SOUTHERN CALIFORNIA DEVELOPMENT

Activity Is Shown in Expansion of Firms

the very best facilities for manufacturing, excellent advantages for the prompt shipment of orders, the company is in a position to handle a trade of the most widespread character and in a prompt and most satisfactory manner, guaranteeing their productions in each and every line to be the best and most durable that money can produce.

It manufactures a complete line of vitrified, salt-glazed sewer and water pipe, 3 to 36 inches; terra cotta chimney pipe and flue lining, vitrified conduit, fire brick and fire clay, stoneware, earthenware, etc.

Its vitrified salt-glazed sewer pipe is acknowledged to be superior to anything made on the coast, being thoroughly vitrified and well glazed, both inside and outside. It makes a specialty of large-sized culvert pipe, double strength, including 36-inch, a size never before successfully made on the coast.

Its earthenware line includes all sizes of ollas, flower pots, fern pans, hanging baskets, etc.

All standard shapes of fire brick are carried in stock and special shapes are made to order on short notice. In fact, the company has on hand at all times a large stock of its productions and is prepared to fill and ship promptly orders of any magnitude. Its trade at the present time extends throughout Southern California and Arizona, and is constantly expanding, and will shortly reach into Nevada and also San Francisco. Wherever introduced its goods are supplanting all others and are recognized as the acme of reliability and the embodiment of the highest order of workmanship and materials.

The company issues an illustrated catalogue, which it will be pleased to mail on application. This is an industry of great importance to Los Angeles, and one that we are proud to see so prosperous, for its officers are among the most enterprising and progressive in the city. Employment is given to between fifty and sixty skilled artisans at the very highest wages paid in this industry. May the Los Angeles Stoneware and Sewer Pipe company prosper and grow in the future as they have done in the past.

THE CUDAHY PACKING COMPANY

The business of preserving meat products and provisions of all kinds has been developed to such an extent along the most scientific lines until it has become an art, involving no small amount of capital, labor and brains to supply the ever growing demands for these necessities of life.

Some of the most capable business men in the country are engaged in this most profitable field of industry and the killing, dressing, packing and shipping of these commodities is an industry of the first importance to every inhabitant of the United States.

One of the leading concerns engaged in handling these products is the Cudahy Packing company, whose products are noted for their purity and excellence, and for flavor and quality their output is second to none in the world. The headquarters of this big enterprise are located in Chicago, with branch packing houses in South Omaha, Neb.; Los Angeles, Cal.; Sioux City, Ia.; Kansas City, Kas., and branch distributing houses in all the principal cities.

The president of this concern is Mr. Michael Cudahy, who is known the world over as one of the most progressive and alert business men engaged in the packing industry.

Edward A. Cudahy, the vice president and general manager, is an expert in the handling of meat products of wide experience and has entire supervision of operations of all its packing houses.

The local plant of the Cudahy company is conducted under the able management of Roderick Scott, who has been connected with this famous establishment for over thirteen years.

Mr. Scott is one of the most enterprising of Los Angeles business men, who is thoroughly familiar with every detail of the packing business. His position is responsible one and under his highly efficient control the demand for Cudahy products is steadily increasing throughout this territory.

The works in this city comprise thirty buildings, which are substantial brick structures and cover an area of about twelve acres. Every equipment and all the latest devices known to the trade will be found here to facilitate the enormous business of this huge concern.

The daily capacity of these works for slaughtering is as follows: Cattle, 200; hogs, 500; sheep, 400, and calves, 150.

All sorts of choice provisions are manufactured in this extensive plant, including the famous Rex brands that are among the most popular in the market and are familiar to all.

Some of the products are hams, bacon, lard, lard compound, suetene, dry salt meats and canned meats of every kind, sausages of the finest quality, beef extract of superior strength, glue, dried blood and fertilizers of the highest soil enriching qualities. From 250 to 300 expert employes are constantly at work in this plant preparing in the most hygienic manner these superior meat products, which are the finest of their kind and always prepared in the best possible manner.

CONSOLIDATED PIPE COMPANY

One of the oldest manufactories of the city pertaining to the metal industries has in recent years become the most useful in its varied adaptation to the mighty works of development now in progress throughout this and other states and territories of the southwest. The Consolidated Pipe company's metal works were established thirty-five years ago by C. F. Harper, who is now president of the Harper & Reynolds Wholesale Hardware company of this city, while A. C. Harper, son of the founder, is now president of the Consolidated Pipe company. N. W. Myrick is secretary and treasurer, and Gus D. Harper, also a son of the founder, is the manager of the extensive business. This company manufactures riveted steel well and water pipe and tanks, and does general sheet iron work, in which its products combine many manufactures essential to the industries and the domestic life of this region. The office and works of the company are located at Third street and Santa Fe avenue, and cover a half block of the city, the shops alone occupying 300x250 feet. Besides its riveted steel pipe and tanks, the company manufactures useful articles of various device, including special machinery from original designs, one of its own patents being an improved trimming machine, just completed, and known as "Our New Trimmer." All people in any manner connected with farming, fruit growing, mining, manufacture, the oil industry and the railroads understand the value of its riveted steel pipes and tanks. For all these purposes such works are in general use, and the company, in the long course of its production along these lines, has kept fully up to all modern improvements and has been among the leaders in new things adaptable to the special uses of the country. It employs fifty skilled workmen, ships its splendid products throughout California, Arizona, New Mexico, Texas and Nevada, and has constantly increasing orders for important work.

