LA CROSSE.

The chief city of Wisconsin on the Mississippi River is La Crosse, and which also rivals Milwaukee for its importance as a great commercial and industrial centre, doing more business annually per capita of its population than any other river city except St. Louis. The merchants and manufacturers of La Crosse are public-spirited, progressive men, possessed of ample resources, commanding perfected facilities and a comprehensive chain of cheap transportation routes, while their connections are wide-spread and influential. The history of La Crosse dates back to the early days of the French explorers and fur-traders, who visited the Indian tribes that lived along the shores of the "Father of Waters," subsisting on fish and the game which was found in such abundance on these fertile prairies. In 1841, shortly after the formation of Wisconsin's territorial government, a settlement was begun at this most eligible point of direct access from four different rivers, and a principal point for entrance into the fertile prairies of what is now Minnesota. It early became an active trading-post, and in 1851 was surveyed and duly laid out, followed by an influx of population, and by a rise in values of property almost unparalleled in American history. Investments were made at this time which laid the foundations for large fortunes, and the wave of prosperity which then visited La Crosse has continued with but slight intermission up to the present time. The population had grown so, the development of the natural and artificial advantages had gone on at such a rapid ratio, that eventually, in 1856, La Crosse was duly incorporated as a city, and vigorously asserted her supremacy as the metropolis of the western section of the State, and the depot for the invaluable trade of the vast territory of Minnesota. Her magnificent advantages in the way of river navigation were early availed of; large boat-yards were established here, where timber and all supplies were cheap, and splendid steamboats of heavy tonnage followed one another from the ways in rapid succession, and which brought La Crosse into deserved prominence all through the vast river system of the South and West. Railroads were also eagerly sought after. As early as 1852, the "La Crosse and Milwaukee Railroad Company" was chartered to construct a road from this city to Milwaukee. The company duly organized, and the first meeting of the commissioners was held the same year at La Crosse. Among its projectors were Byron Kilbourn and Moses M. Strong. Kilbourn was elected its first president, but no work was done on this line until after its consolidation with the "Milwaukee, Fond du Lac and Green Bay Railway Co." in 1854. The road was completed from Milwaukee to Haricon in 1855. There ensued a troublesome period for the company in its endeavor to secure the land grant voted by the Federal Government. Nothing daunted, it pushed on the work of construction, and completed its line through Portage City to La Crosse in 1857. In 1858 and 1859, the La Crosse and Milwaukee and Milwaukee and Haricon companies defaulted in the interest payment on their bonds, resulting, eventually in the consolidation and reorganization of the roads under the familiar title of the "Milwaukee and St. Paul Railway Company." It afterwards obtained control of the road to Prairie du Chien. Under wise and capable management, the "Chicago, Milwaukee and St. Paul" is now one of the most prosperous and progressive railroads in the world, operating 5200 miles of road and affording corresponding advantages to the business men of La Crosse. The "Baraboo Air-Line Railroad Company" was incorporated in 1870, in the interests of the Chicago and Northwestern, to build a road from Madison to La Crosse, and which was duly completed to Winona Junction in 1874. This route gives La Crosse all the benefits of the 5000 miles of the Chicago and Northwestern Railway system. The "La Crosse, Trempealeau and Prescott Railroad Company" was formed to build to Winona, and subsequently having been acquired by the Chicago and Northwestern, was put in operation in 1870. The "Green Bay and Minnesota Railroad," in 1876, acquired the right to use the "Winona cut-off" between Winona and Onalaska, and built a line from the latter point to La Crosse, seven miles. The city aided this extension by subscribing $75,000, and giving its corporation bonds for that amount. The Chicago, Dubuque and Minnesota and the Southern Minnesota railroads, also contribute materially to the city's unrivalled transportation facilities.

La Crosse, situated on the east bank of the Mississippi, has the added advantage of being at
the mouth of the Black and La Crosse rivers, flowing through one of the most famous lumber regions of the State. It is also one of the oldest, Colonel John Shaw, building a saw-mill at Black River Falls in 1819. This was burned by the Winnebago Indians. In 1889 another attempt to establish a mill on Black River was more successfully made, Jacob Spaulding being the millwright. His son, Mr. Dudley J. Spaulding, became a most extensive operator in this district. La Crosse has long been the chief manufacturing point of Black River lumber, and some idea of the magnitude of her product may be gathered when we state that her ten mills did a business of some $2,000,000 in 1885. The quality of the Black River timber is of the highest order, and good prices are realized for it. The annual production ranges from 150,000,000 to 250,000,000 feet of logs, most of which is "driven" to the Mississippi, and either cut at La Crosse or rafted elsewhere. It is a very capricious river to float logs in, which necessitates the carrying over from year to year of a very large amount—often equivalent to almost an entire season's product. The field of industrial undertakings in this city is wide and varied. The products include saddles and harness, ploughs and machinery; flour, sash and doors, beer, the work of the ship-yards, etc. The Official State census of 1885 affords some most interesting statistics. Besides a couple of million dollars' worth of lumber produced in 1885, wagons and carriages were manufactured worth $92,200. Engines, boilers and machinery to the extent of $283,300 in value; leather, etc., to the value of $23,800; linseed oil to the value of $125,000; 60,840 barrels of beer, worth $426,000; and furniture and woodwork to the value of $411,800. The value of the real estate and machinery devoted to the above pursuits amounts to the enormous sum of $1,138,006, stock and fixtures being valued at $680,150 in addition. Another important industry is that of the manufacture of cigars, of which 8,350,300 were produced, worth $116,000. Other tobaccos to the extent of 12,000 pounds were produced. The splendid roller flour mills of this city, in 1885, manufactured 346,000 barrels of flour, worth $1,557,000, while various sundries represented the sum of $269,200. La Crosse thus annually manufactures goods to the enormous value of over $4,772,000. An industrial army of 3,000 hands finds employment, and earns wages annually of nearly $1,900,000! These splendid figures make a gratifying exhibit, and have a pleasing counterpart in the volume of commercial transactions. The principal thoroughfares are lined with architecturally imposing blocks of stores and warehouses, while the magnificent stocks of goods carried compares favorably with those of New York and Chicago. Both by rail and water the merchants of La Crosse do a trade of many millions per annum. They control the bulk of the wholesale trade throughout the Root River Valley and Southern Minnesota, and the annual sales are steadily enlarging in volume. The steamboat-yards located here are the largest above St. Louis, and the La Crosse Custom-House has the largest registry of tonnage between St. Louis and St. Paul, the splendid packets sailing from this city having no rivals either as to speed or accommodations.

