

# A Half Century Of Business.

The late Mr. William Warwick began his career in the book and stationery business at Woodstock in 1849 as chief clerk and manager of the bookstore of the late Mr. F. B. Beddome. Two years later he bought out the business and established under his own name the business now carried on in Toronto under the name of Warwick Bros. & Rutter. An aptitude for business

lane, the premises now occupied by the Bodega Restaurant. This change of location was not effected without some trepidation. The business as carried on in Woodstock was growing and profitable. The combination of retail and wholesale, though unusual, had proved successful. The removal to Toronto, therefore, was a serious venture. It meant the abandonment of the retail trade and an entire change of business methods. Mr. Warwick, however, proved him-



STATIONERY DEPARTMENT AND OFFICE, WARWICK BROS. & RUTTER.

quickly developed and his youthful venture—began when many youths are yet at school—was successful from the first. The business grew in his hands. He opened a branch store at Stratford, which he continued successfully for some years, only disposing of it because of the increasing needs of his Woodstock business. He early gained the confidence of the trade, and as the secret of prosperity then as now was in careful buying, his success was assured.

As his business grew and his store became more widely known it gradu-

ally became a supply house for the smaller stores in the neighboring districts. The pedlar at that time was a factor in the rural parts, and as Woodstock was conveniently situated a considerable wholesale jobbing business was developed. This branch of the business in time assumed large proportions, but it became more evident year by year that although Woodstock was admirably located for a retail business Toronto was much more suitable as a distributing point.

Removal to Toronto.

To Toronto, therefore, Mr. Warwick turned his attention, and in 1853 the business was transferred from Woodstock and established at the northeast corner of Wellington street and Leader

book and stationery trade throughout Canada, at 8 and 10 Wellington street east, and now known as the Warwick Chambers, were secured and the business transferred thereto. The manufacturing department was immediately enlarged, and it soon became one of the most extensive letter press and blank book binderies in the city.

As the name of the house became more widely known the confidence of the trade became more firmly fixed. The business had passed the experimental stage. Mr. Warwick's long apprenticeship in the retail business was excellent training for his present business. He knew the difficulties and necessities of the retailer from actual experience, and how best to minister to them. And in this knowledge is largely found the

secret of his success as a wholesaler. Death of Mr. Wm. Warwick.

In 1878, in conjunction with Mr. C. Blackett Robinson, Mr. Warwick was the successful tenderer for the five years' printing and book-binding contract of the Ontario Government. Mr. Robinson taking the printing and Mr. Warwick the binding. Mr. Warwick, however, was fated not to see the result of even the first year of his venture. While driving through the grounds of the Toronto Industrial Exhibition on the Saturday afternoon previous to the opening of the fair in 1880, his horse took fright and ran away. Mr. Warwick was thrown violently to the ground and injured so severely that death resulted three weeks later.

Notwithstanding so liberal a measure of success the business was yet in its perilous days, and could ill afford to lose its chief. Competition was keener than ever before, and experience and watchfulness were essential to a prosperous business. The chief responsibility now

rested upon the eldest son, Mr. Guy F. Warwick, who at the time of his father's death was but 24 years of age. Though young in years, he proved himself equal to the task. He had been carefully trained under his father for a considerable time, and his successful administration of the business is ample testimony to the carefulness and thoroughness of that tuition. Mr. Arthur F. Rutter, who also had served under the same mentor from 1873, took a prominent part in the direction of the business, and the growth and conspicuous success of the manufacturing departments are due to his careful oversight and ability.

Present Firm Name Adopted. In 1893 the name was changed to Warwick Bros. & Rutter, in order to represent more accurately the personnel of the partnership. The manufacturing departments have developed greatly during recent years, and the employees now number from 175 to 250, according to the season of the year. The plant is extensive and thoroughly up-to-date, and in the execution of the largest contract every-

equipment includes gold embossing machines, backing machines, together with the appliances for finishing and other articles of a kindred nature. The equipment includes good embossing machines for high-class work, cutting machines, standing presses, smoothening machines, hacing machines, together with the appliances for finishing and marbling. The second floor of the factory building is occupied by the folding and book sewing departments, in which the work is done principally by a corps of expert young women. There are here to be found steam folding machines, pamphlet-cutting machines, signature presses, wire stitching machines, perforating machines, sewing machines and six-needle machines. On the third floor are the ruling department and the bindery stock room. Here there are six modern ruling machines, three of which are double striking machines, or machines which by adjustment commence the line not at the top of the sheet, but at any point where it is desired. On this floor there are appliances for giving the edges of books and for stamping the crests upon note paper. The number of employees in the binding department which includes the first floor, the book-folding and ruling floors, varies, according to season, from 90 to 125.

