

Director, and Mr. W. B. Shewan, whose knowledge of tanning and experience in the details and management of tanneries helped much in the establishment of the Tannery and launching of the Company, as Tanner and Managing Secretary. Mr. Edward Foy is still a large shareholder in the Company. Mr. Edward Foy also started in conjunction with Mr. T. T. Bond, the Cawnpore Flour Mills, which were later consolidated into the present Cawnpore Flour Mills Company, Limited. Foy Brothers are also Agents for the Indian Aluminium Company, Limited, of Madras, and for the Kusanie Tea Company, Limited, of Almora, in the Himalayas. Messrs. Arthur and Edward Foy are the sons of Mr. Andrew Foy of Dublin. All were in the service of the Government of India in the North-West Provinces for many years. Mr. Arthur Foy had a Mutiny Medal and Mr. Edward Foy a medal for the Ambeyla Campaign of 1862 on the North-West Frontier of India. Mr. Arthur Foy died in the year 1902

Messrs. J. FRIZZONI & Co., Builders and Contractors, Allahabad, and Branch at Agra and Cawnpore. This firm was established



A. STROMEYER.

in the year 1860 at Allahabad by Mr. Giuseppe Frizzoni. After conducting the business for about ten years, Mr. Frizzoni retired, and it

was taken over by Mr. Rudolph Meyer who was succeeded by Mr. Julius Meyer. In the year 1886 Mr. Reitmann came in as a partner, and in 1891 Mr. Stromeyer. Later, Mr. Henry Thomson, A.M.I.M.E., England, joined the firm. The firm are large manufacturers of tiles, bricks, etc. They employ about 500 men and 10 European assistants. Mr. Thomson is an experienced engineer having been employed for 19 years at the Cawnpore Woollen Mills as Chief Engineer. The firm has done a great deal of work in the Provinces, and among other specimens of their skill there are standing the Queen Victoria Memorial at Allahabad, the Mayo Hall, Lady Muir House, the Soldiers' Institute, the All Saints' Cathedral and Roman Catholic Cathedral, the Convent, and many others; also the Government buildings on the Grass Farm, the American Mission, Bishop's Lodge, etc. Mr. Alfred Stromeyer, the present senior partner of Frizzoni & Co., is a native of Germany, where he studied the profession of an architectural engineer. He proceeded to the United States of America, where he practised till 1885, when he came to India to enter the service of Frizzoni & Co., being admitted a partner to the firm in 1891. Mr. Henry Thomson is a native of Aberdeen, Scotland, and acquired his mechanical education in his native city. He came to India to join the service of the Cawnpore Woollen Mills, on leaving which after 19 years, he joined Frizzoni & Co. He has been connected with the Cawnpore Volunteer Rifles for twenty years and has attained the rank of Captain. He is a keen Freemason, and is P. M. and R.A.M.

The GANESH FLOUR MILLS Co., Ltd., Delhi. This enterprise was started in the year 1891 as a limited Company, with a capital of Rs. 2,50,000, which was subsequently increased in 1894 to Rs. 4,00,000. The buildings and mill were completed in 1894 and commenced work on 24th May in that year. In January 1906 the capital was increased to Rs. 5,50,000, and the plant increased to the capacity of 24 sacks per hour, and in July of the same year the capacity of the mill was again increased to 35 sacks per hour, each of 280 lbs.

The Company carry on the business of Corn Millers producing four kinds of flour, four of "atta," three of semolina, and two of bran. In addition to this, there



Mr. KISHUN CHUND.

is barley-atta, barley and gram-flour. The processes are carried out in the most modern and up-to-date manner, entirely by machinery, actuated by a 200 horse-power steam engine, which is now being replaced by a 500 I. H. P. engine. Every attention is paid to cleanliness, the grain being thoroughly washed and sorted by mechanical operations before being ground, and entirely untouched by hand. There is a large demand for the produce of the mills which is shipped to all parts of India and Burma. The Company has large Government contracts for India and Burma. Besides the above, the mills produce four different kinds of fodder. The mills are situated to the west of Delhi, near the Rajputana-Malwa Railway and S. P. Railway, Panjabisarae Station, and are situated in extensive grounds surrounded by a high stone wall. The Mill building itself is 215 feet long by 65 feet broad and 68 feet in height. All the partition walls in the building are fitted with double wrought-iron fireproof doors, 45 in number. There are six godowns 80 feet by

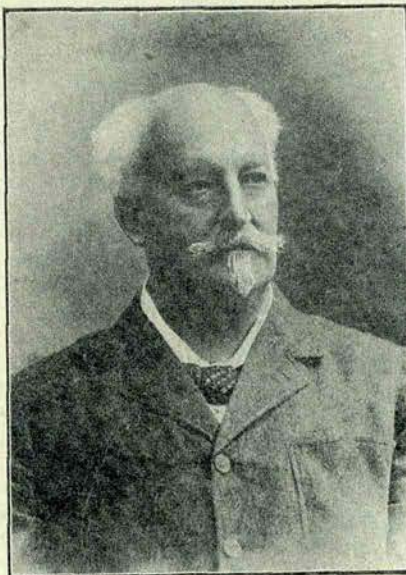
40 feet for storage. There is a separate platform on the premises for loading up the produce to the railway, and by the excellent arrangements loading can be carried on for 24 hours continuously.

On the same premises are the bungalows for the Manager and employees; these, as well as the mill itself, are lighted throughout by electricity, and there are admirable fire-extinguishing arrangements. The mills are throughout under European supervision, the services of an expert European Manager, two Engineers and one Supervisor being entertained. Purchase and sale is conducted by the Managing Director. With the great grain-producing districts of Northern India at hand, it is not surprising that the enterprise should be so successful, grain to supply the mill being bought cheaply at Meerut and in the Punjab. The Company is a striking example of Native Indian enterprise, the seven Directors being all Indians, Mr. Kishun Chund being the Managing Director. This gentleman was born in the year 1839, and in 1858 entered the service of the Railway, which he left in 1867 to study law. Mr. Kishun Chund joined the Allahabad Bar in 1869. In 1870 he transferred his practice to Delhi and continued at the local Bar until the year 1894. His eyesight commenced to fail him in 1884, and he had the misfortune to lose it completely in 1890. This, however, has not prevented him from taking a very active interest in affairs, as attested by the establishment of the Ganesh Flour Mills.

Messrs. GILL & Company, Merchants, 4, Bruce Lane, Bombay. Established in the year 1887. Partners:—Messrs. H. Gill, W. Priestley, and J. L. Ainsworth. This firm deals principally in cotton. It has also one of the largest cotton forwarding businesses, having local dealers as its constituents, throughout India. The firm is also sole representative for the Phoenix Assurance Company, Limited, of London.

Mr. Humphries Gill, senior partner and the originator of the firm of Messrs. Gill & Co., came to India in the year 1869 and served in the celebrated firm of William Nicol &

Company till the year 1878 when the Company failed. He then started business on his own account, and ultimately formed



Mr. H. GILL.

Gill & Company, and established it in the year 1887. He is Chairman of the Harvey and Sabapathy Press Company, which has done very well since it was taken over by the present Secretaries and Treasurers, under the Chairmanship of Mr. Gill.

Messrs. GLAZEBROOK, TEJ-PAL & Co., Merchants and Exporters, Bombay, established in the year 1901 by Messrs. N. S. Glazebrook, G. G. Tejpal and Naranji Dwarkadass. The firm do a large trade, their staple commodity being cotton, which is exported in large quantities to Europe, Japan and China. They are also agents for the British America Assurance Company. Mr. N. S. Glazebrook, the senior partner, was born at Liverpool and entered commercial life in the firm of Messrs. Lyon, Comber & Co. He came to Bombay in the year 1881 in the service of the same firm, in which he subsequently became a partner. When the firm of Lyon, Comber & Co., of Liverpool, decided to wind up their cotton business, Mr. Glazebrook decided to start business on his own account and established his present firm. Mr. Glazebrook is a promi-

ent expert in cotton, and for several terms filled the office of Chairman of the Cotton Trade Association of Bombay. He is also an active member of the Bombay Chamber of Commerce, and a Director of the Standard Life Assurance Co., and the New Mofussil Co., Ltd.

Mr. ROBERT GOODALL, Agent, Bank of Upper India, Lucknow, is the son of the late Mr. Robert Donald Goodall, Government Official, and a direct descendant of the famous Dr. William Carey, so well known as the pioneer missionary in India. Educated at West Drayton in Middlesex, Mr. Goodall began his banking career in 1891 in the branch of the Bank of Upper India at Simla, and has risen through various grades in the service of the Bank. He was Assistant Manager at Meerut and has also acted as Manager of the same bank during the absence of the General Manager. At various periods he has been Agent at all the branches of the Bank of Upper India, and after serving for four years as Agent of the Bareilly Branch was transferred to the Lucknow Agency in December 1906. Mr. Goodall is a keen sportsman, and his recreations are shooting, tennis and golf. He is the possessor of a very fine kennel of fox-terriers.

Messrs. R. C. GOOPTU & SONS, Chemists and Druggists, Calcutta. This firm was founded in 1901 by Mr. Ram Chandra Gooptu, in partnership with his sons. Mr. Ram Chandra Gooptu was the son of Dr. Dwarka Nath Gooptu, one of the earliest graduates of the Calcutta Medical College. Belonging to the Vaidya (or medical) caste, Mr. Ram Chandra Gooptu, following the example of his father, chose the medical profession, and after qualifying himself at the Presidency College, entered the Medical College. Later on he was called upon to assist his father in the firm of D. Gooptu & Co., which he managed successfully, and in which he obtained a partnership which he still holds. His experience showed him that there were still large possibilities in the drug and pharmaceutical trade, and he determined to put his sons

into the business, for which purpose he started as a wholesale and retail druggist, in partnership with his sons, Bejoy Krishna and

rated the firm, retired about this time, leaving the business in the hands of his two sons, with whom were now associated his other

two sons, Krishna Kishore and Kamal Krishna. The proprietors of the firm are also the managing proprietors of the well-known Febrina Company, whose medical preparations are sold largely all over India, Burma and Ceylon. The "Febrina" manufactured by the company has attained a great re-



Messrs. R. C. GOOPTU & SONS' HEAD OFFICE.

Dhirendra Krishna, at 96, Clive Street. The rapid expansion of the business of the new firm necessitated a speedy removal to larger

putation as a fever cure. The firm's main offices and godowns cover an area of 16,050 square feet in the most valuable commercial quarter of the town, this space being necessary to accommodate the very large stocks required for the execution of the orders handled by the firm. In 1903, Messrs. R.

C. Gooptu & Sons found it necessary to comply with the wishes of their numerous constituents by establishing a branch in the residential quarter, at 27 and 28, Grey Street. This branch has led to a large expansion of business. They have



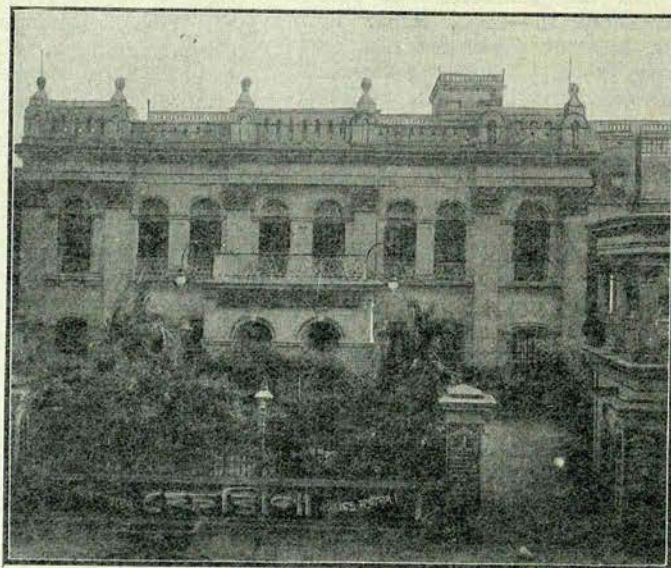
Mr. B. K. GOOPTU.

nificent building covering an acre of land, and erected at a cost of three lakhs of rupees by Mr. R. C. Gooptu. The business of the firm is divided into several departments. The local department attends to all calls from customers and enquiries from local surgeons and physicians. The firm has now the



Mr. R. C. GOOPTU.

and more commodious premises at 81, Clive Street, the present address of the firm. Mr. R. C. Gooptu having thus satisfactorily inaugu-



Messrs. R. C. GOOPTU & SONS' BRANCH OFFICE.

privilege of supplying medical stores to the Local Government, as the result of the energy displayed in this department. The medical department attends to all outstation orders and does a large business with the tea estates and various district boards. The purchasing department follows local and foreign markets and it is to the excellent management of this branch that the reputation of the firm for the purity and excellence of its drugs is due. The manufacturing department is under the supervision of trained and efficient chemists, who have placed the firm in a position to manufacture all preparations in strict accordance with the British Pharmacopœia. The firm also undertake the manufacture of surgical instruments and appliances, for which they have a growing reputation. They have also placed on the market many preparations of indigenous drugs, now well known for their therapeutic properties. The advertising department carries on extensive operations in the publication of pamphlets and newspaper advertisements, necessary in the conduct of a large business. Through their agency department the firm correspond with all important commercial centres in the world, and thus keep in touch with modern requirements.

The GREAT EASTERN HOTEL, Calcutta, has borne a conspicuous part in the public life of the city, and has been identified with many of the most notable events of the period since its opening in the year 1841.

The hotel was established by Mr. David Wilson on its present site, and was called the Auckland Hotel, after the then Governor-General, the Earl of Auckland.

The first Company to bear the name of "The Great Eastern Hotel, Wine and General Purveying Company, Limited," was incorporated on the 1st of March 1862, under the Indian Companies Act 19 of 1857.

The object of the organization of the Company was to purchase from Mr. David Wilson and others, the hotel and other business carried on by them at Nos. 1, 2 and 3, Old

Some idea of the size and general appearance of the hotel may be obtained from the photographic reproduction of the exterior, which illustrates this sketch.

It is situated in the centre of the business portion of the city; directly opposite Government House; within five minutes' walk of the Post and Telegraph Offices and steamship landings; the electric tram cars, conveying passengers to every point upon their lines, pass immediately before its doors, and all railway stations are within a convenient distance.

The hotel contains 133 rooms, single and *en suite*, all of which have been arranged with a special view to the free circulation of air. Those who know how unendurable is an ill-ventilated bedroom in the tropics will appreciate this feature of the Great Eastern Hotel. The rooms are furnished with every convenience, including baths, and electric fans and lights are fitted throughout the hotel;



GREAT EASTERN HOTEL, CALCUTTA.

Court House Street, Calcutta, and the farm at Entally.

Old Court House Street is one of the principal streets in Calcutta; the Hotel occupying a frontage of 300 feet overlooks the gardens of Government House, the Calcutta residence of the Viceroy of India, and its situation in other respects makes it *facile princeps*, the best in the city. The hotel building contains four floors; the ground, or street floor, is occupied by the shops, the public restaurant, bar, and private tiffin rooms, the godowns, etc. The remaining floors are used solely for hotel purposes.

during the season, the Viennese String Band plays during the evening, three nights every week.

The halls are wide and lofty, the main hall being laid with tessellated marble. The grand dining hall is lofty, spacious and well lighted, and seats comfortably 200 guests. Table accommodation for two or more may be engaged and retained, by residents, during their stay. Adjoining the dining room is the reading room, replete with a profusion of papers and magazines from all countries. The room leads out upon what is one of the most important features of the house, a broad

THE CYCLOPEDIA OF INDIA.

verandah extending the whole length of the hotel frontage, upon which are tables and chairs, where the guest may sit and drink his after-dinner coffee, smoke, and enjoy the cool evening breezes. The private billiard room also adjoins the dinner room, and is fitted cosily; it contains two first-class tables and appurtenances. In the main corridor is a well stocked news-stand, and on the walls hang cases containing the latest foreign telegraphic news, and steamer and railway time-tables. The Hotel Company own and operate their own stock farm. This is an item deserving of the greatest possible consideration; here all the mutton, poultry, and other supplies for the hotel are obtained. The sheep are grass-fed, which ensures to a guest at this hotel a far superior table than could possibly be obtained at houses where the meat is from grass-fed stock. Every attention is paid at this farm to the care and well-being of the stock, and absolute cleanliness is the prevailing feature. The Company do their own butchering, a special permit having been obtained from the Municipality to enable them so to do. This is the only special permit of the kind issued.

The Company also own and operate a Chutney factory which is second to none in the world. Their chutnies and other Indian condiments are sent all over the world and are everywhere recognized as the best obtainable. Their manufactures have obtained medals from the Melbourne, Amsterdam, Calcutta, International Health, and Colonial and Indian Exhibitions. The largest establishments in England and on the Continent are their customers, and their goods are used by the leading purveyors everywhere.

The factory is situated in a suburb of Calcutta, and a visit thereto is not only interesting but instructive. Experience has demonstrated that modern machinery will not turn out the high quality of goods demanded from this factory by the trade and connoisseurs, therefore the work is done in what seems to a visitor a most primitive manner. But the result demonstrates the wisdom of the management. What most attracts attention is the absolute cleanliness which pervades every department of the factory, which at times employs as many as 1,000 workmen.

The Company have always been purveyors by special letter of appointment to every Viceroy of India since they started in business.

They have an extensive Wine and Purveying business, and also do a good business in tobacco, cigars, pipes, toilet, travelling, camp and household requisites, fancy goods, cricketing, lawn tennis, football and gymkhana gear, toys, bicycles, etc., gentlemen's tailoring, outfitting, hair cutting, etc.

Mr. S. T. GRESHAM was born at Manchester in 1867. Educated at Bedford County School, Leamington College, and Owen's College, Manchester. Served his time with Messrs. Gresham & Craven at the Lancashire and Yorkshire Railway Carriage and Wagon Works. Came out to India with Mr. H. Heatly in 1889 to represent the Vacuum Brake Company at the Indian Brake Trials, which resulted in the Vacuum Brake being established as the standard brake on Indian railways, and in the year 1892 founded, in conjunction with Mr. Heatly, the Indian limited company known as Heatly & Gresham, Ltd., a detailed notice of which concern appears in another part of this publication.

Rai Sahib M. GULAB SINGH & SONS, Proprietors, Punjab Central Book Depot & Mufid-i-Am Press, and General Publishers and Booksellers, Lahore and Calcutta. This business, which has now assumed very large proportions, was started in 1877 by Munshi Gulab Singh, who was at that time a teacher in the vernacular schools of the Punjab, and the author of a number of well-known text-books in the vernacular. As the demand for these books increased, the Munshi established the Press for the purpose of printing his own works. Printing facilities in the Province were not then what they are to-day, and when in 1881 a firm was required to take up the printing contract in connexion with the Census work, the Mufid-i-Am Press was given the contract, in open competition, by Sir Denzil Ibbetson, the Census Commissioner. The important work entrusted to the Press was carried out to the satisfaction of the authorities, and it laid the founda-

tion of future success, for it was followed in 1887 by a contract for the printing and distribution of the whole of the educational text-books and maps issued under the authority of the Director of Public Instruction. For the purpose of distribution, the Punjab Central Book Depot was established in connexion with the Press, and the work undertaken had a most important bearing on the educational progress of the Province. The books were turned out in first class style, and were made attractive by means of illustrations, while the price at which they were issued was lower than that ever previously charged. The production of maps,



The late RAI SAHIB MUNSHI
GULAB SINGH.

too, entailed the establishment of a special department, with a large and skilled staff. But as the demands upon the Press increased, so also were its resources extended. Special buildings and store-rooms were added, to meet the various requirements of the establishment, and sale-rooms were provided for the convenience of customers. The publishing department also increased its scope, and special arrangements had to be made for the publication of works brought out by the firm on their own account. Among the works so issued have been many devoted to the Hindu, Mahomedan, and Sikh religions.

Steam-printing and chromolithography were first introduced into the Punjab by the Mufid-i-Am Press, and the firm have always kept abreast of the times by importing from the United Kingdom and America the latest printing and book-binding machinery, with all the most modern improvements. The firm have undertaken large printing contracts for various Go-

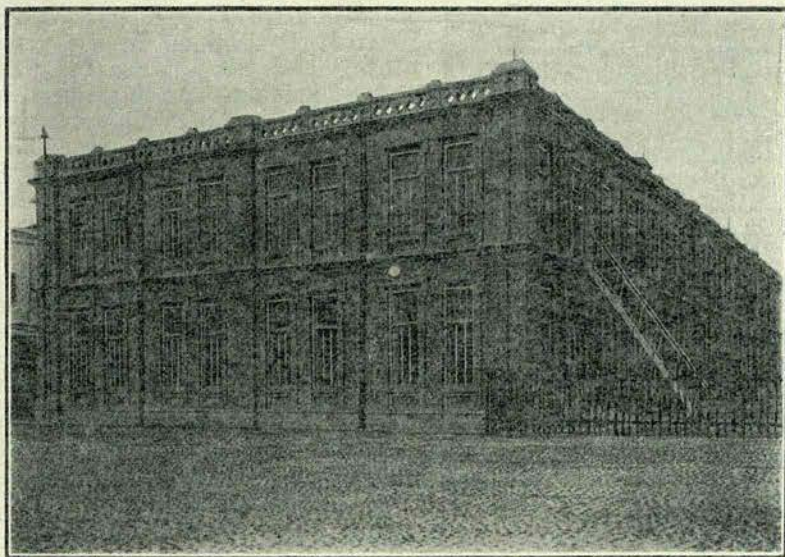
vernment departments, and are at present the sole contractors for the work of the Director of Land Records, and of several other important departments. They employ a staff of upwards of 700 men, and at the last two Exhibitions, held in the Punjab, they have gained the highest award for their displays of books and educational appliances in use in the schools, and for maps and diagrams, as kept in stock to meet the requirements of the Educational Department.

