The glucose manufacture of Buffalo is one of the most important single interests in the city, although its principal development has been within a comparatively short period of time. The business was started in the spring of 1867, by J. Firmenich,* and Fox & Williams, two separate firms. On the 1st of January, 1874, the Buffalo Grape Sugar Company succeeded Fox & Williams; this was changed to the American Grape Sugar Company in 1878. In the spring of 1883 these were all consolidated as the American Glucose Company, with works at Leavenworth, Kansas; Tippecanoe City, Ohio; Iowa City, Iowa; and Peoria, Illinois, besides the great establishment in this city; the works here are located partly on Scott street, where they occupy an eight-story building, one hundred and sixty by two hundred and ten feet, with two other large structures, one at the foot of Court street, corner Fourth, and one on Jefferson street. About one thousand men are employed in the works in this city. The company's offices are at 19, 21 and 23 West Swan street. The officers of the company are C. J. Hamlin, President; J. Firmenich, First Vice-President; Harry Hamlin, Second Vice-President; William Hamlin, Treasurer; William H. Almy, Secretary.

There are two very large soap manufactories in Buffalo, the earliest one being established by William Lautz in 1853, upon the somewhat limited capital of five dollars. Since that small beginning was made, the business has steadily grown and the present plant on Hanover street, extends one hundred and seventy by one hundred feet; the building is five stories high. There are nine tanks for boiling purposes, each having a capacity of 150,000 pounds and five of the same dimensions for tallow. Two hundred employees and six teams are kept at work. Three branch offices are connected with the business, one in Philadelphia, one in New York and one in Chicago. The individual members of the firm are J. A. Lautz, C. Lautz, F. C. M. Lautz and Mrs. E. Lautz. The other large soap manufactory is that of R. W. Bell & Co., whose business was founded 1863, on State street, succeeding John M. Gilbert. The works were removed to the present location in 1875, when the buildings now used were erected. The building is one hundred and thirty by one hundred and twenty-four feet and five stories high; the capacity is about 1,000 boxes daily; one hundred and fifty hands are employed. In the manufacture of soap; one half a million dollars are invested in Buffalo.

It is an interesting fact in connection with the manufactures of Buffalo, that the first billiard table made in the State west of New York was made here in 1825, by Jeremiah Staats; he was then located on Niagara street near Main, where he was burned out in 1830. He is now located at 32 Staats street. Other billiard table manufacturers here are H. W. Kruse, 187 Main street, Adam Braun, 203 Genesee street, and

* See biographical sketch in subsequent pages.
John Strycher, 11 Seneca street. The J. M. Brunswick & Balke Co. have an establishment at 597 Main street.

The firm of Pratt & Letchworth, 52 Terrace, is one of the foremost in the country in the manufacture of saddlery hardware. The company was formed in 1850 and is composed of P. P. Pratt and Josiah Letchworth. They are proprietors of the Buffalo Malleable Iron Works on Tonawanda street, where 500 hands are employed, and also manufacture largely in the penitentiary, under contract.

Harvey D. Blakeslee began the same business in 1879, on Washington street, and is now located at 135 and 137 Main street.

The Buffalo Scale Works is an important manufacturing establishment, which was founded in 1860, as an incorporated company and was located where it now is. Edward S. Rich was the first president and John R. Linen the first secretary. The business has grown until now their products are shipped to all parts of the world and their scales are made to weigh accurately the standards of all nations; the Buffalo scales have also been adopted by the United States Government. Fifteen to twenty thousand scales are now made annually. From one hundred and fifty to two hundred hands are employed. The present officers of the company are John R. Linen, President; L. Chestnutwood, Treasurer; A. A. Houghton, Secretary; J. H. Usher, Mechanical Superintendent.

The Niagara Stamping and Tool Company, 147 Elm street, was established in 1879, by the present proprietors, Adam Heinz, Michael J. Stark and George J. Munschauer; they employ about sixty hands and manufacture tools and machinery for making tin cans and canning outfits, and stamp tin and other metals.

On the 1st of September, 1878, the Buffalo Wire Fence Company began business on Hanover Street. Two years later the works passed to the hands of H. B. Scott & Co., who located the business on the corner of Michigan and Folsom Streets, where it has remained since. When the business was commenced, the capacity of the works was only 2,500 pounds daily; this has been increased to 25,000 pounds. The firm of H. B. Scott & Co. was dissolved in 1883 and the incorporated company was organized, known as the H. B. Scott Company. About twenty-five men are employed and the industry is rapidly growing. B. A. Lynde is secretary and treasurer of the company.