NELSON'S

One of the prominent business houses of Los Angeles that deserves special mention owing to the fact of its almost phenomenal growth and expansion of trade during its six years of existence is Nelson's candy establishment, with factory at 515-519 East Fourth street, and retail stores at 222 West Fourth street and 553 South Main street. The history of this business is unique, as will be seen from the following facts. Mr. Nelson, the proprietor, established himself six years ago in the alley where the Angelus now stands, occupying a space of two and one-half feet on Fourth street, extending six feet in the alley. The sales at that time amounted to the munificent sum of about $3 per day, but by push and energy had risen to $10 per day within six months, when, lo and behold! a sudden notice to quit the premises led Mr. Nelson to almost believe his home and business were gone. But Mr. Nelson was built of stern stuff, and looked about and selected the present site, which was formerly occupied by the Pacific Electric railway as a ticket office. In three years he purchased the site and erected the present factory at 515-519 East Fourth street, where a large force of hands is constantly employed, and which is a pleasing edifice, a credit to himself and an ornament to the city. He manufactures all kinds of candies, from the most dainty and expensive novelties to the good old-fashioned and time-honored stick candy. Nelson's candy is in demand all over the state. Three traveling men are regularly employed. The two retail stores which supply the local trade are very elaborately fitted up with handsome soda fountains and fixtures, and the wholesale department occupies a space 60x125 feet. Nelson chocolates and taffy chews are among the specialties of this house. Mr. Nelson is a property owner and a public-spirited man, and has unbounded faith in the future of Los Angeles.

BISHOP & CO.

The manufacturing establishment of Bishop & Co. of Los Angeles is widely famous for the variety and excellence of its products. It is one of the great enterprises which in recent years has given this city fame as a manufacturing center. The business was established eighteen years ago and thereby, under the new order of things, counting from the time since when the institutions both of manufacture and commerce have greatly enlarged their capacity and expanded their trade by great strides all over the continent, it is one of the old establishments of Los Angeles, with a solid business and a reputation long ago established. It manufactures on a large scale and its products are liberally consumed at home and abroad, in America and other countries of the world. Its manufactures comprise in general candy and crackers, crystalized and preserved fruits, jams and jellies, soups and beans—the goods that are suited to the relish of all tongues and at once staples and luxuries in all lands. The firm of Bishop & Co. is composed of Roland P. Bishop, William T. Bishop jr. and J. O. Koepfli. This company has the distinction of reversing the usual order of things, whereby the main house of the company is in Los Angeles, owning a branch factory in San Francisco, and it also maintains an office in New York city for the proper distribution of its large trade to the eastern markets.

The Los Angeles factory is located on Alameda street, from Seventh to Eaton, covering an entire square and employing in season 400 people. The sales office is at 110 North Los Angeles street. The best testimonial to the superiority of these goods is the fact that they received gold medals and highest awards at the various international expositions, Columbian, Chicago, in 1893; California Midwinter, in 1894; Cotton States, Charleston, in 1895; Transmississippi, Omaha, in 1898; Paris exposition in 1900; Pan-American, Buffalo, 1901.

For the entirety of its products the firm employes a corps of thirty traveling salesmen, for all its manufactures combined, having an immense trade throughout the west, and for its fruits, jams and jellies, etc., having a large trade all over the United States.