The city is handsomely situated on the prairie, and has numerous magnificent edifices, among others the Court-House, erected at a cost of $40,000; the Post-Office, the Opera-House, and the High School, justly celebrated for its educational facilities. There is a fine system of graded schools; superior religious privileges, all the principal denominations being represented, and several of the 20 churches being of great size and beauty of architecture. There are unrivalled banking facilities, a fine public library; ably-edited and widely-circulated daily and weekly newspapers, while every modern improvement has been introduced upon an extensive scale. La Crosse is the seat of great wealth, and a centre of culture and refinement, and one of the most desirable residential locations in the United States. A marked evidence of her prosperity is the rapid and permanent growth of population. In 1860, La Crosse had only 3860 inhabitants; in 1870, there were 7785; in 1875, there were 11,012, while the State census of 1885, gives the total as 21,740—an astonishing, yet none the less deserved, increase of population which is distributed as follows: First Ward, 4163; Second Ward, 2992; Third Ward, 3594; Fourth Ward, 1758; Fifth Ward, 5845; and Sixth Ward, 4555. A careful estimate places the number of inhabitants in 1887 as verging on 25,000, and nowhere can be witnessed a higher ratio of progress, nor a more conservative and substantial growth in every feature of a great metropolis of trade and commerce, and forcibly illustrated by the following review of the principal business houses and manufactories in the city.

Following will be found sketches of the leading manufacturing and commercial enterprises of the place.
Batavian Bank, Main Street, between Front and Second Streets.—Of the monetary institutions in La Crosse the well-known Batavian Bank is among the oldest and strongest. It has reached to its present position and importance from a banking business established in 1861 under the State Banking law. In 1888 the bank was re-organized by admission of a number of influential gentlemen to its stockholders. The bank was designed to facilitate transactions and aid in the enterprise of the early settlers of La Crosse, and continued to enjoy a successful career until July, 1888, when more extensive operations were entered upon and the present organization formed. The bank has a capital of $200,000. A general banking business is conducted in deposits, domestic and foreign exchange and making of collections, and all business intrusted to it receives prompt attention. The policy of the bank is conservative, and aims at safety, and avoids all speculative transactions. Its principal correspondent in New York is the Hanover National Bank, and in Boston the Revere National. It is one of the city and one of the most prominent banks in the Northwest. The officers of the bank are G. Van Steenwyk, president, and A. H. Davis, vice president; E. E. Bentley, cashier; and M. B. Greenwood, assistant cashier; all of whom are gentleman occupying conspicuous positions in the trade, commerce and social life of the city, and who as public-spirited business men take great interest in promoting every enterprise that is for the public good.

John C. Smith, Dry-goods and Carpets.—The representative dry-goods house of this city is that which is known to all as “The Trade Palace,” under the able management of Mr. J. C. Smith, and which is so advantageously located in the New York Post Office block. Close application to business and a thorough acquaintance with the wants of the public, combined with a policy of the most liberal and equitable character form the basis upon which this firm has built up its unrivalled reputation and immense business, their great establishment being a monument to their enterprise, completely stocked as it is with everything of value and artistic beauty in the comprehensive field of the dry-goods and carpet trade. The premises occupied are a four-story brick building of the dimensions of 75x90 feet, which is internally fitted up in the most attractive and convenient manner, the decorations being harmonious in treatment, the counters and shelves, mirrors, frescoes, fancy waistcoatings, etc., all uniting to form one of the most attractive and tastefully conceived interiors of any dry-goods house in the United States. This is the most active and extensive importing dry-goods house in the city, the firm being celebrated for its unusually fine opportunities for the securing of the choicest French silks and velvets which form such an important item in the trade. The bulk of its business is chiefly in the choicest imported goods, and buying largely as they do, and possessing such extensive facilities, the firm is universally noted for its splendid array of goods and the low-ness of its prices. A large force of competent and polite assistants are given employment, and courteous attention is given to every customer. Their large and varied assortment represents the choicest fabrics from all parts of the world, adapted alike to the wants of the buyers from all parts of the county as well as to the retail pur-chaser. The various departments embrace silk, satins, velvets, dress fabrics in all textures the finest imported laces and embroideries, the best qualities of domestic and imported hosiery and gloves, linens, white-goods, flannels, furs, notions, etc., as well as the latest styles in Persian rugs, and European and American carpets, including all the leading novelties in axminsteros, wiltons, moquettes, velvets, brussels, tapestries and ingrain, druggists and art squares in vast variety. In all the above lines the house carries an extensive assortment received direct from the most famous manufacturers, everything aesthetic and artistic in new shades and patterns being found here. The business is under the efficient manage-ment of Mr. Smith, a gentleman of vast business experience, and we cordially commend the splendid stock secured by this creditable enterprise to the close attention of our readers, satisfied that they can here in every way best meet their expectations and wants, and at the lowest prices quoted for such strictly fine goods. Mr. Smith is universally popular and respected and has built up a business which ranks second to none throughout the Northwest.

State Bank of La Crosse, No. 311 Main Street.—Among the most popular banks in this city is the State Bank of La Crosse, which was chartered in 1883. The paid-up capital is $50,000. The sound and conservative policy with which the affairs have been managed, with a due regard to the wants of the business community, the soundness of its financial institutions, and its being, in fact, one of the most important and solid of the financial institutions of Wisconsin, and has won for it the regard and consideration of the whole community. A general banking business is transacted in deposits, exchange, and making collections, and all business extended to it receives prompt attention. Special attention is given to the collection department, the bank having large facilities for the prompt and satisfactory execution of this branch. They negotiate bonds, deeds, mortgages, and collaterals. The bank has organized a savings department, where deposits of one dollar and upwards will be received, on which interest will be allowed. This is a most important factor in the education of the community. It has taught the principles of frugality and judicious saving of money. The officers of the bank are as follows: D. D. McMillan, president; E. M. Borreson, vice-president; J. H. Holey, cashier; who are gentlemen of large experience as financiers, and prominently connected with mercantile and manufacturing interests of the State. The cashier is a gentleman of large experience, who is popular in the community, and whose regard and esteem he enjoys in the highest degree.
these agencies the firm carry on an extensive business in the dry-goods trade, having always in stock a large and comprehensive assortment of foreign and domestic dry-goods, trimmings, notions, ladies and gents' furnishing goods, hats, etc., which are attractively displayed. A large force of polite assistants is always in attendance, and the goods may be relied upon as being the very best for the price that can be obtained. The house does an excellent trade and include among their patrons many of the first society people. Both members of the firm are gentlemen of high social and business standing, and are well deserving of the success they are achieving.

