VOL. XII

THE DALLES, OREGON, MONDAY, JULY 10, 1899.

NO 74

BIOGRAPHICAL AND BUSINESS SKETCHES.

Representative Business Men, Firms and Corporations upon its existence as a city. In view of this fact, it is fitting we should devote appropriof The Dalles --- Many Pioneers and Public Officials.

Not a Few Recent Arrivals, and All Men and Concerns of Sterling Worth and ested in the business in 1862, and W. H. Hobson five years later, at which time the pres-Business Ability-Their Trade Extends Throughout Eastern Oregon and Washington.

INTRODUCTION.

By the Editor.)

The occasion of THE CHRONICLE'S trade number will be found in the foilowing business and biographical sketches. As will be noted, these sketches are historical and descriptive. The writer has done his work skilfully ertion is correct.

issue can be accommodated by calling merous to require mention. at this office. We shall mail a large of the county and state.

NAVIGATION COMPANY.

W. C. Allaway, General Agent responsiveness to the demands of the is presented itself, but at no time have water transportation between The Dalles mate owners. & Astoria Navigation Company.

nto the thousands of collars.

its indicational members, is not surpassed to New York for foreign shipment, by that of any other corporate enterprise

Dallon, Partiand the lowering cliffs which stretch for miles on sither side while the beautiful falls of The buildings of the company Mulinomah and Bridal Vell charm the eye | The buildings of the company present a with the world-famed Cascade locks, which were built by the government at an expense of ford dath service over this route were buth expressly for the company and in The Scufert Bres. Comespects rival the floating palaces excellent culsine, which is not surcompany is to give the very best service that can be afforded for the money, and to that end the steamers have been re-

land of any craft entering that port erminal facilities of the company. company's wharf, and has a floor there of 15.000 square feet. There is extent of the building, and the wharf has ment feature in the city's supremary.

continuous roadway, communicating with streets a block apart. facilities are likewise excellent, and nothing is omitted which could tend to dispatch in handling the large freight husness of the company.

SEUFERT BROTHERS COMPANY. Incorporated.

There is an analogy between the animate and well, and the excellent representa- and the manimate in nature that is contion is a complement alike to the paper, stantly presenting itself to observing men. the writer and the ability of the so- and the experiences of the one may be apconstituency will have a kindred feels worlds. The man who first reclaimed the ing. We have in this city a corps of desert by irrigation applied, though ignorantly, perhaps, that optimistic principle in active business men not excelled by eriminology which restores the hardened Parties desiring extra copies of this world for examples in sociology are too nu-

number of the papers to various parts for ten miles along the southern bank of the prominent farmers and stockmen. Columbia less than two decades ago was a bank is confined strictly to recognized le-THE CALLES, PORTLAND & ASTORIA hara. Being considered worthless, its then banks of all the were pitied for their apparent guitability, and thoroughness. Especially does this apply to making collections and handling commercial paper. Exchange is bought weat, in the financial men of The derivot and the sharp Westerner. How er- and sold on all the principal cities of Eulous evidence whenever the occasion roncons were such views and superfluous rops and America. Money is transmitted such sympathy has been demonstrated by by telegraph to any and every point of acquitted themselves with more sale the lapse of years; for this once barren, importance in the United States, Mexico

The effect of this masterly move was to they have not overlooked the opportunities when up for specify development practically all the value of the party of the cally all the vast country tributary to the veloped contemporaneously an enterprise London, Paris & American, and the Columbia river between Partiagna and The umble river between Portland and The which in its scope is an integral factor in & Titton and First National, Portland Dailes, furning to practical use the al- one of Oregon's greatest industries viz sal- Oregon. most limities resources that had long most fisheries and canning. The product of The bank, which is situated in its own and all informaliate points between here the disconnection which are also located on this building, located on one of the principal and all informaliate points between here and Portland, the benefit not only of land, is first-quality Columbia river saimon, business corners of the city, is Zently reduced passenger rates, but, as the chief brands being "Annie's Favorite" throughout. The fittings are heavy and well a similar reduction in the freight and Tenino, which are shipped all over shares. The amounts thus annually the commercial world. As high a one but vanits, which comprise the new Hall's avail to the people of this section run but had only and fitte and proposed to the people of this section run but had only and fitte and fitte and bundark coin safe, are fire and to the people of this section run up dred and fifty men are frequently employed, and burglar-proof, and every convenience when it is realized how many difficulties and the capacity of the plant is between is provided for the dispatch of business of company and the accommodation of patrons. the company and to overcome in the way of opposition brought against it, the phesomenal shows achieved by this enter-prise because of the constraint of the state and it is not too much to say this cheep of the largest private banks achieved by this enter-prise because of the premises some its individual restorability is practically and the largest private banks and the premises some its individual restorability is practically and the largest private banks about 60.000 cases per day, which means the first some of the largest private banks about 60.000 cases per day. offise become fully apparent. In this con-section we cannot reflect too much credit thing of the magnitude of this concern instruction within the needs of its usen the personnel of the magnitude of this concern instruction. extromet of the company, eactio-realized. Besides canning salmon a