INMAN-PAULSON LUMBER COMPANY

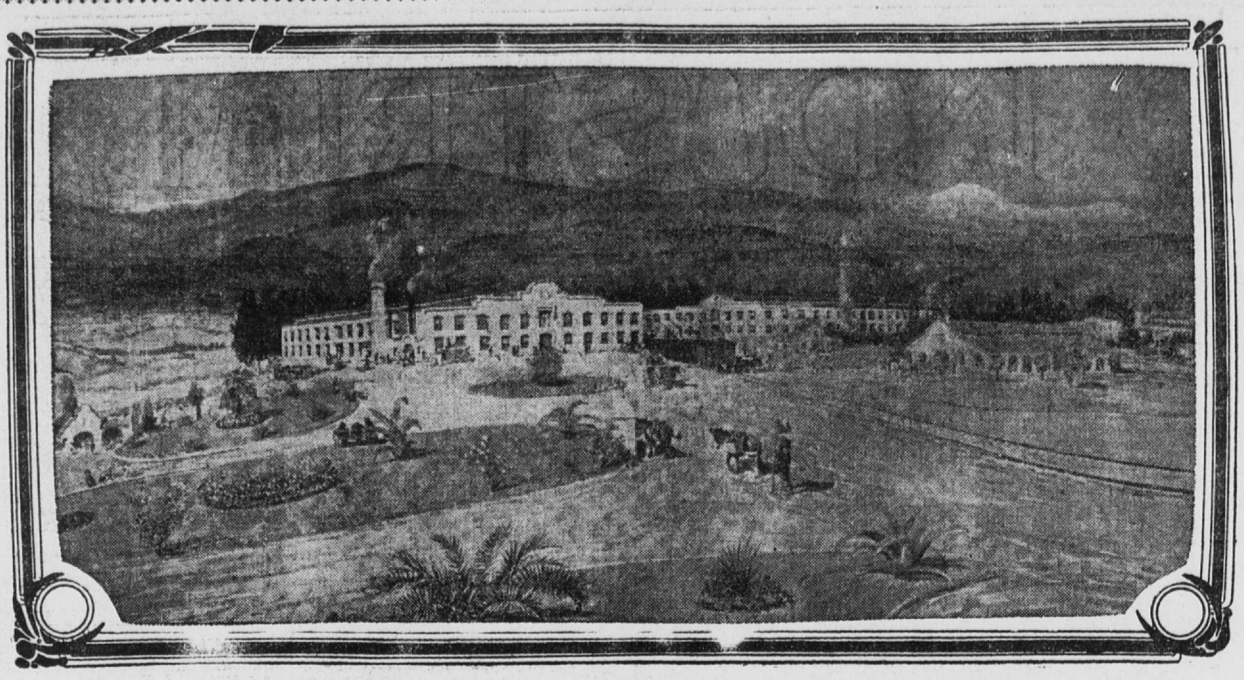
This immense business concern, with offices at 1650 Alameda street, is most successfully competing for trade in the great lumber-consuming marts of the world. Its large orders have been constantly increasing from the start, until today it is doing a tremendous business. The company was incorporated about a year ago, J. D. Young being manager and L. R. Williams assistant manager. It employs from fifty to seventy-five men and fifteen teams. It operates its own planing mill, which covers a space of 50x100 feet. Its entire plant covers an area of sixteen acres. The machinery and other equipment are of the most modern pattern and the product of the mill is prime in character. An immense business is done in mining and railroad timbers in cargo lots. This product is the company's largest speciality. Wherever mining is done and railroad building is conducted there you will find representative goods from the great stock of the Inman-Paulson Lumber company. Its lumber is manufactured from the finest timber to be found at this time on the American continent. Oregon pine and California redwood are chief among the raw materials from which it manufactures staple products, known everywhere as the finest in quality to be procured in any market. The company does both a wholesale and retail business. The great capacity of the mill is taxed to its utmost to meet the demand for lumber and building material in every form. The volume of its shipments to foreign markets is increasing constantly, while its coastwise trade is growing to immense proportions. It is one of the busiest and most widely known manufacturing institutions in its line on the Pacific coast. The management of this large business is excellent in a superlative degree. It enjoys close kinship commercially with one of the most extensive lumber manufacturing plants on the Pacific coast—that of Inman, Paulson & Co. at Portland, Ore. Its timber resources are vast in extent and are rated among the best in the world—165,000,000 feet annually.

STIMSON MILL COMPANY

The famous Stimson Mill company of Seattle, Wash., is one of the most important lumber concerns in the state of Washington—established at Seattle in 1888, its Southern California branch being inaugurated at Los Angeles in 1892. Since that time it has grown into gigantic proportions. The Stimson Mill company, in Seattle and in Los Angeles, is a manufacturer and dealer in lumber, lath and shingles. Its manufactures embrace all kinds of serviceable lumber and all forms of building material, making a great specialty of the famous red cedar shingles. These, together with various forms of lumber, are sold throughout the west and shipped to all parts of the United States and the Orient. The mills at Seattle have a cutting capacity of 150,000 feet every ten hours, and in the same period of time make 450,000 red cedar shingles. The company employs 400 men at the mills in Seattle alone, while it has many operatives at other places in the different departments of the business. The Los Angeles branch comprises a yard covering seven acres, at the corner of Third street and Santa Fe avenue. E. T. Stimson, the treasurer of the company, is the enterprising and capable manager of the Los Angeles department. He carries an immense stock of lumber in variety for the various manufacturers and the trade, and ships throughout Southern California, Arizona and New Mexico, employing twenty-five men. His product is fine building lumber of all descriptions, and he has built up an immense local and outside trade.