The planing mill and general wood-working industry in Buffalo is one of importance and one of the oldest in the city. The business now conducted on a very large scale by Lee, Holland & Co., on the corner of Court, Wilkeson and Fourth Streets, was established in about the year 1832, by P. L. & L. L. Eaton; it was for years known as the Eaton planing mill. James H. Brown, who had been a silent partner from the beginning, was given a place in the firm name in 1858, the style being
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Eaton, Brown & Co. In 1868 the name was again changed to Clarke, Holland & Co.; in that year Chas. S. Clarke and Henry Montgomery came in. The present firm name was assumed in 1881. The members of the firm are J. H. Lee, Franklin Lee, N. Holland, H. Montgomery. About two hundred men are employed. In the large buildings occupied by the firm are also H. J. Comstock, lounge manufacturers, and Weir Bros., stair manufacturers, employing together sixty to seventy men.

The planing mill plant of E. & B. Holmes is located on Michigan street and the canal. The firm was established in 1852 and the business has grown to vast dimensions, covering the whole field of manufactured lumber for building purposes. The members of the firm are E. Holmes,* B. Holmes, J. B. Holmes and J. Deitz. The firm of E. & B. Holmes, (composed of E. Holmes, B. Holmes* and J. B. Holmes,) also conduct a large barrel factory and iron works at 59 Chicago street, from which a product of great value is turned out and shipped to all parts of the world.

Boller & Recktenwald established a planing mill at their present location in 1862. Nicholas Schreiner, now running a similar establishment on Ash street, was then a member of the firm. Their location is on the corner of Chicago and Carroll streets. The individuals of the firm are C. Boller and N. C. Recktenwald. Among the other representatives of this interest in Buffalo are Burt & Mead, Ganson street, near South Michigan; Hoeffler Brothers, 151 Elm street; Joseph Churchyard, 650 Clinton street; R. H. Thayer & Co., foot of Church street; J. R. Munroe, 260 Bryant street; Jacob Jaecle, 915 Genesee street; Jacob Haselbeck, 585 to 591 Jefferson street; Chas. J. Hamilton, Erie street, corner of Terrace; Fisher & Klaus, 920 Seneca street; Jacob Uebelhoer, 200 Cherry street, and some others of less importance.

The Clark Manufacturing Company, 418 to 428 Niagara street. The business now conducted under the above name, was begun in Mount Pleasant, Iowa, in 1864, by J. K. Clark and his brother, C. B. Clark, the former gentleman being still at the head of the establishment. In 1868, they came to Buffalo and established themselves in the well-known "Bee Hive" building, on the corner of Niagara and Virginia streets. At this time E. L. Ferguson and H. R. Clark, brother-in-law and brother of the original proprietors, were admitted to the partnership. In 1872 they erected the buildings which they now occupy. In 1880, C. B. Clark, by reason of ill health, retired from the firm. In March, 1882, he died in Philadelphia. The buildings used by this company extend one hundred and thirty-five feet square; about one hundred and fifty hands are employed. They manufacture builders' hardware.

Thomas F. Griffin & Sons manufacture car-wheels, etc., on Forest avenue, near Niagara street. The business was established in March,

* See biographical sketch in subsequent pages.
1883. The firm is composed of Thomas F. Griffin, Thomas A. Griffin and P. A. Griffin. The building covers about six hundred by seventy feet.

The Pitts Agricultural Works, Fourth street, corner of Carolina, were founded in 1854, on the site still occupied by John A. Pitts, who was at that time proprietor of a similar establishment in Rochester. In 1859, Mr. Pitts died and the business was then conducted under the management of James Brayley and John B. Pitts, son-in-law and son of the first proprietor. After the death of John B. Pitts in 1866, Mr. Brayley remained at the head of the concern until its incorporation in 1877. The incumbent officers are Mrs. M. A. Brayley, president; Carleton Sprague, vice-president; Thomas Sully, secretary and treasurer. Portable and traction farm engines, the apron thresher, vibrating threshers, etc., are the products of this important industry. John A. Pitts was the inventor of the apron thresher, the Pitts mounted horse-power and the vibrating threshers. It is stated that they manufacture about three hundred engines and seven hundred separators annually. The works cover an area in three plats, as follows:—office and factory, three hundred and thirteen by two hundred and ten feet; lumber yard, three hundred and thirteen by one hundred and sixty-four feet; store-house, one hundred by one hundred and sixty-four feet. In July, 1879, the buildings were burned to the ground, but new ones were completed on the old foundations before the following January. About three hundred men, including salesmen and office employees, are kept in pay.