ster H. Green president M. T. Nolan, peaches, cherries, plums and apricuts, en-threspressions, and L. E. Crowe, secres tirely the products of its pricate orchards, three Tr. Crowe, secres tirely the products of its pricate orchards, with the bank, and is well known in tary. The directors are: H. Glenn, M. T. the fruit from which is not surpassed in form banking and business circles. Williams J. V. McInerny and L. E. season the chief output will be cherries. Aside from the great advantages of The the West, where the demand has always exd & Astoria Navigation rich country it traverses, ceeded the supply. Switches from the O. R. has given to Oregon and Washington & N. Co.'s tracks communicate with the a steambeat toute which for scenic gran- main buildings and grently facilitate ship-For ping, cars being loaded direct from the waremore than its miles the observer is held rooms for local and eastern points. Similar Spelibound by the runged majesty of the facilities are afforded for water transportastrates the ringed majesty of the facilities are anorace there is not a plant on the facilities are anorace there is not a plant on the facilities are anorace there is not a plant on the facilities are anorace.

with their picturesque spiendor. Midway striking contrast to those the mind a smally between the picturesque spiendor. Midway striking contrast to those the mind a smally between The Dalles and Portland are the associates with the canning business. There worlder is nothing bare or unsightly in their appearor a milion dollars, below which the ance. Standing on an eminence overlookboils in a chain of rapids half a ing the picturesque Columbia, from their the jewerry department of Mr. Van the lavigation of this portals may be seen the snowy sentincis of Norden's business is in charge of his son. What is an artist in the manufacture of best men to be manufacture of the Cascades towering above the dark backs. teambest men to be one of the ablest ex- ground of vari-colored hills, while the gracestream. The palatial steamers which at cluster about, offer un inviting repose and accomplished on a Western ful poplars and fruit-burdened trees, which

The Scufert Bros. Company is a close corof the Mississippi. This is especially true poration, practically all steck being owned by the Mississippi. This is especially true the officers, who are residents of The Dalles. bassed by that of the best hostelry in the They are T. J. Scufert, president: F. A. Scacountry The cardinal endeavor of the fert manager, and A. Scufert secretary The Senferts hall originally from Long 1stand, where they undoubtedly gained the Redeled until they are the best adapted knowledge of irrigation which has made or service between The Dalles and Port. their work of reclamation so phenomenal and of any craft. success. All possess that clear-sightenness This sketch would be manifestly incom- which makes the past and present foretell should be men of character and business dete without appropriate mention of the the future, and the manner eminal facilities of the company. The have grasped opportunities for years unseen manner facilities of the company. the future, and the manner in which they standing he company's wheef and Dulles is on by others would indicate that this faculty has been kept on the qui vive. The Dalles has no more public-spirited or enterprising came as a pioneer of the early fifties to

FRENCH & COMPANY. Bankers.

