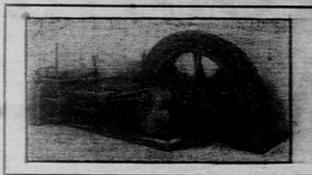


C. F. McBRIDE C. F. DOWNING

Phone Calls:
N. W. 2209-2 T. C. 475



McBride-Downing Electric Co.

(Incorporated)

Electric Engineering

All Kinds of Electrical Appliances Installed and Estimates Furnished

346-348 Minnesota St. ST. PAUL, MINN.

THE ST. PAUL FOUNDRY COMPANY

Some twenty-one years ago the St. Paul Foundry company incorporated and laid the foundation for the business which today is so important a factor in St. Paul's manufacturing and jobbing supremacy. The beginning was by no means large, yet today the volume of business transacted compares more than favorably with that transacted by any concern of its size and kind in the country, and the products of the St. Paul Foundry company are shipped the country over—from the "Soo" to the Pacific coast and over the entire South and Southwest.

The company is manufacturer of architectural ironwork, steel buildings and steel bridges.

The plant of the company is located adjacent to the Great Northern tracks, near Como avenue, St. Paul.

The main foundry building is 400 feet long and 105 feet wide, and the structural steel shop is 350 feet in length. The growth of the business has also necessitated the erection of a pattern shop, blacksmith shop and a large pattern storehouse. Nothing but the latest improved machinery, operated by electricity, is used, and the plant is up-to-date in everything. The nature of the business demands good track facilities, and the company has fully a half mile of siding and switches on the Great Northern railroad at the factory.

During the busy season some 400 men are employed.

Mr. C. M. Power, president of the company, has been connected with it since its organization. Mr. Power also is the treasurer. Mr. J. B. Johnston is the company's secretary.

FARWELL, OZMUN, KIRK & CO.

The almost phenomenal growth of the business now on the books of Farwell, Ozmun, Kirk & Co., since the inception of that business in 1859 when it was originally organized by Messrs. Chertree and Farwell is one of the surprising occurrences of St. Paul's half century as an incorporated city.

The firm founded in 1859 has expanded until today its trading extends over a dozen states of the Union, and even reaches up into parts of Canada.

The hardware house founded in 1859, and located on Third street, by Messrs. Chertree and Farwell, was succeeded by Farwell Bros., and that firm in turn by G. L. Farwell. In 1881 a larger store was taken, and the business passed to the hands of Farwell, Ozmun & Jackson.

The associated partners of the latter firm were G. F. Farwell, A. M. Ozmun and Frederick Jackson. This firm was dissolved in 1886, by the death of Mr. Jackson, and the firm of Farwell, Ozmun, Kirk & Co. was incorporated Jan. 11, 1887. The five incorporators were G. L. Farwell, A. M. Ozmun, Robert A. Kirk, W. T. Miller and M. J. Daniels. Mr. Miller died in 1895, and in 1881 Mr. Farwell sold his interest.

Mr. Daniels also disposed of his stock, leaving Mr. Kirk the only one of the original incorporators connected with the firm.

The board of directors of the firm at this time are R. A. Kirk, F. W. Hurty, C. H. Bigelow Jr., Frank B. Platt and C. D. Maclean. The officers are: President-treasurer, R. A. Kirk; vice president, C. H. Bigelow Jr.; secretary, F. W. Hurty, and assistant treasurer, C. D. Maclean.

The present building of the company at Broadway and Third street was erected for its use by Griggs & Foster, the corner stone being laid in 1893.

The erection of the building was necessitated by the disastrous fire which in 1891 completely destroyed the firm's quarters and stock.

The building is six stories and basement, and is modern in every particular. It has its own heating plant, which plant also furnishes power for the five elevators necessary in the building.

McKIBBIN, DRISCOLL & DORSEY

The magnificent present equipment of McKibbin, Driscoll & Dorsey is the legitimate result of intelligent effort along up-to-date lines.

Eighteen years in not a long time have as measured by the possibility of business achievement in the Northwest. In that time marvels may be accomplished by a firm doing business in accordance with the policy of the manufacturers of "McKibbin" goods.