The Shepard Hardware Company are proprietors of an establishment on Forest avenue, Erie canal and Black Rock harbor, that was founded by Mr. John D. Shepard, who also founded the business now known as the King Iron Works, in 1845; the King Iron Works were formerly known as the Shepard Iron Works. The present works of the Shepard Hardware Company were established in 1866, and were first carried on at the corner of Chicago and Miami streets. January 1, 1883, Mr. Shepard's sons and successors moved to their present quarters at the junction of Forest avenue and the Erie canal. The buildings cover about three and one-half acres of ground, the foundry alone being five hundred and fifty feet in length. About two hundred hands are employed. Although for years the business had been conducted chiefly by the sons of the proprietor, viz: Charles G. Shepard and Walter J. Shepard, the father remained the nominal head until January, 1878; since then the sons have been sole proprietors. The products of the establishment are hardware specialties of almost every description.

The firm of J. B. Sweet & Son have been engaged in the manufacture of children's carriages in this city since 1865; it is the only establishment of the kind in the city, and is now located at 297, 299 and 301 Niagara street. J. B. Sweet went into the business in 1866, and the present firm was formed in 1871; they were formerly located on the cor-
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The corner of Scott and Michigan streets, and have occupied their present location for ten years past; about forty men are employed.

L. & I. J. White are largely engaged in the manufacture of edge-tools and machine knives at 310, 312 and 314 Exchange street; they came here from Munroe, Mich., about 1838, and located first at Black Rock; they removed to Ohio street, where they were burned out, locating immediately after where they now are. It is an important industry.

The manufacture of illuminating and lubricating oils is carried on here on a large scale by F. S. Pease at 65 and 67 Main street, and 82, 84 and 86 Washington street. Mr. Pease founded the business in 1848 and has made it an important industry. The Buffalo Lubricating Oil Company, 55 Main street, is also largely interested in this industry. There are several large refineries of illuminating oils.

There are three or four large starch works in the city. C. Gilbert established himself in the business in 1864, near the present site, at the foot of Hamilton street, where his son now conducts the works. About twenty-five tons are turned out here daily; the works comprise three large buildings, besides commodious out-buildings. Wesp, Lautz Bros., & Co., began starch manufacture at Black Rock in 1877; in the following year they erected their present buildings at the junction of Oneida, Bond, Addison and Lord streets. In this factory about one hundred and fifty hands are employed. The individual members of the firm are, Phillip Wesp, George Wesp, J. Adam Lautz, Fred, C. M. Lautz and Martin F. Lautz. The International Starch Works is another large establishment which was opened for business in 1877, at Black Rock, by the present proprietors. The works comprise several commodious buildings and employ fifty hands. Their capacity is four hundred bushels of corn daily. The same firm also run a barrel heading manufactory at the same location, which turns out 2,000 headings per day.

The Riverview Pickle and Vinegar Works, established in 1868, by John L. Kimberly, Jr., on Hanover street, is now one of the largest concerns of the kind. A few years after it was established, he removed to Chicago street and from there in the fall of 1882, to the present location on Fourth street, near Maryland. About 12,000 barrels of vinegar and 6,000 barrels of pickles are made annually, employing ten to fifteen men.

Carriage and wagon making is extensively carried on in Buffalo, more than fifty men and firms being engaged in it in some of its branches. Wares unsurpassed for style and workmanship are turned out, rendering it one of the important industries of the place.

The wallpaper manufactory of M. H. Birge & Sons, which was established in 1834, is one of the older and more important industries of the city, and the only one of the kind here.

The wire works of Scheeler & Baer, 145 Main street, were established about twenty-five years ago by Mr. Scheeler. They manufacture wire cloth largely, employing twenty to twenty-five hands.
As long ago as 1835, N. Lyman established himself in Buffalo as a type-founder, and the business has been made to prosper ever since; the foundry is located at No. 36 West Seneca street. About thirty hands are employed; the members of the firm are W. E., C. B. and P. S. Lyman, sons of the founder of the establishment.