The manufacturing and trading branches of the firm's business are carried on in separate buildings. The building overlooking Front street is used as a warehouse and offices, while the main industrial operations are carried on in a business so enormous and varied as this are confined to the rear building. There are many advantages resulting from this separation, the principal of which are a lowering of insurance rates and a mitigation of the discomforts produced by the noises of the factory. On the ground floor of the front or warehouse building are the spacious and elegant offices where the accounting of the firm is performed by a competent staff of bookkeepers and clerks. Here will be found the stationery department, so well and favorably known to the trade because of the range and quality of its contents. The firm, while extensive manufacturers of stationery, are importers of high-grade lines. The first floor is used as a warehouse for blank books, Bibles and Prayer Books, school books and exercise books. One of the firm's largest branches of manufacture is the production of school scribbles and exercise books, of which an enormous quantity is used every year in the schools of Canada. There are also displayed here at appropriate seasons Christmas cards, booklets and the annuals, all of which are for the filling of import orders. The firm are the sole Canadian agents for such standard publications as The Boys' Own Annual, The Girls' Own Annual, The Sunday at Home and The Leisure Hour, the sheets of which are imported and bound here. The number of these annuals that they send out exceeds 10,000 a year. The monthly parts of these publications are also distributed by the firm. The second floor is occupied as a storehouse for flat paper and envelopes, while the upper floor is devoted to the manufacture of printing pads. It will be seen that the output of an establishment so large must



COMPOSING ROOM, PRINTING DEPARTMENT, WARWICK BROS. & RUTTER.



BOOK BINDERY, FIRST FLOOR, WARWICK BROS. & RUTTER.

very great, and the question naturally arises: "How do they dispose of it?" Warwick's publications, blank books and stationery are known from the Atlantic to the Pacific, a fact principally due to the intrinsic merit of the goods themselves, but also due to the business energy of the firm in making

thing from typesetting to the completed book is made without interruption of the work passing out of the house has been the length of service to the intrinsic merit of the relations between the staff and the firm have always been of the most cordial nature, and no friction of any kind has ever occurred to mar its friendly feeling. Three of the present employees have been in consecutive service for more than twenty-six years, and twenty years before.

The late Mr. John B. Clougher, the first traveller and manager, and the late Mr. Henry Sylvester, accountant, also gave loyal and valuable assistance in their several departments. Printing Department Established. The firm name on the death of Mr. Warwick was altered to William Warwick & Son, Mrs. Warwick and Mr. Guy F. Warwick composing the partnership. The business was continued on the same lines as before. With the assumption of the Government binding contract a large three-story addition was built to the rear of the building, and the factory and warehouses thus considerably enlarged. In 1884 the Government work passed into the hands of W. Warwick &

By Special Appointment to Her Majesty the Queen. H. K. H. the Prince of Wales. H. L. & A. M. the Emperor of Austria. H. M. the King of Spain, etc.

Branch Establishments at Paris—8 Place Vendôme. Brussels—41 Boulevard de Waterloo. Newmarket—High Street. Telegram Address—BREECHES LONDON.

**HUNTING. HAMMOND & CO. Ltd.**  
ESTABLISHED NEARLY A CENTURY.  
**LEATHER BREECHES & TROUSERS MAKERS, MILITARY & SPORTING TAILORS,**  
485 OXFORD STREET W., LONDON, ENGLAND.

WARNING.—So-called Patent Knickerbockers or Riding breeches without seam at the grip between knee and saddle.

Messrs. HAMMOND & CO., hereby give notice that they are the first inventors and makers of these breeches, and that all Patents for the same are invalid. The Court of Chancery has on their Petition recently revoked two of these most advertised patents, and they will after this notice proceed against all persons claiming exclusive or patent rights in such garments. Messrs. HAMMOND & CO. beg to point out that it is not by attempting to secure a monopoly in their position, but by the superior quality of their goods and the skill of their principal and workpeople that their business has achieved its unique position and world-wide pre-eminence. Patterns and forms and measurements sent on application.