In April 1907 the firm secured the contract from the Government of India for the printing of stock forms for use in the whole of the Government departments. This was a very large contract, necessitating the provision of printing facilities in Calcutta. A suitable site was secured in Lower Circular Road, and building operations were at once commenced. Special machinery was imported from England, Germany, and the United States, and the rapidity with which the

buildings were constructed and the machinery got into position, constitutes a record for the whole of India. Composing work was commenced in October 1907, and in the following December the presses were at work, printing off a reserve stock of forms in anticipation of orders to follow, on the contract coming into force on the 11th April 1908. On the 20th

his printing business, which his energy and enterprise soon placed on a solid basis. He rendered good service to the Government during the famine, and for this and other public services he was given the title of Rai Sahib in the Jubilee year, 1897. On his death in 1898, his eldest son, Rai Sahib Mohan Lal, took up the management of the firm, and later on the second son, Lala Lal Chand, also joined the business. The former now manages the Lahore main branch, while the latter is in sole charge of the newly-opened branch in Calcutta.

Messrs. HAJEE MOHAMED HAJEE ESMAIL & Company, Merchants, 9, Hornby Road, Bombay, established in the year 1863. The firm was started by Mr. Hajee Mohamed Hajee Esmail Sobani, a Justice of the Peace (1889). His brother, Hajee Yoosoo Hajee Esmail Sobani, a Justice of the Peace (1895), joined the firm on the 1st January 1870. The firm imports European piece-goods, and owns the Elphinstone Cotton Mills, purchased in the year 1903. They are situated at Elphinstone Road, and they have 32,000 spindles, 400 looms, and employ about 1,600



Exterior of RAI SAHIB MUNSHI GULAB SINGH & SONS, Calcutta Branch.



Mr. H. M. H. E. SOBANI.

hands. Mr. Hajee Yoosoo Hajee Esmail Sobani, partner in the firm, was born in the year 1856 at Bom-

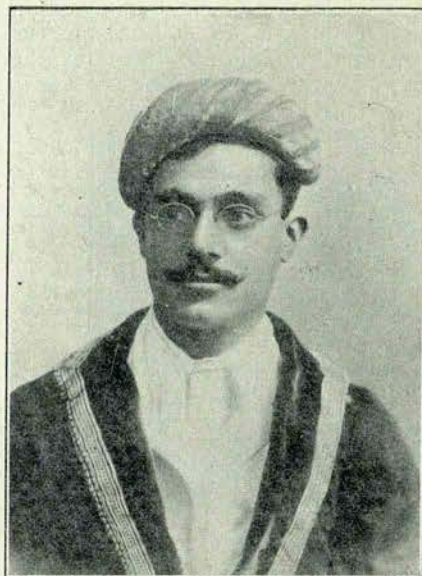
bay, and was educated there at a private school. He joined his brother's business in the year 1870, and gained the whole of his commercial training in his office, having been connected in business with

female education in particular. In conjunction with his brother he started and established a Girls' School in 1883—the first school of its kind in his community in Bombay. He provided the

H. Y. H. E. Sobani is an Honorary Secretary to the "Anjuman-i-Islam," and, jointly with his brother, has also established a Free Reading Room and Library in memory of his deceased eldest son, the late Mr. Sidick Mahomed Sobani, who died at the age of 21 years on 30th November 1905. He has founded a scholarship for the benefit of a Mahomedan attending St. Xavier's College, and is a well-known reformer of the Cutchi Memon community. He visited England in the years 1892-93 and 1895-96 for the purpose of gaining more experience in his business, and making purchases, personally. He has two sons. The one, Mr. Oomer M. Sobani, aged 18 years, is engaged in the office with his father, acquiring the necessary commercial knowledge, and he is the first son of a Bombay Millowner who has passed the first class in the Cotton Carding and Spinning Examination of the City and Guilds Institute, London, held at the Victoria Jubilee Technical Institute, Bombay.



Mr. H. Y. H. E. SOBANI.

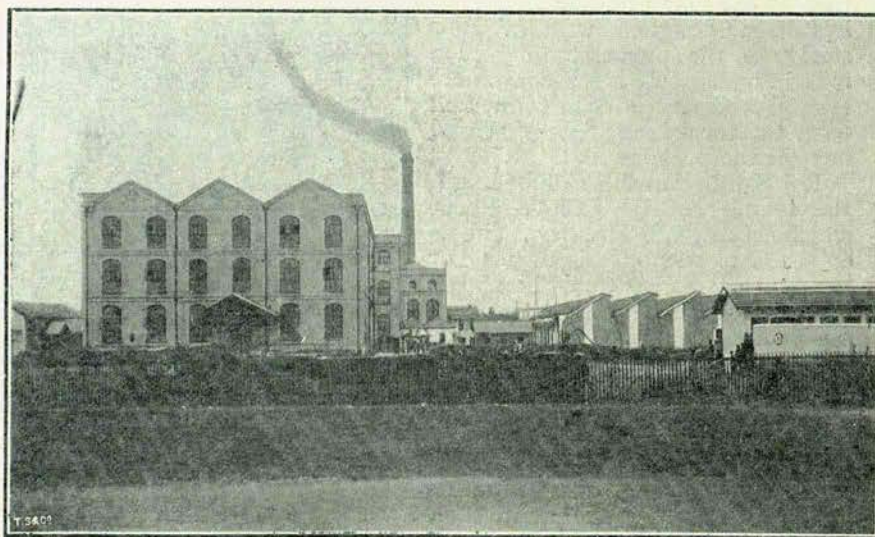


Mr. OOMER M. SOBANI.

him for the past 37 years, carrying on the business very successfully by themselves. He is an Honorary Magistrate in Bombay and has been a member of the Municipal Corporation since 1895. He is a great supporter of education in general and

"Anjuman-i-Islam" with a "hostel," the construction of which cost about 29,000 rupees, 17,500 of which was contributed by the brothers. This "hostel" was built in memory of their father (the late Mr. Hajee Esmail Sobani). Mr.

The HOLLAND-BOMBAY TRADING Company, Limited, have their Offices in Bombay at 39, Esplanade Road. Their Head Office is at Amsterdam under the management of a Board with C. W. Freese, Esq., Managing Director. This gentleman has a large Indian experience, having himself established the Bombay Office. They have a Branch at Calcutta, and Agencies in all leading towns in India. Their principal trade consists of importing grey and white shirtings, prints, Bradford goods, silk, and other fancy goods. They opened their own firm in Bombay in the year 1891. Mr. John Van Rykom, the Manager of this firm, was born in Amsterdam, Holland, in the year 1868. He was also educated in Holland. After finishing his training he travelled through the various States of America, and made a long stay in California in the employ of a leading Bank. Afterwards, he went as Manager of an old established Dutch firm, to Persia, which was carrying on a large business, with a Head Office in London. From there, in 1905, he came to Bombay to take over the charge of



ELPHINSTONE MILL.

the Holland-Bombay Trading Company, Limited. He is careful and keen in his business and has personally visited Calcutta and Karachi in the interests of the Company, studying local peculiarities and requirements. He represents the firm in the Bombay Chamber of Commerce.

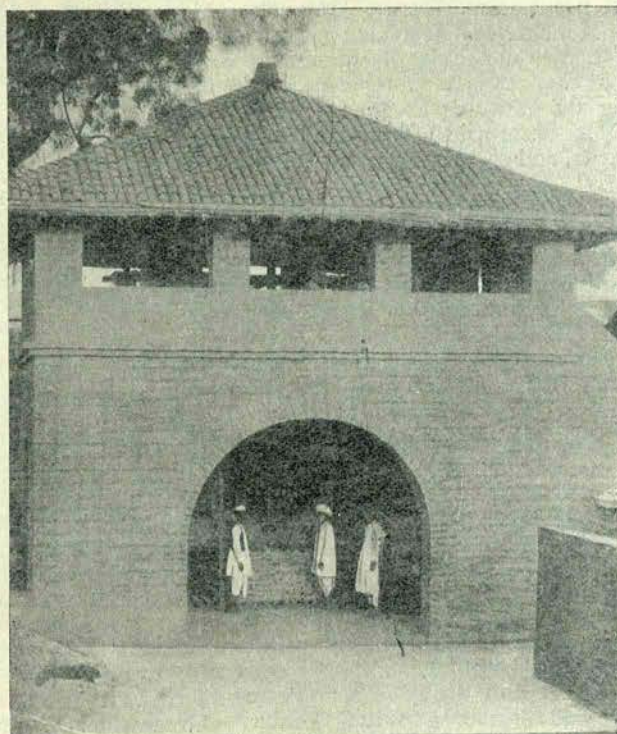


Mr. H. M. HALIM.

Mr. HAFIZ MOHAMMED HALIM, Hide and Skin Merchant and Commission Agent, Cawnpore. Telegraphic Address: "Helal;" Codes A B C, 4th and 5th Editions. Mr. H. M. Halim established this business in the year 1896 for the purpose of dealing in hides and skins. Beginning in a small way, the business has steadily increased until it now gives employment to about 100 hands. The godowns have been increased in proportion to the demand for additional space, and they now cover upwards of 4,000 square

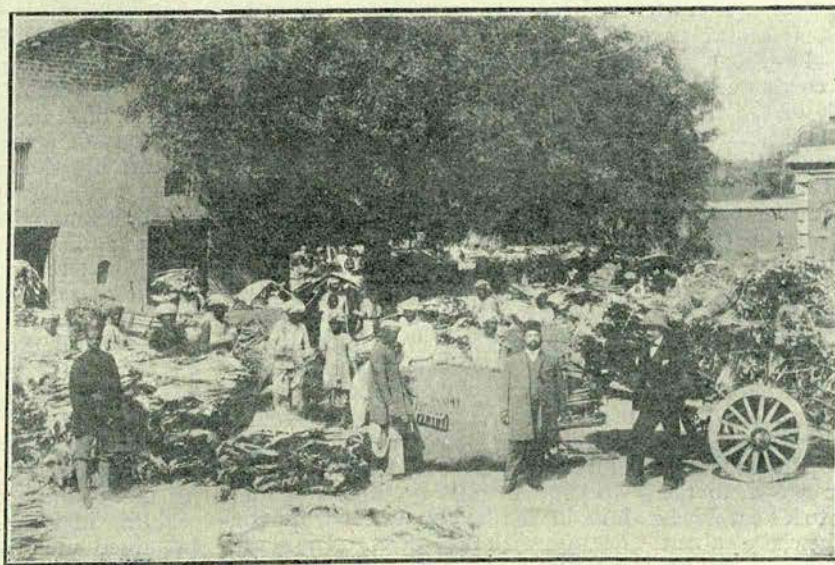
yards. Here hides and skins brought in from the outstations, are received, selected, weighed, and baled for shipment. The firm have many agencies at outstations for buying hides and skins, etc., at Bombay, Madras, Delhi, Agra, Jhansi, Ajmere, Lucknow, Amritsar, and throughout the North-West of India. They are Agents to Messrs. Thomson, Lehen & Co., Ltd., of Calcutta. A large export business is done by the firm, goat skins being largely exported to Europe and North America. Mr. H. M. Halim was born at Patalia, in the year 1867, and there he received his education. He acquired a knowledge of the business of a hide and skin merchant with his father, who was established in that line at

Delhi. He left Delhi to open his present business at Cawnpore. He is the owner of a large amount of



H. M. HALIM'S PRESS HOUSE.

property at Cawnpore, and a member of the Municipal Board of the same city, also an honorary magistrate. Mr. Halim is a member of the firm of Noronha and Halim, Contractors to the Government H. & S. Factory, at Cawnpore, which institution they supply with hides, salted buffs, cows, goats, etc., and he is also a member of the firm of the Cawnpore Tannery, H. Abdul Karim and H. M. Halim, Tanners, who carry on an extensive business in supplying leather throughout North-Western India.



H. M. HALIM'S GODOWNS.

Messrs. K. M. HEERAMANECK & Co., Church Gate Street, Bombay. Established in the year 1861 by the late Mr. K. M. Heeramanek. Present proprietors, Messrs. Maneckjee Muncherjee Heeramanek and Rustomjee Maneckjee Heeramanek. This firm manage the Queen Spinning and Weaving Company, Limited, as Secretaries, Treasurers and Agents, and also the Bombay Cotton Press Company in a similar capacity. The Queen Mills were established in the year 1883, with a capital of 8 lakhs, divided in 800 shares of Rs. 1,000 each (the present market value of each share being nearly Rs. 1,200). The mills have 35,760 spindles, and employ 750 hands. The founder of the firm, the late Mr. Kaikhusro M. Heeramanek, after finishing his primary education, had to seek an appointment in early life owing to unfavourable circumstances. He first served the B. B. & C. I. Railway Company as a cashier, but he gave up the appointment soon and became a share-broker in the year 1868. He was then appointed a Director of the Framjee Cowasjee Patent Press Company and afterwards as Secretary and Treasurer to the Bombay Press Company, managed at that time by Messrs. Bryce, Brown & Co. He then took over the management of the Bombay Press Company till it was transferred to Messrs. Gaddum & Co. When Messrs. Gaddum & Co. removed their presses up-country Mr. Heeramanek formed a shareholders' company and after making some additions and alterations in the original Press, conducted its affairs, under the style of the Bombay Cotton Press Company, through his own firm. At this stage he came more in contact with the cotton industry, and his experience resulted in the establishment of the Queen Spinning Mills, for which his firm were appointed agents. He also floated the concerns known as the Star Mills and the Britannia Mills, and also many cotton presses. He was a Director of the Queen Insurance Company and the Coorla Mills. He took a prominent part in all questions connected with cotton. His generous disposition made him known to the public and especially to his employees who numbered somewhere about 3,000. The whole business of the firm now devolves on his brother

Maneckjee, who had the good fortune to receive a sound and practical training from him during his lifetime. Mr. Maneckjee is assisted by his son, Mr. Rustomjee, who is a very energetic and promising young man and whose assistance to the firm is of great value.

The INDIA RUBBER, GUTTA-PERCHA & TELEGRAPH WORKS Co., Ltd., 1-1, Fairlie Place, Calcutta. Electrical Engineers and Manufacturers of "Silver-town" India-Rubber, Gutta-Percha and Electrical goods. Head Office, 100-6, Cannon Street, London, E.C. Like many other great Companies the India Rubber, Gutta-Percha and Telegraph Works sprang from very small beginnings. In the year 1852, the well-known firm of Cornhill outfitters, Messrs. Silver & Co., purchased an acre of ground at West Ham, in a neighbourhood now known as "Silvertown." On this site the Company erected their existing manufactory, built, in the first instance, with the object of accommodating their Water-proofing works, which they had transferred from their original site at Greenwich. There was nothing in those days at the works remotely connected with electricity, in which the Company have since made a gigantic reputation. In 1852, electricity, except for the electric telegraph, then in its infancy, was but the plaything of the scientific. At that time West Ham itself was a wretched district, practically cut off from London, which lay so near, by the absolute want of roads, the only way to reach it being by the river wall. West Ham itself bore a far from savoury record, having been the haunt of smugglers and river pirates, besides the head-quarters of highwaymen, among whom was the famous, or notorious, Dick Turpin. The establishment of Messrs. Silver's factory was well timed, for in 1855 a great change came over the neighbourhood owing to the opening of the Victoria Docks, which extended from near Bow Creek to within a short distance of Messrs. Silver's works. A railway line was also laid in the neighbourhood, in connection with the Docks. The manufactures at Messrs. Silver's works were at first confined to the water-

proofing of cloth with India-rubber, and belting for machinery, but, shortly after their inception, the manufacture of other kinds of rubber goods was undertaken, and it was here that the important process of vulcanising rubber to render it hard without destroying its resilience, was discovered by accident. Captain Silver describes the method in which this invaluable invention came to light. In experimenting with hollow India-rubber balls made of sheet rubber, in a bath of melted sulphur, one of the balls fell to the bottom of the bath and remained unnoticed for a week. When recovered, it was found hardened into ebonite. The firm were not slow to see the possibilities of the vulcanised rubber which by reason of its impermeability to moisture has replaced wood in numberless articles, and on account of its resistance to chemical action has become indispensable to laboratories. Its electrical nonconductivity has made it invaluable as the basis of all electrical instruments, and its durability, combined with its other properties, has made possible the modern rubber-tired vehicle of all descriptions, from perambulators and bicycles to motor cars of enormous power. For the next twelve years the works increased in importance, the firm's manufactures finding an extended market, and in 1864 it was decided to convert the business into a limited liability company. A prospectus was issued and on the Provisional Committee appeared such well-known names as Sam Mendel of Manchester and William Fenton of the Great Western Railway. Colonel H. A. Silver and Mr. J. W. Williams were the first managing directors. After holding office for a year, these gentlemen retired in favour of Mr. Mathew Gray, who was quick to see the modern possibilities of the staple of the Company, and under his auspices the business rapidly made progress towards its present proportions. It was under Mr. Gray that the Company first turned their attention to the great problem of the manufacture of submarine cables, in which they have since attained such eminence. The first cable constructed by the Company was in 1867, a year after the laying

of the first successful Atlantic cable, and it was to the order of the Western Union Telegraph Company, to connect Key West with Havana. This cable is still working, after all these years of immersion. For the next few years the most important business of the Company was the manufacture and laying of submarine cables, and in carrying out this business they acquired a small fleet of steamships which were specially fitted for the laying of the cables constructed at the works. The first of these to be specially built for the business was the "Silver-town," which was launched in the seventies and was at that time the largest cargo vessel afloat, with the exception of the "Great Eastern". A ship of this size was rendered necessary by the order for the laying of 3,000 miles of cable on the West Coast of Central and South

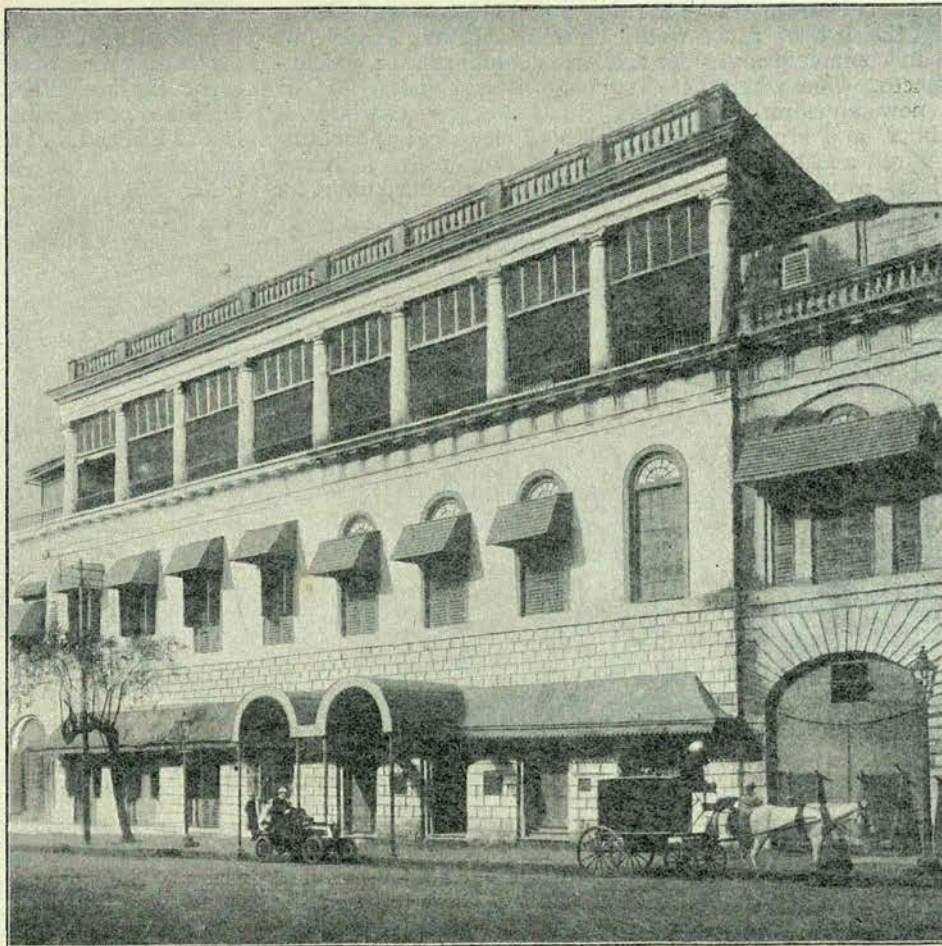
America. This ship the Company procured from the telegraph engineers, Messrs. Hooper & Co., and she was originally named the "Hooper." Her cable tanks were actually one-third larger than those of Brunel's leviathan. The "Silvertown" was not allowed to remain idle when not engaged in laying cables, but was employed as a general cargo vessel. The "Dacia" was

another famous cable ship of the Company. This vessel was originally built for the Mediterranean fruit trade, but after her purchase by the Company in 1869, she was cut in two and lengthened by forty feet, and otherwise altered and adapted to the purpose for which she was required. She is the doyen of cable ships. The "International," which laid the Channel cable, was for

last century was upwards of forty thousand miles. Since 1888 the Company have laid many important cables, having connected the Canary Islands with each other and with Cadiz, and put into communication the Cape de Verde Islands and all the important towns of the West Coast of Africa, as far as the Mossamedes, with Europe. They have also laid a connecting link

between Mossamedes and Cape Town, thus providing a much needed alternative cable route to the Cape. The Company has also extended the cablesystem on the East and West coasts of America, and laid a cable under the Atlantic from St. Louis, Senegal, via the Island of Fernando Noronha, to Pernambuco in Brazil. The greatest feat of the Company in this line, however, was the laying of the French Atlantic cable from Brest to Cape Cod, this being

the longest cable in the world, 2,800 nautical miles in length. In other lines of rubber goods, Silvertown retains its pre-eminence. Notwithstanding the great development of rubber for industrial purposes, the earlier manufactures are still going strong. Balls of all descriptions, the manufacture of which was one of the earliest uses to which the article was put, are still turned out