Other manufactures of Buffalo embrace file makers, jewelry manufacturers, trunk makers, pump makers, piano and organ manufacturers, marble workers, harness makers, and many other interests of minor importance.

The general growth of the manufacturing interests of Buffalo will be better understood by the comparison of a few figures from the last census (1880), with others taken from the census of 1860. In 1880 the sum of $341,500 was invested in the manufacture of agricultural implements in the city alone; twenty years before but $132,400 was invested in the same branch in the whole county, and the value of the products in the latter year was only $379,600, against $423,500 in 1880. In the last mentioned year $295,900 were invested in the manufacture of carriages and wagons, in Buffalo, and the product was valued at $410,631; in 1860 the figures representing the same industry were respectively $126,000 and 199,330. In clothing there were invested in 1860 in the entire county, only $130,350, turning out stock worth $336,952; this industry increased in the twenty years so that in 1880 the capital in use in the business in the city was $1,000,000 and the products were valued at nearly $3,000,000. In 1860, the capital invested in the iron industries of the county was placed at $387,800, producing wares valued at $798,605; while in 1880 the foundries and machine shops, the iron and steel works and the iron forges of the city employed a capital of over $5,000,000 and turned out a product worth more than $4,000,000. The glucose industry has entirely developed since the earlier year under consideration, and turns out an annual product of over $3,000,000. There are invested now in the manufacture of drugs and chemicals in the city over $300,000, and in patent medicines and compounds over $1,000,000. In 1860 the capital invested in the county in printing and publishing was $144,650, and the product was valued at $275,241. In 1880 the figures were increased to $819,000 and the product had a value of $975,022.53, in the city alone. In the edge-tool manufactories of the city were invested in 1880 a capital of $98,400, with a production of stock valued at $115,100. In the manufacture of tobacco, cigars and cigarettes there was invested in the city in 1880 the sum of $196,929, and the product had a value of $464,964.66. These figures have an encouraging look for all who seek the welfare of the city.

**The Wholesale Trade of Buffalo.**

Although the city of Buffalo cannot be said to occupy a very prominent position in respect to its wholesale trade, yet it is true that at the
present time this feature of the city's business is in a growing, healthy condition. The wholesale trade of the place was developed in a small way at an early period. For a number of years between the time when the city had reached a stage of growth enabling it to carry on a successful wholesale business in staple goods, down to the date of railroad construction in this vicinity, the trade flourished here and much of the capital and business energy of the community was turned in the direction of wholesaling; between 1830 and 1840, for example, the wholesale business of Buffalo in some lines of goods was greater, it is claimed by good authority, than it is at the present time. During that period the country merchants over a wide extent of territory immediately surrounding the city, as well as the early business men of what was then considered the far west, and of portions of Canada, looked to Buffalo for a large share of their goods. Many of the older business men here today will remember when every store on Main street below the canal bridge was a wholesale establishment. Country retail merchants came to the city from long distances with teams, and thus transported their goods home; at the same time shipments of goods to still more distant points by lake were heavy. The building of railroads created a change that was temporarily against the development of the wholesale business of Buffalo; connections were thus formed with other important interior business centers; country merchants who had hitherto purchased their stocks in this city, found themselves enabled to reach New York, a privilege they were not slow to avail themselves of, all of which served to withdraw an important percentage of the wholesale business of Buffalo to other points. The effects of this change continued in some degree for ten or fifteen years, after which a healthy reaction began and wholesale trade has since increased continuously in most lines of goods proportionately with the growth of the city. During the past ten or twelve years, the development in this direction has been most encouraging.

In the foregoing pages devoted to the manufacturing interests of the city, much has been said having a bearing upon the wholesale trade of Buffalo, since the products of many large manufactories must be sold at wholesale by the proprietors who produce them; therefore, what follows should not be accepted as representing the entire wholesale interest of the city; there are, moreover, hundreds of thousands of dollars in goods sold here annually at wholesale, by retailers, which cannot manifestly be noted in this work, the purpose being merely to refer to the inception and growth of some of the leading houses in different lines.