Representative, wide-awake Western retailers naturally seek a representative wide-awake Western manufacturer to supply their wants, and it is small wonder that when their wants are hats, gloves or furs, the name "McKibbin" occurs to them immediately. For it is a fact that the members of the McKibbin firm (Messrs. Joseph McKibbin, A. B. Driscoll and W. A. Dorsey) make it a part of their daily business to keep in touch with the up-to-date needs of the up-to-date public which makes the business of Northwestern retailers.

This fact, taken together with the fact that McKibbin quality is staple and standard and "keeps customers coming," is responsible for a growth which is one of the features of the history of Northwestern jobbing during the last quarter of a century.

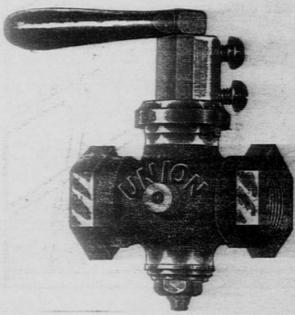
Advertising, the keynote of business success when backed up by goods that will "live up to" advertised claims, finds a firm supporter in the McKibbin concern. Advertising has helped to introduce McKibbin products into every nook and corner of the great Northwest, but it has been the merits of the goods that have kept them there. It is a fact of which the firm is justly proud that in its own account and also that which it does for its customers there has never appeared a statement or a claim which the goods themselves have not more than substantiated.

The immense and complete building at Fifth and Broadway, St. Paul, houses a manufacturing and jobbing plant surpassed nowhere. Its lath-string is always out, and out of town merchants are always welcome to call and inspect the inner workings of the great establishment which every year is giving added significance to the terms:

"St. Paul made."
"McKibbin made."
"None better made."

Union Brass and Metal Mfg. Co.

Manufacturers of PLUMBERS' BRASS GOODS St. Paul, Minn.



As a landmark of St. Paul's progress, industry and enterprise of its citizens, this concern takes the place in first rank.

Established in the year 1892 it has developed from a very small beginning into a large and well established business corporation, in a n a f a c t u r i n g Plumbers' Supplies, Sanitary Appliances and Metal Specialties.

Its Wares and Production can be found at every Jobbing House of Plumbers' Supplies of any note in the United States and Canada, as also at a number in Europe.

Their site is located at the N. W. corner of Lawson and Mackubin sts., occupying a large and substantial four-story brick building with foundry separate, which is also built of brick, both of which are surrounded by the best of railroad facilities.

Their shops are equipped throughout with all the modern and most improved machinery for the economical production of metal goods in large and small quantities. Their patterns are all up to date in every respect and are principally used for the construction of Bath Room Fittings, as also Lavatory and Kitchen Fittings, Faucets of various designs, Sine Shut Closet Tanks and Seats, Brass and Bronze Castings, also Copper and Aluminum Castings, Spun and Stamped Sheet Metal Goods, Fire Engine Trimmings, Babbitts and Solders of all kinds.

Some of their specialties, such as the UNION STOP COCK, UNION FLUSH VALVE and UNION BALL COCK are adopted as high Standards by many of the leading manufacturers of the country.

The organizers of this concern are all well known citizens of the city of St. Paul and are at present actively engaged in the management of this business, their principal aim always being to produce first class goods in every respect, which through rigid inspection has maintained their high standard of quality and which are sold at prices consistent with carrying on a successful business.

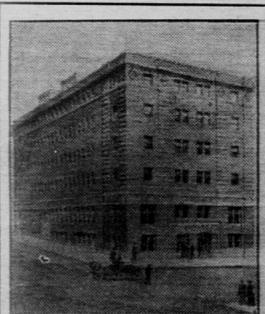
Their motto: HIGH GRADE GOODS, PROMPT SERVICE AND ATTRACTIVE PRICES will always be found reliable.

They are here to do business in a businesslike manner and are confident of giving universal satisfaction to their patrons near and far.

The officers of this corporation are as follows:
THEO. MICHEL, President and Treasurer.
PETER J. FREY JR., Vice President.
ERNEST J. SEITZ, Secretary and Superintendent.

CRANE & ORDWAY CO.