LACY MANUFACTURING COMPANY

The manufactures of this company constitute essential facilities and materials for water work, oil production for mining and irrigation purposes. The central plant of this company was established twenty years ago, which was about the time that a few enterprising men, realizing that manufacture in a small way in various lines was available to meet the limited local requirements. Many disadvantages, among them coal at $10 a ton, made any effort toward extensive manufacture for the general markets prohibitive, and up to ten years ago there was little progress in this line. Since that period there has been a great change for the better, due to the development of petroleum in this section, and its use as a cheap fuel. Among the large concerns to be especially benefited by such an advantage was the Lacy Manufacturing company, the larger works since that time growing out of the oil development. Hence it has, in a brief space of time, grown from a small concern into a big manufacturer, requiring a mammoth plant, comprising buildings and yards which cover an entire square, located at the corner of North Main and Date streets, and employs 200 men in the various departments of manufacture. The company manufactures steel water pipe, well casing, oil tanks, oil stills, cyanide tanks, general sheet and plate steel work and all descriptions of irrigation supplies. One of their great specialties is that of building oil tanks of any capacity from the smallest to the greatest, and some of their tanks are of great magnitude and of perfect construction. They take contracts for the construction of these tanks anywhere in the country. Their works and their trade have greatly expanded in recent years and they sell their products in Southern California, Arizona, New Mexico, Washington, Oregon, Louisiana and Texas. The officers of the company are William Lacy, president, and R. H. Lacy, secretary, with offices at 334 North Main street. These gentlemen are brothers, who began their enterprise as practical tradesmen and with limited facilities.



VIEW OF THE GREAT FELT FACTORY IN OPERATION AT DOLGEVILLE, TWELVE MILES FROM LOS ANGELES

ITALIAN VINEYARD COMPANY

The wines and brandies of the Italian Vineyard company of Los Angeles form an important part of the California products sold in the east. The highly responsible and reputable men forming this company and supervising every detail of the work, are educated and professional distillers of fine wines and liquors and are able to duplicate in California the celebrated wines of their native country and of France. Such, indeed, are the distinctive characteristics of their wines, and it is this that gives them superior merit and makes them attractive to the American people.

The Italian Vineyard company is successor to Secondo Guasti, who established the business in 1885, the company on a larger scale following the original and excellent lines of the founder. The company was incorporated in October, 1900, with Secondo Guasti as president and general manager. The office, salesroom and winery are located at 1326-1414 Palmetto street, near Mateo street, Los Angeles; also maintaining wineries at Cucamonga, Cal. For the distribution of these fine wines and brandies to the cities of the Atlantic coast, the company maintains branch houses at 202-204 Center street and 213-215 Hester street, New York city. The company cultivates 3000 acres in grapes at Cucamonga and crush 7000 tons of grapes for distillation and wine making every year. The Los Angeles crushing plant and warehouses cover two acres of ground. They make all the commercial varieties of wines and brandies and ship in large quantities to all parts of the United States. Mr. Guasti deserves great credit as one of the pioneers and ever a leader in the production of the wines and brandies of exceeding merit, and designed to take the place in popular favor of the imported products.

NATIONAL LUMBER COMPANY

One of the leading concerns engaged in the lumber industry is the National Lumber company, whose offices and plants may be said to extend from one end of the state to the other. This big enterprise was organized as the successor of the Whiting Lumber and Supply company, of which Perry Whiting was the founder and president. The Whiting company finally became merged with the above mentioned organization, Mr. Whiting retaining an interest and holding a responsible position in the succeeding company. The officers of the National Lumber company are A. B. Hammond, president; Perry Whiting, vice president; F. M. Fenwick, secretary, and H. W. McLeod, assistant secretary and treasurer. All of these gentlemen are business men of high reputation. Messrs. Hammond and Fenwick are residents of San Francisco, where the main offices of the company are located. Messrs. Whiting and McLeod are talented residents of Los Angeles who enjoy the confidence of all who know them. The wholesale yards and distributing point for the lumber of this company is situated in San Pedro, with the railroad tracks extending through the yards, thus affording the best facilities for shipment by rail and water. The local offices are at 409 East Ninth street and the yards and main offices at Twentieth street and Alameda. The company's plant at this point is completely equipped with the latest designs of machinery in the mills for preparing lumber for building purposes. Besides boards, beams, rafters, scantling, etc., the National Lumber company is prepared at all times to furnish builders with rough and dressed lumber of every description; also mouldings, sashes, doors, and such building materials as glass, nails, paper and builders' hardware of all sorts. This company also carries a full supply of paints, oils and varnishes.

SOUTHERN CALIFORNIA WINE COMPANY

One of the large business and industrial concerns of Southern California is the Southern California Wine company, grower and distiller of high-grade Gold Medal California wines and liquors, with office and salesroom at 220 West Fourth street. Its wineries and distilleries cover four acres of ground and are located at San Gabriel, Los Angeles county, at Cucamonga, San Bernardino county, and at Macy and Lyons streets in this city. The salesrooms on West Fourth street are 25x110 feet in dimensions, occupying both the main floor and basement, where a very large stock of its excellent wines and liquors is carried. It does mostly a wholesale business, these "Gold Medal" products having gained a very wide repute for their superiority. This company has received the highest awards in gold medals and diplomas in Guatemala in 1897, at Omaha in 1898, at Philadelphia in 1899, at Paris in 1900, at Buffalo in 1901, and at St. Louis in 1904. With the constantly increasing demand for these superb California products the business has grown and prospered, and about twenty men are now employed in it. This company grows its own grapes and distills various kinds of wines and liquors, a favorite brand being the "Good Samaritan" port, sherry and brandy, the latter for medicinal use. Its aim is not only absolute purity, but superiority in all its wines and liquors. These wines and liquors are shipped to all parts of the United States. The owner of the Southern California Wine company is Hugo Goldschmidt, a very enterprising and progressive citizen, who well deserves the success of his untiring efforts in this business.