The wholesale trade in drugs and medicines in Buffalo, although not one of the heaviest interests, is still one of the oldest in which a jobbing business was developed here. In the City Directory of 1832, we find the advertisement of Williams & Co., dealers in American and imported drugs, medicines, groceries, etc.; their location was “No. 1
Cheapside." This firm undoubtedly sold drugs at wholesale, but not in very large quantities. Williams & Co. had a drug store and sold at wholesale on the southeast corner of Main and Seneca streets, as early as 1829, Robert Hollister being a member of the firm. In 1835, Mr. Hollister went into the business for himself, on the southwest corner of the same streets, Mr. Williams continuing at the old location. In 1840, William Laverack engaged in the business with Mr. Hollister; this firm continued until 1864, when Mr. Hollister retired from it. Since that date the firm has been William Laverack & Co.; it is now composed of William Laverack and George Laverack; their location is 230 Washington street. The senior member of this firm and William Coleman are the oldest druggists now in business in Buffalo. Mr. Coleman has been in the trade for fifty years; he succeeded his father, who had a store on the corner of Main and Swan streets, where the United States Express office is now located; he afterwards moved to the northeast corner. The firm is now Coleman & Chapin, their location being No. 16 Swan street. Powell & Plimpton do an extensive business in jobbing drugs, in connection with their wholesale grocery business; they are located at Nos. 497 to 501 Washington street. Harries & Bullymore began wholesaling drugs and medicines in April, 1882. On September 1, 1883, Mr. Bullymore retired and the business is now conducted by Oscar L. Harries at No. 263 Washington street. Lyman & Jeffrey, 311 Main street, wholesale in connection with their retail establishment, and doubtless other retailers do so to some extent.

The jobbing trade of the city in dry goods (strictly) is almost entirely confined to three or four firms and is generally carried on in connection with a large retail business. It had not reached a very important position until as late as 1866 or 1867; since 1870 it has developed rapidly. The firm of Barnes, Bancroft & Co., 260 to 268 Main street, is one of the largest wholesale houses in the city in dry goods. The firm is descended through several changes from one of the oldest dry goods establishments in Buffalo, and is now composed of J. C. Barnes, William Hengerer, J. K. Bancroft, J. C. Nagel and C. O. Howard. The firm own the splendid building which they occupy, extending from Main to Pearl street; their trade has reached three million dollars a year.

The dry goods house of Adam, Meldrum & Anderson, was founded in 1867, by R. B. Adam and Alexander Meldrum; in 1875 William Anderson became interested in the business. The house does a heavy wholesale trade in connection with their retail business, all reaching $3,000,000 annually.

J. N. Adam & Co., 292 to 298 Main street, and 16 to 22 Erie street, is composed of J. N. Adam, W. Paterson and W. H. Hotchkiss. They do a large wholesale business, and began here in October, 1881, coming from New Haven, where a branch establishment is still conducted.
While by far the larger portion of the dry goods jobbing trade of the city is in the hands of the three establishments to which we have referred, there are many other firms who wholesale to some extent in lines of goods that might, perhaps, be classed as dry goods, such as furnishing goods and the like.

Closely related to this line of business is the sale of fancy goods and notions. The oldest house in this business and one of the oldest jobbing houses of any kind in the city, is that of S. O. Barnum, Son & Co., 265 and 267 Main street. The house was founded by S. O. Barnum, in the year 1845. Mr. Barnum subsequently took into the firm his son, Theodore D. Barnum and Edward J. Chatfield. The business has developed from a small retail and wholesale trade, until it now embraces the whole field of foreign and domestic fancy goods, and what are termed "notions." The establishment occupies six floors, two hundred by thirty-one feet.

Wahl, Ansteth & Snaith, 332, 334 and 336 Washington street, though established in 1882, occupy a prominent position in jobbing fancy goods and notions. Besides these there are a large number of individuals and firms engaged in this line, most of which depend mainly upon their retail trade, but nearly all of whom wholesale to a limited extent; it is, of course, unnecessary to make further reference to such here.

Some idea of the wholesale iron and hardware trade has already been conveyed in what has been said of the iron manufacturing industries of the city. The wholesale trade in hardware in its many different forms, is distributed through the hands of a large number of dealers, nearly all of whom do a retail business also, and many of whom depend mainly upon that feature of their business. The firm of Pratt & Co., is one of the oldest as well as one of the strongest in Buffalo engaged in the sale of iron and general hardware. It was formed in 1842, being then composed of S. F. Pratt, Pascal P. Pratt and E. P. Beals. The founder of the house was the late S. F. Pratt, who began business here in 1828. After the formation of the firm of Pratt & Co., in 1842, no change occurred in its composition until 1880, when S. F. Pratt died and his interest was absorbed by the remaining partners. The firm was largely engaged in the manufacture of iron until 1879, since which time their energies have been devoted to the sale of merchant iron and general hardware; their business has reached $1,500,000 in a year.