Saint Paul, Minnesota



Manufacturers of

Wrought Iron Pipe
Malleable Iron Fittings
Cast Iron Fittings
Brass and Iron Valves
Engine Trimmings, Hose Goods
Steam and Gas Fitter's Tools
Radiators

Jobbers of

Plumbing and Steam Fitting Supplies
Wood and Iron Pumps
Wind Mills
Well Machinery and Supplies
Rubber and Leather Belting
Hose Packing and Gasoline Engines

Life on Board Ship Is What the Captain Makes It

IT IS a truism that life on a warship during a cruise is largely what the captain makes it. His treatment of his officers and crew is what renders a stay of three years comfortable or uncomfortable, a torment or a pleasure.

To realize what the influence of the captain is in the navy, one has simply to read what Medical Inspector H. E. Ames, of the navy, has to say in a paper which has just been published by the naval institute. He describes three cruises that he made, at intervals of eight years, and he mentions the incidents of the cruises to show what improvements have been made in the treatment of our sailors.

The first cruise was on a black ship. Dr. Ames does not mention names. He says the rules and regulations were carried out to the letter.

The vessel was ataut from truck to keel. She would have impressed any one not attached to her as a model. Her appearance was rightlike and she was delightfully fitted out for the comfort of officers and men.

Yet she was an unhappy ship, because she was ruled with a rod of steel. The men received no consideration from the captain and the officers were treated in nearly the same fashion—all work and no play.

Describing the situation on the vessel, Dr. Ames says:

"There was no joyous laughter ever heard within her somber hull; there was no innocent skylarking about her decks; no music, either vocal or instrumental, ever broke the stillness of the evening air, either in port or at sea. No pets were about the ship belonging to the men.

"The daily inspections were superb, so far as bright, clean arms, tidy uniforms, perfect decorum, and silence were concerned. Look in the faces of the crew! They were clean, they were intelligent, but there was not a single face that bore a soft expression. The quick, momentary glances that caught your own ill indicated discontent, hatred, depressed spirits, disappointed hopes, a fettered manhood.

"I have often noticed her beautiful boats, so clean, so graceful, so perfect, hanging in idleness at the davits. They were seldom in the water except for drill. No racing among the crew, no sailing or fishing parties disturbed them. No library existed for the men. No religious service was ever held on board. Were the officers happy? No; they were a discontented lot compared with the happy ship I had left."

Dr. Ames asks what was the cause of all this, and he answers his question by saying:

"It was simply a damnable application of a good set of regulations by a narrow-minded man. A little thought on the part of the captain, a little consideration for his officers, and by them for the men, a knowledge that the admiral and Jack have equal claims on the Almighty; that they are built the same, have the same organs, feelings, appetites, in fact, the same mental at-

tributes, were lacking. In other words, if intelligence had been used and properly applied, the ship could have been a pleasant one."

Eight years later, Dr. Ames served on another ship and she was painted white. The ship was very like the black one. There were the same discipline and the same kind of crew, but there was a mighty contrast between this cruise and the one in the black ship. Dr. Ames puts the contrast in this way:

"The cheerful voices of the men were heard in song vibrating in the evening air. Natural, hearty peals of laughter would ring out as some joke was perpetrated or some story was told.

"The shuffle of feet was heard keeping time to music of the volunteer band, as they whirled to the waltz, or other round dance, or tried a jig or breakdown. Even the ship's dog would give a joyous bark as he received the caresses of the men after performing some simple trick he had been taught.

"The pet minor bird would add to the pleasure by giving his song. Feats of strength or skill in boxing were indulged in. Races in boats, either under sails or with oars, were permitted on the sailing.

"Books were numerous and well thumbed. Liberty was no novelty. Desertions and intemperance were rare.

"She was a happy ship. The men were not saints; they were not exactly sinners. They were simply a fine crew of sailormen. They drank in moderation; their other faults or vices were bearable; vile habits were suppressed and put down by the crew."

This comfortable life was brought about by the thoughtful application of a set of rules by the captain, aided by his officers. Discipline was carried out to the letter, but punishment was administered in a kindly way.

There was always praise for the man when he did well in his work. The officers and men were sorry to part when the cruise ended.

Eight years later Dr. Ames went on another cruise in a white ship, and he italicizes the word "white." She was more crowded and uncomfortable than the other two ships, but the captain was "broad-minded and generous." His officers seemed to be above the general average. The crew was "only fair at the start."

