is probable that Mr. Ball little knew what a prophecy he was uttering when he wrote in his pamphlet of 1825:—

"When we contemplate the progress of the settlements in Ohio, the western parts of Pennsylvania and New York, for the last twenty years; when we view the daily increasing current of emigration, the immense prostration of the forests yielding to the industry of the husbandman, the hardihood and intelligence of those who are making the 'wilderness blossom,' we can hardly limit the imagination to the extent of the wealth and population which will ultimately be comprehended within those vastly fertile regions. But that their surplus products will be wafted to this place and bartered for other commodities, or re-shipped on board canal boats for an eastern market, there can be no doubt; and there can be as little doubt that upon the extent and profits of this commerce is based the future prosperity and opulence of this village."

BUFFALO BOARD OF TRADE.

Although for many years after the completion of the Erie canal the trade and commerce of Buffalo had given earnest of future greatness and promised that the city was to become an important market, yet there seemed to be no call for the formation of a body which might expedite the labor and afford conveniences for shippers until the year 1844. In the winter of that year the growing need of such a body was felt which led to the incorporation of the Buffalo Board of Trade. It was the seventh society of its kind on the Western continent. R. H. Haywood seemed to be one of the leaders in the movement. In pursuance of his suggestion, and his offer to build a suitable room for the transaction of the business of the proposed Board, a meeting was held on January 16, 1844, in the office of Joy & Webster, then located in the Webster Block, where, after considering the propriety and possibility of organizing a Board of Trade, the gentlemen appointed a committee comprising J. L. Kimberly, S. Purdy, Philo Durfee, R. C. Palmer, William Williams, (druggist), who drew up a constitution and by-laws. These were adopted at the second meeting held on January 30, 1844. At the next meeting on March 11th, R. H. Haywood was honored with the first presidency of the new society. The remaining offices were distributed as follows: George B. Webster, first vice-president; William Williams, second vice-president; Philo Durfee, A. H. Caryl, James Hollister, H. M. Kinne, J. C. Evans, Sidney Shepard, N. Hayden, J. L. Kimberly and George Palmer, directors; John R. Lee, treasurer; Giles K. Coats, secretary. In fulfillment of his promise to furnish a "Change," Mr. Haywood erected a building between September, 1844, and the following May, on the corner of Hanover and Prime streets, and designated it the Merchant's Exchange. On the 10th of March, 1845, the first officers
were re-elected. The Board first occupied the new building June 5, 1845. Since that date the following have been the successive 

presidents-elect:—

March 10, 1846, R. H. Haywood; March 13, 1847, Henry Daw; 
March 13, 1848, Philo Durfee; March 13, 1849, George B. Walbridge; 
March 13, 1850, H. E. Howard; March 10, 1851, H. E. Howard; March 
8, 1852, S. H. Fish; March 13, 1853, Samuel J. Holley; March 13, 1854, 
H. Niles; March 12, 1855, G. S. Hazard; May 6, 1856, M. S. Hawley; 
March 7, 1857, G. S. Hazard; April 12, 1858, J. R. Bentley; April 12, 
1859, A. Sherwood; April 12, 1860, C. J. Mann; April 16, 1861, J. Parker; 
April 14, 1862, G. S. Hazard; April 12, 1863, G. S. Hazard; April 12, 
1864, G. S. Hazard; April 11, 1865, S. H. Fish; April 11, 1866, P. S. 
Marsh; April 9, 1867, P. S. Marsh; April 15, 1868; J. H. Vought; April 
13, 1869, S. S. Guthrie; April 13, 1870, Charles G. Curtis; April 13, 
1871, James G. Sawyer; April 13, 1872, Alfred P. Wright; April 13, 
1873, Charles A. Sweet; April 13, 1874, E. P. Dorr; April 13, 1875, 
Cyrus Clarke; April 13, 1876, Cyrus Clarke; April 13, 1877, Alonzo 
Richmond; April 13, 1878, William H. Abell; April 13, 1879, Jewett M. 
Richmond; April 13, 1880, George Sandrock; April 13, 1881, John B. 
Manning; April 13, 1882, Jacob F. Schoellkopf.

So far as the records reveal the names of the several secretaries, 
they are given as follows: In 1844-45, Giles K. Coats; 1867, J. J. Hen-
derson; 1859, T. C. Boynton, 1860-62, H. Wilcox; 1863, William 
Thurstone. It is much to Mr. Thurstone’s credit that from 1863 to 
the present time, he has been in the office of secretary without interrup-
tion, and without any solicitation on his part.