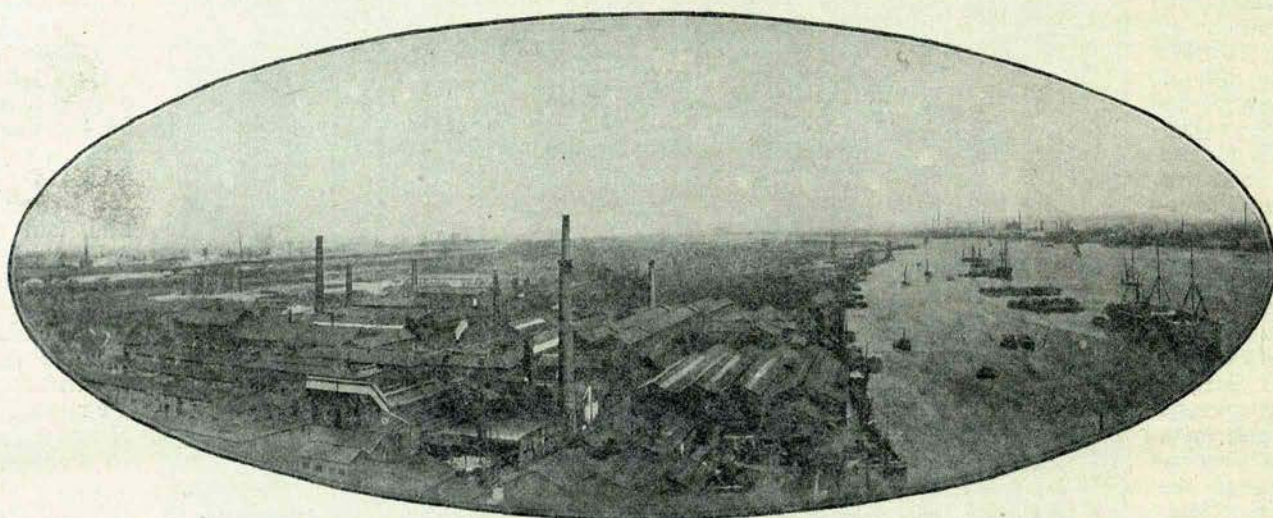
INDIA-RUBBER, GUTTA-PERCHA AND TELEGRAPH WORKS CO., LD.,
1/1, FAIRLIE PLACE, CALCUTTA.

many years a useful vessel to the Company; but she was sold and eventually wrecked off Beachy Head. A fourth cable ship in the possession of the Company is the "Buccaneer," which has done much useful work in laying cables in water too shallow for the large vessels. The total amount of submarine cable made at the Silvertown works up to the end of the

from Silvertown in huge quantities. Every kind of rubber ball is made at Silvertown. Foot-balls alone show 600,000 as the output for one season. Tennis-balls are even more numerous; while of gutta-percha golf balls, the number issued from the works exceeds that of the two former descriptions put together. The enormous variety of different goods which are now made from india-rubber and gutta-percha, places this substance in the forefront of the list of raw material utilized in commerce and the arts and sciences. The whole civilized world now appears to depend upon rubber, and civilization goes rubber-tyred and rubber-cushioned. In fact, so great has

small articles daily needed, it is not surprising that this Company, which was first in the field of manufacture, should have reached such important dimensions. Every kind of sport, too, draws largely on their manufacturing resources. Rubber articles are indispensable in football, cricket, tennis, golf, and many other games which are continually being played all over the world, and here alone is a limitless demand for rubber. In electricity, progress would be well nigh impossible but for rubber. As an insulator, vulcanite stands without peer, and it enters into the construction of every piece of electrical apparatus. The comfort of railway travel largely depends on rubber buffers for

pany manufacture is only faintly outlined in the foregoing. The Silvertown manufactures enter into the daily life of the world. The works have developed in proportion to the growing importance of the industry. The English works at Silvertown now occupy over seventeen acres of ground on the North bank of the Thames. On one side, the works have the river, on which a private wharf abuts, supplied with cranes, derricks, winches, and every accommodation for loading direct into vessels which carry the manufactured goods to all parts of the world. This wharf is also utilized in bringing the raw material to the works. On the other side, a siding from the rail-



SILVERTOWN WORKS.

been the development of the uses to which this article has been put, that it is difficult to see how the present stage of progress could have been reached without it. In the ordinary little conveniences of life, rubber is in constant evidence. Tobacco pouches, rings for aerated water bottles, bands for papers, valves and washers of all descriptions, tubing for domestic uses, and a thousand other everyday requisites are made of rubber; and no substitute has yet been found. In the form of ebonite, it supplies as many more requisites of a small kind; buttons, combs, paper-knives, pens, thimbles, bottle-stoppers, and a hundred other nicknacks. Considering the millions of such

the cars, and rubber cushions for the carriages. Safety on railroads is assured by the rubber vacuum brake fittings. But perhaps the latest uses to which rubber has been put exceed in importance all the foregoing. The invention of the rubber tyre, especially in its latest pneumatic form, has taken all the jolt and jar out of ordinary vehicles, and has rendered possible the motor-bicycle and the motor-car, the two greatest developments of locomotion of late years. The enormous utility of rubber spells prosperity for a Company such as Silvertown, which has carried on the manufacture for so many years and has reduced it to a science. The variety of articles which the Com-

way enters the factory, affording like facilities for rail-borne carriage. The permanent number of hands employed at Silvertown is now about 3,000, though this number is exceeded when large contracts are being carried out. The factory buildings at Silvertown are built in the most modern style, and are arranged in blocks devoted to the different manufactures. Electricity is used as an illuminant throughout the works. There are in use 40 boilers, and the coal consumption is over 1,000 tons. The factory is sub-divided into different departments which illustrate the scope of the business. The "Submarine" Department deals with telegraph cables, ship goods,

and gutta-percha submarine cores, shops being devoted to each manufacture. In the "Rubber" Department are situated the workshops devoted to solid rubber goods, water-proofing, ebonite, belting, hose, tyres for cycles and motor cars, and various sundries. The "Electrical" Department has extended its scope far beyond the original manufacture of rubber requisites and now embraces the construction of electrical generators, both of the primary battery pattern including the famous "Silvertown" cell, and dynamo-electric machines and electro-motors, also conducting wires and cables for the distribution of electricity to plant of all descriptions. In fact, this department deals with all apparatus necessary for the generation of electricity, its distribution and its utilization either as light or power, and the Silvertown Company are among the most noted manufacturers in this line, so far have the Company diverged from the original business in rubber goods. The capacities of the "Electrical" Department may be gauged from the fact that there are employed two 250 H.-P. marine-type engines, each driving by ropes a continuous dynamo, and two 299 H.-P. "stand-by" direct coupled sets, also one 1,100 H.-P. engine and dynamo and four 500 H.-P. sets working at 150 lbs. pressure. These supply current, the equivalent of 14,000 eight C.-P. lamps and over 200 motors of from 1 to 150 H.-P. for driving the machinery in the Factory. The "General" Department holds the carpenters', fitters', smiths', tinsmiths' and plumbers' shops. The "Submarine" Department turns out all manner of cables, varying in weight from 1½ tons to 28 tons per nautical mile. Contrary to popular ideas on the subject, the lightest cables are for deep water and mid-sea laying, the greatest risk to the cables existing in shallow and in-shore waters. The "Instrument" Department deals with all the lighter sort of electrical apparatus, including apparatus for automatic railway signalling, telegraphic instruments, testing sets, switchboards, and a host of other requisites upon which the electrical engineer depends. The Company have also a shop devoted to torpedo

work and submarine mining for naval operations, and has supplied the leading Governments with accessories in this connection. The "Carbon and Battery" Department turns out the familiar batteries in use wherever electricity is required for small purposes, such as ringing bells. The Leclanche Cell, originally introduced some forty years ago by the Silvertown Company, is still produced in enormous quantities, having never been surpassed for convenience and power. In the "India Rubber" Department, the crude rubber is worked up, by processes which are highly specialised, into the finished article. Here all the operations of washing, mixing, vulcanising, and calendering are carried out. The rubber is hardened and rendered commercially available by admixture with the proper "pigments," according to the purpose for which it is intended. The Company have also large works at Persan, in France, where 800 hands are permanently employed, and which are a replica, on a smaller scale, of the Silvertown works. They do a vast trade with India where their goods are appreciated as being of such high quality as to withstand the tropical climate to perfection. They have offices at Calcutta at No. 1-1, Fairlie Place, where large stocks of all their manufactures are kept. The Company also possess agencies at Melbourne, Sydney, Perth, and Brisbane (Australia), Buenos Ayres, Durban, and Johannesburg, besides having representatives all over the world.

The late SETH GOORDHANDAS SOONDERDAS MULJI JAITHA, grandson of Mr. Mulji Jaitha, founder of the firm of Mulji Jaitha & Co., was born on the 14th December 1884, and died 10th October 1902. Mr. Goordhandas Soonderdas came of a family of the Bhatia community, well known for their commercial spirit and enterprise. His education was confined to the ordinary school course and he did not aspire to college honours. He had the misfortune to lose both his father and mother at an early age and was brought up by his stepmother, under the care of his grand-father, Mr. Mulji Jaitha. During his minority the

affairs of the firm were managed by Mr. Valubhdas Valji, a partner closely connected with the family. Mr. Valubhdas died in 1888 and Mr. Dharamsey, elder brother of Mr. Goordhandas, assumed charge of the firm until his death in 1899. Mr. Goordhandas, then but 25 years of age, took over the management of the firm; a very great responsibility at his early age, for Messrs. Mulji Jaitha & Co.'s affairs were of great magnitude and immense extent. In this task he acted with great judgment and discretion. Being a man of energy, he did not shrink from taking up, when it was offered to him, the onerous and responsible position of Secretary, Treasurer, and



The late Mr. G. S. M. JAITHA.

Manager of the Halai Mahajan, in addition to the management of his firm's business. This appointment is the highest honour in the gift of the Bhatia community. At the time of Mr. Goordhandas' appointment, the affairs of the community were very troubled. Many social questions of vital interest were under discussion. The three principal matters were—Travel to foreign countries; intermarriages with Hardwar people; and widow remarriage. On these points the community were at variance. Mr. Goordhandas found himself called on to deal with a blindly orthodox party on the one hand, and an excitable reform party on the other. By his force of charac-

ter Mr. Goordhandas succeeded in obtaining the assent of the community to certain measures which were decided innovations on the customs of a socially backward community, such as the Bhatias. He obtained the appointment of commissions and committees, formed of both orthodox and reform elements, to discuss and investigate the affairs of the community. But his death at the early age of 28 years frustrated his endeavours to adjust the differences of his community. This untoward event threw the Bhatia community into confusion once more, and no other member has ventured to fill the vacancy. So that the death of Mr. Goordhandas has proved a loss to his community no less than to his relations and friends.

The JAPAN COTTON SPINNERS' ASSOCIATION, Navsari Building, Hornby Road, Fort, Bombay. Established in India in the year 1895. Head Office, Osaka. Established, 1882. President, Mr. J. Yamanobe. This Association has been organized by the Cotton Spinners in Japan to preserve and maintain their homogeneous interest by avoiding all internal misunderstandings. In 1882 it was presided over by Mr. R. Okada, Director of Aichi Cotton Spinnery. In eight years it gained a vast experience, and adapted itself to the growing circumstances, and ultimately it was thought prudent to admit the cotton and yarn merchants, so as to have complete control over the cotton trade with its different branches. The Committee of the Association negotiated with the Director, Japan Mail Lines, to transport the Bombay cotton to Japan on behalf of themselves. At the same time all the Cotton Merchants in Japan were influenced so as to form a union to act at the guidance of the Association for furtherance of trade. The late Mr. Jamshedjee N. Tata, of Messrs. Tata & Sons, rendered meritorious service to this Association, by assisting the Nipon Yusen Kaisha Co. in transporting cotton to Japan in competition with the P. & O. Co., who had, up to that time, monopolized the shipping business. In 1895 it was resolved to send an agent to Bombay to watch the interests of the Association. Mr. T. Washida was the first. In 1896 The N. Y.

Kaisha Shipping Company joined hands with the P. & O., the Austrian Lloyds S. N. Company and the Florio Rubattino S. N. Company. Now the shipping of cotton to Japan is done on an improved plan decidedly advantageous to the Japan cotton trade. Mr. K. Z. Ando, Agent in Bombay, was born in 1879. He was educated in Japan and after finishing his education he joined the Japan Cotton Association, arriving in India in the year 1904 as Agent.

Messrs. JAVERI & Co., Engineers, Machinery Agents, and Mill Furnishers, Bombay and Ahmedabad. The firm was founded in 1898 and is now composed of Messrs. B. N. Javeri, J. N. Javeri, M. M. Bhatta and N. N. Shah. Mr. B. N. Javeri alone carried on the business until he admitted his brother, Mr. J. N. Javeri in 1904. In the year 1906, to meet their extended business, they admitted Messrs. M. M. Bhatta, Engineer and Electrician, late of the New Great Eastern Mills, and N. N. Shah, as partners. They are sole representatives for—Messrs. Lupton & Place, Ltd., Dobby Makers, Burnley; Messrs. Willan & Mills, Loom Makers, Blackburn; Messrs. Samuel Walker & Sons, Calender Makers, Radcliffe; The Oldham Boiler Works, Oldham; J. Casartelli & Sons, Manufacturers of Engineering Instruments, Manchester; The Sprinkler Co., Ltd., Manufacturers of the Morris Sprinklers, London; Messrs. Lonsdale Bros., Manufacturers of Non-Conducting Boiler Covering Cement, Blackburn; J. Fairburn, Maker of Patent Split Motions, Burnley.

Their godowns are situated near the J. J. Hospital, where they carry a considerable stock of Machinery and Mill stores, besides having a good supply on their premises in the Fort. The firm's telegraphic address is "Climax," Bombay. Telephone No. 327.

They are also Agents for the Standard Electric Co., in which they carry out all electric lighting and power installations, and also represent Messrs. J. & H. Holmes & Co., Newcastle-on-Tyne, Manufacturers of Electric Machinery.

The Branch at Ahmedabad is located at Sugar Bazar, where a considerable stock of mill stores is kept to meet the immediate wants of the many mills of that growing city.

Messrs. A. JOHN & CO., Agra. The foundations of this thriving business were laid by Anthony John, a Greek gentleman who came to India from the Levant in the year 1801. Anthony John was a merchant who made a speciality of diamond dealing, and carried on a large and successful business until the time of his death. The business was carried on at various centres in the North of India, the headquarters being located at Agra. In those days, however, Agra was more a centre of historic interest than a place of commercial enterprise. This, however, has now been changed by the splendid energies of the successors of the founder of



MR. GEORGE A. JOHN.

the firm, notably the present head of the firm, Sir Edwin John. When Anthony John died, he left three sons, the second of whom, Nicholas Anthony John, carried on the business of the firm. Mr. N. A. John had a long and successful career as a merchant, and in his hands the affairs of Messrs. A. John & Co. flourished. Up to the time of his death, which occurred in 1891, the firm had not gone largely into the mill business, of which they were subsequently destined to make such a success. Mr. Nicholas Anthony John, at the time of his death, left nine children and to them, in partnership, the business

descended. Sir Edwin John and his brothers took over the management of the firm, but with the consent of his brothers Sir Edwin John takes the position of senior partner and head of the firm. Sir Edwin John described the possibilities of Agra as an industrial centre, and this eventually led to the great development of the resources of the city and the surrounding country. The actual beginnings of the development were due to others, but it remained for Sir Edwin John and the firm of Messrs. John & Co. to carry the movement to success. Prior to the year 1887, there were no modern industries located at Agra, and memories of the past, and the historic monuments for which the city is famous, alone contributed to its hold on the world's attention. From having been a centre of government under the Moghul



Sir EDWIN JOHN, K.S.G.

Emperors of India, the city and district had drifted into a backwater, and with the passing away of the old Empire their importance had vanished. On the face of it, the locality did not seem favourable to such enterprises as those which have subsequently revived its importance. Still, it was the centre of a fertile area, and the cultivation of cotton had been undertaken in the surrounding lands with ever-increasing success. A syndicate undertook the erection of mills in the vicinity, for the purpose of working up the raw material which was so plentifully grown in the neighbourhood.

Thus, the Agra Spinning and Weaving Mills came into existence, about the year 1887. It seemed at first, however, as though the stagnation of the locality was too complete to be stirred by modern



Messrs. A. JOHN & CO., AGRA.

enterprise. The pioneers of the industrial movement were unfortunate, and after languishing for a



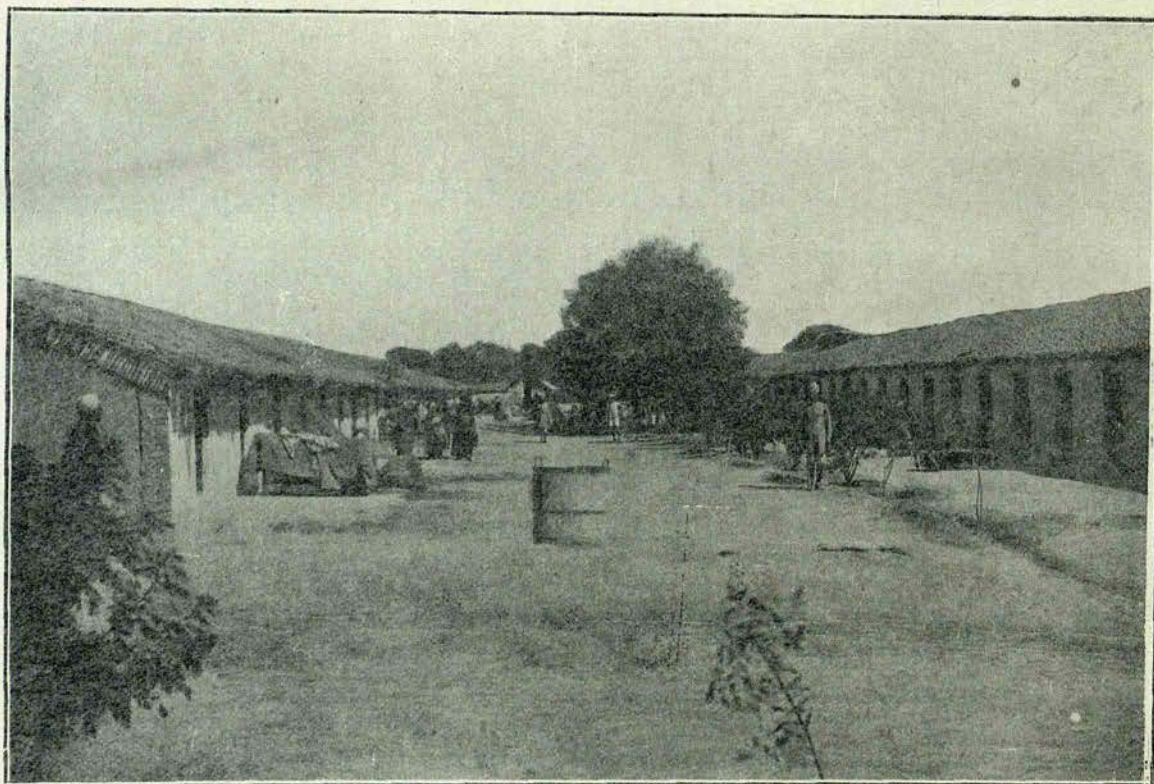
Late NICHOLAS ANTHONY JOHN.

few years the Agra Spinning and Weaving Mills very nearly went into liquidation in 1890. It was at this critical period that Messrs. A. John & Co., with Sir Edwin John at their head, devoted their attention to the enterprise, and by business ability, foresight, and energy, changed what looked very like failure into conspicuous success. This was all the more a remarkable achievement as up to this time Sir Edwin John's energies had been directed to quite other channels of business, and he had no experience whatever of the textile industry. Of cotton, he admits that prior to this time he had no knowledge. But trusting to the intuition of a sound business man, Sir Edwin launched his firm into the new business with confidence, and as Messrs. A. John & Co., 1890, took over the affairs of the Agra Spinning and Weaving Mills, and in so doing, laid the foundation of the commercial importance of the district. The business of the mill has pro-

pered under the new management, and this pioneer of the mill industry at Agra, still under the same man-



Mr. A. ULYSSES JOHN.