W. Listman, Victor Flour-mills, Front Street.—Purity is perhaps the most essential consideration in the production of flour, and this fact becomes more apparent when we reflect to what a great extent this article is adulterated, not only by the use of frozen wheat but also by poor, soft and non-glutinous wheat. While the necessity for purity, strength and color is often lost sight of by purchasers, and ignored by unscrupulous manufacturers, it is a pleasure to note the success of a La Crosse house which, by strict attention to the fundamental principles of purity and upright dealing, has enjoyed a rapidly-increasing business since its establishment. In connection with the above remarks, the attention of our readers and the public is directed to the well-known and popular house of Mr. Wm. Listman, Victor Flour-mills, Front Street, which was established by him in 1878. The mills are large, having a daily capacity of 600 barrels, giving employment to forty skilled millers, and are fitted with latest improved roller process system, which is noted for the quality of the flour, as, though it grinds equally at the same time, it does not destroy any of the glutinous parts of the wheat, thus at the same time producing a fine, good-colored flour with all its strength. A three hundred and fifty horse-power engine supplies the motive power. The house uses nothing but Minnesota and Dakota hard wheat, and their brands are shipped to the eastern and southern markets, the firm doing a large export trade with Europe; some of their well-known brands are as follows: "Listman's Marvel Patent," "Listman's Extra Sterling Bakers," "Listman's Straight Family." This house is conscientiously commended to our readers, and those interested in this trade, as one whose operations are conducted on the enduring basis of equity.

James McCord, Wholesale Druggist, Nos. 116 and 118 South Front Street.—The enterprising and influential house of James McCord has existed for nearly a quarter of a century, and has ever been a thorough-going exponent of the highest class of trade in wholesale drugs. The business is one of the oldest in this city, and was originally founded in 1864 by J. H. McCulloch, James McCord, and John Rice, under the firm name and title of McCulloch, McCord & Co., Mr. Rice retiring January 31, 1878. In the year 1884 Mr. McCulloch also retired, since which time Mr. McCord has conducted the business alone under his own name, and by energy and perseverance coupled with thorough knowledge of the business has maintained the old good name of the firm, and to no small degree has increased the patronage. In his spacious warehouse, which is located at Nos. 116 and 118 South Front Street, which is of the dimensions of 45'x100', and two stories and basement, is always to be found one of the largest and most complete stocks of pure drugs and chemicals; also all the well-known patent and proprietary medicines which are sold at wholesale only. Mr. McCord has the honor of being the sole agent in this part of the country for the productions of celebrated Standard oil, thus controlling the sale of carbon oils, which is such an important feature in domestic comfort. Mr. McCord also handles all kinds of the finest paints, dry and mixed, also glass, lubricating oils, etc., in which he does a very extensive trade. He is a native of Pennsylvania, but a life-long resident of this city, where he is highly esteemed in social and commercial circles for his ability and strict integrity, and is eminently worthy of the success which has attended his well-directed and energetic efforts in the drug business.
Barron & Van Valkenburg, Dry-goods, Main Street.—Among the active, enterprising business houses engaged in the dry-goods trade, there are none more popular or better known than that of Messrs. Barron & Van Valkenburg, who carry on their business in the MacMillan building, located on Main Street opposite the post-office. The premises consist of a well-arranged, admirably fitted up store measuring 80x100 feet, which is well stocked with a full and general assortment of staple and fancy dry-goods of foreign and domestic production, embracing the usual line of dress fabrics in all the new, beautiful and stylish designs and styles, hosiery, gloves, trimmings, white goods, fancy goods, and notions. A specialty is made of John S. Brown & Son's table linens, which they buy direct and sell as low as in any city in America. A full and complete line of silks, satins, velvet, finest imported laces and embroideries, which have been carefully selected for a first-class custom and bought direct from the leading importers and manufacturers, are also sold at the very lowest prices. In carpets a full line of fine brussels, Amsterdam, etc., is constantly kept on hand, as well as oil-cloth, linoleum, rugs and matting, all of which are marked at reasonable rates. Special inducements and rare bargains are always being offered their patrons and the public. As merchants, both gentlemen are very popular, and as careful, honorable, upright citizens, enjoy the regard of the whole community.

M. Conant, Real Estate Agent; Office over Post Office.—In a section so comparatively new as the Northwest, and where land is so abundant, the business of the real estate agent is an important one. Among those prominently engaged in that business in La Crosse, is Mr. Marshall Conant, whose office is located over the Post Office, on Main Street. The gentleman was formerly land commissioner of the Southern Minnesota Railroad, till, in 1881, he established his business in this city. He has on his books Southern Minnesota Railroad lands, unimproved lands, cultivated farms, La Crosse city property, etc., as well as houses to rent. He also collects rent and pays taxes, and has money to loan at low rates of interest. During the time Mr. Conant has been engaged in this line of business he has given entire satisfaction to his clientele, which is abundant proof of his business capacity. He is well known, and his large real estate transactions have extended over various parts of the Union.

J. Semsch & Bro., Crockery, China, etc., No. 422 Main Street.—This firm is probably the largest and most successful in its line in the city, and has enjoyed for a number of years a reputation consistent with its extensive trade. The copartnership was formed in 1871, the gentlemen forming it possessing ample practical experience and the necessary qualifications to insure success. The premises occupied are very spacious and commodious, and comprise two floors, 20x100 feet in dimensions, admirably arranged and equipped with fixtures for the accommodation and display of the immense stock. Throughout the establishment there pervades a system of order that facilitates the transaction of business and makes the house a pleasant one to deal with. The stock, which is selected with rare judgment, is very large and comprehensive, embracing a full line of domestic products in china, glass, and queensware, as well as a large stock of the finest imported crockery, china, glassware, lamps, chandeliers, etc., which are sold at remarkably reasonable prices, the quality of the goods taken into consideration. The firm also does a large wholesale business, shipping goods throughout the great Northwest. It is such firms as this that are the recognized exponents of La Crosse's mercantile ability and capacity, and they well deserve the prominence which their enterprise has attained.