If, as it is claimed, the stability and haracter of a community and its indusand standing of its banks, people of The Dalles have every cause for congratula- their respective heads: tion; for, while there are banking institutions in Oregon having larger capitalizetion, there is none with greater recompared to the liabilities sumed than our own, nor is there another in the state held in more universal confidence by patrons and the general public

"French" has been the synonym for enlicitor. The showing is one of which whereby many valuable lessons may be recruise, public spirit and financial sta-we are proud, and we are sure that our gained in both the sociological and material bility in The Dalles and Wasso county: and it may be doubted if any name in this section of the state has been associated with a greater number of success-ful moves for the promotion of the public weal. The original company was organany municipality of equal size in this criminal to honor and social followship; and ized in 1867, and was for a number of or any other state. It is with pleasure the success which has marked the efforts of years engaged in merchandising and that we present, therefore, the bio- each should afford reciprocal encourage- stock-raising. The bank was later ingraphical data to prove that this as- ment. As truths are emphasized by corrot- corporated with a capital stock of \$190,cite an illustration in point- in the material prominent place among the banking insti-tutions of the state. Its depositors, now numbered by the hundreds, are the sound business and financial men of The Dalles The two-thousand acre strip of land owned and of the wide range of country looking by Senfert Bros. Company, and extending 16 this city as its trade center, including

> mass of shifting, one-baked sandhills, to all gitimate fields of banking. Advantageous appearances as useless as the heart of Sa- connections are maintained with the best owners disposed of it at the first opportunity cities, which afford exceptional facilities for a mere bagatelic, and the purchasers for transacting business with promptness

which is the arominence and stability of great many fish are trozen and transported honovarde business and professional its individual members, is not surpassed to New York for foreign shipment. the state. The officers of the company. The fruit cannery of this company puts up too long financial factors in The Dalles to require introduction or combum. J. C.

T. A. VAN NORDEA. Horologist.

T. A. Van Norden, watchmaker and jeweler, has been in business in The Dalles since 1889. His skill as a horologist soon won him a reputation and an excellent patronage, which has developed into a permenent business. His stock of ciry, while not the largest in The Dalles, ions been selected with special reference to the demands of his trade and metades diamonds, loose and mounted, watches both sterling and plate, and many novelthe of the trade. His system of business is absolutely one price, and it is sufficient guarantee of the excellence of an article that it is known to have come

from his establishment. The jewelry department of Mr. Van eltyrings, badges, and similar articles it special designs. Mr. Van Norden himsolf devotes his entire time and attention to fine watch and clark repairing He is official watch inspector for the R. & N. Co., which distinction he enjoys as a reward for special skill.

It may be truthfully said that in no other line of business is the average purchaser more dependent upon the honesty of the dealer than when buying a line jewel or watch. Not one person in 20 knows any more of a watch than its external appearance, and the average purchaser & ows even less of previous stor How important then that our jewe

T. A. Van Norden was born in Nova Scotta, but moved, when a lad, to the city of New York, where he received his education and learned his trade

PEASE & MAYS Department Store.

It must be conceded, for history bears out

the statement, that there are three stages in the development of all populous communities. They are, first, the avdent of the general merchandise store, which marks the birth of the settlement; next, the change to stores devoted to individual lines of trade. marking the beginning of the town; and, lastly, the modern department store, which appears with the city. Judged by these metamorphoses. The Dalles has emerged from the second stage of development and entered upon its existence as a city. In view of this ate space to a sketch of the one enterprise which has traversed the last stride.

The store to which this distinction belongs was founded in 1862, since which time it has undergone many changes of proprietorship. The members of the present firm are Edward Pease, Robert Mays and W. H. Hobson. Mr. Pease was first connected with the house in 1884, in the capacity of employe. Four years later he purchased an interest in the business. Judge Mays became interent firm was formed.

The elegant modern building occupied by this store was erected in 1883 by Judge Mays. and is one of the finest store buildings east of Portland in the state. It is packed from floor to ceiling with the stock of the various departments, each of which is complete, and the collection of them all under one roof makes the establishment a small village in itself. This, perhaps, will be more apparent when we state that there are regularly employed in the service of the house between twenty and thirty people, and frequently tries may be best judged by the character more, during the holidays. Following we give a reference to the departments under

DRY GOODS.

The dry goods department of this house light and airy, in charge of courteous and experienced clerks. The display is artistic in effect and shows to advantage the imstock is complete in every detail but faintly mark the beginning of Mr. Peters' busi-expresses the reality. It has been selected ness career in The Dalles. with especial reference to the latest fashpopular shopping place for people of refined The latest poveitles, the newest ideas and the most original conceptions of leading manufacturers in our own and foreign countries are represented.

CLOTHING, FURNISHINGS, ETC.

