# A Half Century Of Business.

his career in the book and stationery business at Woodstock in 1849 as chief | trepidation. The business as carried on clerk and manager of the bookstore of the late Mr. F. B. Beddome. Two years wholesale, though unusual, had proved later he bought out the business and successful. The removal to Toronto, established under his own name the therefore, was a serious venture. It der the name of Warwick Bros & Rut- | methods.

In 1879, in conjunction with Mr. C. Blackett Robinson, Mr. Warwick was

secret of his success as a wholesaler.

Death of Mr. Wm. Warwick.

perilous days, and could ill afford to lose meant the abandonment of the retail its chief. Competition was keener than business now carried on in Toronto un- trade and an entire change of business ever before, and experience and watchfulness were essential to a prosperous aptitude for business Mr. Warwick, however, proved him- business. The chief responsibility now

of their interest and the whole con- and other articles of a kindred nature. kett Robinson, Mr. Warwick was successful tenderer for the successful tenderer for the terruption to the present time. The equipment includes good embossing machines for high-class work, cutterruption to the present time. 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 Satronto Industrial Exhibition on the Sat- ginning made i. a successful venture. The late Mr. William Warwick began lane, the premises now occupied by the his career in the book and stationery his career in the book and stationery cation was not effected without some fright and ran away. Mr. Warwick was several departments of the business and six paging machines. On 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 was admitted into the partnership, and ing machines, or machines which ing machines, or machines which Mrs. Warwick having decided to withdraw her interest the entire business passed into the hands of the younger

Removal to Present Premises.

the addition of an extensive wing, had varies, according to season, from 90 to now become inadequate for the grow-ing business. The decision to dispose of the entire stock of miscellaneous books and confine every attention to the development of the stationery, school supply and blank book trade had given temporary relief, but soon the need for greater accommodation was again keenly felt. The enforced separation of the used as a warehouse and offices, while newly-created printing department from the manifold industrial operations inthe other branches of the factory also volved in a business so enormous and was a drawback. Accordingly, the varied as this are confined to the rear firm determined that new premises building. There are many advantages must be found without further delay. resulting from this separation, the prin-Under the direction of Mr. E. J. Lennox, cipal of which are a lowering of inthe well-known architect, the present surance rates and a mitigation of the magnificent premises at 68 and 70 discomforts produced by the noises of Front street west were erected and the business transferred thereto during the front or warehouse building are the summer of 1888. Every branch of the spacious and elegant offices where the business was now under the one man- accounting of the firm is performed by agement, although by a happy fore- a competent staff of bookkeepers and thought the buildings occupied by the clerks. Here will be found the stationwarerooms and the factory were en- ery department, so well and favorably tirely separated.

after the thousand and one details of Canada. ter had the management of the manu-

Present Firm Name Adopted. In 1893 the name was changed to War-

developed greatly during recent years, and floor is occupied as a storehouse and the employees now number from for flat paper and envelopes, while the

Son, in conjunction with the Grip Printing & Publishing Company. Two. ing machines, backing machines, toing machines, or machines which at the top of the sheet, but at any point where it is desired. On this floor there are appliances for gilding the edges of books and for stamping the crests upon note paper. The premises at 8 and 10 Wellington | The number of employees in the bindat first, and subsequently enlarged by floor, the book-folding and ruling floors,

The Wholesale Business.

years later the Grip Company disposed gether with the appliances for finishing adjustment commence the line

The manufacturing and trading branches of the firm's business are carried on in separate buildings. The building overlooking Front street is known to the trade because of the range The partnership was yet to receive and quality of its contents. The firm, another addition. In 1888 Mr. Charles while extensive manufacturers of sta-E. Warwick, the youngest son of the founder of the business, who for some lines. The first floor is used as a wareyears represented the house in western room for blank books. Bibles and Ontario, was admitted into the firm. Prayer Books, school books and exercise Every branch of the business was now books. One of the firm's largest house, looked after its financial inter- books, of which an enormous quantity | the Northwest, and the others in Toests; Mr. George R. Warwick looked is used every year in the schools of ronto and in Ontario and Quebec. A the wholesaie business; Mr. A. F. Rut- at appropriate seasons Christmas cards, booklets and the annuals, all facturing departments, and Mr. Charles of which are for the filling of import E. Warwick spoke for those who met orders. The firm are the sole Canadthe firm's customers throughout the ian 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. wick Bros. & Rutter, in order to repre- The number of these annuals that \$5 for each additional word. Now it sent more accurately the personnel of they send out exceeds 10,000 a year. The monthly parts of these publications are The manufacturing departments have also distributed by the firm. The sec-

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

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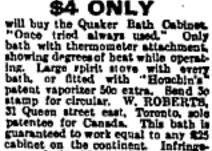
SOLD ONLY THROUGH THE COMPANY'S OFFICES, IN EVERY CITY IN THE WORLD.

themselves known to the trade from one end of Canada to the other. They sparing of printer's and they have seven wideawake travellers constantly on represented in the councils of the firm. branches of manufacture is the product the road, one in the Maritime Mr. Guy F. Warwick, the head of the tion of school scribblers and exercise Provinces, one in Manitoba and future is one of the institutions of which Canadians are proud.