THE GREATER MAIER & ZOBELEIN BREWERY, 120,000 BARRELS CAPACITY

LOS ANGELES MANUFACTURING COMPANY

Among the many additions made in recent years to the various lines of manufactures in Los Angeles none have been more useful or is there any that have a better adaptation to the industrial needs of California and the productive sections of the southwest than that of the Los Angeles Manufacturing company. The manufactures of this company consist of riveted sheet steel and iron well, water and irrigation pipe; oil, water and cyanide tanks. Any one familiar with the nature of the leading industries of California can readily appreciate the value of these manufactures. There is no single article among the metal manufactures that is so universally serviceable as that of riveted sheet steel and iron pipes, and they are used for many purposes, being particularly serviceable in irrigation and hydraulic mining. The riveted sheet work has immense uses also in the oil industry and in that behalf especially the company's establishment, here in the midst of one of the most important oil fields in the state, was timely and fortunate for all parties concerned. Their products also have large and universal uses in connection with the chemical treatment of ores, while their tanks are serviceable on the railways and wherever else the storage of water is required. Besides their manufactures the company are jobbers in all kinds of sheet and plate iron work. The Los Angeles Manufacturing company is an incorporated organization, with George Renwick president and manager, H. L. Brown vice president and H. C. Chamberlain secretary. These gentlemen are all well-known citizens of Los Angeles, who made their establishment here only three years ago, and have made a splendid success of their worthy enterprise. Their works are located at 216 to 322 Macy street, where they have spacious and thoroughly equipped shops. They employ ten to twenty men and ship their products throughout California, Arizona and New Mexico.

HOLBROOK, MERRILL & STETSON

The large and widely known concern of Holbrook, Merrill & Stetson is one of the oldest and most powerful in San Francisco, having large branch houses in this city and Sacramento for the distribution of manufactures and materials essential in the maintenance of towns, cities and the domestic household, consisting mainly of stoves, metals, plumbers' and tinners' supplies. The main house in San Francisco was established by the above firm forty years ago. Their branch house in Los Angeles furnishes a conspicuous example of the splendid growth of commerce in this city within the brief period of our expansion as the recognized metropolis of the southwest. For the past fourteen years the house has been represented in this city by Mr. Henry Morris, in the capacity of resident agent. But in more recent years the vast volume of the city's general trade grew so rapidly and to such large proportions that a large branch store of the San Francisco house became necessary for the handling of its large increase of business at this point. Accordingly the splendid store known in the name of Holbrook, Merrill & Stetson, at 218 to 224 North Los Angeles street, was instituted, and one of the largest stocks of goods in its various lines was installed, with Mr. Morris as the manager for the district embracing Southern California, Arizona and New Mexico. This house comprises two stores and a basement, covering 75x250 feet, and is filled throughout with goods, embracing stoves and metals, lead and iron pipe, pumps, kitchen utensils, tinware, tinners' tools and machines for various purposes of productive industry. It can well be appreciated that the recent large growth of this and other cities, towns and settlements in Southern California and the territories has created a greatly increased demand for these supplies, while great credit is due to Mr. Morris for his ability and enterprise in building up the large trade which gives Los Angeles such a splendid and notable addition.

LOS ANGELES FIREWORKS COMPANY

The Los Angeles Fireworks company made its establishment here seventeen years ago and since that time this city has been the great pyrotechnic headquarters of the Pacific coast. The company is famous for the immense stock of fireworks which it handles and distributes to the trade throughout the country, and celebrated for the magnificent exhibitions which it has given in years past upon holidays and great celebrations. It is useless to undertake to itemize the many devices of fireworks which this company handles. Its list comprises the whole catalogue, from a squib to a bomb shell, and in quantity sufficient for every boy from British Columbia to the gulf to celebrate every event from the Fourth of July to the battle of New Orleans. The company are manufacturers, importers and jobbers, and besides their own manufactures, their vast aggregation includes crackers and bombs from China, variagated color works from Japan, and the whole list of pyrotechnics from the celebrated factories of the Atlantic seaboard, from a Roman candle or a rocket to giant cracker; from a toy pistol and a torpedo to a cannon. This company's calcium light department is of special interest, while their splendid fireworks displays are the captivating and sensational part. The Los Angeles Fireworks company's productions were employed in displays at Portland exhibition in 1901, San Diego, July 6, 1901, and in the same year at Coronado, Catalina, Westlake park, and many other Fourth of July displays, besides numerous interesting exhibitions where the services and pyrotechnics of the company were employed and constituted the chief attraction, among them being the Prix de la Bastille, Los Angeles, 1890, and "Night in Venice" at Hollenbeck park. W. H. Willson is the manager of the company's business and has held that position from its inception. He occupies a two-story building, in dimensions 30x125 feet, at 410 East Third street; employs fifteen to twenty men at the store in season; maintains a corps of traveling men and ships fireworks throughout California, Arizona, New Mexico and Oregon.