It is sufficient in this connection to cite the well-known names of Hart, Schafner & Marx, manufacturers of clothing; Jno. Roes. ried. We may say, however, that the stock that determines its success or fallure. occupies a separate salesroom, under the direction of an experienced head-of-depart-

The United States leads the world in the The United States leads the world in the planing mill and box factory at Tae manufacture of boots and shoes, and the Balles, and saw mill on the Columbia show department of this house leads the city in its line in The Dalles. This is true both as to the amount of goods carried in stock and their quality, for the stock of first-class goods is at all times one of the largest in this critical first control of the state, and inferior or shoddy in at agement to these varied interests. the sterile trace has been made a verifing seed of a regular and reliable Eden and source of different to sterile trace has been made a verifing seed of a regular and reliable Eden and source of different to sterile trace has been made a verifing seed of a regular and reliable Eden and source of different to sterile trace has been made a verifing seed of the sterile trace has been made a verifing of the commercial world. Acceptable of this store. To persons at all familiar charge, so long will they surely prosper terests and the benefits The Datles and of the commercial world. Acceptable of this store, to persons at an immunar charge, and importance, the surrounding country derive from this commercial paper is discounted, and loans with the names of prominent manufacturers and increase in number and importance. The surrounding country derive from this distillation make it of primary importance. water transportation between The Dalles and Portland, they mee the demand in 186, by establishing The Dalles Portland in 2 are made on reasonable terms. Among of boots and shoes, it is sufficient to establish by establishing The Dalles Portland in 2 are made on reasonable terms. Among the bank's correspondents we note the lish the excellence of footwear purchased of tollowing. National Park bank New Peace & Mays to state that the firm handles Peace & Mays to state that the firm handles the celebrated "Hannan" and "Queen Qual- fortunate in the character and stability incorporated in the fall of 1881 by J. W.

oped within the last quarter of a century, call circles in this state, and almost within the last decade. It is still unknown in many cities of ten thousand pomilation and its complex has be said to most conservative and stable lanks of partment of Pease & Mays then, may be regarded as a compliment to The Datles, The amount variety and quality of goods carried in stock, the attractive man.

The above concern was first organized both an their own account and for their their above concern was first organized. stores in Eastern Oregon.

HARDWARE.

IMPLEMENTS.

Under this head we may properly mention baker wagons and other vehicles. These world, and, being handled in carload lots. banking institutions are sufficiently well-known in this vicinity to require no commendation at the instance of the writer of the writer.

The above departments are in communication with the office, and are equipped with appointments are the counterpart of those

Time was, in Oregon, when a mercanille firm, to make a business success, needed only a capital or a credit sufficient to secure a stock of goods, which was sold at enormous rency at grown sharp, and the firm that makes a sig- undivided profits of \$32,000. nal success today must needs be able to andersell all competitors, and to do this it is necessary that the manager of a house have not only unlimited means at his disposal. If it be true that experience is a good

cepting in minor items of stock. He con- with the success that attends persistent ducts the business strictly on the one price efforts. system, and a child or a blind man can buy Mr. Garretson holds a diploma from the

lares the business of merchants carrying individual lines and smaller stocks. Granting this to be true, we claim it is a direct benefit to everyone but the comparatively few who happen to come into competition with the department store. Fifty-two per cent of the people of the entire country are farming people, a large percentage laborers of another class, and a small percentage merchants. A amount paid out in wages, the modern fair-minded student of political economy cannot condemn the department store, and any sane person. familiar with the facts in the case, will patronize the department store because it is economy to do so,

J. T. PETERS & CO.

The Dalles affords no more striking example of what may be accomplished by industry, thrift and business ability than

to be seen in the life and success of this one of her many prominent men and merchants; and it is with a sense both of pleasure and justice that The Chronicle devotes a portion of its columns to a biography of the man. His career should be a source of encouragement to young men starting out in life, and his untiring application to business a matter for gen-

wholesale house. In 1878, being imbued with the rich opportunities the West held in store for industry and an intelligent determination to win, Mr. Peters decided to leave the older fields of the East and seek his fortune on the Pacific slope. Accordingly, he came that year to Oregon, settling in The Dalles, where he has prosperod so bounteously that no foreign at-tractions have been sufficient to call him and though he had no experience what-ever in the business, his desire to make himself of value to his employer, coupled with his natural aptitude and versatility, on won recognition in his being called the managerial department, over occupies a commodious double salesroom, which he presided with commendable efficiency. He had occupied this responsible position scarcely a year when he succeeded his employer and continued to conmense stock that is carried. To say that the J. T. Peters & Co. This may be said to