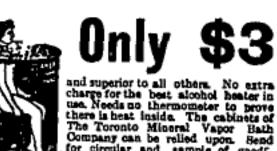
The expenses of the war are making a hole in the U.S. treasury re-The deficit for May was \$17,-

In the early days the Atlantic cable tariff was \$100 for twenty words and is 25 cents a word. In a recent speech Mayor Rose of

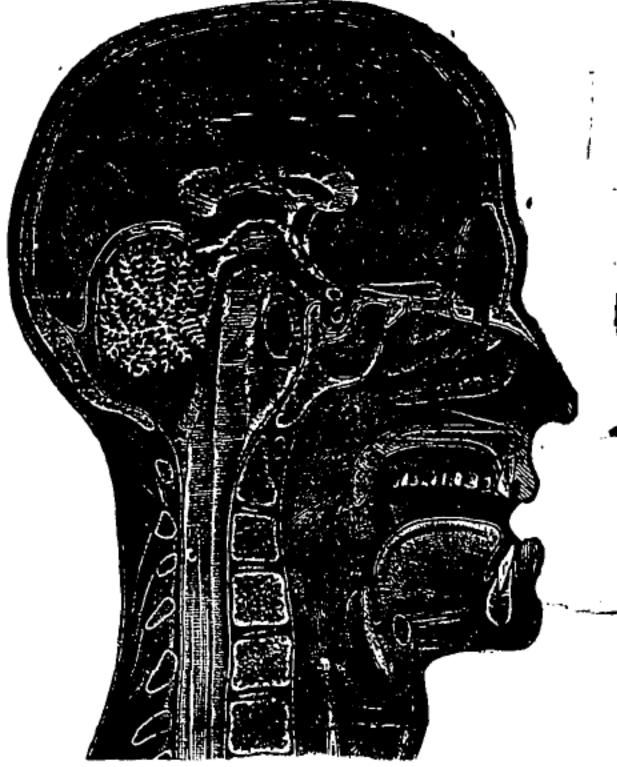
Milwaukee said he wished that every woman whose husband was at the front might wear some distinctive badge, so that he might take off his hat to her.



guaranteed to work equal to any \$25 cabinet on the continent. Infring-ments dealt with according to law.



Cross Section of Head, showing the different parts affected in Catairh 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 those 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 calarrh 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

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 dividual 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 | 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 deve-

lops into catarrhal consumption.

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 all stuffed up inside?

Have you a disgust for fatty food ?

Are you gradually losing strength ?

Have you a sense of weight on chest?

Have you a scratchy feeling in

Do you cough worse night and morn-

Do you get short of breath when

If you have any of these symptomr

Do you feel worn out on rising?

Do you take cold easily?

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 of ensive? 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 dropping in back part of If you have some of the above symptoms your disease is catarrh of the you have catarrh of the bronchial head and throat.

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 your case 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 Mail Service), specialist catarrh and nervous disorders. Address Newport, Vermont.

threat?

walking?



venture-begun 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 bein careful buying, his success was as-

quickly developed and his youthful | self equal to the occasion. He visited | rested upon the eldest son, Mr. Guy F. England and the continent every year, Warwick, who at the time of his fathmaking personal acquaintance with the er's death was but 24 years of age. trade there. He sent his representatives Though young in years, he proved himthroughout the country opening up a self equal to the task. He had been connection and securing a share of the carefully trained under his father for a trade. He enlarged his book depart-considerable time, and his successful ment and became a publisher on his administration of the business is ample own account. In time he added a book- testimony to the carefulness and thorcause of the increasing needs of his binding plant in order that his own put . oughness of that tuition. Mr. Arthur Woodstock business. He early gained lications, together with blank books and the confidence of the trade, and as the manufactured stationery, should be the same mentor from 1873, secret of prosperity then as now was made under his personal supervision.

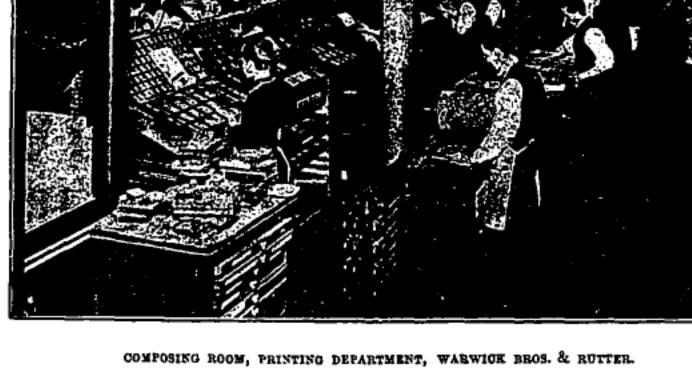
the partnership. Success seemed to be with him in every direction of the business, and the 175 to 250, according to the season of the upper floor is devoted to the manufacventure. In a short time the first build- growth and conspicuous success of the year. The plant is extensive and ture of writing pads. It will As his business grew and his store ing was found to be inadequate, and the manufacturing departments are due to thoroughly up-to-date, and in the exe- be seen that the output of became more widely known it gradu- larger premises so long familiar to the his careful oversight and ability.