A. JOHN & CO., AGRA.

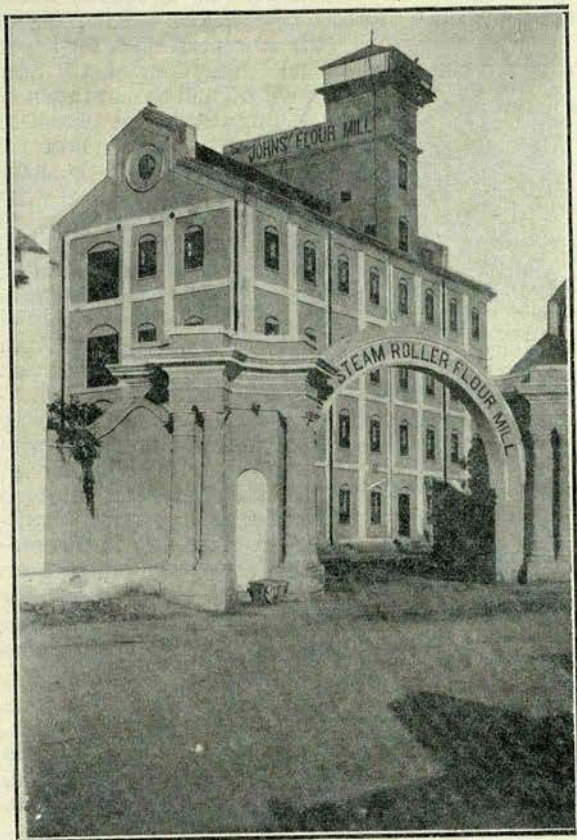
A portion of the workmen's quarters.

agement, continues its successful career to this day; but the works have been transformed. At present

as an industrial centre. The first step Messrs. A. John & Co. took, after acquiring the Agra Spinning and Weaving Mills and purchasing the above-mentioned land, was the erection of a factory with the necessary plant for the manufacture of ice, a commodity of which the town stood much in need. Having carried this through, they again turned their attention to textiles, and erected a mill known as John's Spinning Mill. This factory was inaugurated in the year 1896, and the building is furnished with a plant of 18,000 spindles with the most approved machinery throughout. Having established this factory, the firm built a Ginning Factory, with a capacity of 80 double and 70 single *quis* and an hydraulic press.

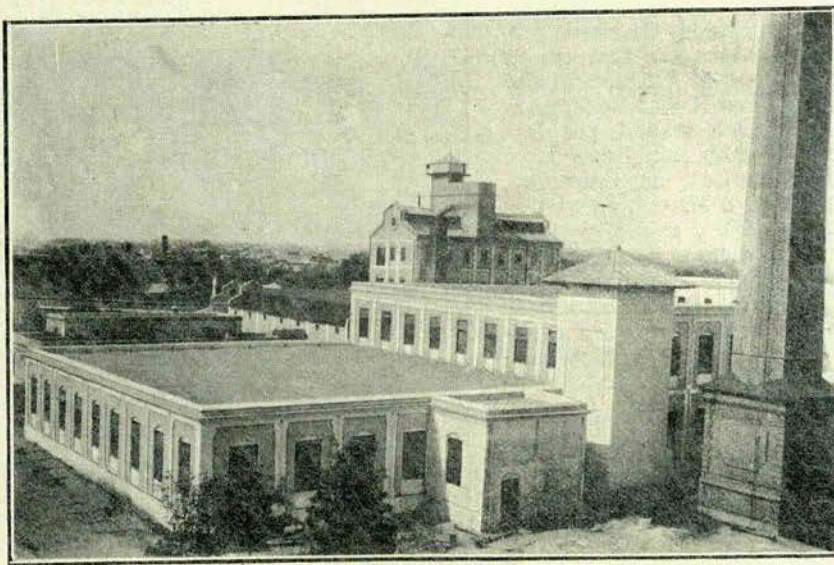
The Coronation Spinning and Weaving Mill, a very fine factory of 12,000 spindles, and modern machinery of the very best and latest pattern, was the next enterprise, to which Messrs. A. John & Co. devoted themselves. This was inaugurated, with great ceremony, in the year 1903, Sir J. J. Digges LaTouche, Lieutenant-Governor of the United Provinces, consenting to open the mill when ready for working. The firm have recently started a new spinning mill, known as the Princess of Wales Mill. This concern is on a much extended scale, and is furnished with 25,000 spindles. The foundation-stone of this mill was laid by His Grace Dr. Charles Gentili, Archbishop of Agra, and it was opened in 1907.

These factories constitute a remarkable group, and are a standing advertisement to the great business capacity and administrative ability of the firm of Messrs. A. John & Co., controlled by Sir Edwin John who is the master spirit of the concern. The estate on which are situated the several mills and factories is laid out with extraordinary care and is practically a garden, with green lawns and shaded walks, flower beds, etc. The whole is kept up in the best style, and no traces of the manufactures which are carried on at the mills is observable in the trimly kept expanse.



JOHN'S ROLLER FLOUR MILL.

the Agra Spinning and Weaving Mill contains 14,000 spindles, and is fitted throughout with thoroughly modern and up-to-date machinery, the opportunity for completely renovating and modernizing the machinery and fittings having been afforded by a fire which destroyed the old machinery in the year 1900. The success of this venture convinced the firm of A. John & Co. of the possibilities in the new enterprise, and therewith arose the design of extending their enterprise in this direction. The firm acquired an excellent piece of land, about eighty acres in extent, on the banks of the river, and upon these premises they commenced to build a collection of the finest factories in India, which have now rendered Agra distinctive

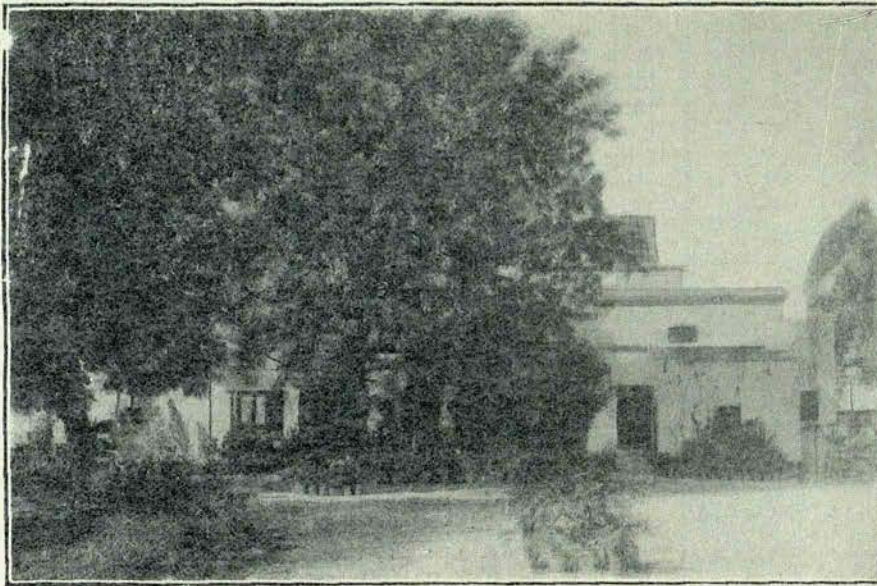


PRINCESS OF WALES MILLS.

There are over 3,000 hands employed at the mills whose work is supervised by 30 Europeans. The output of the mills is between 80 and 90 bales of 500 lbs. per day.

congestion, built a model village for their workfolk and families. This village is an example of cleanliness and comfort. It is laid out in broad well-kept streets flanked by sub-

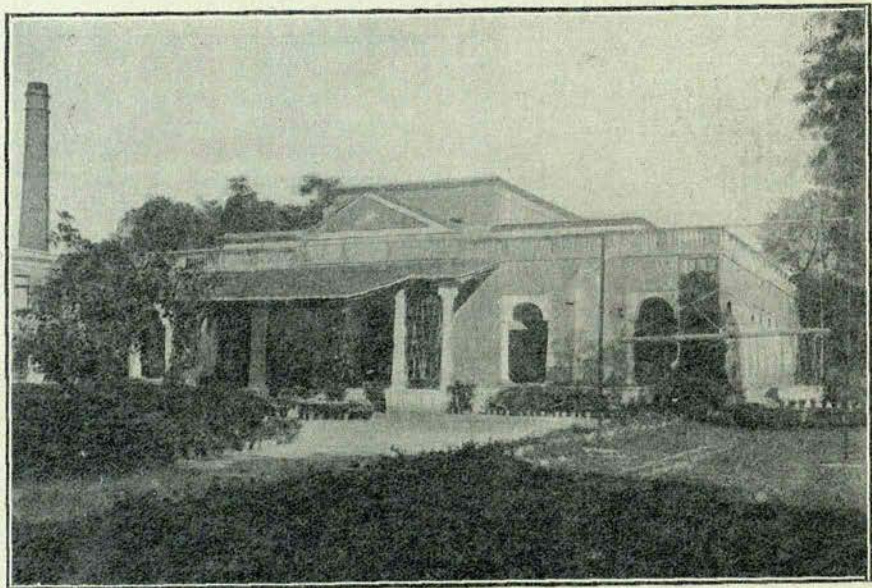
picturesque, devoid of dirt or squalor, and forms a fine example of what can be done in this direction in India. Great care has also been bestowed on the housing of the European staff, for whom model bungalows have been provided, and the firm are now building them an excellent club house. The firm of Messrs. A. John & Co. have indeed set an example of what can be done on the lines of modern enterprise in India, which is worthy of imitation by capitalists interested in the industrial development of the country. Lifting Agra from its stagnant condition into a centre of life and industry, they have shown the way in which similar enterprise may be successfully carried out in Indian localities which are now as apparently backward as Agra was in the pre-John times. The present proprietors of the firm are Sir Edwin John, George A. John and A. Ulysses John, who are working partners, Mr. H. C. John and Mrs. Jordanidis having financial interest. The land consisting of 80 acres, nearly all freehold, is the property of the John family.



CANTONMENTS, AGRA.
Residence of the late Mr. Anthony John.

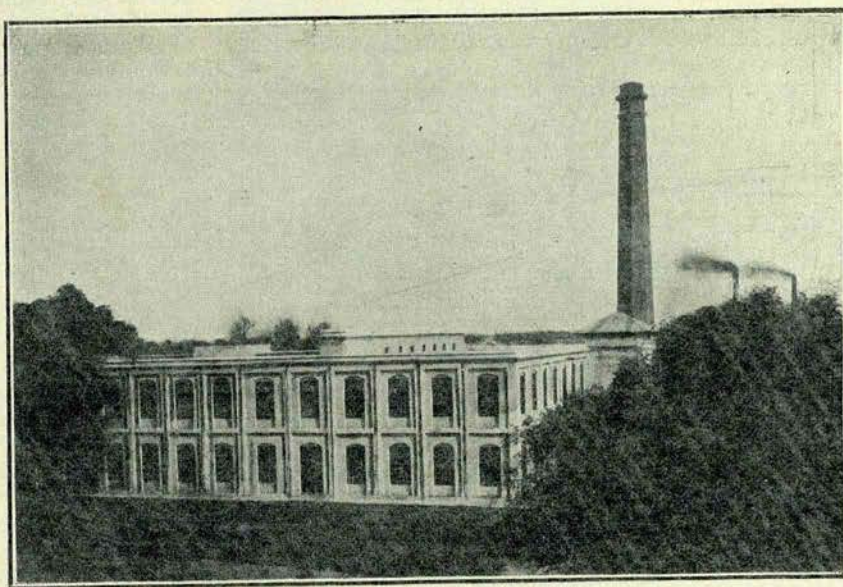
The Ginning Factory deals with about 2,000 maunds of raw cotton per day and the Ice Factory has an output of 20 tons daily. In addition to the above, Messrs. A. John & Co. have established a Flour Mill with a capacity of some 1,200 maunds of produce per day. Besides the above properties at Agra the firm own a Cotton Press at Delhi, and also another Flour Mill at Delhi, turning out 2,400 maunds per day. They have also established large Ice Factories at Cawnpore, Lucknow and Meerut, as well as at Agra. They are also large house proprietors in the various places named, owning about forty houses, which form a very valuable property. The gathering together of so large a congregation of workmen and operatives, who, with their families, number some 10,000 souls, might have created a serious housing question at Agra but that Messrs. A. John & Co., with characteristic energy and fore-thought, grappled early with the problem and, for the purpose of relieving

stantially built huts, fitted with an abundant supply of water and every sanitary convenience. Shade trees are plentifully planted throughout the village, which is most

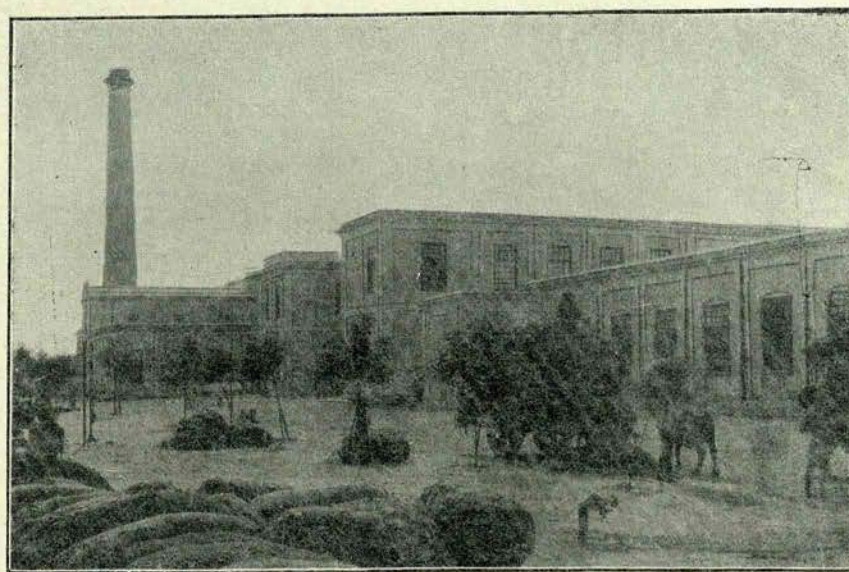


JOHN'S JATNIE KOTEE.

A. JOHN & CO., AGRA.



JOHN'S CORONATION MILL.



CORONATION MILLS.

Sir EDWIN JOHN, son of the late N. A. John and grandson of Anthony John, founder of the firm of A. John & Co., a Greek gentleman who came to India in the year 1801. Anthony John was a diamond merchant, but after his arrival in India he entered the British Military Forces. He was the first man to enter Bhurtpore under the British command, for which service he received a medal. Anthony John subsequently started in business as a general merchant, but made a speciality of diamond dealing. He had three sons, of whom the second, Nicholas Anthony John, carried on the business after the death of his father. The business was carried on at various centres in the North of India, the head-quarters being at Agra. Mr. N. A. John saw service in the Artillery during the Indian Mutiny of 1857. He died at Mussoorie in the year 1891 leaving nine children. His remains were interred in the Catholic Cathedral, Agra, and a high altar was presented to the Cathedral by the family in his memory. The subject of the present sketch, son of the above, was born in the year 1859 and went to England for his education, which he received at Stonehurst College, Lancashire. He returned to India in September 1875 and entered his father's firm. On the death of Mr.

N. A. John in 1891, the business descended to the family in partnership, and Sir Edwin John took over the management as senior partner. Sir Edwin John has devoted considerable time to public service. He has carried on famine work under Government and was Secretary

Magistrate as well. These positions he had to resign, owing to pressure of private business connected with the growing firm of John & Co. Ecclesiastical affairs have demanded a great deal of his attention, and his firm contributed an altar to the Cathedral in commemoration of their brother

and sister, who are buried there, and have also presented many decorations to the same edifice. He has twice visited Rome, and has been granted an audience by the Pope to whom he owes his Knighthood. His residence in London, where he retires every year, is his mansion at 151, Gloucester Terrace, Hyde Park, Lancaster Gate. Sir Edwin John's firm recently offered Agra a free hospital at a cost of Rs. 50,000, but this offer was declined by the Government. Sir Edwin, however, intends to bestow this gift on the city, as a private matter, as soon as he can secure the necessary law. Sir Edwin's career has been a splendid example of what can be accomplished by energy and business capacity, combined with a genius for affairs. The modern industrial development of



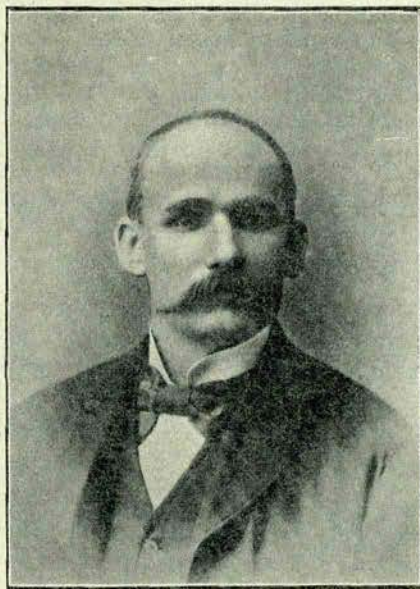
ALTAR IN AGRA CATHEDRAL
to the memory of the late N. A. John.

and Treasurer during two famines in the time of Sir Antony MacDonnell. He has served as a Municipal Commissioner and a Magistrate, and on local committees in Agra. He was a member of the Municipal Council for 14 years and an Honorary

the City of Agra has been practically his work as he is the moving spirit of the great firm of Messrs. A. John & Co., which has lifted Agra out of mediævalism to its present prominent position as an industrial and mercantile centre.

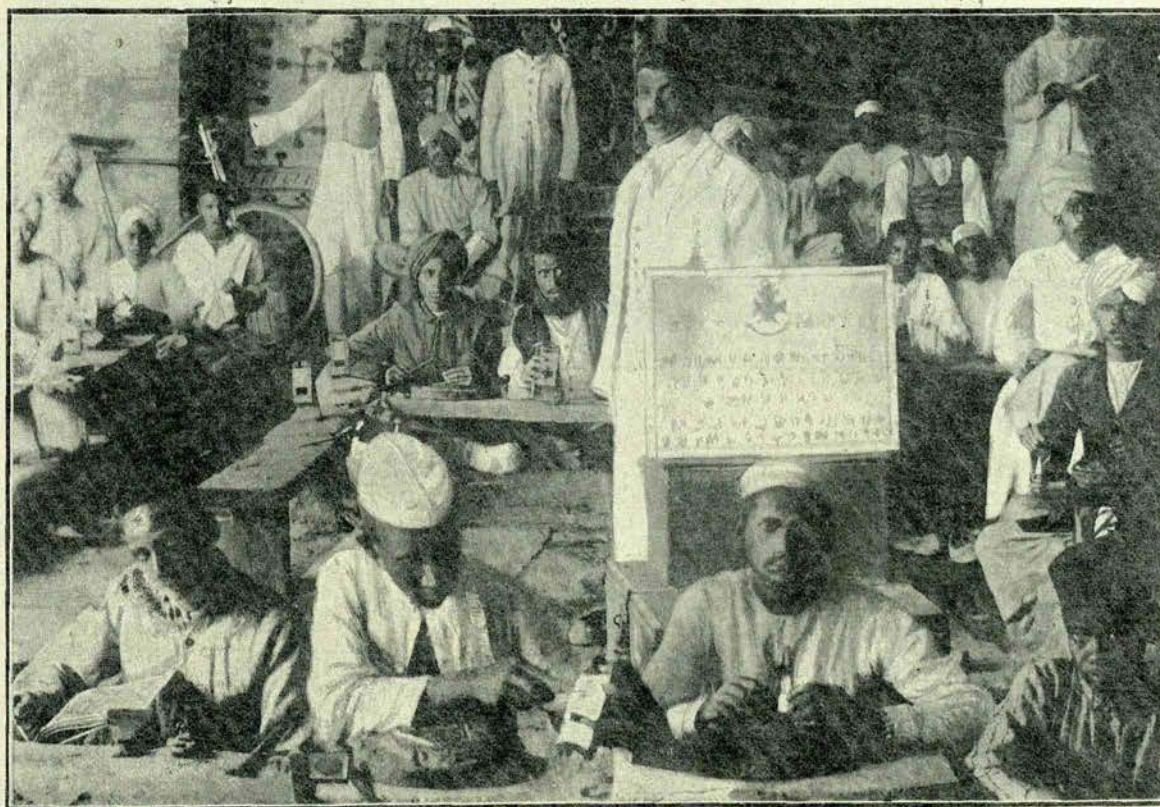
Messrs. J. H. JOHNSON & Co., Proprietors, the Pioneer Lock Works and General Metal Foundry, Aligarh. This well-known concern was founded in 1885 by the sole proprietor, Mr. J. H. Johnson. The business of the firm is principally directed to the manufacture of locks, military badges, buttons, castings, and general hardware. They are Government contractors to the Military Department for the supply of buttons and all descriptions of metal military fittings all over India. Their prices for work of the highest quality being reasonable, they have found no difficulty in obtaining and holding these contracts to the satisfaction of Government. They do a large business in castings, etc., with private firms and railways, outside the Government contracts. Messrs. J. H. Johnson & Co. also represent some of the best English and French makers of motor cars, and they have sole agencies for the United Provinces for these. They are experts in motors and undertake repairs of all descriptions, no

matter how intricate. They also import largely those descriptions of tools and hardware which cannot be successfully manufac-



Mr. J. H. JOHNSON.