**BY SPECIAL APPOINTMENT TO**  
Her Majesty the Queen.  
H. K. H. the Prince of Wales.  
H. L. & A. M. the Emperor of Austria.  
H. M. the King of Spain, etc.

Branch Establishments at Paris—8 Place Vendôme. Brussels—41 Boulevard de Waterloo. Newmarket—High Street. Telegram Address—BREECHES LONDON.

The Manufacturing Departments. So much for the history of this house, but it is well to talk to business men to get down to details, and fortunately this is an establishment that can stand the closest scrutiny from the cellar to the roof. The equipment is as nearly perfect as inventive skill can make it, and it is in charge of a staff in whom the firm has the most perfect confidence. A description of the industrial portion of the establishment would naturally begin at the composing room, for it is there that the "copy," which is something analogous to the raw product of the manufacturer, is taken in hand by the printer. At the present time 45 compositors are employed, but during the sessions of the Legislature night and day staffs are kept busy. There are 30 tons of type on hand suitable for all classes of book and job work. The firm make a feature of book work, and the letter-press of a publication bearing the imprimatur of Warwick Bros. & Rutter has a finish to it that enhances the reader's respect for the subject matter. In the basement there are large printing presses adapted to book work, besides a number of smaller presses for ordinary job printing. The large presses have a capacity of 2,000 printed sheets to a working day. The staffs of compositors and pressmen vary in numbers from 50 to 100 men, according to the season of the year, and as a rule being the busy time for the firm. On the first floor is the bindery for the making of letter-press and blank books, school scribbles and exercise books, note paper and other articles of a kindred nature. The

Doctors. An experience of two years or more has demonstrated the curative power of the Electro-poise for beyond any therapeutic agent or appliance known or available to the medical profession. Without a doubt the Electro-poise has the gift and power to cure multitudes who without it must surely die, and that, too, in early life or in the very maturity of strength when their loss is most severely felt and the mystery of their untimely death is most terribly difficult of solution. C. COLEGROVE, M.D., Holland, N.Y.

Lawyers. I have followed the directions very carefully and the treatment has been attended with the best results. We think we are entitled to have good hopes that in due time my wife will be entirely restored to health. It will be a wonderful triumph for your instrument and a great mercy to her. Very truly,  
WM. SHEPARD BRYAN, Justice, Maryland's Court of Appeals, Staunton, Va.

Ministers. I have used the Electro-poise in a number of instances and always with good results. It is the best thing to break up colds that I have ever seen. It has cured me of chronic catarrh, which had troubled me for some years. I am at present treating myself for a run-down nervous condition caused by worry and overwork, and am improving. I have great faith in the power of the Electro-poise to cure disease. Yours truly,  
REV. F. D. GEARY, (Pastor Salem Evangelical Church), Staunton, Va.

Indorse  
**Electropoise**  
DELIVERED FREE OF DUTY.  
New edition of our booklet, containing 250 letters, from which the above are selected, mailed free.

**ELECTROLIBRATION CO.**  
1000 100, New York.  
1193 Broadway, New York.

# Furniture

Carpets. July is the most interesting month of awake housekeepers—financially interesting. It tumbles; we don't even look for cost. Sales for 1898 have heavy, and to the end of July the balance of many of our lines will be offered at sweeping reductions. Intending fall buyers is your opportunity. We furnish homes complete. Write for—  
**WE ARRANGE TERMS.**

**J. & J. L. O'MALLEY,** 180 Queen Street West, Toronto.

## The Staying Qualities of a Singer Sewing-Machine

**SIMPLICITY—**  
Easily adjusted, and won't get out of order.

**SPEED—**  
Does the most work with least effort.

**STABILITY—**  
Wears longest, with least repairs.

**STYLE—**  
Is an ornament to any home.

**The Sewing-Machine bearing this mark best writes these qualities.**

**SOLD ONLY THROUGH THE COMPANY'S OFFICES, IN EVERY CITY IN THE WORLD.**

themselves known to the trade from one end of Canada to the other. They are not sparing of printer's ink, and they have seven wide-awake travellers constantly on the road, one in the Maritime Provinces, one in Manitoba and the Northwest, and the others in Toronto and in Ontario and Quebec. A house with such a history and such a future is one of the institutions of which Canadians are proud.