In the year 1818 a hardware store was kept on the corner of Main and Swan streets, by G. & T. Weed, in the same location now occupied by Weed & Co., of which firm Hobart Weed is the senior. They do a large wholesale trade in general hardware.

Charles E. Walbridge conducts a large jobbing business in hardware and stoves at 317 and 319 Washington street; he established himself in 1869 on Main street below Seneca, and removed to 297, 299 and 301
Washington street. In the spring of 1879 the building now occupied by the business was finished and taken.


In a city like Buffalo the wholesale trade in groceries must always be large; there are fourteen or fifteen houses in this branch of trade here which are entitled to the distinction of wholesale establishments, while there are undoubtedly scores more that do something in this direction. One of the oldest wholesale grocery houses in the city is that of the Fuchs Brothers, 502 to 506 Main street, which was established in 1849; they were first located at 250 Genesee street. The firm is composed of A. and J. Fuchs. In addition to their trade in groceries the firm also import liquors and wines which they wholesale, and carry on a large cigar manufactory. Since the establishment of this house, and even earlier than that, the grocery and provision trade of the city has steadily grown to its present important position.

Philip Becker began wholesale trade in groceries at 390 Main street, in 1854; about the year 1858 he took in a partner, Mr. Geo. Goetz, and the firm has since been Philip Becker & Co.; they do a large trade at 408 Main street.

The wholesale grocery house of Miller, Greiner & Co. was founded in 1834, by the present senior member of the firm. This is a prominent establishment; the firm is composed of Chas. Greiner, A. D. A. Miller, A. C. Miller, J. Greiner and C. Greiner. Their location is 341 to 347 Washington street.

James M. Henderson began the grocery business at wholesale in 1868; he is now located at 102 Seneca street.

The house of Smith & Weber, 96 Seneca street, was established by Smith & Lapham in 1863 at the corner of Seneca & Michigan streets; they remained together until 1880. The firm is now composed of Avery L. Smith and John B. Weber.

Powell & Plimpton do a large wholesale grocery trade at 297 to 301 Washington street; as do Wm. Laverack & Co., 230 Washington street. Other dealers are Keller & Boller, 475 Main street, Granger & Co., 86 Seneca street, John W. Lewis & Co., 321 Washington street, Adam Boeckel, 685 Clinton street, Chas. E. Selkirk, 69 Seneca street. There are, of course, many other grocers who make wholesaling a portion of their business, to all of whom it is impossible to refer in this connection.

The wholesale trade in boots and shoes is principally in the hands of four or five dealers here:— Wm. H. Walker, O. P. Ramsdell, Sweet & Co., Taber, Hogan & Co., Alfred B. Chapin and T. H. & G. W.
Graves. The manufacturers, who sell the products of their own factories at wholesale, have been elsewhere referred to. The firm of O. P. Ramsdell, Sweet & Co., is the successor of the business formerly carried on by Mr. Ramsdell who was first located on Main street, the second door above Weed & Co.'s hardware store. W. H. Walker, who now conducts a very large wholesale trade at Nos. 210 and 212 Main street, was a clerk in Mr. Ramsdell's store, and was afterwards his partner for about twenty-five years. In 1876 the firm dissolved and Mr. Walker began business for himself. The firm of O. P. Ramsdell, Sweet & Co., is now located at Nos. 215 Washington street, and is composed of O. P. Ramsdell, T. T. Ramsdell, Wm. C. Sweet, Geo. W. Sweet, Sidney M. Sweet.

Robert Forsyth, 63 Seneca street, established in 1853, does considerable wholesale trade and Alfred B. Chapin, 47 Exchange street, began jobbing boots and shoes in June, 1883.

The wholesale paper warehouse of Young, Lockwood & Co., was started in 1839 by Francis Young, brother of C. E. Young, whose name appears at the head of the present firm name. In 1840 C. E. Young joined his partner and continued the business until his death in September, 1882. The present proprietorship was begun in 1872, though John A. Lockwood's connection with the business dates back as far as 1859. John C. Adams entered the firm in 1872. The location of the house has always been within a block of the present establishment, 209 Main street, where they have been since 1860.