Klein & Luening, Dry-goods, etc., corner Third and Pearl Streets.—This handsome, airy and well-fitted dry-goods establishment was founded by Mr. Klein in 1866, at Buffalo, Wisconsin. In 1869 he removed to La Crosse, since which time he successfully conducted the business alone until 1886, when he associated himself with Mr. Luening. The premises occupied comprise three floors and basement, of the dimensions of 40x80 feet, and are elegantly furnished and fitted up. The stock is very large, comprising a fine and complete line of staple and fancy dry-goods, hosiery, notions, trimmings, hats, caps, clothing, ladies' and gents' furnishing goods, etc. Courteous and polite assistants are prompt in taking and filling orders, and goods will invariably be found as represented. During the twenty-one years that Mr. Klein has been in business, he has built up an enviable name and reputation. Both gentlemen are energetic, honorable, and strictly reliable merchants, and, both sociably and as merchants, are held in the highest respect and esteem by all who know them. Previous to his connection with Mr. Klein, Mr. Luening was for many years employed as traveling agent for one of the largest and best-known notion houses in the West, thus bringing into this establishing a large and varied experience in business.

P. A. Borresen & Co., Jewellers, No. 229 Main Street.—One of the representative watchmakers and jewellers in La Crosse is Messrs. P. A. Borresen & Co., who have been closely identified with the business a number of years. They are thoroughly practical in all its branches, and give special attention to repairing watches, clocks, and jewelry, always guaranteeing the work to be done in the best manner and at moderate charges. They have a finely-appointed store, where the newest designs will be found in fine gold jewelry, gold and silver watches, 18-kt. solid gold engagement- and wedding-rings, plain and ornamented clocks, silver and plated ware, eye-glasses, spectacles, etc. The manufacturing of fine jewelry and engraving receives special attention. Messrs. Borresen & Co. make no representations to affect a sale, but always guarantee everything to be just what it is, and their prices for the best goods will be found lower than any other in the city.
La Crosse National Bank, corner Main and Third Streets.—The oldest, largest, and safest bank in La Crosse is the La Crosse National Bank. The sound and conservative policy with which the affairs have been managed, with a due regard to the wants of the business community, places it among the first rank of the solid financial institutions of the State, and has won for it the regard and consideration of the whole community. The capital of the bank is $200,000, with a surplus of $40,000. A general banking business is conducted in deposits, loans, discounts, exchanges, and collections are made in all parts of the United States and Canada, through agents and correspondents. The bank is the oldest national bank in the city, or within a radius of thirty miles, and has prompt and easy facilities for the transaction of its business. The officers and directors are gentlemen of large experience as financiers and prominently connected with mercantile and manufacturing interests in the city, and are held in the highest regard by the stockholders and depositors, and those who do business with the bank. The following is a list of their officers: G. C. Hixon, president; G. R. Montague, vice-president; G. S. Burton, cashier; Geo. W. Burton, assistant-cashier. The cashier is a gentleman of large experience in the banking business, and of a safe and conservative manner, and his regard and esteem of the patrons of the bank and the general public.

H. B. Smith, Insurance, Real Estate and Loans, No. 300 Main Street.—Under the La Crosse National Bank is the agency of H. B. Smith which is one of the most prominent and important institutions connected with the real-estate and insurance interests in La Crosse. The business was established by Mr. Smith in 1871, who has since then handled a large amount of property. The transactions of this agency include all the departments of a general real-estate and insurance business: the buying, selling, renting, or management of real property, the collection of rents and other income, conveyancing, negotiation and investment of funds, etc. Mr. Smith is agent for the best and most reliable, and some of the oldest insurance companies, such as "The American Insurance Company of New Jersey," "Commercial," "Union of London," "Fire Insurance Association of London," "German, of Peru," "Guardian of London," "Hamburg-Bremen, Germany," "Providencia, Washington, Rhode Island," "New York Bowery," "Union of Philadelphia," and Washington of Boston. In any branch of real-estate and insurance, therefore, Mr. Smith is prepared to compete with any agency in this city, and rates are promptly and cheerfully given at any time, and he has established a reputation as one of the best business men in this line.

A. M. Watson, Grocer, Nos. 504 and 506 Main Street.—Among the many dealers in groceries in La Crosse, we must not fail to mention Mr. A. Watson, who for the past twelve years has been engaged in supplying the public with all that is wholesome, nutritious, and palatable in the grocery line. His handsome and well-lighted new store is located at Nos. 504 and 506 Main Street. It is attractively and appropriately fitted up and furnished, and contains a large and well-selected stock of staple and fancy groceries, delicacies, canned goods, such as fruit, vegetables, fish, etc.; the best of imported teas, coffees, spices, etc.; mustards, pickles, sauces, olives, olive oil, and all those many articles which are to be found in a first-class grocery store. The specialty of the house is early vegetables, celery, oysters, fresh butter, and eggs, etc., in which a large business is done. Mr. Watson enjoys a very large and first-class trade, and his goods are the best for the price that we know of, and we cordially recommend him to our many readers.

F. P. Toms, Crockery, Glassware, etc., No. 212 Main Street.—Among the best-known and most prominent establishments engaged in the wholesale and retail chinaware and house-furnishing goods trade in this city must be mentioned the enterprising and highly successful concern of Mr. F. P. Toms. The business was originally established in 1855 by Messrs. J. P. Toms & Co., who during the entire intervening period of twenty-one years conducted the concern with rare success till 1886, when Mr. F. P. Toms succeeded to the business. Everything comprehended in the chinaware and house-furnishing goods line, including glassware, crockery, brie-a-brac, East India goods, Japanese novelties, lamps, chandeliers, pocket-and table cutlery, silver-plated ware, Ohio stoneware, etc., are carried in stock, which is exceedingly large, and is well selected and assorted with excellent judgment and taste. The premises occupied are large and commodious and are handsomely fitted up, the stock being arranged in a most attractive manner, affording a very fine display. Mr. Toms is a gentleman of the highest integrity and of large business capacity, and destined to continue in his career of well-deserved success.