HIPOLITO SCREEN AND SASH COMPANY

A history of the industries of Los Angeles would certainly be incomplete without a sketch of the career and operations of the important firm known to our readers as the Hipolito Screen and Sash company. The business appeals so universally to every one and has to do so directly with the comfort and convenience of living that one might be forgiven for enlarging a little on the subject of screen doors and windows in general. To come directly to the point, however, let us say that for general effectiveness and convenience of handling, as well as for appearance sake, the screens manufactured by the above company cannot be surpassed in this city or elsewhere. Every housekeeper realizes the necessity of having screen windows absolutely fly-tight, and this is the rock upon which the amateur screen-maker makes shipwreck. It requires skill to construct screens that will fit tight, yet not tight enough to stick and bind, and the beauty and effectiveness of the Hipolito screen door and window is that it fits perfectly, looks handsome and decorative and completely foils the demon fly. The above company was incorporated a number of years ago and has been in existence about eight years. H. H. Kerckhoff is president and treasurer of the company and C. D. Houghton is secretary, these gentlemen being among the stanch and greatly respected business men of the city. The office and factory of the Hipolito company is at 634-638 Maple avenue, and covers an area of 60x250 feet, and thirty-five competent workmen are employed in the manufacture of the famous removable window screens, the high grade screen doors and the patent reversible windows, for which there is such a growing demand all over the southwest. The company handles a heavy wholesale trade and ships its goods all over Southern California, Arizona, Nevada and New Mexico.

E. H. MOYLE ENGINEERING AND EQUIPMENT COMPANY

One of the most noteworthy companies handling mining machinery and equipment is the E. H. Moyle Engineering and Equipment company, located at 607 North Main street in this city. E. H. Moyle, the founder of the business, is a mining man and a manufacturer of many years' experience. In establishing the present business three years ago it was in recognition of the urgent need of better facilities for mining operations, and well has this fine company met and provided for the demand. One of the special functions of the Moyle company is to inspect and report on a property, then design and install a plant suitable to its individual characteristics. They are prepared to furnish mechanical and architectural plans and specifications for mine, power and industrial plants, being mining and consulting engineers, capable of designing and constructing any sort of mining, mechanical and hydraulic machinery. Among the specialties designed by the company which have proven remarkably valuable in mining operations we may mention the Moyle circular feed and complete circular discharge individual motor, used in crushing ore, also Moyle's automatic cam, a most unique and simple, yet thoroughly reliable contrivance for fastening stamp mills to cam shafts. These specialties are exclusively manufactured by this company and are coming into general use, not only in the west, but where mining operations are extensively engaged in. The E. H. Moyle company operates and sells all over Southern California, Arizona and New Mexico, and receives many orders from various other points throughout the United States for its patented specialties. Mr. Moyle is both president and manager of the company.

AMERICAN SWITCH AND SIGNAL COMPANY

Some years ago the noted inventor, Henry M. Davenport, turned his attention to the perfection of some system whereby the loss of life on railroads by "head on" and "rear end" collisions could be avoided, and so successful was he that his invention, now in the hands of the American Switch and Signal company, is being looked upon as one of the greatest blessings ever offered to the traveling public and it will undoubtedly make greater fortunes for its projectors and those who become stockholders than any invention of the past generation. It has been described as a "system of signaling devices by which human agency is entirely eliminated." The mechanism is simple and the system can be installed and maintained at slight expense. It is now being installed on one of the large suburban electric lines of this city and at the request of the large railroads of the country a committee of railway experts and scientific men will be in charge of the test. The company is now preparing to make contracts with several railway companies as soon as the first line is equipped, which will probably be inside of a few weeks, and those who are fortunate enough to secure stock in this magnificent investment will have a better opportunity for making money than can be found in any enterprise now on the market. The American Switch and Signal company incorporated last year with a capital stock of 1,000,000 shares at $1 each, fully paid and non-assessable. Its offices are in the Byrne building, rooms 227, 229 and 231, with machine shops and works at 2118 Willow street, its officers being W. A. Bondurant, president; A. J. Butler, vice president; P. B. McCabe, secretary and treasurer. These gentlemen, with the addition of Messrs. C. W. Borden and Henry M. Davenport, also form the directorship, while the Townsend Brothers, with offices in the Bradbury building, are attorneys for the company. A limited number of shares of treasury stock can now be secured at 50 cents per share, though the price will soon be raised to 75 cents or $1. Communications addressed to E. Bondurant will receive prompt attention. This company is a responsible one in every way and is composed of some of the most substantial men of the city.