The Courier Company is also prominent in the wholesale paper trade. This company was organized January 1st., 1869, with the following officers: Joseph Warren, president; James M. Johnson, vice-president; Milo Stevens, secretary and treasurer. The present officers and directors are: Chas. W. M'Cune, president and treasurer; Lucius N. Bangs, vice-president; James Tillinghast, secretary. Directors (in addition to the above) Henry Martin and Geo. Bleistine. The management of the company's affairs is entirely in the hands of Mr. M'Cune. The company is proprietor of the Daily Courier, the Evening Republic, and the Weekly Courier. In addition to this business everything known to the art of printing, except steel engraving, is done by the company, embracing the largest show-printing establishment in the world. Their wholesale trade in paper stock of all kinds is very large. About six hundred men are employed in all departments of the establishment, and three large buildings, all six stories in height, are occupied by the company.

In this connection it is proper to mention the large lithographing, engraving and printing establishments of Gies & Co., 338 and 340 Washington street, Clay & Richmond, 24 Swan street, and Cosack & Co., 206 to 210 Exchange street. These are all houses of National reputation, doing the finest work known in the art.
The wholesale trade in crockery is an important interest in Buffalo though it is confined to a very limited number of establishments. By far the most prominent house in the business here, and one of the largest in the State, is that of W. H. Glenny, Sons & Co., who occupy one of the finest business blocks in Buffalo, Nos. 253, 255 and 257 Main street, and a large warehouse on Pearl street. This house was founded by W. H. Glenny* in 1840, before which time there was very little wholesale trade in crockery in the city. The firm was changed to its present style in 1865, the individual members being W. H. Glenny, Bryant B. Glenny, John C. Glenny and Irwin R. Brayton. Their Main and Washington street establishment is one of the most conspicuous and successful business houses in Buffalo.

Matthew O'Neill, 270 and 272 Main street, carries on a large wholesale trade in crockery; his business was established in 1862. George E. Newman, 444 Main street, and E. S. Ferland, 407 Main street, are also engaged in this line.

The wholesale trade of the city in tobacco and cigars is large as is also the manufacture of these goods; but the interest is distributed among so many different hands, especially the manufacture of cigars, that detailed reference to them is impossible. The wholesale trade is largely in the hands of ten or twelve dealers, prominent among whom are Henry Breitweiser & Bro., 454 Seneca street who began the manufacture of cigars in 1862; the firm of Fuchs Brothers, to whom reference has already been made in connection with their other business; Granger & Co., 86 Seneca street; W. E. Geyer, 198 Pearl street; Robbins & Ellicott, 178 Seneca street; Upper & Donavan 92 Commercial street; Frederick Riehl, 166 Seneca street; George McLeod, 75 Seneca street, and others.

The manufacture of and wholesale trade in confectionery is a large interest in Buffalo and dates back to 1845, when James Heth was the only manufacturer of any importance here; he was located on Commercial street, near the liberty pole. John Benson began candy making about 1849 on Main street, opposite the liberty pole. In those days, and for some time after, only the common kinds of confectionery were made here. In Benson's employ at an early day was a young man named Henry Hearne, who, when he had mastered all the details of the business, started for himself in 1864. He first located in the Tifft block; from there he removed to Seneca street, opposite the old Franklin House, and in 1869 built the structure in which he now carries on a large business at 110 Seneca street; he was the first to employ steam in confectionery manufacture in the city.

The firm of Sibley & Holmwood began manufacturing confectionery on a large scale at 117 and 119 Seneca street, in 1873; they employ

* See biographical sketch of the late W. H. Glenny in subsequent pages.
steam. James Lutted and O. Gimmer manufactured confectionery as early as 1836. The firm subsequently dissolved and Mr. Lutted now carries on the business at 301 Main street.

The firm of Barnes & Swift, 78 Seneca street, do a wholesale trade in confectionery. The firm was formerly Menker & Barnes. H. A. Menker withdrew from it and established himself in the same trade at No. 565 Main street. In January, 1883, his brother came into the business, and the firm is now H. A. & J. C. Menker. E. Menker, Son & Co., also carry on the manufacture of confectionery in connection with a jobbing business at 450 Main street. This comprises most of the wholesale business of the city in this line except what is done in a small way by the principal retail dealers.