J. B. Canterbury, Real-estate Exchange, State Bank Building, Main Street.—Prominent among the active, enterprising, and popular members of the real-estate fraternity is Mr. J. B. Canterbury, whose offices are located in the State Bank building. He has been long established and has a thorough knowledge of the value of property and land, and is also an adept in all the details and legal forms of conveyancing. Mr. Canterbury buys, sells, and exchanges property of every description; and parties in search of desirable investments would do well to inspect those offered by him. Mr. He has upon his books descriptions of choice property, so varied as to size, locations, price, and terms as to suit all classes of investors. He is doing a large and prosperous business, and his facilities for handling the same are of a strictly first-class character. He is an energetic, clear-headed business man, honorable, liberal, and fair in all transactions, and well-deserving of the success he is achieving.
Pamperin & Wiggenhorn, Cigar Manufacturers, Nos. 221 and 233 Main Street.—Domestic cigars of the highest grades compare favorably with those manufactured in Cuba and known in the trade and to the public generally as Havana cigars. Messrs. Pamperin & Wiggenhorn are practical and experienced cigar-makers, and have achieved a degree of success that is well deserved and fully merited. Their factory is located at Nos. 221 and 233 Main Street, where they have every facility for manufacturing; they also sell the best-known foreign brands of cigars. Their retail store is very elegantly appointed and fitted up, and to quote from the Labor and Industrial Statistics of Wisconsin, 1885 and 1886: “The Pamperin & Wiggenhorn Cigar Co. occupy a 3-story brick building. They employ 30 male and 20 female employees on the third floor, which is in excellent condition, with ample means of escape in case of fire. The firm pride themselves on the neat and clean condition of their factory. Well they may! I have seen no factory of the kind to surpass it.” Some of the best known brands manufactured by this company are La Roma, Belle of La Crosse, Acorn, Black Rose, Chums, etc., all of which have a large and ever-increasing trade, as they are unsurpassed for quality, flavor, and workmanship. The company enjoys a large and first-class trade, and is properly regarded as one of the leading cigar manufactories of the West. The president of the company, Mr. Eugene Wiggenhorn, is a gentleman of long experience in the business, having established the well-known firm of Wiggenhorn Bros. in Watertown. The treasurer, Mr. Pamperin, is a gentleman who has been actively en- thusiastic in the business for many years. He is one of the representative citizens of this city, having the honor to be a member of the school board.

Union National Bank, Cor. Main and Fourth Streets.—Among the sound, solid banks of Wisconsin is the Union National Bank of La Crosse. Although of comparatively recent date, having received its charter on the 1st of January, 1886, it has enjoyed from its inception a liberal patronage, owing to the sound basis on which it is founded. The board of directors and presiding officers. The capital of the bank is $100,000. A general banking business is transacted, and also in exchange and making collections, and all business extended to it receives prompt attention. Interest is paid on special deposits. The bank is founded upon conservative principles, and prefers to do a safe business rather than a speculative one. A separate corporation is under its control for the handling of deeds, mortgagings, and collateral, securities, which are negotiated. The bank is rapidly growing in public favor, and its business is extending daily. The presiding officers are Angus Cameron, President; Mons Anderson, Vice-President; J. N. Perry, Cashier; J. Lienhokken, Assistant Cashier; gentlemen who are identified with the mercantile and manufacturing interests of La Crosse, and also have large experience as financiers.

John C. Burns, Fruit House, No. 309 Main Street.—Conspicuous among the foremost established houses of La Crosse in the line of its fruit business in this section of the West is Mr. John C. Burns, whose well-known and extensive store is located at 309 Main Street. Established in 1883, this firm has, from its inception down to the present day, enjoyed a continu- ous and uninterrupted career of prosperity and public favor, and the large business capacity, ability and energy that have ever characterized the management of this deservedly popular concern being among the chief elements contributing to the large measure of success Mr. Burns now enjoys. Mr. J. C. Burns handles all kinds of fresh fruits, procuring his supplies daily from all the large markets of the world. He makes a specialty of oysters, ciders, cranberries, coconuts, chestnuts, and a full line of the various species of nuts in which he does a large business throughout the West. Personally he is a gentleman who by his own unaided efforts has built up for himself the right good name and esteem which he has from all classes of society.

Trane & Green, Plumbers, Steam- and Gas-Fitters, No. 110 Pearl Street.—The plumbing business, is by far the most important branch of house building, for certainly no mechanic has so much power in his hands for life or death to the occupants of the modern dwelling as the plumber; and in this connection due mention should be made of Messrs. Trane & Green, who keep pace with the demands of the times and as expert workmen are doing a large business. Besides plumbing in all its branches, Messrs. Trane & Green give their special attention to steam and gas-fitting, and are also dealers in wrought iron and lead pipe, brass goods, engine trimming, gas and steam fixtures, wood and iron pumps, windmills, etc., rubber hose and packing, etc., etc. Both gentlemen give their personal supervision to all work intrusted to them, and they are very popular in La Crosse, and are highly esteemed by all who have dealings with them and respected as citizens and first-class workmen.
Gordon & Manville, Wines, Liquors & Cigars, No. 112 N. Front Street.—Messrs. Gordon & Manville began business here in 1858, when this city was comparatively small, and they succeeded in acquiring a large amount of public patronage, which is ever on the increase. Their offices, storeroom and warehouse are located at 112 N. Front Street, and here they occupy a large and convenient building, and the stock carried is large, and comprises a full assortment of fine wines, liquors, and cigars. The wines are imported from the best-known vineyards of Europe, and the liquors are all of the highest grade; no goods less than four years old are handled, coming as they do from the most celebrated distilleries of the Union. Their trade is large and steadily increasing and extends throughout the West, where the house is favorably known for their straightforward, honorable dealings. The firm members are Alex. Gordon and M. M. Manville, gentlemen well-known to the public, they have built up an enviable reputation for themselves as business men and citizens.

Schreiber & Funke, Manufacturing Confectioners, No. 122 Main Street.—One of the most prominent manufacturing confectioners in this city is that of Messrs. Schreiber & Funke, No. 122 Main Street. The business was established in 1882, and has ever since enjoyed a very large and influential patronage. Their factory occupies a three-story brick building of the dimensions of 20 x 75 feet. The firm manufacture a general line of plain and fancy confectionery which is sold throughout the Western States, and have admirable facilities for the finest kind of work, using the latest improved machinery, employing only first-class workmen, and making their goods from the purest and most wholesome ingredients. Confectionery is also manufactured to order, and the trade supplied with all the many varieties of candies which have become famous. All orders are promptly attended to, and every effort is made to maintain the reputation of this large and popular establishment. That Messrs. Schreiber & Funke have fully succeeded in their laudable efforts, is amply attested by their large and constantly increasing patronage.