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

service of some of its employees. The cipally due to the intrinsic merit of the

relations between the staff and the goods themselves, but also due to the

firm have always been of the most cor- business energy of the firm in making



ally became a supply house for the | book and stationery trade throughout | 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.

(TRADE MARK.)

HAMMOND & C?

Canada, at 8 and 10 Wellington street first traveller and manager, and the east, and now known as the Warwick late Mr. Henry Sylvester, accountant, tion of the work passing out of the it?" Warwick's publications, blank Chambers, were secured and the busi- also gave loyal and valuable assistance. A noteworthy feature of the history books and stationery are known from Chambers, were secured and the busi- also gave loyal and valuable assistance ness transferred thereto. The manu- in their several departments. facturing 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 F. Warwick composing the partnership. the trade became more firmly fixed. The | The business was continued on the same | Removal to Toronto.

Removal to Toronto, therefore, Mr. Warwick

T turned his attention, and in 1869 the He knew the difficulties and necessities | the building, and the factory and ware- another were employed by the firm business was transferred from Wood- of the retailer from actual experience, rooms thus considerably enlarged. In may be mentioned the following:-Mr.

HUNTING.

ESTABLISHED NEARLY & CENTURY.

LEATHER BREECHES & TROUSERS MAKERS.

**MILITARY & SPORTING TAILORS,** 

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Mesers. HAMMOND &

The late Mr. John B. Clougher, the thing from typesetting to the complet- be very great, and the question natured book is performed without any por- ally arises: "How do they dispose of of the house has been the length of the Atlantic to the Pacific, a fact prin-

Printing Department Established. The firm name on the death of Mr Warwick was altered to William Warwick & Son, Mrs. Warwick and Mr. Guy feeling. Three of the present employees

has ever occurred to mar this friendly have been in consecutive service for stock and established at the northeast and how best to minister to them. And 1884 the Government work passed into W. P. Ryrie, Ryrie Paper Company, corner of Wellington street and Leader in this knowledge is largely found the the hands of W. Warwick & Toronto; Mr. A. R. Lorimer, Toronto;

BY SPECIAL APPOINTMENT TO Her Majesty the Queen. H. R. H. the Prince of Wales.

Branch Establishments at Brussels-41 Boulevard de Waterloo. Newmarket-High Street.

Telegraph Address — BREECHES LONDON.

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 much advertised patents, and they will after this notice proceed against all persons claiming exclusive or pattent rights in such garments Messrs, HAM-MOND & CO.beg to point out that it is not by attempting to secure exclusive patent rights, but by the superior quality of their goods and the skill their principals and workpeople that their business has achieved its unique position and world-wide pre-eminence, Patterns and forms for olf-measurement sent on



H. L & A. M. the Emperor of

H. M. the King of Spain, etc. Paris-8 Place Vendome.

Austria.

tunately 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 have 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 letcer-press of a publication bearing the imprimatur of Warwick Bros. & Rutter has a finish to it that enhances the reader's appreciation of the subject matter. In the basement there are six large printing presses adapted to book work, besides a number of smaller presses for ordinary job printing. The large presses have a capacity of 70,000 | 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, the winter as a rule being the busy time for the On the first floor is the bindery for the making of letter-press and blank books, school scribbling and exercise books, note paper and other

articles of a kindred nature. The

dial nature, and no friction of any kind

more than twenty-six years, and twen-

Mr. Charles F. Mansell, Toronto Paper

Company, Cornwall; Mr. D. W. Bixhy,

St. Catharines; Mr. S. Lowery, Lowery

Bros., Petrolea; Mr. James Linton, Lin-

ton Bros., Calgary; Mr. James Thom-

son, Thomson Bros., Calgary and Van-

couver; Mr. W. A. Carrie, Wm. A. Car-

The Manufacturing Departments.

So much for the history of this house,

but it is well in talking to business men to get down to details, and for-

rle & Company, Boston, Mass.

## Doctors

the Electropolse 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 re-stored to health. It will be a wonderful trlumph for your instrument and a great WM. SHEPARD BRYAN,

Justice, Maryland's Court of Appenis,, Staunton, Va. and

### Ministers

I have used the Electropoise 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 constinution, which had troub'ed 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 Electropolee to cure disease. Yours truly, REV. F. D. GEARY.

(Pastor Salem Evangelical Church) Hazleton, Pa. Indorse



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