tured in India. The firm is about to set up a modern plant for the manufacture of watering and other carts, patent night-soil removers, and tip-carts for municipalities, etc. They hold a very high reputation for the manufacture of locks of all descriptions, and in this line they run several exclusive patents. They were the first to introduce the galvanising of metals into India, and possess the largest patent plant for galvano-plastic work, carrying on electro-plating work in gold, silver, nickel, copper, etc. They are the only firm in the East possessing a button-making plant, and most of the articles supplied to the Military Departments and Volunteer Corps are machine-stamped from special dies. Hence they are able to compete with any of the home and Continental manufacturers. Messrs. J. H. Johnson & Co. have also laid themselves out to supply railway requisites, and their patent point-locks for railway switches, for securing facing-point locks at stations where

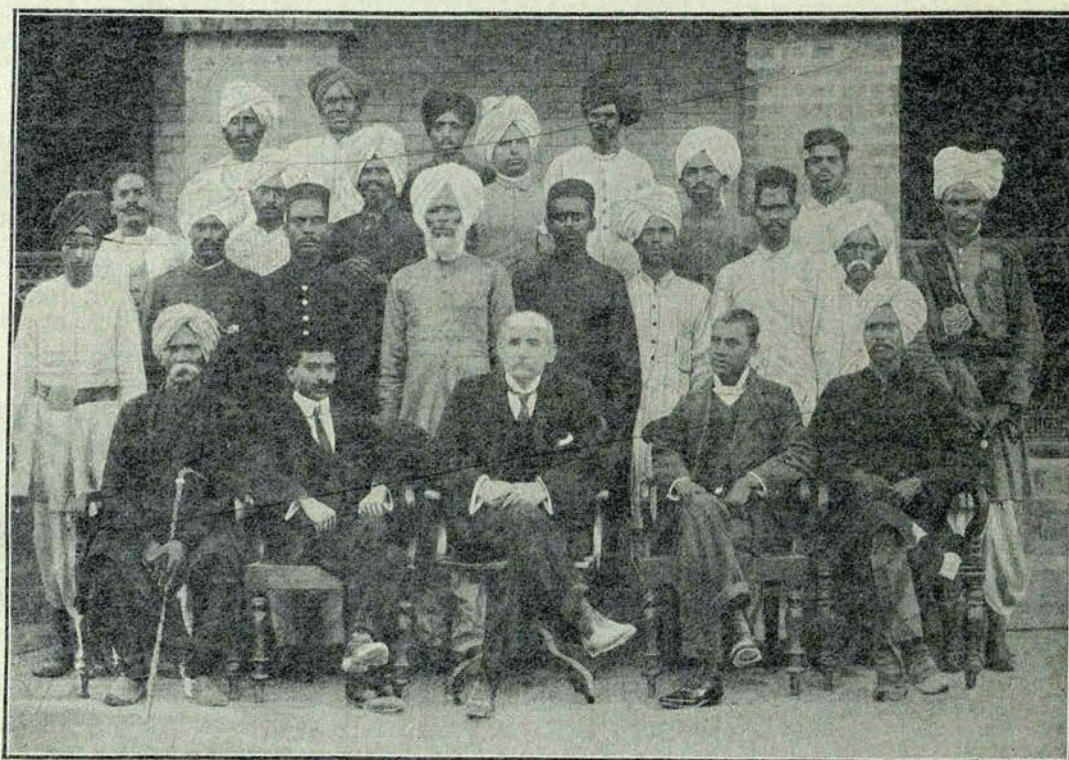


PIONEER LOCK WORKS.

mail trains run through, are largely in favour and are used on all the railways in India. Several Continental railways have also adopted them. They lay themselves out to fill almost any indent in the manufactured metal line. They also possess a large timber yard for the supply of all descriptions of wooden structural work. The firm employs about 420 hands, under the personal supervision of Mr. Johnson, the proprietor, and European foremen. Messrs. J. H. Johnson & Co. are

an apprentice with Messrs. Jessop & Co., of Sheffield, and after serving his indentures he travelled in various parts of the world till he came to India in 1878. For a time he was engaged in the tea industry; he also served on various railways and in the Telegraph Department, and was in mercantile employment for a time. He has turned his hand to many things in his time, always with the object of acquiring knowledge. With the same object he had

born in the year 1835, his father being the owner of considerable property, indigo factories, etc., in the Jaunpur District, U. P. Mr. Jones early showed tendencies towards an engineering career, and was educated with a view to entering the profession of a Civil Engineer. An untoward circumstance, however, interfered at first with this design. His father was a heavy loser by the failure of the Union Bank at Calcutta, and shortly afterwards died. Mr. Jones then



PIONEER LOCK WORKS, OFFICE ESTABLISHMENT.

represented in Madras by their agents, Messrs. Ramsay & Co.; in Bombay by Messrs. Patrick & Co.; and they have further agencies at Sydney (Australia), Hong-Kong and Natal (South Africa). They import motor cars and own a garage for letting out cars on hire.

Mr. JOSEPH HENRY JOHNSON, sole proprietor, J. H. Johnson & Co., Pioneer Lock Works, was born in 1858 in Yorkshire, England, and educated privately in the same county. He was placed as

travelled a great deal. He revisited England, and on his return to India in 1885, at the suggestion of certain military officers, he established his present firm and business, which he has carried on with great success, ever since.

Mr. GAVIN JONES, Cawnpore. This well-known gentleman, to whom such great industries as the Elgin Mills and Muir Mills owe their prosperity, is an Indian veteran who has had a most eventful and distinguished career. He was

entered into business with his brother, who was proprietor of an Indigo Factory in the Farukhabad District, and left Calcutta to reside at Fatehgarh. This was in 1856. A year after came the outbreak of the Indian Mutiny. The Fort of Fatehgarh was besieged by the mutineers, and of the defenders only Mr. Gavin Jones and one other escaped with their lives. In this siege he lost his brother who was one of the garrison. Mr. Jones succeeded in reaching Cawnpore in company with Messrs. Edwards

and Probyn of the Civil Service, fugitives from Oudh. He subsequently did good service in the suppression of the rebellion. On the relief of Lucknow by Sir Colin Campbell, he joined the Field Force in the advance on Fatehgarh, and had the honour of being mentioned in despatches to the Home Government, by Lord Canning. For his services, Mr. Gavin Jones received the Mutiny Medal. At the close of the Mutiny, his brother's home being broken up, Mr. Gavin Jones abandoned indigo and commerce, and followed the original bent of his mind. He joined Messrs. Norris & Waller in 1862, as Engineer, in their contract for the construction of a section of the Great Indian Peninsula Railway, between Jubbulpore and Hoshangabad. Here he unfortunately contracted malaria, and was forced to leave India for a while. He went to England to recruit his health, and while at home took service as an engineer in the construction of a branch of the Great Eastern Railway. Meanwhile the Elgin Mills Company at Cawnpore had been floated and was in need of the services of an efficient Engineer in the construction of the Mill, and while in London in 1865 Mr. Jones received from the Chairman of the Elgin Mills Co. an offer to come out for the erection and management of the Mills. Mr. Jones accepted, but did not remain long with the Company. Some years afterwards, however, when the Company went into liquidation, Mr. Jones again took over the management for the syndicate who had purchased the concern. His management was a great success, as set forth in the account of the Elgin Mills given in another part of this publication. After a few years Mr. Jones left the Elgin Mills and started the Muir Mills which is still a strong going concern, and again, later, started the Cawnpore Woollen Mills. The latter Company has proved a splendid success, and has proved a valuable aid to the Government of India in equipping the Indian Army with requirements previously only obtainable from England. Another enterprise, which owes its inception to Mr. Gavin Jones, is Cooper, Allen & Co.'s Boot Factory at Cawnpore. He designed and built the tannery and works.

This concern has also been eminently successful, now giving employment to thousands of native hands and large staff of Europeans. In 1887 Mr. Gavin Jones retired from India and went home, but the East called him back, and in 1896 he returned to found the Empire Engineering Works, a successful and steadily growing concern now managed by his son. The development of Cawnpore into the large industrial centre which it has become, is largely the work of Mr. Gavin Jones, than whom the British in India have had no more valuable citizen. There is hardly a factory in Cawnpore that is not in some way, directly or indirectly,



MR. GAVIN JONES.

the offspring of his brain. The natives in the town and environs owe him an incalculable debt for teaching them to utilize their labour on the most approved European lines, and the Government is deeply indebted to him for turning Cawnpore, the town of sad memories, into one of the most valuable assets of the Indian Empire.

K. L. KABASI, B.A., of Messrs. Shawoo and Kabasi, Daisi Jute Merchants of Tala, Calcutta, and proprietor of the Swadeshi Cigarette Manufacturing Company, Bengal, comes of one of the oldest families of Jadurhati, Sub-division Basirhat.

He is closely related to the Shawoos and Ballavs, zemindars of Basirhat and millionaires of Sham Bazar. His great grandfather was Dr. Lalchand Kabasi, an eminent Bengali physician, whose reputation is remembered to the present day. Mr. Kabasi had the misfortune to lose both his parents while still young, and he had to rely entirely on his own efforts to obtain an education. Despite these adverse circumstances, rendered more difficult by ill-health, he graduated from the Duff College, Calcutta, in the year 1897. His inclinations tended towards independent commercial pursuits rather than to Government service or the law; and having studied science in its practical aspect, he devoted his time to commercial chemistry, and discovered a cheap and effective process of manufacturing cigarettes from Indian tobacco. With a view to starting a cigarette manufactory at Calcutta, Mr. Kabasi travelled through the tobacco producing districts of India. In 1900, he commenced manufacture, but at the outset was unfortunate, as his factory and stock were swept away by a heavy flood. This caused him to desist from his efforts to establish the industry for a while, and he accepted a post as head master in the Kanchantola H. E. School, near Pakur, where he stayed for a year. He then took up the head mastership of the Dhankuria H. E. School, and was appointed a sub-inspector of schools, in the 24 Parganas in 1903. His natural bent towards commerce, however, led him to abandon this post when the Swadeshi agitation seemed to offer an opportunity to local manufactures, and he established the Swadeshi Cigarette Company, equipping the factory with automatic machinery for manufacturing cigarettes in quantities; the whole process of manufacture being carried out by local labour.

Messrs. KAHN & KAHN, Merchants, Calcutta. This firm is a branch of the long-established business house of the same name, which was originally founded as Harrison and Kahn in the year 1864. In 1887, the style was altered to that by which it is now known, Kahn &

Kahn. The Calcutta branch is the latest to be opened, having been established in the year 1901 under the joint management of Messrs. Walter Lomax and Robert Bayley. The firm has been established in Bombay since the year 1889, and is under the present management of Mr. Percy Clare, in succession to Mr. O. St. Gour. There are other branches at Delhi and Amritsar and at Lyons (France). Messrs. Kahn & Kahn do a very extensive business in Chinese and Japanese piece-goods, which they export to the United Kingdom and the Continent of Europe. A considerable business is done with the United States, this connection being attended to by their Lyons House. The partners in the firm are, Messrs. Herbert Ernest Kahn, O. S. Darner Kahn, E. Philippi, and Max Adler.

Lalla KANHAIYA LALL, Rai Bahadur, Banker, Cawnpore, was born at Cawnpore in 1871, and educated at the High School, Cawnpore. After passing out of school he entered the service of Government, joining the Treasury Department. His abilities secured him promotion in



LALLA KANHAIYA LALL.

this department, and he was in time promoted to the position of Government Treasurer, which he has held ever since. Lalla Kanhaiya Lall

has interested himself in public affairs, and in the year 1897 became a member of the Municipal Council of Cawnpore. He was appointed Vice-Chairman of the same Municipality in 1898, which post he has filled continuously ever since. He received the additional honour of appointment as Honorary Magistrate in 1899. He is also a member of the Executive Committee of the Dufferin Hospital and also of the Hindu Orphanage, and is a member of the Sri Ramlalla Committee. In private life, he is a large landowner and the proprietor of several zemindaries. He also carries on a banking business, that of Messrs. Lalla Ram Ratan Ramgopal, Bankers, which he inherited from his father, the late Lalla Sidh Gopal, and his grandfather, the late Lalla Ram Ratan. Lalla Kanhaiya Lall is also a Durbari, and is very active in all local affairs at Cawnpore.

Messrs. J. F. KARAKA & Co.,
Coaling and Landing Contractors,



Mr. J. F. KARAKA.

Sirdar's Palace, Bombay. Partners, J. F. Karaka and B. F. Karaka, sons of Fardunji Framji Karaka, Justice of the Peace of the City of Bombay, a Parsee gentleman of a very well known family, who started the business in the year 1876 as a coal broker. Being well connected with those who were in

the coal trade from the time English and Welsh coal made their appearance in Bombay, Mr. Fardunji attained prominence from the very commencement, and soon became



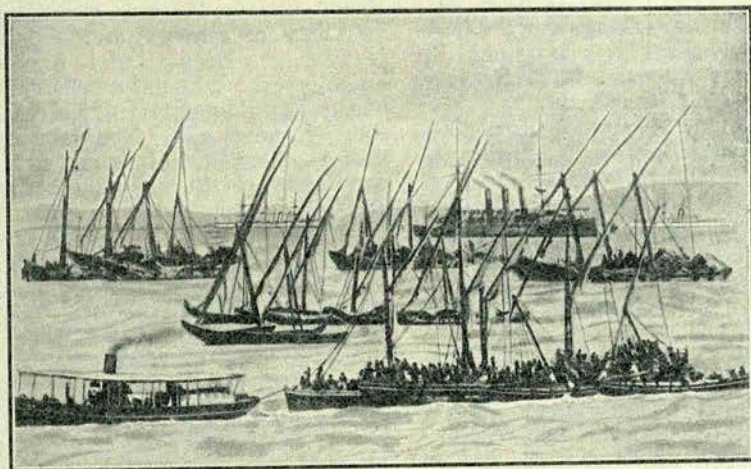
Mr. B. F. KARAKA.

the leading coal broker, a position he has maintained ever since. The firm is now known by the title of Fardunji Framji & Sons. The consumption of coal in 1876 was comparatively small in Bombay and of very little significance in the outlying districts of Bombay. The only large users of English and Welsh coal then were the two railways, viz., G. I. P. and B.-B. & C. I. Only a few cotton mills existed at the time, and the demand from these for coal was not very considerable. These railways did not then cover so extensive an area as they do at present, and many locomotives on the line burned firewood, and the same fuel was used in connection with other industries in the districts. The demand from the ships visiting the port was also very small, and the whole of the trade of the port was carried on by sailing vessels. Although the coal trade of Bombay then was narrowed down within such a small compass, yet with the industrious efforts of Mr. Fardunji, coal took its proper place as one of the most important factors in the trade of the port, as merchants were

induced to ship coal to a large extent as a freight item on the outward voyage from Great Britain and elsewhere, and load with exports of all kinds, such as grain, cotton, etc., on their return voyage. Speculation at that time in English coal was rampant, on account of deliveries

brokers. Mr. J. F. Karaka was not slow to grasp the situation, and about six years ago in connection with his brother, in addition to continuing the work of coal brokers, they began to work as Coaling and Landing Contractors. As brokers they had already introduced the

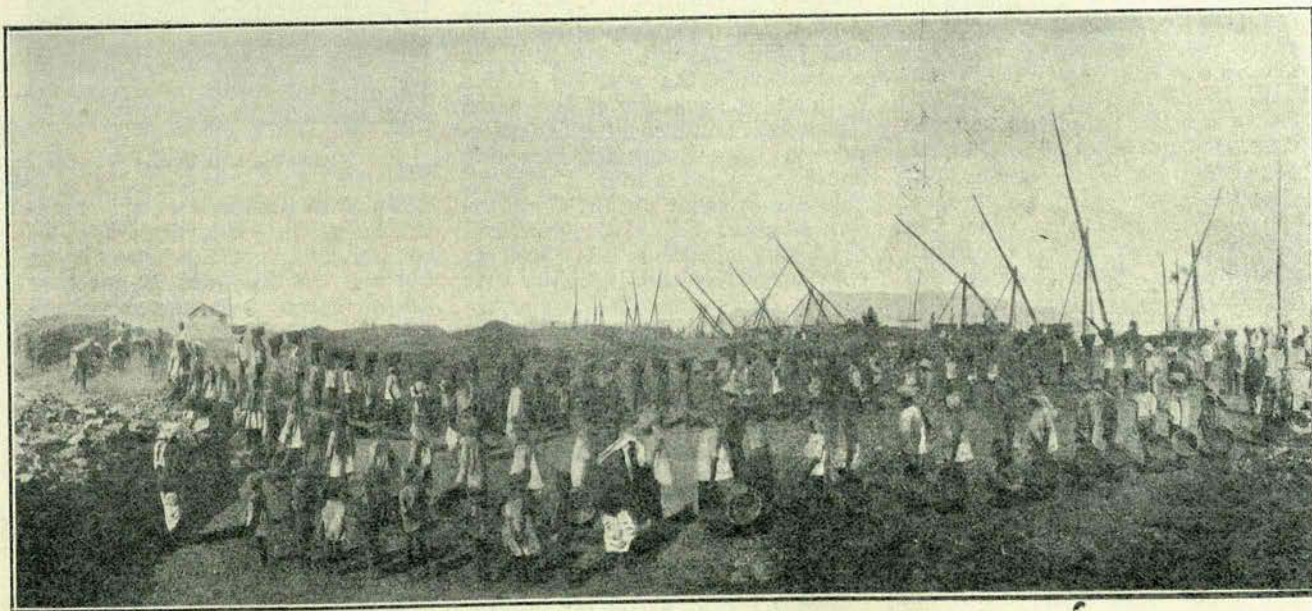
tage of having well established connections in this line. The result is that various descriptions of coal from the Bengal Collieries are at present reaping the fruits of the early and strenuous efforts of this firm. Although the firm's business as Coaling and Landing Contractors is of recent date, they have been able to secure for themselves a large amount of business. They handle coal for various steamships connected with the Mercantile Marine, and Government Services and the Bombay Port Trust; and hold contracts from the Municipality of Bombay and the Royal Navy. They hold all the coal imported in Bombay by Cory Bros., Ltd., who are the richest and the largest coal contractors in the world. They possess sufficient lighters to carry coal to and from the bunders, but on being selected as the contractors to the Royal Navy (of which they are very proud), they built a further fleet of wood and iron lighters which are specially adapted to the requirements of fast coaling. They have two steam launches, one of which is considered a very powerful tug. The *Graphic* of London, while discussing their work, complimented them on the fact, that with such contractors "in case of emergency, Bombay may be depended upon to coal our biggest warships in about twelve hours." As Naval contractors they had



Messrs. J. F. KARAKA & Co.'s COALING FLEET.

being made at very distant dates from the time that the contract was entered into. The importation of Bengal coal from Calcutta having replaced English coal, speculation soon disappeared and naturally caused a great reduction in the earnings of

different varieties of English and Welsh coal, and in the last decade of the 19th century, when Bengal coal was first brought to the Bombay market, the firm was foremost in introducing it with great success to consumers, as they had the advan-



Messrs. J. F. KARAKA & Co.'s COAL SHEDS.

the honour to coal the ships of the fleet which conveyed H. R. H. the Prince of Wales to India during the Royal Tour, and they found an opportunity to prove their mettle by coaling these ships in the fastest time ever established. One of the ships, H. M. S. *Terrible*, was coaled at an average of 153 tons per hour, which gained for the firm the first place on the record list. In certifying to the good work done, the Commander made the following statement:—"Had it not been that the work of trimming the coal into bunkers, towards the end, became so difficult, the men would have established a still higher record." Local newspapers, including the *Times of India*, and journals in England and Germany, thought the event of sufficient importance for favourable mention. The brothers Karaka are the nephews of the late Mr. Dossabhoy Framji Karaka, C.S.I., who enjoyed the trust and good grace of the Government.

Messrs. KERR, TARRUCK & Co. This firm was founded by Mr. Tarruck Chunder Sircar, a Bengali merchant, in conjunction with Mr. James Kerr and Mr. William Barlas Jameson, in February 1873, under the auspices of the celebrated calico-printers and Turkey-red dyers, Messrs. F. Steiner & Co. (now Ltd.), of Church near Accrington, whose agency in Calcutta had been under the management of Mr. Tarruck since 1855. Mr. James Kerr retired from the firm in 1875 and Mr. Tarruck died in 1888. Mr. Bepin Bihari Sircar and Mr. Nalin Bihari Sircar, C.I.E., the two sons of Mr. Tarruck, then joined Mr. W. B. Jameson, and the business was continued by them till the end of 1904, when Mr. Jameson retired. Mr. Nalin Behari also died in 1906. The present partners are Mr. Bepin Bihari Sircar and his son Mr. Birendra Nath Sircar.

The firm have a branch at Delhi, which was opened in 1894, and also sub-offices at Cawnpore and Amritsar. Their chief business is in imports of all kinds of piece-goods, metals, and sundry hardware. They are the agents of the Union Assurance Society of London (Fire), Sun Life Assurance Co., of Canada (Life), and Continental Insurance Company of Mannheim (Marine).

Messrs. D. T. KEYMER & Co., 5, Mangoe Lane, Engineers, Merchants and Shipping Agents.

This is the Calcutta branch of the old established firm of D. J. Keymer & Co., London.

In 1844 Mr. D. T. Keymer joined the business then known as R. C. LePage & Co., as a junior.

Mr. LePage retired in 1877. Mr. D. J. Keymer taking over the business. In 1882 he was joined by his eldest son, Mr. D. T. Keymer, as Managing Partner.

Mr. D. J. Keymer died in 1894. The business has been carried on at the same address since 1847.