F. J. Moss & Co., Jewellers, No. 125 South Fourth Street.—The watch, clock, silverware, and cutlery establishment so successfully managed by Messrs. F. J. Moss & Co. was established in 1883 by Mr. Moss, and in 1886 assumed the firm name and title, F. J. Moss & Co. The store is handsomely fitted up in modern style, and presents a most inviting appearance. The store is large and varied, and must be seen to be fully appreciated; it embraces imported and domestic gold and silver watches; marble, wooden, nickel-plated, and bronze clocks of beautiful design and workmanship; solid silver and plated-ware; diamonds and other precious stones, etc. The specialty of the house is the repairing of watches, clocks, and jewelry, which is done with promptness and dispatch in a highly satisfactory manner. Mr. Moss is a practical watch- and clock-maker, and much of his time is occupied in repairing. The firm members are gentlemen of high business standing, and are esteemed by the whole community.

Roth Bros., Grocers, No. 529 Main Street.—Among the best known and most prominent grocers of La Crosse are Messrs. Roth Bros., who established themselves in business in 1888, and whose premises are located at No. 529 Main Street, where they occupy a spacious and commodious store of the dimensions of 20x80 feet. The stock is large and comprehensive, embracing a full line of staple and fancy groceries, fruits, vegetables, canned goods—as fruits, vegetables, meats, and fish, etc., which are always pure and fresh and of the best quality. Messrs. Roth Bros.' specialties are oysters and celery in season, and none but the very best of teas, coffees, and spices are sold in this establishment, as Messrs. Roth Bros. do not allow an inferior article as a substitute for a better. The firm members are J. Roth and F. G. Roth, both gentlemen of high esteem, and well liked on account of their polite and agreeable business manners.

Ivar Benson, Dry and Fancy Goods, No. 423 and 425 Main St.—In the dry-goods trade there is no more popular or better-known dealer than Mr. I. Benson, whose premises are located at No. 423 and 425 Main Street, consisting of a well-arranged and admirably-fitted-up store, having a depth of 80 feet, which is well stocked with a full and general assortment of staple and fancy dry-goods of foreign and domestic production, embracing the usual line of dress fabrics in all the new and stylish designs and varieties, hosiery, gloves, trimmings, white and fancy goods, nollons, etc.; also a full line of sporting goods, glassware, and crockery, toys, stationery, etc., which are all sold at the lowest possible prices, special inducements and remarshalling always being offered his patrons and the public. Mr. Benson has had an extended experience in this business, and always has something new and beautiful to offer his many customers, who derive the benefit of that experience in the best quality goods at a small advance upon original cost. As a merchant, Mr. Benson is popular, and as a careful, honorable, upright citizen, enjoys the regard of the whole community.

C. W. Viner, Grocer, No. 501 Main Street.—This business, although of comparatively recent existence, is one of the most prominent on Main Street. The store occupied is neatly and appropriately appointed and fitted up, and well stocked with a large supply of staple and fancy groceries; also canned fruits, vegetables, meats, fish, etc., and the best of imported teas, coffees, spices, etc., as well as a very large stock of the choicest brands of family flour, and hay, feed, and straw. Mr. Viner is also a general agent for Busling's celebrated extracts. The store is located at No. 501 Main Street, and is of the dimensions of 30x100 feet, affording ample room for the display of the above-named large stock. Mr. Viner is a gentleman of strict integrity, whose chief aim is to please and satisfy his numerous customers.
La Crosse Enterprise Granite & Marble Co., No. 427 & 429 Jay Street.—The most prominent marble works in this city, is that of the La Crosse Enterprise Granite & Marble Works, located at Nos. 427 & 429 Jay Street. The business was established in 1886 by the above named company, whose premises are very large and commodious, being of the dimensions of 45x30 feet. The company make a specialty of cemetery work and the carving of statuary, engraving of bass-reliefs and monumental work ranks inferior to none in America. The company always has a large, varied, and valuable stock of tombstones, monuments, statues, and ornamental cemetery pieces on hand, and has every facility for making these articles in any design and pattern that may be preferred. The company also deals extensively in Scotch, English, Irish, German, and all shades and grades of American granites, and imported and domestic marble. They pride themselves on their new and original designs, which are certainly second to none. Marble, slate and iron mantels, vases, sèttes, trellises, and coping are their great speciality. The company is under the able management of Mr. W. J. Carlyle, while Mr. Ch. A. Bartlett gives his personal superintendence to all work done by the company.

Rose & Brother, Jewellers, No. 310 Main Street.—These gentlemen are both practical in the business they carry on, and have gained an enviable reputation as being upright and honorable. They are always correct in their representations as regards goods bought from them, and every article coming from them is guaranteed to be strictly just what it is sold for. The store is admirably arranged, with ornamental counters and plate-glass show-cases in which is displayed a full and general assortment of all kinds of rich, elegant jewelry; also precious stones and clocks, gold and silver watches, silverware, and a great variety of useful and ornamental articles. Jewelry, clocks, and watches are carefully repaired, and in this department of the business most excellent taste and judgment are exercised by Messrs. Rose & Brother, who are thorough, practical men, and who execute the work in the neatest and most satisfactory manner. Both members of the firm are honored and esteemed as men of sterling integrity and upright business principles.

Hansen, Sieielstad & Co., Wholesale Grocers, No. 309, 311 and 313 Pearl Street.—Among the wholesale dealers in groceries and provisions in this city, we must not fail to mention Messrs. Hansen, Sieielstad & Co., whose premises are located at No. 309, 311 and 313 Pearl Street, where may be seen a fine stock of staple and fancy groceries as the most fastidious might wish to meet with. It comprises also all kinds of canned goods, such as fruit, vegetables, meats, fish, etc.; also jellies, marmalades, and other preserves, in ample profusion and variety. Pickles of all kinds, mustards, sauces, relishes, and other condiments, in the finest style, all kinds of table delicacies. The teas, coffees, and spices are of the best, and each department of this large house is complete and perfect in every particular, as a large stock of flour, sugar, bacon, ham, cheese is also constantly kept on hand. Messrs. Hansen, Sieielstad & Co. enjoy a large and very influential patronage, and their trade extends throughout the Western States. They are gentlemen of straightforward and upright character, and are highly esteemed and honored by their many patrons.