THE WM. H. HOEGEE COMPANY

From a very small beginning this house, since its incorporation in 1901, has developed into one of the largest and most influential houses in the west. With its large frontage at 138-142 South Main street, it extends through a whole block fronting on South Los Angeles street, from 137 to 141. The immense three-story building is one of the most imposing in the city of Los Angeles and represents a large outlay of money and enterprise. The company are manufacturers and dealers on a very heavy scale. A few of the goods they handle for the wholesale and retail trade are sporting goods of every description—guns, ammunition, bicycles, camping outfits, hammocks, ship chandlery, bowling supplies, athletic goods, garden hose, rubber and oiled clothing. In their manufacturing department they produce everything in awnings, sails, tarpaulins, flags, banners, badges and souvenirs, tents as well as every variety of hunting clothing, khaki suits, etc. They are also large jobbers of cotton duck; and like all their other departments their electro plating and enameling sections are absolutely up to date. This flourishing business gives employment to nearly 200 people and sends its goods all over California, Arizona, New Mexico, Nevada and into many parts of Old Mexico. A recent change has placed the entire management of this business in the hands of a comparatively young man, Douglas Dawson, who worked into this position from the credit department, where his energy and ambition were productive of such excellent results that the directors voluntarily tendered him his present position, in which he is developing the business with all the ability that comes of a wide business experience and determination. Besides being a good judge of character, Mr. Dawson has the happy faculty of keeping in close touch with all his employes and accomplishes a large amount of work with the minimum of effort. He believes it is the duty of every employer to set a good example and he thinks idleness one of the worst misfortunes that can befall mankind. The Wm. H. Hoegee company have always been large advertisers and always expect to be. Their motto is: Get acquainted by advertising, make friends by a square deal and keep them by always doing the right thing.

THE ANTI-FRICTION JOURNAL BOX COMPANY

The wonderful advancement which has been made within recent years toward the perfection of machinery has finally reached a point where lubrication for rotary parts may be dispensed with. The invention is simply that of double action roller bearings, upon principles similar to those of ball bearings, for machinery, vehicles, etc. Delos Allen of Los Angeles is the inventor, and a stock company for the manufacture of the device was organized here about fifteen months ago with a capital stock of $500,000. The officers of the company are well known business men of this city, comprising Delos Allen, president; A. T. Gary, secretary; J. M. Green, treasurer; D. E. Lyons, general manager; Jesse O. Marsh, vice president, and W. H. Sheasby, manager. The office of the company is located at 718 East First street. The new invention dispenses with lubricating and can be used for all kinds of machinery and every description of vehicle that has a journal box or bearing, whether the machinery be as heavy as a locomotive or light as a bicycle. Complete specimens of the new device have been tested and proved to be perfect in its operation for all the purposes designed and claimed for it. This invention, therefore, is destined to work a complete revolution in journal bearings and kindred particulars of machinery work, of which the saving of cost in lubricants and power units is only a part, and, as it is as well adjustable to railway cars as any other machinery, the element of safety as well as economy is an important point of consideration. It is the purpose of the company to manufacture these roller bearings in great numbers for machinery of any description, and for the purpose of perfecting their initial work a part of their stock is being sold at a nominal figure, and from the established success of the invention it would appear that this is a rare opportunity for a profitable investment. We may add that the Allen patent is the parent of all roller bearings and its present perfected status represents various improvements.

THE BARBER ASPHALT PAVING COMPANY

Of the many results of great benefit to this and other cities from the discovery of oil in California, and—to bring the matter for closer inspection and an analysis of immediate benefits nearer home—the development of oil at our very doors, in the city, was the recent establishment of branch works of the Barber Asphalt Paving company at Los Angeles. This establishment was made in February of 1904, and presents the prospect of two great leading results very much to be desired. In the first place, it affords a convenient and unlimited source of supply for material of which the city will undoubtedly make enormous use in time, and of these advantages it has already availed itself to an extent that bespeaks great success to the company. In the second place, the establishment of the Barber Asphalt Paving company, for the manufacture of paving material and other asphalt products. The manufactures of the company, consisting of street paving, reservoir lining, floors and sidewalks, under the general brand of the "Durango" asphalt, are well known to municipalities and the industries all over the United States. Such an establishment adds another industry of great value to the city, and its benefits will be numerous. Since its establishment here in 1904 the company has erected its own refinery and refines its own asphaltum here from the crude petroleum produced in the Los Angeles district. Its plant is erected on three acres of ground, the entrance to which is at 1020 Dale street. It has also erected a rock crusher at 731 Lawrence street, and has all the facilities and materials for the manufacture of its paving material complete and in quantities to fill contracts of any magnitude. The company employs fifty men at the works, and the work of refining and manufacturing to fill numerous large contracts is in progress. The home office of the Barber Asphalt Paving company is in the Land and Title building, Philadelphia. C. S. Kent is the manager of the Los Angeles district, with office at 321 Henne building.