The branch in Calcutta was opened in 1900 and holds various important agencies; amongst others, those for the Electric Construction Co., Ltd., Wolverhampton, Caillet's Mono-rail and Miner's Safe Co., Ltd., and is under charge of Mr. A. McDonald, well known in railway engineering circles.

Mr. D. T. Keymer has travelled widely and takes special interest in educational work in England.

The KHATAU MAKANJI SPINNING & WEAVING Co., Ltd., Bombay, was floated in 1874 as a Joint Stock Company, with a capital of ten lakhs of rupees. The original Directors were the Hon. Mr. Mahomedally Roggey and Messrs. Cursonadas Vullabhdas, Dwarkadas Vussonji, Amroodin Abdool Latif, Pandurang Raghoba, and Jairaj Makanji. The Mill has always made the weaving of fine cloth and the spinning of fine yarns its speciality and, as a further enterprise, a large dyeing and bleaching house was added in 1902. Under the able management of Mr. Gordhandas Khatau, the cloth produced dyed and bleached has been so good in quality and durability that at the Exhibitions held under the auspices of the National Congress, as well as at the various Provincial Conferences, this Company has been awarded the Gold Medals. The present Board of Directors comprises Mr. Gordhandas Khatau (Chairman) and Messrs. Gordhandas Goculdas Tejpal, Mulraj Khatau, Dwarkadas Dharamsey, and Tricumdas Gordhandas.

Messrs. LABHCHAND MOTI-CHAND, Mookims and Court Jewel-

lers, Marble House, 41, Dhurrumtollah Street, Calcutta. This flourishing business was started by Messrs. Labh Chand Sett, grandson of the late Kalumal Sett, an influential Indian merchant and well-known banker in the mercantile community of Calcutta of his time, and Moti Chand Nakhat, son of the late Phool Chand, Mookim and Court Jeweller, a famous and honest jeweller in Bengal, and one of the most influential members of the Jain Community of Calcutta, some ten years ago. The partners' skill in their line of business, the excellence of their manufacture, and the quality of the precious stones and jewellery in which they



LABHCHAND SETT.

dealt, soon obtained a wide reputation for the new firm, and for some eight years they carried on business at their old premises at Cotton Street with increasing success. So much so, that it became necessary to secure larger premises in a more suitable locality. Accordingly the "Marble House" in Dhurrumtollah was built purposely for the accommodation of the firm, which has since carried on business at that centre. Since the establishment of these premises a further great impetus has been given to the firm's business, which has attained very large proportions. The spacious factory, which is on the premises,

and which has been brought thoroughly up-to-date with modern tools and appliances for the manufacture of jewellery and gold articles, has enabled the firm to improve even upon the excellent class of goods in which they previously dealt, and at present the manufactures of the firm are quite in the first rank. The firm gives employment to many first class artificers in the various branches of the goldsmith's and jeweller's art, and in all employs about 250 to 300 hands. The entire business is under the personal supervision of the partners, who are both highly experienced men in their trade. The firm makes a speciality of diamond cutting, and specimens of their work are always



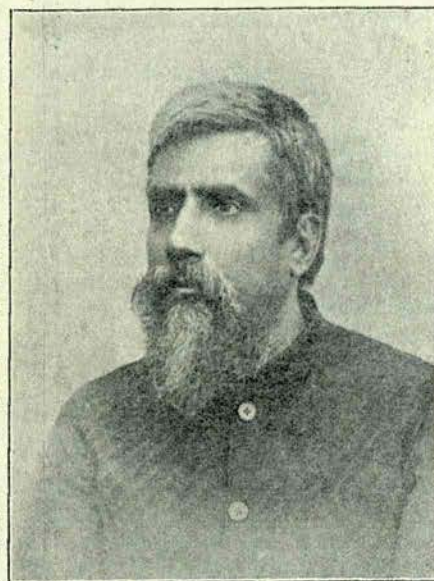
MOTICHAND SETT.

on view at the Show Rooms, to which the ground floor of the building with an excellent frontage is devoted. The entire facing of the building is of marble and of unique and striking design in the city. Although the business of Messrs. Labhchand Motichand is carried on in quite first class surroundings, the prices of their jewellery, etc., are very moderate. This they are enabled to assure by the fact that they are manufacturing jewellers, and the public in dealing with them obtain their goods without middle profits. The firm made a very prominent exhibit at the Industrial Exhibition at Calcutta, 1906-7, where they erected a beautiful stall at their own expense, the

walls, being lined with mirrors which set off the excellent exhibits with great effect. This exhibit was a very successful proof that Indian artisans can produce jewellery in the modern style in competition with European workmen. To this end Messrs. Labhchand Motichand have established a free Technical School with the object of teaching the better class of the Indian people the art of manufacturing jewellery suited to modern requirements in the European and Indian styles. This was practically a necessity to the business as the men who profess the art as a caste profession, are unreliable in the extreme, and the firm has experienced considerable inconvenience owing to the delays occasioned by their irregular attendance. At the exhibition the firm also exhibited diamond cutting machines and other appliances as used in diamond cutting. The process of diamond cutting was shown in practice at the firm's stall and excited much interest among the Indian visitors, specially to H. M. the Amir of Afghanistan, to whom the art was practically unknown till introduced by Messrs. Labhchand Motichand. The Technical School does not confine its instruction entirely to the jeweller's art, though this is its main purpose. The curriculum includes English literature, Sanskrit, Hindi and Bengali. It is open to all Jains and Hindu youths, and provision is made for board and lodging for a certain number of Jain young men. The munificence of Messrs. Labhchand Motichand has rendered the advantages of the school available, free to all classes whom they invite. Babu Motichand Nakhat, the junior partner, has also benefited Calcutta by the establishment of a large Dharmasala or traveller's house at No. 9, Shama Bai's Lane, Bara Bazar, in memory of his father the late Lalla Phoolchand, who was in his time Mookim and Court Jeweller to H. E. the Viceroy. These premises cost about Rs. 60,000 and are quite up to modern requirements in ventilation and sanitation. They are intended for the use of Jains and Hindus. Messrs. Labhchand Motichand have received the honour of appointment as Mookims and Court Jewellers to H. E. the Earl of Minto, the Viceroy, and have also been appointed Jewel-

lers to H. H. the Nizam of Hyderabad, H. H. the Maharaja Gaekwar of Baroda, H. H. the Maharaja of Mysore, H. H. the Maharaja of Cashmere, H. H. the Maharaja of Cooch Behar, Raja Sir Amar Singh, Commander-in-Chief of Cashmere, and H. H. the Maharaja of Benares, and are patronized by the chief noblemen and gentry of all the Provinces of India.

Mr. S. K. LAHIRI. Of all Indian gentlemen who have taken up the publishing business, no name is more widely known and respected than that of Mr. S. K. Lahiri of Messrs. S. K. Lahiri & Co., Calcutta. He was born in 1859 in Calcutta,



Mr. S. K. LAHIRI.

and is the second son of Mr Ramtanu Lahiri, a gentleman of the highest and most unblemished character. The sterling honesty and integrity of the father have been sedulously cultivated by the son, and these qualities have ever been reflected in his business transactions. Mr. Lahiri was educated in Krishnagar A. V. School, and in 1879 joined Krishnagar College. But ill-health unfortunately compelled him to give up his studies. From his boyhood Mr. Lahiri was ambitious to possess a business of his own. In 1883, under the patronage of the late Pandit I. C. Vidyasagar, C.I.E., a very intimate friend of Mr. Lahiri's father,

and Raja Peary Mohun Mukerji, C.S.I., a favourite pupil of the elder Mr. Lahiri, he started a bookselling business on a very modest scale. In a short time he began to publish school-books for Indian children. The business increased rapidly, and Mr. Lahiri, by dint of his industry and perseverance, now occupies a high position among Indian publishers. Of the many authors whose works he has published, the names of Sir W. W. Hunter, K.C.S.I., Raja Peary Mohun Mukerji, C.S.I., Justices O'Kinealy, Beverley, Field, Rampini, Ameer Ali, Pargiter, and Caspersz, Mr. R. C. Dutt, C.I.E., Sir Henry Cotton, Kt., K.C.S.I., Sir Henry Prinsep, Kt., K.C.I.E., Sir Gurudas Banerji, Kt., Rev. Protap Chandra Mazoomdar, Prof. P. K. Lahiri, M.A., Pandit S.N. Sastri, M.A., Professors Rowe and Webb, are worth mentioning, as they show that he enjoys the confidence of many representative men. The *Englishman* of the 14th March 1906 made the following remarks on Mr. S. K. Lahiri's services to the publishing business in India:—

"Mr. Lahiri holds very much the position that is held at home by such men as John Murray, Macmillan, or Longman. Mr. Lahiri is a gentleman of good birth and respectable early training who has successfully devoted his abilities and opportunities to the creation of a vast publishing and bookselling business, specially in the educational line."

Messrs. LAKHMIDAS KHIMJI, SONS & Company, formerly Lakhmidas Khimji & Co. Established 1863. Head Office, Oriental Buildings, Hornby Road, Bombay. Originally started business as piece-goods merchants, but are now considerable owners of Cotton Mills, besides acting as Mill Secretaries, Treasurers and Agents. The firm was founded in Bombay by the well-known philanthropist and social reformer, Mr. Lakhmidas Khimji, J.P., a Hindu, Bhatia by caste. Before the formation of the firm he carried on a piece-goods business with his brothers and in early life acquired repute as a successful and shrewd man of business. Mr. L. A. Wallace, connected with Messrs. Frith, Sands & Co., wanted then to establish his own firm, and succeeded by the co-operation and

support of this Company, who became guarantee brokers for the import and export business. Mr. Lakhmidas Khimji also assisted the English firm in floating "The Burmah Trading Co., Ltd.," becoming the first Director, and remaining on the Board for no less



The late Mr. LAKHMIDAS KHIMJI.

than 35 years. The result has been unique in the history of Indian trade. An original share of Rs. 1,500 is now quoted as high as Rs. 9,000. In 1858 when the Income-tax was first levied, causing great discontent, especially among the trading communities, who loudly complained of the inquisitorial character of the tax, Mr. Lakhmidas Khimji was approached by the Bombay Government, as he possessed great influence, especially in the Native mercantile world, and was asked to help in reconciling the business people to the new impost and in assessing their true annual income. He accomplished the commission so satisfactorily that he received thanks from the Government through Sir George Russell Clerk. He relieved, to a large extent, the famine-stricken people of the Deccan, particularly of Sholapur, when the famine was working its worst ravages; and again on this occasion he was thanked by the Government for his benevolence and public spirit. At the time of the Bombay riots in

1893 his advice and influence was most valuable and effective, both to the Government and to the towns-people. Mr. Lakhmidas Khimji is extremely liked and esteemed by the whole Native public, and particularly by the cloth merchants, and as a recognition of his public services, they named a cloth market the "Lakhmidas Khimji Cloth Market," although he was in no way financially connected with it. After working up Messrs. Wallace & Co. for about 25 years, Mr. Lakhmidas' activity found a suitable scope in the rising Mill Industry, and the Lakhmidas Khimji Spinning and Weaving Co., Ltd., was the outcome. He took up the management of the Mills by appointing his firm Secretaries, Treasurers and Agents. Capital Rs. 10,00,000. The Mills contain 42,500 spindles and employ 1,350 hands.

For over 25 years Mr. Lakhmidas was the head of the Halai Bhatia community, and he established a useful system for the management of caste affairs, showing a thorough knowledge of all questions relating to caste. Before he interested



Mr. DAMODAR LAKHMIDAS.

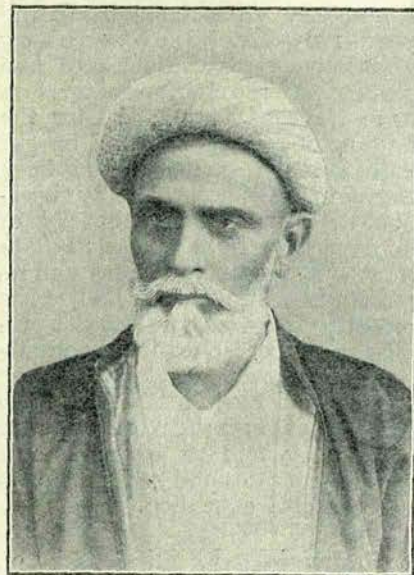
himself in the matter there was neither order nor regularity observed, but his regulations not only satisfied his own caste brothers, but the other Hindu communities have also adopted the system. The

Bhatia Mahajan has, in recognition of his singular services, placed his life-size oil painting in the Mahajan Wadi, as a tribute to his memory.

At present the management of the firm is in the hands of the senior partner, Mr. Damodar Lakhmidas, J.P., who is a young and energetic member of the enterprising Bhatia community, and has shown a high capacity in the management of his firm's large and varied business. He is also a Director of several Joint Stock Companies, viz.: The Lakhmidas Khimji Spinning and Weaving Co., Ltd.; The Tricumdass Mills Co., Ltd.; The Bombay Cotton Manufacturing Co., Ltd.; The Bombay United Manufacturing Co., Ltd.; The Jivraj Baloo Mills Co., Ltd., etc., etc. The Government of Bombay has been pleased to nominate him as an Honorary Presidency Magistrate for the City and Island of Bombay. Following the footsteps of his worthy father, he also shows a liberal and generous heart, is a benefactor of the poor and the needy, and encourages liberal education, literature, and the fine arts.

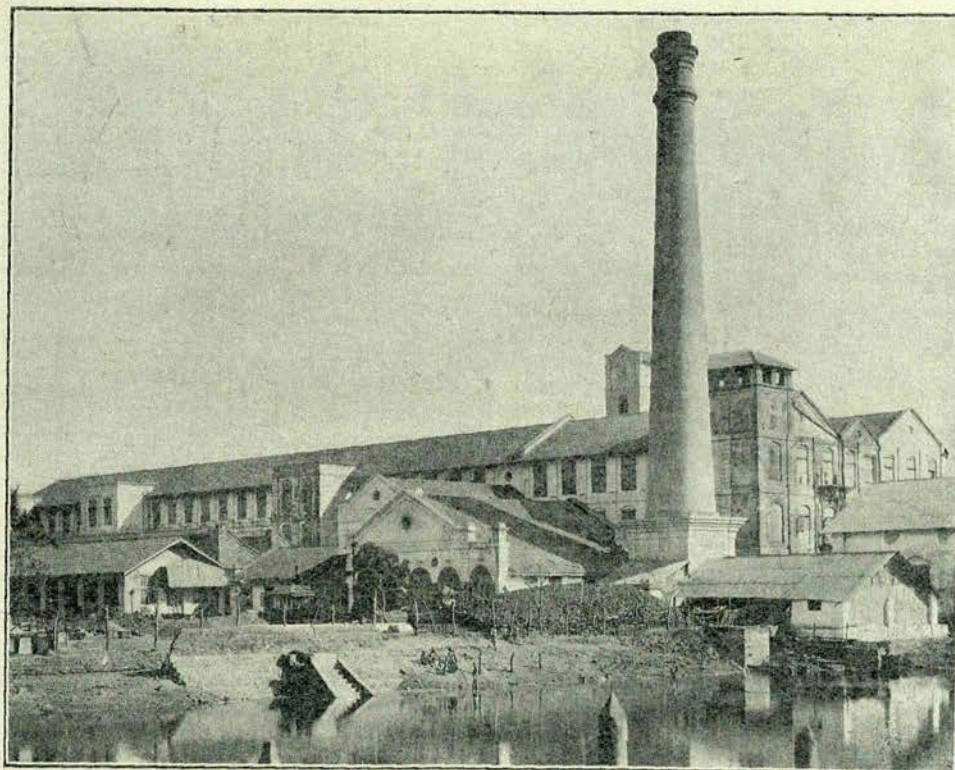
Messrs. ABDPOOLABHOY and JOOMABHOY LALLJEE, Merchants and Government Contractors. Head Office: Khoja Mohalla, Bombay, India. Branches:—Calcutta, Chittagong, Aden, Macala, Berbera, Bulhar, and Zaila. This firm deal in all kinds of grains, exporting the same from Bombay, Calcutta, and Chittagong. They also export yarn and piece-goods, coal, salt, ivory, pearls, mother-of-pearls, shells, coffee and hides. In their import branch they deal in all kinds of sugars, European and Aden salts, and piece-goods. They have agencies in all the chief ports in Europe and America, and carry, purchase, or sell, merchandise and goods, on account of approved constituents, at a very reasonable commission. They are registered Contractors to Government at Bombay, Calcutta, Aden, Berbera, and Somaliland, and supply all the required grain, clothing and transport materials at military stations for men and animals. At Macala they act as Agents for the Bombay and Persia Steam Navigation Company, Limited. The business was originally started by Mr. Lalljee Sumar, an

inhabitant of Cutch, who belonged to the Khoja community (an Indian sect of Mahomedans). He first



Mr. ABDPOOLABHOY LALLJEE.

established business at Macala (Arabia), then at Aden, and afterwards in Bombay about 60 years ago. Mr. Lalljee Sumar left three surviving sons, Messrs. Hajeebhoy, Abdoolabhoi, and Joomabhoi, who were all well trained in business methods. Mr. Abdoolabhoi has travelled as far as Arabia and China. The firm established a steamship line between Bombay, Kathiawar, Cutch and Karachi, and another one for Goa and the Coromandel Coast. There were five steamships, besides several steam launches and boats. This branch was managed by Mr. Joomabhoi, who was a J. P. of Bombay and a Municipal Commissioner. He died about 18 years ago, leaving one son, Mr. Fazalbhoy, who is also a Municipal Commissioner. At the death of Mr. Joomabhoi, Mr. Hajeebhoy separated from the firm, which was reorganised under the pres-



The LAKHMIDAS KHIMJI SPINNING AND WEAVING MILLS.

ent style, with the following partners:—Messrs. Abdoolabhoy Lalljee, Fazulbhoy Joomabhoy, Ismailbhoy Abdoolabhoy and Nusserbhoy Abdoolabhoy. In the year 1905, Mr. Hoosenbhoy Abdoolabhoy was also admitted as a partner. All the members of this firm have travelled a great deal for the purpose of gaining practical insight in commercial matters, and have therefore been considerably benefited by their personal knowledge of different countries and their inhabitants, their habits, customs and requirements. Mr. Y. I. A. Lalljee has recently visited England for this purpose and expects shortly to be admitted as a partner. Mr. Abdoolabhoy Lalljee is a Vice-President of the Khoja Shia Isna Asri community, of Bombay, and he is well known for his charities and ready help in the cause of education.

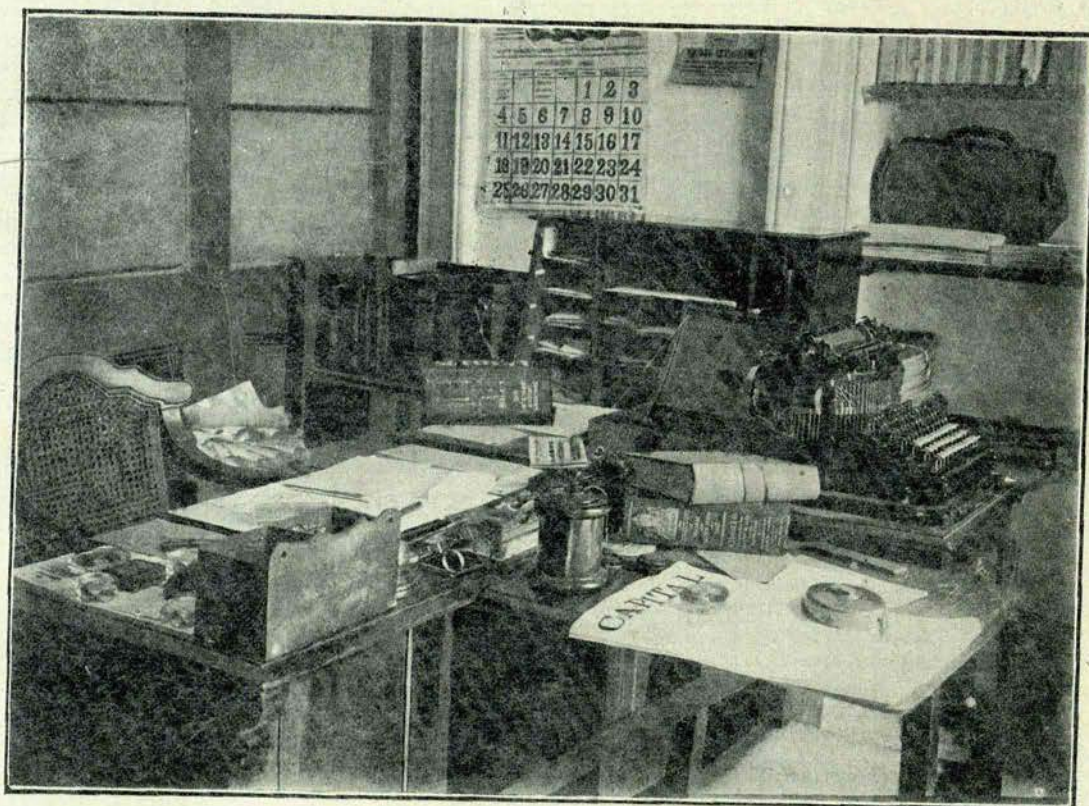
Messrs. W. LENNOX & Co., Manufacturers and General Merchants, 6, Commercial Buildings, Calcutta; established in 1905 by Mr. W. L. Harwood. The business was at first carried on at No. 50, Tindal Garden Road, Howrah, where Mr. Harwood, assisted by three Europeans and a staff of natives, installed the newest machinery, run by steam plant, and manufactured asbestos and mica non-conducting compositions (the excellent qualities of which are well known in Engineering circles).