Tillman Bros., Furniture, Second Street, between Main and Pearl.—One of the oldest and most popularly known industries of this city is that of Messrs. Tillman Bros., who established their business at their present location on Second Street, between Main and Pearl, in the year 1859. Since the inception of their enterprise, the Messrs. Tillman Bros. have gained confidence of Oriental patronage. The premises occupied comprise the spacious and well-equipped three-story building, the main floor covering an area of 50x150 feet, and the two upper stories 20x80 feet. This large building is fully stocked with a full line of the finest and most artistic varieties of parlor suites in the most popular woods and latest designs; also a full and neat assortment of kitchen and cheaper grades of furniture. A specialty is made of high-class and artistic baby buggies; and here we might state that a larger and finer stock of this class of goods cannot be found in Wisconsin. The business of this establishment extends over this and the Western States, where a rapidly increasing trade is done. The Messrs. Tillman Bros. are gentlemen too well known to the public to require any comment at our hands.

Marston & Co., Wholesale Grocers, Nos. 125 and 127 N. Front Street.—There are but few houses in La Crosse which rank as high, or which have been as successful, as that of Messrs. Marston & Co. The business was organized in 1866 under the present firm name and style, and such were the enterprise, fair dealing, and honorable business principles, that they acquired a trade comparing favorably with any similar house in the West. The storehouse and sales-room are located at Nos. 125 and 127 N. Front Street, where the premises are of the dimensions of 30x100 and three stories in height, where may be seen a stock of staple and fancy groceries that includes everything that properly belongs to a first-class wholesale grocery house. The best grades of family and pastry flour, canned goods, including salmon from the coast and canned Oregon fruit from the Pacific slope, and prepared sarsaparilla and other canned and hermetically-sealed dainties and delicacies, may here be seen in profusion. Imported as well as domestic table luxuries may be obtained at the most reasonable prices, and all the necessaries are also kept in ample stock. The trade is wholly Western, and many retail stores purchase their entire supplies from this reliable house. Teas, coffees, and spices are the specialty of the house. The firm members are gentlemen well known and highly respected as citizens, endowed with upright and straightforward traits and characteristics that make the successful business man.
W. A. Roosevelt, Plumbing and Steam-Heating, No. 122 S. Front Street.—In the production of residences, churches, stores, etc., a prominent house is that of W. A. Roosevelt, whose offices and works are located at No. 122 S. Front Street, and are of the dimensions of 28x100, three stories high. The business was established in 1868 by the present proprietor, and has since obtained a liberal share of the business of the city.

The apparatus is of the latest form, and is fitted with the most approved devices for the purpose of heating and ventilating the buildings. It consists of a large steam boiler, capable of generating a large quantity of steam, and is connected with a system of pipes and radiators, which are supplied with hot water from the boiler, and are arranged in such a manner as to give a uniform temperature throughout the building.

La Crosse Linseed Oil Co.—Prominent among the leading business enterprises of La Crosse will be found that of the La Crosse Linseed Oil Co., manufacturers of the oil process raw and boiled linseed oil and oil-cake. The factory comprises two buildings, three stories high, 42x72 and 50x60 feet in dimensions respectively, and the equipment embraces all requisite facilities for the advantageous prosecution of the extensive business which was established in 1884 by the company.

The uses and importance to the commercial world of linseed and linseed oil are many. Painters use it both raw and boiled; it is brought into requisition in the mixing of printing and lithographic inks, and probably one of its most well-known uses is in the making of fine varnishes. In fact, nothing is adaptable to so many purposes as linseed oil. Linseed oil-cake is used largely for the feeding of cattle, for which purpose it is healthful and fattening. From its earliest inception the business has been characterized by a prosperous development suggestive of an energetic and able management, and in its present thriving status it can justly claim to have one of the largest works of the kind in the Western States. They give constant employment to a number of skilled hands, and the motive power is supplied by an 80-horse-power engine.

The officers of the company are as follows: M. Funk, president; A. Gile, vice-president; D. D. McMillan, secretary; Van Steenwyk, treasurer, gentlemen who are intimately identified with the business interests and growth of La Crosse.

John Lundqvist, Jeweller, No. 323 Main Street.—In La Crosse and vicinity there is a large population of well-to-do citizens, and to meet their wants in the line of goods that belong to the trade of the jeweller there are several fine establishments in this city, the most notable among them being that of Mr. J. Lundqvist, whose premises are located at No. 323 Main Street, where he occupies a store of the dimensions of 22x75 feet. The store is neatly and attractively appointed and fitted up, and the stock is very large and valuable, comprising European and American watches in gold and silver, plain and ornamental clocks, silverware, and a fine and rich display of elegant jewelry, both modern and antique styles, and in all the prevailing fashions, ornamental articles, and diamonds and other precious stones. Mr. Lundqvist has a reliable man to deal with, and in all his transactions will be found upright and honorable.
John James & Co., Iron and Brass Founders, King and Front Streets.—The business at present conducted by Messrs. John James & Co. was established in the year 1857 by Mr. George Leech. In 1874 Mr. Leech retired, and the title was changed to its present form. The spacious premises comprise a series of brick buildings, located on corner King and Front Streets. The firm are machinists, millwrights, iron and brass founders, and general mill-furnishers, and their line of productions embraces smooth roller-mills, corrugated roller-mills, gradual reduction machines, double and single roller-mills, Craik's turbine water-wheel, Flenniken's turbine water-wheel, Benton's diamond burr dresser; Benton's middling mill, shunting, pulleys, etc., and all kinds of brassware. The skills mentioned above are well known to the public, having peculiar advantages, such as the large quantity of fine flour produced by them. The general equipment of these works embraces all the latest improved machinery and labor-saving appliances. A force of 45 skilled hands is employed, and the facilities of the house are ample for the production of the finest work in its line. The trade of the house extends throughout the West, and the reputation of this firm as practical and skilful machinists and millwrights is well and favorably known. The members of the firm have long been prominent in trade circles, and the sterling probity and equitable principles receive a most substantial recognition.