locable ideas, and is designed to afford a Peters rose from an employe to an employer of labor has not lost pace in the growth and increase of his business. He is not only among the largest dealers in ment in business affairs, no less than his extensive holdings, prove him an able financier. Among his many interests, examili, transportation, etc., each and all have yielded a success under his maslofs, hat manufacturer, Philadelphia, and terful management, giving ample testi-Earl & Wilson, collar and cuff manufactur-ers, to indicate the character of stock car-the business as the man who runs it

Mr. Peters is a director in the D. P. & A. N. Co., and of The Dalles & Rockland Steam Ferry Company. He owns and operates wood schooners between the Cascades and The Dalles, and conducts a

THE FIRST NATIONAL BANK.

of her banking institutions. The manner The attractive modern retail grocery store: strain of 1881 was a subject of most fawith its thousand delicacies, gathered from vorable extrement throughout the country, every country and elime, has been devel- and of felicitation in business and finan-

population and its coming may be said to this state, and it will be admitted with-mark an era in a city's growth. The fine out a dissenting voice in ausiness and modern store which forms the grocery destinate hal circles that it has been, since

trons are served, warrant us in saying this reorganized as a national bank, with a man is one of the most complete retail grocery capital of \$2,0000. The officers are J. woo S. Schenck, president: George A. Liebe, vice-president, and H. M. Beall, eashier.

The line of hardware is designed to meet the demand in this section, and contains the usual stock of shelf and heavy hardware. ters, and keeps accounts with corporathrware and granite ware, kitchen utensils, tions, firms and individuals. Liberal adfarm and garden small tools, etc., etc. vances are made on warehouse receipts and other first-class securities. The bank occupies a commodious one-story structhe famous Oliver chilled plows and Stude- with every safeguard in the way of fire ture, centrally located, and is provided and burglar-proof vaults known to the lines are without peers in the commercial most thoroughly equipped metropolitan

The First National bank has for correfollowing is a partial list of their conne tions: Chemical National bank, of New the latest improved change carriers. The cago; the First National and the Bank of California, of San Francisco, and the of the large department stores of eastern First National and Wells, Fargo & Co., cities, and the window displays would grave of Portland. These excellent connections the shopping center of any metropolitan facilitate collections in the handling of commercial paper, etc. A special feature of interest to depositors is the issuance of reports outling forth sworn statements of the bank's condition, subject to a call from the committoller of the cura stock of goods, which was sold at enormous rency at Washington. The last state-profit; but in recent years competition has ment, made in April, shows a surplus and

W. E. GARRETSON. Refractionist.

full possession of his faculties. "Pease & cipient of the highest honors that institu-mays" are household words all over Eastern tion can give. He holds the degree of Doc- to be able to state that the people of Oregon, and the store is popular because its tor of Opties. His work in this city for the prices make it so. Right here it is fitting we past 20 years has demonstrated his profica wharfboat, toxico feet in dimenwhich is an invaluable accessory.

In the particular of the particu

THE DALLES STEAM LAUNDRY.

A. S. McAllister, Manager,

Comparatively few people who have not been to some extent connected in a business way, with the modern steam laundry, realize to what importance the business has grown of late years. If enterprises were to be measured by the laundry might justly claim a position far above other enterprises we have been accustomed to think of greater importmany readers of this sketch to learn that The Dalles Steam Laundry pays out in wages annually nearly \$7,500.

The modern steam laundry may be said to have had its birth in Troy, N. Y. It was there that the first modern laundry machinery was made and the first modern laundry operated, and it is in Troy that the most perfect laundry machinery is now manufactured. It is, therefore, appropriate to state that The Dalles Steam Laundry is fully equipped with the latest improved Troy machinery.