The former is known as the "Lennox Asbestos" Composition, for covering all steam-heated surfaces, and the latter as "Jones' Patent" Mica Compositions.

This composition is genuine and identically the same as that manufactured by Messrs. J. D. Jones & Co., and sold by that firm under the trade mark of "Grayite," the license for the manufacture of the same having been granted to Messrs. W. Lennox & Co., as the result of a lawsuit in the High Court of Calcutta.

Besides the above compositions, Messrs. W. Lennox & Co. also carry on business as manufacturers of lubricating mica powders and paste, mica axle grease; crushed mica; mica chimneys; chimney protectors and globes, mica boxes and tinware. In 1907 owing to the firm's business connections having extended, not only throughout India, Burma and Ceylon, but to Europe and the Colonies, they found that they had to extend their office and works to meet the requirements of the trade. They opened their Head Office at their present address: 6, Commercial Buildings, Calcutta, having a branch office at 50, Tindal Garden Road, Howrah, and transferring their works to bigger grounds at No. 17-3, Howrah Road, Howrah,

on the banks of the Hooghly. In the same year they took to importing and exporting goods between India and Europe and the Colonies, and are now also doing a large business in Indents. Their imports are chiefly asbestos goods, slag wool, lubricating oils, grease, felts, ropes, etc.; large stocks of which are held in their godowns in Calcutta and Howrah. Their exports are chiefly mica; crude, sheets, flaked, powders, and compositions. They are Managing Agents for the Pioneer Mining Co., who have mines of mica, graphite and manganese scattered in various parts of India, the produce of which finds its way to England and Germany. They are also Managing Agents for the Excel-sior Mining Co., Patan, Rajputana. They are actually the owners of this concern, but owing to the Raja of the place objecting to grant a lease to work mines in his country, to an European firm, Messrs. Lennox & Co. were compelled to obtain the same through a native, and have styled themselves Managing Agents only, although they are virtually the proprietors. Mr. Harwood, the



MESSRS W LENNOX & CO.'S OFFICE ROOM.

proprietor of the business, was born in Bengal in 1881, and was educated in the Hills. He was brought up to the profession of mechanical engineering in H. M.'s Mint, Calcutta.

Messrs. LOUIS-DREYFUS & Co., Grain Shippers, Wheeler's Buildings, Hornby Road, Bombay. Established in the year 1905. Partners:—Messrs. Leopold Louis-Dreyfus, Louis Louis-Dreyfus, Charles Louis-Dreyfus, and Robert Louis-Dreyfus. The firm was founded by Mr. Leopold Louis-Dreyfus in the year 1850, to carry on the business of Grain Merchants and Bankers, with its Head Office in Paris, and branches in various parts of the world. The Bombay branch principally export grain, wheat and seeds. They have branches in Calcutta and Karachi, and buying agencies all over India. The firm usually charters its own steamers, and has warehouses at different Indian seaports. The firm is a member of the Chamber of Commerce, Bombay.

Mr. LEOPOLD LOUIS-DREYFUS, the founder of the firm of Louis-Dreyfus & Co., is Consul-General for Roumania at Paris, and "Officier de la Legion d'Honneur." He has also been decorated several times by the present and former Czars of Russia. Mr. Louis Louis-Dreyfus, eldest son and partner of Leopold Louis-Dreyfus, is a member of the Chamber de Deputes, Paris. Mr. Charles Louis-Dreyfus, second son and also partner of the firm, is a Chevalier de la Legion d'Honneur, and the youngest son, Mr. Robert Louis-Dreyfus, also a member of the firm, manages the Banking Department in Paris.

Mr. WILHELM JEELSOHN, Manager of Louis-Dreyfus & Co., Bombay, obtained his commercial knowledge and experience in Germany, Belgium, London, and South Africa, in connection with his firm. He came to India in December 1905 to take charge and manage the Company's branch in Bombay. He represents the firm on the Bombay Chamber of Commerce.

Messrs. T. P. LUSCOMBE & Co., Mechanical and Sanitary Engineers, Coachbuilders, Manufacturers of Fishing Tackle, Camp-equipage, Gunfittings, and Wrought and Cast-

iron work of all kinds. Licensed dealers in Fire-arms and ammunition. Steam works and Foundry, 5, Goodshed Road, Allahabad. Established, 1872, by the proprietor, Mr. Thomas Popham Luscombe. The works were started at first in quite a small way, but owing to the reputation which Mr. Luscombe has gained in the business, they have developed, till they are now in a position to give employment to 150 to 200 hands, including two Europeans. These are nearly all skilled workmen, who have been in the service of the firm from 10 to 25 years. The works are equipped with the latest machinery for iron and general engineering and cabinet work.



Mr. T. P. LUSCOMBE.

There is a foundry attached, and altogether, there are some 50 machines, including steam-hammers, etc., at work. The firm makes a speciality of sporting requisites of all kinds, fishing tackle, guns, camp-equipage and repairs to all kinds of sporting-tackle and fire-arms. The premises cover three and a half acres, besides compound, etc., and are a model of cleanliness and order.

Mr. Thomas Luscombe, the founder and proprietor, is a native of Donnybrook, near Dublin, Ireland, where he was born in 1845. He entered the merchant-service, in which he served his apprenticeship in the White Star Line; but in 1860 he gave up the

sea to proceed to the Australian gold fields, where he was rewarded with fair success. Coming to India in 1863, he entered the service of the East Indian Railway Company, and was for a time employed as a travelling ticket-inspector and private detective. Fishing had a great attraction for him, as sport, and he has established a name as an expert in the art in India; for he is a noted fisherman, and the acknowledged head of the fishing-tackle and camp-equipage trade of India.

Messrs. MACKINNON & Co., Proprietors, The Old Brewery, Mussoorie. This flourishing business is of over sixty years' standing, having been established in the early "forties," by the late Mr. Bohle. In the year 1850 Mr. Bohle was succeeded in the business by the late Mr. John Mackinnon, under whose management the concern grew in importance. Mr. Mackinnon effected great improvements in the plant and buildings. He was ably assisted by his two sons, Mr. Philip Walter Mackinnon and Mr. Vincent A. Mackinnon. In the year 1870 Mr. Mackinnon senior died; and his sons succeeded to the business, which they proceeded to enlarge with conspicuous success. By their energy, backed by experience, they gave Mussoorie beer a reputation which enormously increased the demand, so that whereas in the early days of the business, the whole output for the year was but 100 hogsheads, at present some 7,000 hogsheads are brewed at the Old Brewery. The brothers Mackinnon have very largely added to the brewery premises, having built large and commodious buildings, store houses, and immense cellarage. The premises now cover about six acres. They have also immensely improved the plant, which is all now thoroughly up-to-date, and comprises the most modern systems of brewing. Every appliance necessary to the brewing of high-class beer is found on their premises. Water power is used for the driving of the machinery of the brewery, an American wheel being used for obtaining power. All the water used for brewing purposes is drawn from a spring of great purity, near the brewery, which has a temperature not exceeding 56 degrees and which by

analysis has been proved to closely resemble the water-supply of the famous breweries at Burton-on-Trent. Messrs. Mackinnon & Co. do a very large business, supplying beer throughout India. Owing to the very large demand upon their produce, the firm of Mackinnon & Co. opened another large brewery situated at Jubbulpore, C. P., in the year 1895, which is furnished in the same up-to-date style as their Mussoorie establishment. This brewery is supplied with water from the town supply and also from wells in the neighbourhood. Here the firm produces some 4,000 hogsheads of beer per annum. All the hops used in the brewing of beer at both the breweries owned by the firm, are imported from England, being the produce of the county of Kent. The barley is produced locally and malted in a fine German malt kiln at Mussoorie, specially erected for the purpose by the firm. The firm have very large contracts for the supply of beer to the troops in various cantonments. They also do an extensive trade in bottled ale, which is specially brewed for the purpose.



Mr. P. W. MACKINNON.

They have excellent facilities for shipping their produce in this form.

Mr. Philip Walter Mackinnon, of the firm of Mackinnon & Co., Brewers of Mussoorie and Jubbulpore, was born at Dehra near Mussoorie,

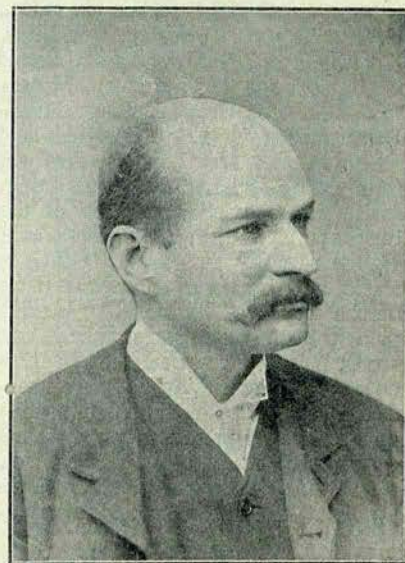
in the year 1849, and educated by his father, who, previous to taking to business, had been a schoolmaster. From an early age he assisted his father in the business of the brewery. After succeeding to the property, he visited England in the year 1871 for the purpose of studying the processes of brewing at Burton-on-Trent. Here he obtained a thorough knowledge of the English system of brewing ales. Mr. P. W. Mackinnon has, throughout his career, taken a keen interest in the public affairs of Mussoorie, taking an active part in all that tended to the improvement of the town and district. He has been a member of the Board of Municipal Commissioners for over 20 years and is now senior Vice-Chairman of that body.

Mr. Vincent Arthur Mackinnon, also of the firm of Mackinnon & Co., Brewers of Mussoorie, was born near the old place at Mussoorie in the year 1852. He also was educated under his father. He gained a thoroughly practical knowledge of brewing at the Old Brewery, and is a very competent brewer. He has visited England several times in the interests of brewing and the business generally. Mr. V. A. Mackinnon is a long-standing member of the Municipal Board of Mussoorie, and has been Vice-Chairman for several terms. The brothers Mackinnon are active and enterprising business men, and their public spirited energy has done much to improve Mussoorie and its surroundings.

The Happy Valley Estate, which is one of the beauty spots of Mussoorie, is the property of Mr. V. A. Mackinnon. He purchased it in the year 1903, and has done a great deal towards its improvement since. The estate comprises about seven acres of ground, laid out in Racquet Courts, Canadian Tennis Courts, and Lawn Tennis Courts. There is a fine Pavilion and Billiard Room. The well-known Happy Valley Club is located on these premises. There are various other handsome buildings on the estate.

The brothers Mackinnon are Directors of the Mussoorie Polo Ground and Race Course Syndicate. They are extensive property-owners, and have considerable interest in tea property, forests and timber

lands. The Bhilara Estate, which contains about 550 acres, including some charming building sites, is their property, also the Park Estate of 500 acres, heavily timbered; also Snowdon, 220 acres of splendid



Mr. V. A. MACKINNON.

forest. The brothers Mackinnon have an up-to-date Forestry Department, and huge quantities of timber have been cut from their estates since 1850, which has been more than replaced by new plantings.

Mr. P. W. Mackinnon resides at Lynndale, and Mr. V. A. Mackinnon at Kandi Lodge.

Rai Sahib BANKIM CHANDRA MAJUMDAR, District Engineer, Angul, Public Works Department, and Executive Engineer, Tributary States, Orissa (retired), was born at Maheswarpasha, in the District of Khulna, in 1864. He comes from a highly respectable Kayastha family, descended from Birat Guha, one of the five Kayasthas who came from Kanauj and settled in Bengal during the reign of Adisur, King of Bengal. Bankim Chandra received his early education at the Jenkins School, Cooch Behar, and later, entered the Civil Engineering College, Sibpur. On joining the Public Works Department, his first appointment was as an Overseer in the District of Hooghly. He proved a valuable servant to Government, and rose to

the position of Executive Engineer of Wards Tributary Mahals in Orissa, under Government management, and District Engineer,



Rai Sahib B. C. MAJUMDAR.

Angul. The title of Rai Sahib was conferred upon him by the Government of India in 1896 in recognition of his valuable services in opening out the Garjat States. He retired from the service in 1903 and settled at Khulna where he has taken considerable interest in the engineering works in the district. He is Honorary Vice-President of the Local Board, and is connected with several other public bodies. Since his retirement he has embarked in private business and is the proprietor of a soorkey mill, etc., at Khulna where he carries on his profession as an engineer and contractor under Government and the Eastern Bengal State Railway.

Babu SINGHO DASS MALLIK, Builder, Surveyor, Architect and Valuer, Calcutta, is a member of the old and distinguished Mallik family of Calcutta, held in great esteem for their piety and benevolence. Babu Singho Dass is the great-grandson of the late Babu Nemye Churun Mallik. He is now the head of the elder branch of the family, and is connected with many of the wealthy families of his native city. He received his early education in the Government Nor-

mal School, and later on at Jorasanko. He then entered the Hindu College, where he completed his studies in English. After leaving school, he first turned his attention to literature, and he edited two Bengali monthly magazines, called "Bidyashahini" and "Ganoprodayani." In 1873 he started his present business as a Civil Engineer, Surveyor, Builder and Contractor, under the name of S. D. Mallik & Co., and his son, Babu P. C. Mallik, is now a partner in the firm. He is one of the proprietors of the dispensary until recently known as the "Wales Medical Hall," but now conducted under the style of Graduate & Co.



Babu S. D. MALLIK.

In Freemasonry, Babu S. D. Mallik has displayed considerable interest; he is an old Past Master, and has taken many degrees in the Craft. For the past twenty years he has been a builder and contractor to the Administrator of Bengal, and has also worked under Mr. W. G. L. Cotton, M. INST. C. E., who entertained a high opinion as to his capabilities in his line of business. Among the buildings he has erected may be mentioned the old Incinerator in Lower Circular Road, Calcutta, which stood near the eastern end of Dhurumtollah Street. On this he worked under the direction of the late Mr. Harrington, C. E., from whose design the building was constructed.

Messrs S. MANASSEH & SONS, Merchants and Commission Agents, Calcutta. This firm was started in the early sixties, by the late Mr.



Mr. S. MANASSEH.

S. Manasseh, with a branch at Singapore, under the name and style of S. Manasseh & Co., managed by his partner, Mr. Saul J. Nathan. After a very successful business career, Mr. S. Manasseh died in 1894, and the business in Calcutta was taken over by his sons, under the name and style of S. Manasseh & Sons, and conducted by his eldest son, Mr. Maurice S. Manasseh. The firm is largely interested in the opium, gunnies, rice, and oil trade with the Straits Settlements, Burma, and China.

Messrs. H. D. MANNA & Co., Chemists, Druggists, Perfumers, Rubber Stamp-makers (known as "The Royal Rubber Stamp Works") and manufacturers of Indian Condiments. Head Office:—3-1 to 4, Gulu Ostagur's Lane, Calcutta. General Office and Show Room:—356, Upper Chitpore Road, Calcutta. Condiments Factory:—26, Gulu Ostagur's Lane, Calcutta. Proprietor, H. D. Manna; General Manager, B. Manna, assisted by J. N. Manna, D. N. Manna and others.

This firm deals exclusively in chutneys, jams, jellies, preserves, syrups, pickles, curry powders, sauces, etc.,

of their own manufacture, for which they have obtained a high reputation. Besides supplying their specialities throughout India, they export largely to Europe, Australia, Japan, China, America and other countries, where their goods are highly appreciated. They have received a prize medal and diploma of honour at the World's Fair Paris Exposition of 1900, a gold medal at the Calcutta Industrial Exhibition, 1900, a gold medal at the Cape Town Industrial Exhibition of 1904-5, a gold medal at the Indian Industrial and Agricultural Exhibition, Benares, and a gold medal at the Indian Industrial and Agricultural Exhibition, Calcutta,



Mr. H. D. MANNA.

1906-7. The firm started the manufacture of perfumes about five years ago and they turn out a large quantity in addition to their other manufactures. The business was established in 1880 by Mr. H. D. Manna, M.R.A.S., F.R.S.L.(Lond.), who is a native of Calcutta, and received his education in Bengal. He started the business in quite a small way, but by the excellence of his methods of manufacture has so increased it, that it now gives employment to about 70 hands. Mr. B. Manna, who is now the general manager of the concern, is the son of Mr. H. D. Manna, and was born at Calcutta. He studied

at the University College, Calcutta, and also at the College of Physicians and Surgeons of Bengal. He joined



Mr. B. MANNA.

his father in the business in 1900, and under his control it has considerably increased.

Messrs. MARSHALL & Co., Engineers and Merchants. Office, Esplanade Road, Bombay. Sole Proprietor, Mr. N. M. Marshall, A.M.I.E.E., M.SOC.I.E. The firm were established in the year 1893 and deals principally in mill-furnishing machinery and stores. In addition, the firm act as Engineers for their various constituents. During the last four years they have opened a department for Electrical Engineering and have been very successful therein. Mr. Marshall has opened a motor show room and garage near the Wellington Mews, Woodhouse Bridge Road, called the Indian Automobile Company. He engages several British mechanical engineers and personally devotes much time to this work. The mill stores and godowns are at Parel, Bombay, and the Electrical Engineering show rooms are in the Fort, Bombay. Mr. Nusservanjee Maneckjee Marshall, A.M.I.E.E., M.SOC.I.E., Sole Proprietor of Messrs. Marshall & Co., Engineers and Merchants, Bombay, was born in the year 1869 at Broach, near

Bombay. He belongs to a distinguished family in the district. He was educated at Broach Government High School. He migrated to Bombay in 1886 and joined the Victoria Jubilee Technical Institute in the first batch, and passed successfully through the engineering and the textile courses. Subsequently he joined Messrs. E. D. Sassoon & Co. as an apprentice. This Company is one of the largest and richest firms in Bombay. He soon became Assistant Mill Manager, and supervised the machinery erection and fittings of the Jacob Sassoon Mills, one of the largest mills in the world. After serving for about two years and-a-half he



Mr. N. M. MARSHALL.

severed his connection with this Company, and in 1893 he started business on his own account. To give a finishing touch to his experience, and for the benefit of his business, he several times visited Europe. During his last visit in the year 1906 he took a keen interest in the motor car industry, and attended various trials organized by the Automobile Club of Great Britain and Ireland. Subsequently he became a Member of the Club, being the only Indian Member elected. Mr. Marshall also took great interest in the different Motor Trials organized by the "Motor Union of Western India," of which he is

THE CYCLOPEDIA OF INDIA.

353

a Member of the Committee. During his last visit to Paris he became a Member of the "Société Internationale Des Electriciens." He was also admitted as a Member to the Institution of Electrical Engineers, London, in the year 1906.

Messrs. MARTIN COHEN & Company, Merchants and Agents, 9, Marine Street, Fort, Bombay. Established in the year 1883 by Mr. Martin Cohen, Sole Proprietor.



Mr. MARTIN COHEN.

This firm principally deals with contractors, and supplies different materials, including canvas, tents, etc., used particularly by the Commissariat Department and the Arsenal. The firm has several correspondents in England, and agencies throughout India.

Mr. Martin Cohen is Sole Proprietor of the firm, and was born in Hamburg, Germany, in the year 1843. After completing his education he joined Messrs. Heynemann & Company in 1864 in San Francisco, and subsequently became a partner in the firm. In the year 1880 he returned to Manchester and joined his brother, and in 1883 came to Bombay, starting his own business as Manufacturers' Agents and Merchants, under the name and style of Martin Cohen & Co. Mr. Martin Cohen has also been the Commercial Agent for the Brazilian Government in Bombay since 1905.

45

Mr. FREDERICK EDWARD GEORGE MATHEWS, House Agent, Merchant and Importer of Hardware, Auctioneer, Builder and Contractor, Naini Tal. Mr. Mathews started his present large and substantial business in 1872, and has worked it up to its present position under his own undivided proprietorship. His business comprises everything connected with house building and fitting. He is responsible for the erection of about forty large houses in Naini Tal, and many public buildings in that station are also his work, including the Ramnee Convent, St. Joseph's College, The Girls' High School, Murray's Exchange, The Orderly Room, Volunteer Recreation Room, and Waverley Hotel. Mr. Mathews holds monthly auction sales regularly throughout the season and is himself a large house proprietor in the station. He was born in India, at Muttra, in the year 1838, and educated privately. For eight years he served in Government employ in the Subordinate Medical Service, and part of his service was during the great Indian Mutiny in 1857-8. He was in the Fort at Agra during that time, and was awarded the Indian Mutiny Medal. In 1862 he retired from Government employment and joined the Kumaon Ironworks as clerk of works. In 1872, after those ironworks were closed, he started for himself as a house agent at Naini Tal and devoted himself to building up a general, commercial and auctioneering business, in which he has been eminently successful. His public services have included membership of the Municipal Board and an Honorary Magistracy at Naini Tal and membership of the Ramnee Hospital Board. He has been an ardent volunteer, and an officer for 20 years.

Mr. JOHN MCGLASHEN, F.C.S., Superintendent, Cawnpore Sugar Works Company, Limited, Cawnpore, was educated at the Glasgow Academy School, and at Bath, England. Mr. McGlashen received his technical training as a chemist with Messrs. Wallace, Tatlock, and Clarke, Glasgow City Analysts, and also at the Glasgow Technical College. He was Chief Assistant to Mr. Clark, Glasgow City Analyst, for two years, and subsequently entered the service of Messrs. John Walker & Co., sugar re-

finers in Greenock, as head chemist. In the year 1895, he came out to India for Messrs. Duncan Stewart & Co., and superintended the erection of the Cawnpore Sugar Works. He has remained in charge of the works as Superintendent ever since.