Men of Brains and Capital in the Front Rank

UNION BOX AND LUMBER COMP'Y

One of the most important industrial establishments of Southern California is the Union Box and Lumber company; nor are its activities confined to Southern California, even to the Pacific coast section of the United States. The stock used comes largely from the dense forests of Puget Sound, where, at Tacoma, is located the Capital Box company, owned and controlled by the Union Box and Lumber company. This factory manufactures the raw material in the way of veneer and lumber. The officers are Edward D. Silent, president; W. B. Johnstone, vice president and manager, and C. A. Bancroft, secretary and assistant manager, who give their entire time and thought to the business and manufacturing departments. Their main office and factory is at 405 Wall street. They make boxes, berry and grape baskets and make a specialty of the manufacture of bee hives, dealing also in all kinds of apiarian supplies, being in this line one of the very largest in the world. They have customers not only all over California, but in Nevada, Arizona and New Mexico, and report a rapid growth in this and other lines covered within the scope of their varied and important work. The Union Box and Lumber company employs here about fifty people, but in different places, covering the entire work of business management, manufacture and sale the total number will reach to 150 or probably more. The business was established some eight years ago and was consolidated March 1, 1903, into one of the best managed, best equipped and best organized manufacturing establishments in the country. They supply their own stock and do everything from start to finish in the most economical, efficient and expeditious manner, and they have before them the finest prospects for a high degree of success.

MACHIN SHIRT COMPANY

One of the unique retail establishments of Los Angeles is that of the Machin Shirt company. Established some fifteen years ago, the business has been built up until now they are by all odds the largest, strongest concern in Southern California. Making as they do only high grade garments, a word about this industry will be profitable news for Herald readers. Realizing the need for better made, better fitting garments than the average retail store carried, this enterprising firm equipped a factory on their premises at 124 South Spring for the making to measure of women's shirt waists and shirt waist suits, and men's shirts. The popularity of their product has grown to such an extent that now their retail branch carries in stock only the garments of their own manufacture. That is to say, women's tailor-made waists of matchless Machin workmanship and fitting may now be had ready to wear. The volume of this retail end of the business keeps a sales force of half a dozen busy all the year and a heavily augmented force at special seasons. One of the advantages offered by such an institution as the Machin Shirt company is in the fact of the newness of styles shown. They are direct purchasers, or importers, of the materials only, making their garments in the popular fashions of the current week, or day if you please—quite different from the merchant that must go to the markets and buy garments that have necessarily been made some months before they can be offered for sale, and in many instances have lost their charm of newness—later styles having displaced them. Another advantage, quite as pronounced, is the opportunity afforded the customer in securing a perfect fitting garment not always readily obtained in the ordinary retail store. In addition to the retailing of women's waists, exclusively of their own make, this firm has the acknowledged reputation of being headquarters for really exquisite neckwear and belts—in fact such dress accessories as naturally go with a store selling women's waists, and in their neckwear department is to be found the finest examples of these dainty bits of feminine finery. The making of waists and shirt waist suits to measure—bespoke work, the English were wont to call it—is one of the predominant features of this firm. In the matter of price, Mr. Machin has always maintained a popular price on his products, and especially so in this in the retail division of the business. Go there any time and you will find the newest, nattiest styles in all of the bewitching weaves and colorings and at "easy-to-pay-for prices."

It would be unfair to the gentlemen if we failed to mention the custom shirt department, equally equipped to render the best service. This department numbers among its regular customers, a host of the best dressed, most critical men of Southern California, men who appreciate the worth of a good shirt made to fit them, and if you, dear male reader, have had trouble in procuring properly fitting shirts it certainly must be because you have missed the Machin Shirt company, "Makers of high-grade shirts." It is a pleasure for The Herald to give this mention of so worthy a gentleman as E. B. Machin and the unique business he represents in the Machin Shirt company, and to commend them to the purchasing public of Los Angeles and Southern California.

FLORISTON PULP AND PAPER COMPANY

An enterprise that is intimately connected with the citrus fruit industry is the Floriston Pulp and Paper company of San Francisco, whose local offices are at 843 San Fernando street. This concern is engaged in the manufacture of the plain and printed wrapping paper of tissue weight, which surrounds all oranges and lemons packed for shipment to all parts of the country. This establishment is an extensive one and of the thousands upon thousands of wrappers used in the citrus trade annually, the Floriston Pulp and Paper company supplies fully one-half. The mills of this concern are situated in Floriston, Cal., and are completely equipped with all the most modern devices to facilitate the manufacture of this special product. The paper is shipped to the local offices at the San Fernando street address, where it is cut into suitable sizes and marked with printed matter, labels or brands, as desired. S. R. Smith, who is in charge of the company's plant in Los Angeles, is the manager for Southern California of this concern. Under his efficient management the business of the Floriston company is crowding the capacity of the mills.

During the period of the citrus fruit season from December to April of the past year, the Floriston mills shipped to the local plant here a carload of tissue