The expenses of the war are making a hole in the U. S. treasury reserve. The deficit for May was \$17,800,000.

In the early days the Atlantic cable tariff was \$100 for twenty words and \$5 for each additional word. Now it is 25 cents a word.

In a recent speech Mayor Rose of Milwaukee said he wished that every woman whose husband was at the front might wear some distinctive badge, so that he might take off his hat to her.

**\$4 ONLY**  
will buy the Quaker Bath Cabinet. "Once tried always used." Only bath with thermometer attachment, showing degree of heat while operating. Large spirit stove with every bath, or fitted with "Hotchick's" patent radiator. The cabinet of 31 Queen street east, Toronto, sells cabinets for Canada. This bath is guaranteed to work equal to any \$25 cabinet on the continent. Infringements dealt with according to law.

**Only \$3**  
and superior to all others. No extra charge for the best alcohol heater in use. Needs no thermometer to prove there is heat inside. The cabinet of The Toronto Mineral Vapor Bath Company can be relied upon. Send for circular and sample of goods. GEO. McLELLAN, 30 Toronto Street, Toronto.

## Cross Section of Head, showing the different parts affected in Catarrh of Nose and Throat.

# DR. SPROULE ON CATARRH

THE GATEWAY OF CONSUMPTION.

Catarrh is to be more dreaded than all the yellow fever, cholera, smallpox, diphtheria and all other epidemic diseases—as it is more fatal. It is in the large majority of cases the forerunner of consumption, and vital statistics show that deaths by consumption in this country have increased more than 500 per cent. in the last five years, nearly all these cases having been traced back to catarrh as their starting point, and many physicians now contend that catarrh is only incipient consumption. We make the treatment of catarrh a specialty. We do cure catarrh. Catarrh has never been cured by nasal-douches, washes or snuffs. Catarrh is a disease of the mucous membrane and is curable only through the blood and by medicines peculiarly adapted to each particular case. Medicine that will cure one will not cure another.

A remedy for catarrh must be used constitutionally, and it must possess a direct affinity for the mucous membrane, and of being absorbed by the purulent mucous wherever located. It must be homogeneous, and each individual case requires treatment adapted to its conditions. Our treatment is based upon these plain theories and has proved to be infallible. It not only relieves but it cures catarrh at any stage speedily and surely.

**Catarrh of Head and Throat**  
The most prevalent form of catarrh and results from neglected colds.  
Do you spit up slime?  
Are your eyes watery?  
Does your nose feel full?  
Does your nose discharge?  
Do you sneeze a good deal?  
Do crusts form in the nose?  
Do you have pain across the eyes?  
Does your breath smell offensive?  
Is your hearing beginning to fail?  
Are you losing your sense of smell?  
Do you hawk up phlegm in morning?  
Are there buzzing noises in your ears?  
Do you have pain across the front of head?  
Do you feel drooping in back part of throat?

**Diseases of Bronchial Tubes**  
When catarrh of the head and throat is left unchecked it extends down the windpipe into the bronchial tubes and in time attacks the lungs and develops into catarrhal consumption.  
Do you take cold easily?  
Is your breathing too quick?  
Do you raise frothy material?  
Is your voice hoarse and husky?  
Have you a dry, hacking cough?  
Do you feel worn out on rising?  
Are you gradually losing strength?  
Have you a disgust for fatty food?  
Have you a sense of weight on chest?  
Have you a scratchy feeling in throat?  
Do you cough worse at night and morning?  
Do you get short of breath when walking?  
If you have any of these symptoms you have catarrh of the bronchial tubes.

Cut the above symptom blank out, answer the questions yes or no, and write down any other history of your case which you consider would help me in forming a diagnosis and I will at once give you my careful consideration, answer your letter confidentially and give you all the information you may wish. Dr. Sproule (graduate Dublin University, Ireland, formerly surgeon British Royal Naval Med Service), specialist catarrh and nervous disorders. Address Newport, Vermont.