Messrs. ALEXANDER MCKENZIE & SONS, Timber Merchants, Saw-millers, Contractors and Cabinet-makers, was founded in the year 1881 by the late proprietor, Mr. Alexander McKenzie, a well-known citizen of Bombay whose death took place in September 1906. Highly esteemed by all who knew him, Mr. McKenzie was a man of exceptional ability and occupied no small position in Bombay Municipal and business affairs. He was a Justice of the Peace, a Member of the Municipal Corporation, and acted as Chairman or Director in numerous important companies in the city.

Mr. McKenzie began his career in India as Manager of the Bombay Saw-milling Company, in which capacity he gained twenty years of valuable experience. His early training in Scotland was acquired in a well-known Glasgow firm of cabinet-makers, with whom he might have remained, had he not been tempted like so many others of his countrymen to seek his fortune in a foreign land. From a modest beginning the firm of Alexander McKenzie & Sons grew apace, and on so sound a basis that to-day we may congratulate the owners in having not only the largest business of this kind in Bombay but the largest throughout the whole of India. The excellence of the work, the skill and promptitude with which orders and contracts are executed, have gained for this firm the enviable reputation which it bears to-day.

The Saw Mills at Mazagon are fitted up with modern wood-working machines, which enable the firm to manufacture all kinds of cabinet and joinery work in a style much superior to what is generally turned out in India.

Orders executed in teak have been repeatedly exported to Europe, the workmanship of which has always given the greatest satisfaction.

There are few important buildings in the city of Bombay to-day that do not testify to the beauty and excellence of the wood-work carried out by this firm.

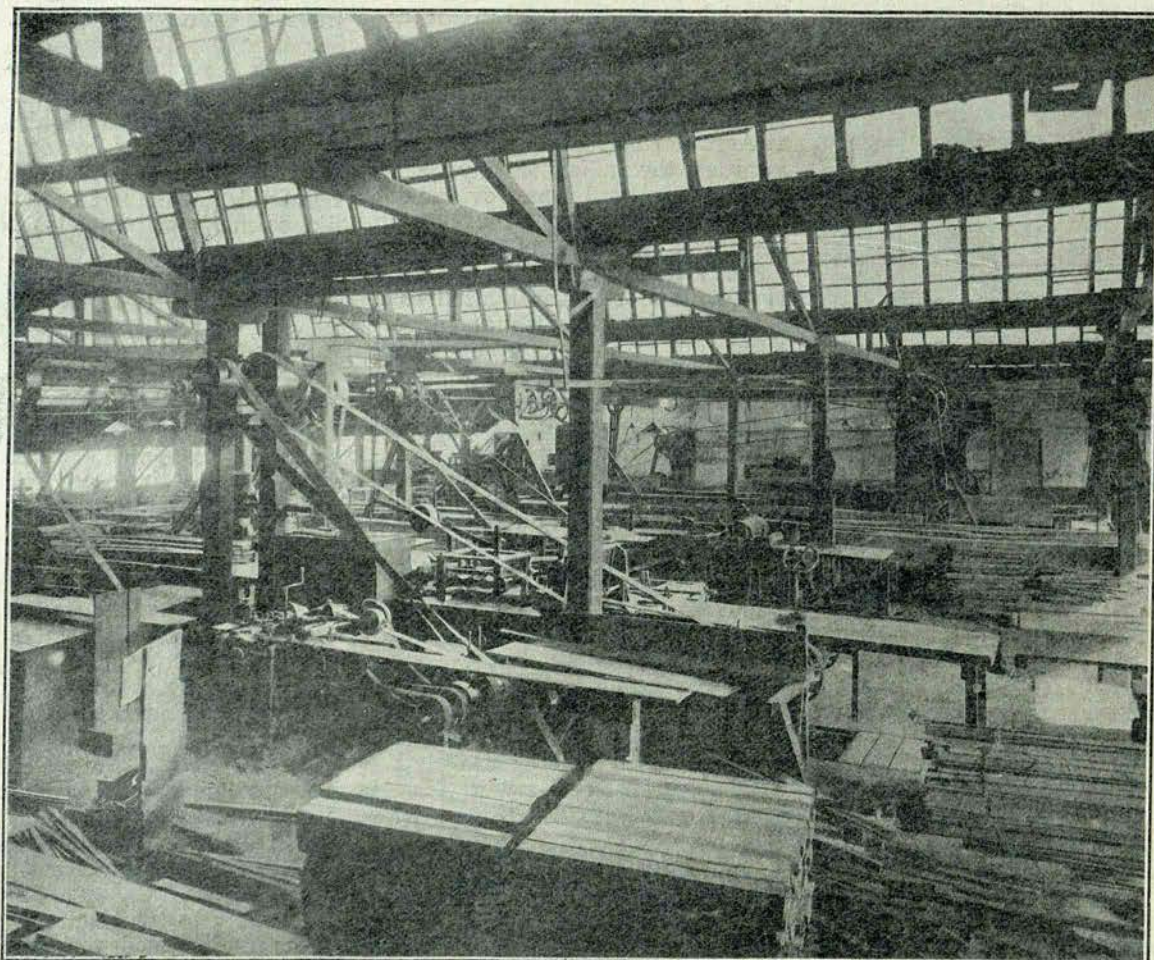
The works are installed with electric light for night work, as this firm has been frequently called upon to execute orders in cases of extreme urgency. An interesting instance of this occurred in 1899, when they were called upon by the Government to fit out transports to convey troops and horses from Bombay to Durban, and it was in no small measure due to the energy and zeal of Messrs. Alexander McKenzie & Sons that sufficient ships were ready to pour in the men and horses so necessary to stem the onslaught of the Boers in the early stages of the South African war.

The late Mr. Alexander McKenzie has been succeeded by three of his sons, now all partners in the firm. The senior partner, Mr. George McKenzie, having completed his training in England, came to Bombay to join the firm, and has been associated with his father in the business for a period of over 17 years. He is thoroughly con-



Mr. G. McKENZIE.

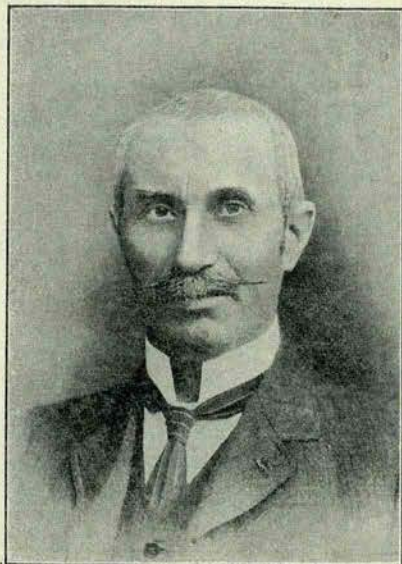
versant with every branch of the work and has done much to extend the business. He is a Member of the Institute of Architects, a J. P. for the Town and Island of Bombay, and a Director of several mercantile companies. He is ably supported by his junior partners, Messrs. A. L. and K. E. McKenzie. Mr. A. L. McKenzie received his early education and training at Coopers Hill College, England. He spent two years with an Engineering firm in Glasgow and five years in Burma, where he had ample opportunities of studying the growth, development, and conversion of teak, which is the principal timber used by the firm. Mr. Kenneth E. McKenzie, A.M. INST. C.E., was also educated at the Coopers Hill College, he is an Associate Member of the Institution of Civil Engineers, England. He finished his training with a well-known Glasgow Architect, and takes charge of all the constructional and building work carried out by the firm.



INTERIOR VIEW—BYCULLA SAW MILLS.

The Hon'ble Mr. ALEXANDER McROBERT (*Lieut.-Colonel, Cawnpore Volunteer Rifles*), President, Upper India Chamber of Commerce, was born at Aberdeen, in 1854, and educated there, and at the Royal College of Science, London.

His first business experience was gained with the firm of Messrs. Alexander Pirie & Sons, Paper-makers. He was subsequently Neil Arnott Lecturer in Experimental Physics in the Mechanics' Institute, Aberdeen, and Lecturer in Chemistry at Gordon College in the same city. In the year 1884 he came out to India in order to take up the management of the Cawnpore Woollen Mills and has remained



MR. ALEX. McROBERT.

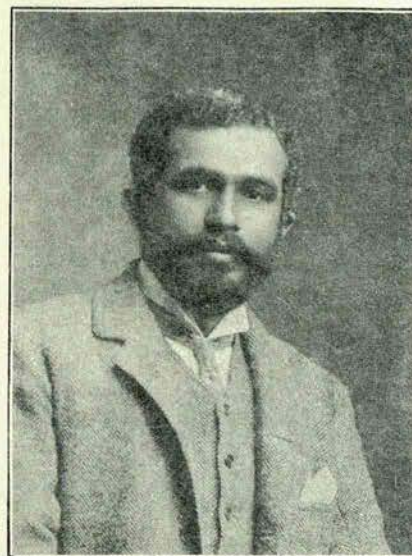
in the country ever since. These mills have been much enlarged and their business increased under his able management. Mr. McRobert has served for four terms as Member of the Lieutenant-Governor's Council, representing commercial interests. He is a member of the Managing Committee of the Thomason Engineering College, Rurki, and a Fellow of the University of Allahabad. He is one of the founders of the Upper India Chamber of Commerce and has been Vice-President or President of that influential body almost continuously since it was started. He is Colonel

Commanding the Cawnpore Volunteer Rifles. The Hon'ble Mr. McRobert's contributions to commercial and other public affairs have been numerous and valuable. He is a well-known authority on economic questions.

Messrs. H. M. MEHTA & Co., Ltd., Merchants and Machinery Agents. Established in the year 1897. Offices, 39-43, Forbes Street, Fort, Bombay. This firm deals in all kinds of machinery, especially cotton-mill machinery, and the stores required for such mills, having its branches in Manchester, Glasgow, and Ahmedabad, with agencies all over Europe and India. The present paid-up Capital is Rs. 1,00,000 and the Reserve Fund exceeds Rs. 2,00,000. Mr. Mehta, the founder, started with a very limited capital of Rs. 15,000, which was the first call of the then nominal capital of Rs. 50,000. But this small capital was so very intelligently handled that the concern was never short of funds, and after declaring 25 per cent. as the smallest dividend, it has been able to buy up the Victoria Mills situated at Gamdevi Road, Bombay, employing over 800 hands and having 31,000 spindles. This purchase was made in conjunction with Mr. M. G. Parekh of Ahmedabad, who is also a partner in the firm of Messrs. H. M. Mehta & Co., Limited, and the cost, £16,000, was paid out of earnings. The Mill was so ably managed that the first year's earnings made up its full purchase value. The firm are also Chief Agents for the London and Lancashire Fire Insurance Company.

Mr. Homi M. Mehta is the senior partner. He was born in 1871 in Bombay and was educated in the Elphinstone and Fort High Schools. After passing the first University Matriculation Examination he joined the Bombay Mint in the year 1890 as an Assistant. After a year he joined the China Mills, Limited, as an Assistant Accountant on a small pay of Rs. 50 per month. Here he utilized every opportunity in getting a thorough knowledge and experience of Mill work. In the year 1894 he joined the firm of Messrs. D. R. Umrigar & Co., who are mill-store suppliers, as their head salesman. He severed his

connection with this firm in the year 1896 and started his own Company under the name and style of Messrs. H. M. Mehta & Co., Ltd. Mr. Mehta exercised all his energy in bringing success to the Company, and the wonderfully satisfactory result is mainly due to him. He visited Europe three times to give a finishing touch to his experience in the Mill and Cotton line, and to develop the business of the Company. He is Chairman of the Mill Stores Trading Company, Limited; B. P. Narielwalla Co., Ltd.; and the Victoria Cotton Mills. In addition to this he is a direct representative of eleven firms in England as follows:—large mill engines, by



MR. H. M. MEHTA.

George Saxon; Lancashire and Cornish Boilers, by John Marshall & Co.; mill gearing, complete, by P. R. Jackson & Co., Ltd.; looms and weaving machinery, by Hacking & Co., Ltd.; calenders and finishing complete plants, by Bentley & Jackson, Ltd.; electric complete installations, by P. R. Jackson & Co., Ltd.; leather beltings (Kawil Patent), by Kay and Wilkinson, Ltd.; bobbins (Lockfast and Climax Patent), by Wilson & Co., Ltd., Barnsley; spinning rings to fit any ring frames, by Eadie Bros. & Co.; card clothing of every description, by J. Lister & Sons; roller cloths, flannels, etc., etc., by S. Porritt & Sons, Ltd.

Mr. MANGALDASS GIRDHAR-DASS PAREKH was born at Ahmedabad in the year 1861 and was educated in one of the local schools of that city. His father, who had very limited means, was a good accountant. He took great pains in giving his son a sound education and bringing him up as a thorough accountant. After finishing his school career, Mr. Parekh joined one of the local mills in Ahmedabad under the management of Mr. Munsukhbhoy Bhagoobhai, as a store-keeper on a small salary. It did not take him long to master the Store Department. By his keen foresight, he observed that, as the Mill industry was then in its



Mr. M. G. PAREKH.

infancy in Ahmedabad, a good margin was obtainable on the stores sold to the mills, and therefore he left his appointment, and made a start in trading in Mill Stores on his own account. He soon made money enough to venture in the trade of yarn, wherein he had extraordinarily good success owing to his sound judgment, forethought, and business acumen. With his gains he formed the plan of building a mill, and with the help of his friends, whose confidence in his business capacity was daily improving, he was enabled to get capitalists to take up the shares, and he eventually formed the Aryodaya Spinning and Weaving Co., Ltd., with a capital of Rs. 5,00,000.

He prospered in this attempt, which resulted in the extension of the mill. In 1897 he became a partner with Mr. H. M. Mehta, of Bombay, and helped him in starting the Mills Stores Trading Company of India, Limited. That was a lucky hit, and since then both the partners have fared exceedingly well in their various attempts. In the year 1901 he accepted the agency of the Rajnagar Spinning & Weaving Co., Ltd., which was then in a very deplorable financial position. The original value of 1,000 rupees for each share had fallen as low as Rs. 50 only. Mr. Mangaldass with his usual tact and ability pulled this concern out of the mire, and the value of each share has risen from the low sum of Rs. 50 to Rs. 1,400. In 1904 he bought the Victoria Mills in Bombay with Mr. Mehta, which also proved a very successful bargain. In fact, Mr. Mangaldass is a self-made man, and by dint of his industry and foresight has amassed a large fortune within the last 15 years, and his yearly income at present is not far short of £40,000. He is a wonderful organizer, and the Ahmedabad trade recognizes him as such, and if spared, he will soon prove to be a "Tata" of Ahmedabad. He is the Secretary of the Mill Owners' Association of Ahmedabad. Mr. Mangaldas is well known for his charities. His purse was kept freely open during the last famine, when he distributed baked bread, grain, etc., very freely to the deserving, and paid large sums towards preserving cattle in the districts. He also spends thousands of rupees in private charities and in the cause of education.

Messrs. MEISTER LUCIUS & BRUNING, Ltd., have their offices at 32, Hornby Road, Bombay. The firm has been established in Bombay since the year 1903 and deals principally in the aniline and alizarine dyes, artificial indigo, and pharmaceutical products manufactured by Messrs. Farbwerke, vorm. Meister Lucius & Bruning of Hoechst-on-Main, one of the leading firms of the chemical industry of Germany. Formerly their business was carried on in India by agents, and from the year 1899 to 1903 Mr. J. C. R. Nabert acted as such. However, it was thought expedient to form a Joint Stock Company in Bombay for the further development

of business in India, and accordingly in the year 1903 the present Limited Company was formed under the able Managing Directorship of Mr. Nabert. The dyes handled by this Company are used in dyeing cotton, wool, half-wool, silk, jute, leather, paper, straw, feathers, etc., and they can also be used in the preparation of inks, soaps, colouring essences, and several other such purposes.

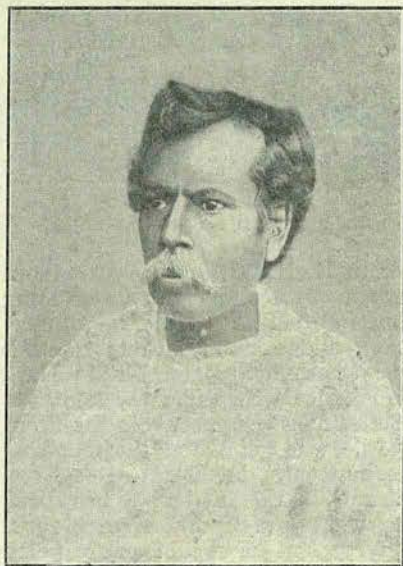
Mr. JOHANN CARL REIN-FRIED NABERT, the Managing Director of the Company, was born in Germany in the year 1860, and passed through a first class Grammar School, and a Commercial Academy. At the age of 17 he left his native



Mr. J. C. R. NABERT.

country and resided and travelled for 25 years in many different countries in various parts of the world, during which period he gained very valuable information and commercial knowledge. He was acting as a manager for several firms in the Dutch East Indies, Holland, and Germany, and his experience in various kinds of import and export trade is wide and valuable. In 1899 he entered the service of Messrs. Farbwerke, vorm. Meister Lucius & Bruning of Hoechst-on-Main, Germany, who in the same year delegated him as their Agent to Bombay where he is now carrying on the large business of his firm, Messrs. Meister Lucius & Bruning, Ltd., very successfully.

Babu NIL MONEY MITTER, C.E., was born at Barda, near Diamond Harbour in Bengal, in the year 1828. He was the son of very respectable parents, belonging to a reputable Kayastha family. Litigation had wasted the family possessions, and Babu Nil Money had to rely on his own exertions for his advancement. His first studies were carried on at the village school, where he showed a remarkable aptitude for mathematics, which laid the foundation of his future distinguished career as an engineer. In 1840, he joined the L. M. S. Institution at Bhowanipur, for the purpose of continuing his studies, and later he entered the Free Church



The late BABU NIL MONEY MITTER.

Institution, where he carried off the highest prizes and scholarships. He attracted the attention of the professors of the Institution and was a favourite with all, including the well-known Dr. Duff, by whose influence with Sir Henry Lawrence, Babu Nil Money Mitter was enabled to enter the Thomason Civil Engineering College at Rurki, in 1851. He was the first student from Bengal to be admitted into that Institution, hitherto intended for the exclusive benefit of students of European descent. Here, he obtained the highest prizes and stood first in the examination of 1852. In the following year he passed the Com-

mittee examination with credit and was awarded a special prize of professional books. An appointment as Sub-Assistant Civil Engineer at Calcutta followed, and within a few years he rose to the rank of Executive Engineer. In 1859, he resigned the service and commenced a professional career on his own account; having in view the development of the learned branch of the engineering profession as a line of work for his countrymen. Indeed, in this, as in many other matters, he was a pioneer among the natives of India. He became one of the foremost exponents of Indian architecture on modern lines, and his labours resulted in beautiful edifices, such as the palace of Maharaja Bahadur Sir Jotindra Mohun Tagore, the residences of Babu Kali Kisen Tagore, Rai Nundo Lal Bose and Rai Pasupati Nath Bose, and Babu Kirti Chunder Mitter, the Science Association, the Metropolitan Institution and many other buildings. Sir Alfred Croft, as Vice-Chancellor of the Calcutta University, bestowed a graceful eulogium upon him at the Convocation Meeting of 1895. After alluding to his brilliant career at Rurki and in the public service, he said:—"He was a man of vigorous and independent spirit and after a few years he quitted the service of Government to set up in business for himself. In a short time he rose to a high position among the architects of the metropolis. To the residents of Calcutta it may be said—*Si monumentum queris, circumspice*. The mansions of many of the wealthy inhabitants of Calcutta, and other important buildings of a public character, bear witness to the originality and success of his ideas." The public life of Babu Nil Money Mitter was many-sided. He was a Municipal Commissioner of Calcutta, Vice-Chairman of the Cossipur and Chitpur Municipality, and Chairman of the South Dum-Dum Municipality, an Honorary Magistrate of the 24-Parganas and Dum-Dum, a Fellow of the Calcutta University, and a member of the Indian Association for the Cultivation of Science. In memory of his mother he established and maintained a school in his native village of Barda. He also established a school at Shambazar which he named after

his great friend, Pandit Iswar Chunder Vidyasagar. He was foremost in developing the resources of Madhupur, in the Santhal Parganas, as a health resort. He was highly popular, and his sterling qualities of head and heart, and his integrity, charity and manliness, won the respect of all sections of the community. He had the distinction of being the pioneer Indian engineer on modern lines. His death occurred on the 24th August 1894.

Mr. J. N. MOOKERJEE, son of Mr. T. C. Mookerjee, was born in 1869 at a village near Baraset in the 24-Parganas, and he was educated in his native village school up



Mr. J. N. MOOKERJEE.

to the age of 10 years. He was then taken to Calcutta and placed in the Sanskrit College. At the early age of eighteen he was sent to various places in Bengal and North-Western Provinces with a well-known contracting firm, under whose guidance he carefully studied for several years the system of water works obtaining there, and obtained a thorough insight into the complicated though useful art of the filtration, preservation and supply of drinking-water for towns.

In 1894 he established the well-known Engineering and Contracting firm of Messrs. Sanyal, Mookerjee