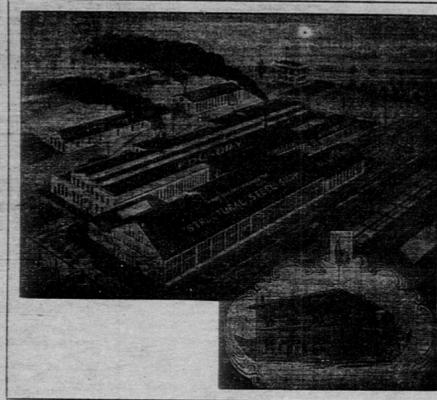
At the beginning of the cruise it was announced that searching of the men on their return from liberty to find smuggled liquor would not be tolerated. Then men were put on their honor.

They appreciated it, and the few men who broke the rule not to bring liquor on ship were quickly detected and punished severely. It was noticed that these men who had broken the rules often appeared with sadly bruised faces a short time after they came on board. They had been punished by the men before the "Old Man" got after them.

There was plenty of liberty for the men, plenty of freedom to enjoy themselves on board; they had all the pets they wanted, and the officers even assisted them in preparing some of their recreations. "The singing and dancing produced a happiness and loyalty that was so marked as to cause jealousy among the other ships of the squadron."

Architectural and Ornamental Iron Work

Structural Steel



Foundry, Machine and Blacksmith Work

Designers of Steel Structures, 2,500 tons steel in stock

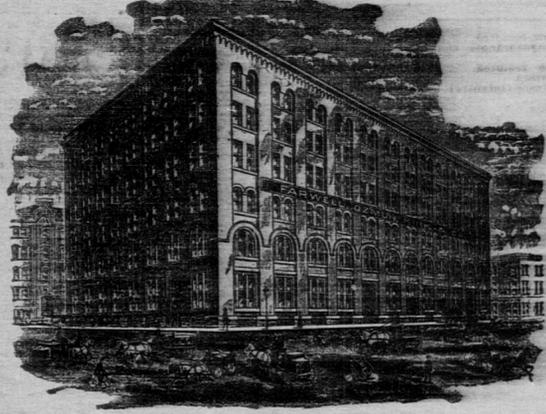
St. Paul Foundry Co.

Offices Como Ave. and Mackubin St.

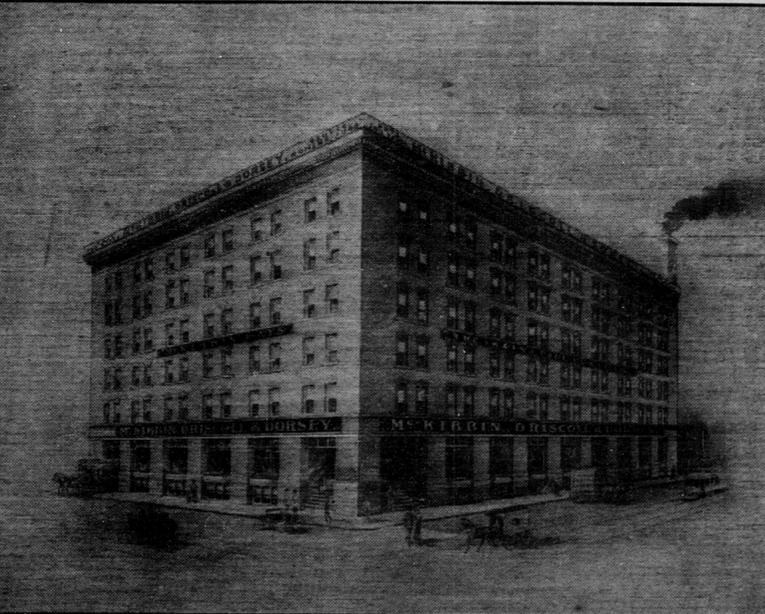
Works G. N. Ry. and Como Ave.

FARWELL, OZMUN, KIRK & CO.

WHOLESALE HARDWARE CUTLERY AND SPORTING GOODS



THE LARGEST AMMUNITION HOUSE IN THE NORTHWEST. ST. PAUL, MINN.



We own and occupy this building exclusively, and it is a guarantee that McKibbin Hats, Gloves and Furs are right in every way.

McKIBBIN, DRISCOLL & DORSEY

MANUFACTURERS AND JOBBERS St. Paul, Minn. Broadway and Fifth Streets