On the 3d of March, 1857, a new charter was obtained and a new 
constitution and by-laws were adopted in adjustment to the growing 
business of the city and Board. The Buffalo Board of Trade, though 
avowedly organized for the promotion of convenience and expedition of 
business, has been of great benefit to the city in other respects; the 
increase of business and the making of Buffalo a market for western 
produce, constantly sought by the members of the Board, could not but 
result in various advantages to the place. The Board has often been the 
instrument, and not infrequently the chief or sole cause, of reforms 
which have been of the greatest importance to Buffalo as a commercial 
port. The tendency of the railroads seems to have been to reduce rates 
from Chicago to the east without allowing a proportionate reduction 
from Buffalo, thus making the latter a mere way station. The Board has 
steadily resisted this tendency through the medium of municipal legis-
lation and through improvements on the Erie canal.

During the last war the Board was active in furnishing funds for the 
prosecution of hostilities, providing for the maintenance of troops and 
the relief of women who had devoted themselves to the cause.
In April, 1870, G. S. Hazard and Alonzo Richmond were commissioned by the Board of Trade to appear before the Canal Board to advocate a reduction in canal tolls in behalf of the State of New York. They succeeded to the extent of reducing the tolls a fraction over three cents a bushel for wheat, within a fraction of one cent on corn, a fraction over six mills on oats, on coal fifty per cent., and a liberal reduction on salt, lumber, staves, iron ore and many other articles. This was the final victory after fifteen years of continual warfare for reduction.

The Board has worked hard for all enlargements and improvements upon this channel of commerce, such as the abolition of tolls, weigh locks, etc. Its exertions in bringing to light facts relative to canal navigation led to discussions of the questions in New York and interior towns, which resulted in large public meetings, the adoption of resolutions, the appointment of committees, etc.; and finally culminated in 1882, in the measures which made the canal free and abolished sinecure offices.

After so honorable a history it is gratifying to record that the prosperity of the Buffalo Board of Trade is becoming more and more manifest. They now own and occupy a new building on Seneca street, corner of Pearl, built by them after the repeated agitations of years. The Up-town Movement, as it was called, assumed definite shape in April, 1880, on the 17th of which month resolutions were adopted favoring the project. Various committees were from time to time appointed, until about May, 1882, when a call was issued for plans, and in July, Milton E. Beebe, of Buffalo, furnished plans in competition with fifteen others, which were accepted. In a few months the building was in process of construction and was ready for occupancy in the fall of 1883. It extends one hundred and thirty-two feet on Seneca street, sixty-two feet on Pearl, and is one hundred feet in height. It consists of seven stories in addition to the basement. The Board occupy the fourth floor and nearly all of the fifth for their own purposes, the rest being used for offices. The building entire cost about $150,000, besides the cost of the lot, viz: $100,000.

The active existence of the old organization has now in reality passed away and is succeeded by a society of broader scope, the Merchants' Exchange of Buffalo, which was chartered in the spring of 1882. The object of the Merchants' Exchange is best expressed in the words of the charter:

"The corporation shall have power, in and by their corporate name, to purchase, lease, hold and mortgage real or lease-hold estate in the city of Buffalo, and to erect thereon a building for the purpose of a Merchants' Exchange and such other purposes as may, in the opinion of the trustees of said corporation, tend to carry out the design of such institution and promote the convenient transaction of the business of dealers in grain, flour, provisions, oil, coal, lumber, iron, and all other kinds of property
in the city of Buffalo; and when said building shall have been obtained or erected they shall have power to lease the same or parts thereof and to receive the rents and profits arising from said rents and apply the same as the board of trustees shall direct."

In the by-laws of the organization the objects are further stated to be to provide and regulate a suitable room or rooms for the Merchants' Exchange in the city of Buffalo; to inculcate just and equitable principles in trade; to establish and maintain uniformity in commercial usages; to acquire, preserve, and disseminate valuable business information; and to adjust controversies and misunderstandings between its members.

On the 2d of July, 1883, the following were elected trustees for the year ending the second Wednesday in January, 1884:—


On July 16th, at the first meeting, the following officers were elected:—

James N. Scatcherd, President; Eric L. Hedstrom, Vice-President; Charles A. Sweet, Treasurer; William Thurstone, Secretary.

CHAPTER VII.

THE ELEVATORS OF BUFFALO.


It is a high honor to the city of Buffalo that on her wharves was erected the first steam storage and transfer elevator in the world. In the light of the intimate connection existing between her present extensive elevator system and her large lake and commercial interests, this fact becomes one of significant importance. When in the year 1841 the shipment of grain through Buffalo from the West had reached nearly 2,000,000 bushels, having quadrupled during the preceding five years, it began to be apparent to observing men who foresaw the immense grain producing capacity of the vast western territory, that even the heavy shipment