This fine laundry plant was installed a little over a year ago, since which time It has been continuously in operation giving constant employment to from 15 to 20 people. Wagons are run for the accommodation of city patrons, and laun-Jos. T. Peters was born in Baltimore, dry work received from the interior re-dd, where he received his first busi- ceives the same prompt and careful atness training in the employ of a large tention shown home work. In this con-wholesale house. In 1878, being imbued nection it is worthy of remark that this laundry covers with its trade settlements as remote as a hundred and fifty miles from The Dalles, receiving regular shipments from Prineville and intermediate

While all manner of laundry work is done in the very best style, the specialty of this laundry is fine gentlemen's and family work. Respecting the class of work done, we may say it is uniform in in this city was with a lumbering concern, excellence and approaches perfection as and, though he had no experience what-nearly as can be done by the most competent experts operating the latest improved machinery. The system of mark-ing employed is the best yet devised, and reduces the possibility of error or loss to the minimum. No chemicals or injurious acids are used, and the water is the purest in the land. Hence, with the best of water, the best of machinery and the best of workmen, this laundry is able to do as fine work as can b from any laundry on the coast. Add to the above the remarkably low rates charged, and it is readily apparent that The remarkable rapidity with which Mr | The Dalles has nothing to fear from the competition of outside laundries.

Mr. A. S. McAllister, who is the manager of The Dalles Steam Laundry, his line in the county, but his interests he has been so long a resident of Oreare almost as varied as those of the city gon that he is a typical Western man, and section. In fact, his energy and judg. is a native of the "Pine Tree" state; but ago, since which time he has become intimately identified with its business and social interests. Besides attending to his duties as manager of his laundry business. Mr. McAllister gives his attention to other interests, among which is his agency for the Home Insurance Company of New York, and the Commercial Union of London. As a business man and as a public-spirited citizen he stands in the fore, and the success he enjoys gives reciprocal pleasure to his large circle of friends and acquaintances,

THE WASCO WAREHOUSE COMPANY.

to this city and a credit to an even more metropolitan town than our own,

French, S. L. Brooks and E. B. Mc-Farland, than whom there are no more enterprising financiers in the state. W. Lord, a gentleman of years of experience in his line, was placed in the responsible position of manager some four years ago, and the most delicate compilment we can pay his executive nothity is to call atteion to the almost unprecedented growth f the business during his management.

The pusiness of the company consists in receiving, storing and forwarding freight carried in stock, the attractive man-ner in which they are displayed, and the careful and painstaking manner in which pa-are such till December, 1886, when it was products stored with them. the most modern machinery and best-The First National bank does a gen-ral banking business, buys and sells ex-and caring for goods intrusted to them. The warehouse is also supplied with the J. H. Gove patent improved wool presses, making it possible to prepare the product for Eastern shipment in the most approved manner. This company has the only steam roller for bariey, and the country generally with rolled barley Cracked corn is also manufactured, and large quantities of mill feed are sold throughout this section of the state

A switch from the main line of the O. R. & N. runs the entire length of the build ings very materially assisting in the speedy transmission of freight matter. Their storage capacity exceeds 120,000 square feet. Every facility is provided for the perfect handling of the millions of pounds of wood and grain which annually

uss through their hands. The following genitemen have been identified with the company for a number of years, and at present comprise the heard of directors: W. Lord, president and manager, H. M. Beall, of the First No. thoral bank, secretary D. M. French, J. W. French, Smith French and B. F. McLaughlin, it will thus be seen that the Wasco Warehouse Company is a strongest and most ably managed histi tutions in The Daile

THE DIAMOND ROLLER WILL.

No single enterprise in The Dalles ranks higher for usefulness to the community than the flouring mills which form the but, as well, a discriminating judgment and teacher, then W. E. Garretson, the pioneer subject of this sketch. Their building business foresight. Such a man is Edward jeweler has had most thorough instruction may be said to have marked an epoch in C. Pease. Mr. Pease buys altogether from Coming to The Dalles in 1872, he at once on-first hands for each, and in carload lots, ex-gaged in his present business and has met trend of trade to this point which no other agency could have so effectually accomplished. We are therefore, justiaccomplished. We are, therefore, justified in the assertion that The Dalles owes system, and a child or a blind man can buy Mr. Garretson holds a diploma from the a debt of gratitude and approximation to as cheeply at this store as an adult in the South Bend Optical College and was the re-The Dalles and of the whole surrounding country find it to their interest to mani-fest their appreciation by an almost universal use of modern mills. of the product of these fine.

It will be a surprise to many renders