The wholesale liquor interest of Buffalo is an important one and is mainly the growth of the past twenty years. It is chiefly distributed through the hands of about a dozen leading dealers, though there are more than fifty who sell liquors or wines at wholesale to some extent, many of them in connection with the wholesale grocery or drug trade; some of these have already been mentioned. There is not now very much distilling of spirits in the city outside of the establishment of E. N. Cook & Co., 32 Main street. Their business was begun in the spring of 1876 by Gustav Fleischman, now a member of the firm; the distillery is on Spring street near Broadway. The firm was made E. N. Cook & Co., in 1879 and the Main street store opened. The distillery formerly managed by G. & T. Farthing was purchased, increasing the capacity from four hundred bushels to one thousand two hundred bushels per day. The house makes a specialty of straight rye whiskies and gin. Thomas Clark,* (deceased,) founded the Red Jacket distillery in 1848 and began the manufacture of alcohol and cologne spirits. The office and rectifying department of this establishment are on the corner of Washington and Perry streets; the distillery, malt-house, store-house, etc., are on Seneca street. In distilling, rectifying and compounding liquors are also engaged Jay Pettibone & Co., 50 Lloyd street; Henry T. Gillett & Sons, 26 Lloyd street, and one or two others. Among the principal wholesalers of liquors are John R. Fero, 7 and 9 Quay street; Charles F. Nagel & Co., 10 Pearl street, established in 1864,—this firm is now composed of Charles F. Nagel, Jacob Dilcher and Louis Nagel; Charles L. Abel, 16 Ohio street, one of the oldest houses in the city in this business; A. T. Kerr & Co., 99 Seneca street, established in 1859; Charles Person, 392 Elm street; E. C. Cochrane, 474 Main street, established in 1863; August Baetzhold, 567 to 571 Michigan street; John C. Eagan, 81 Seneca street; S. F. Eagan, 133 Seneca street and others.

The wholesale hat, cap and fur trade of Buffalo is in the hands of a half dozen dealers and dates back to 1830 or earlier. We find in the

* See biographical sketch in later page.
city directory of 1832, the announcement of Tweedy & Ketchum, who have "opened a hat store at No. 177 Main street, three doors below the Buffalo House, where they will offer a general assortment of hats of their own manufacture at wholesale and retail." Mr. Tweedy is still in the same business in the city, at 217 Main street. His partner in the first store was Lewis Ketchum. C. George began the business on Genesee street, in 1845; since 1866 this firm has been C. & F. George; their location is now 508 Main street. The house of Chase & Comstock is descended from one of the oldest firms in this line of business in the city; the firm is now composed of John L. Chase and George W. Comstock; they are located at 249 Main street. The business of Stafford, Faul & Co., 271 Main street, was established by Sirret & Stafford in 1871 and was changed to its present form in 1878. The firm is now composed of R. Stafford, C. Faul and W. J. Mann. J. E. Bergtold and L. Israel also do some wholesale trade in this line; the former is at 293 Main street, and the latter at 26 Union street.

Buffalo Hotels.

The business interests of the city would not be adequately described without some reference to the hotels, which are intimately associated with the prosperity of the place. There are about forty hotels of all kinds in the city, among them being several that compare favorably in all respects with the best in the country, in cities the size of Buffalo. Such are the Tift House, the Genesee, the Mansion House and others. The Tift House was erected in 1863, by the late George W. Tift, and has been under the proprietorship of Messrs. E. D. Tuthill & Son since 1873. The Mansion House has often been referred to in this work as the successor of Landon's Tavern, one of the oldest hostelries in the city. It has recently been greatly enlarged and has been under the management of R. F. Stafford and H. P. Whitaker since March 1st, 1882. "The Genesee" was built by Dr. Charles Cary and was finished and opened in the fall of 1882. The proprietors are Harris & Losekam, who also conduct the Clarendon Hotel, at Saratoga Springs. The Genesee is one of the largest and best appointed hotels in Western New York; it is kept on both the European and American plans.

The Continental Hotel was first opened about 1850, under the name of the Wadsworth House. The part known as the Exchange Hotel was burned and rebuilt in the spring of 1867, when it was opened as the Continental. The present proprietor of the house took it in January, 1874.

The Broezel House was built by John Broezel in 1875 who has conducted it, either alone or with his son, John Broezel, Jr., since.

Among the more prominent other public houses are the United States Hotel on the Terrace; the Bonney House, corner of Washington and Carroll streets; the National Hotel, opposite the Central depot; Gruener's Hotel, 20 East Huron street.