Funk Steam Boiler & Iron Work Co., corner Front and King Streets.—Prominent among the many houses engaged in manufacturing in this city is the well-known Funk Steam Boiler & Iron Work Co., which was first established in 1865 by Mr. M. Funk, and was successfully conducted by him until 1887, when an incorporated company succeeded to the business under the firm name and title of the Funk Steam Boiler & Iron Work Co., whose premises are located on corner Front and King Streets. The factory is spacious and fully equipped with all the latest improvements, steam and machinery, and skilled workmen, devices, and a large number of skilled and experienced mechanics are given constant employment. The company manufacture all kinds of steam boilers, tanks, smoke-stacks, and sheet-iron work of all descriptions. A specialty of the firm are Funk's Feed Water-heater and Purifier furnaces, etc., in which an extensive business is done. The trade extends over the whole North-west, throughout which the company is well and favorably known. The president and treasurer of the company, Mr. M. Funk, is a gentleman of vast business experience, and both he and the vice-president, Mr. A. Grams, and the secretary, Mr. G. Funk, are well known, esteemed, honored, and respected alike in social and commercial circles.

Frank Doerre, Stoves and Hardware, No. 202 S. Fourth Street.—Mr. F. Doerre began business in 1864, and soon rose to the leading position he now occupies. His store is well arranged for the business, and the stock contains everything in the hardware, cutlery, and house-furnishing line. All kinds of builders' hardware, carpenters' builders', masons', and other tools and implements; locks, bolts, hinges, screws, nails, door-knobs, shutter-fasteners, etc., etc., as well as stoves and tinware, may here be seen in bewildering profusion. This house does a business second to none in the city, and prices are uniformly reasonable. All of Mr. Doerre's goods may be relied upon, and every effort is made to please and thoroughly satisfy patrons. He is highly popular both in and beyond business circles. Both as a merchant and citizen, he is honored and esteemed by all who know him, and he well deserves the great success he has achieved on account of his sterling worth and straightforward business principles.

A. C. Kirkeeng & Co., Grocers, No. 133 S. Fourth Street.—The fine trade of Messrs. A. C. Kirkeeng & Co., the popular and well-known grocers of Fourth Street, has been attained by giving their close attention to the wants of their patrons and supplying them with first-class articles of fine family groceries at popular prices. The store, which is located at No. 133 South Fourth Street, is of the dimensions of 26x30 feet, and is well fitted up and furnished, and contains practically everything pertaining to the grocery trade. The stock carried is large and comprehensive, comprising a full line of staple and fancy groceries, choice green and black teas, roasted and unroasted coffees, imported and domestic pickles, mustards, relishes, sauces; all of those many canned goods, such as fruit, vegetables, fish, meats; dried fruits, prime cheese, choice family and bakers flour, laundry supplies of all kinds, etc. These goods are carefully selected expressly to meet the demands of a large and exacting patronage. The members of the firm are gentlemen of practical business experience, and are well liked and esteemed by all of their many patrons.

B. L. Strouse & Co., Pelts and Hides, No. 121 Pearl Street.—This firm established themselves in business in 1868, and have ever since enjoyed a liberal patronage. Their warehouse and salesrooms are located on Pearl Street, and are of the dimensions of 60x50 feet, where they carry a large stock of hides, kips, calf and sheep skins, sumac, tallow, as well as wool, rags, scrap iron, and metals of all kinds, which they offer to the trade and general buyers at the market rates; and their extended connections enable them to place goods expeditiously and to advantage, and are prepared to make liberal advances and prompt returns when desired. The trade of this house extends throughout the United States. The individual members of the firm are Mr. B. L. Strouse and Mr. G. W. Ensel, who devote their entire attention to business, being assiduous in maintaining the deservedly high reputation of their house; and the increasing volume of their business is but commensurate with the energy and enterprise they display, and the prosperity of the house and their high personal standing are the fitting reward of sterling integrity and honorable methods persistently pursued.
John Gund Brewing Co.—The brewing of lager beer is one of the important branches of interest in La Crosse, and one of considerable magnitude. The product of the leading establishments is fully equal to the beer produced in any section of the Union. Particularly will these remarks apply to the beer manufactured at the establishment of the John Gund Brewing Company. The business was originally established in 1894 by Mr. John Gund, who was succeeded in 1890 by the John Gund Brewing Company. The brewery comprises a series of large and substantial stone buildings, fully equipped with all the machinery and appliances pertaining to the brewing business, the motive power being derived from a large steam-engine. A large force of skilled and efficient brewers is given constant employment, the capacity of the brewery being 50,000 barrels of beer per annum, which is shipped throughout the country, the beer of this establishment having achieved a high reputation, it being noted for its purity and health-giving qualities; this brewery being especially famous for its brands of Extra Pale and Pilsner bottle beer. The officers of the company are as follows: Mr. J. Gund, president; John Gund, Jr., superintendent; George F. Gund, secretary and treasurer; Hendy Gund, manager Minnesota agency, who are gentlemen thoroughly familiar with every detail of the business and knowing well that the public appreciates their ability to produce this favorite beverage in its purity, the company maintains its reputation by never permitting an inferior article to leave their establishment. The business is extensive, and covers the Northwestern and Southern States.

H. J. Andersen, Wholesale and Retail Lumber Dealer, North La Crosse.—One of the new enterprises of La Crosse, and one which is already showing signs of strong business activity, is the lumber yard of Mr. H. J. Andersen, in North La Crosse. This gentleman acquired the lumber yard of N. B. Holway by purchase, in 1897, where can be found a large stock of all kinds of lumber, lath, shingles and all kinds of general building materials. Oak lumber and mill work is made a specialty. Mr. Andersen has also a branch lumber yard at Spring Valley, Minn., where he does a very large and extensive business. The large and elegantly appointed and fitted up opera-house in Spring Valley, Minn., is also owned and conducted by Mr. Andersen, who is a gentleman of large business experience, honorable, liberal and fair in all transactions, and well meriting the success he has achieved in all of his many business investments.

Sawyer & Austin Lumber Co., Lumber, Lath, Shingles, etc., Office, Mill and Yards, corner of Rose and Gillette Streets, North Side.—Of the various enterprises that have made La Crosse one of the chief commercial centers of the West, the lumber trade has always held an important place, employing large capital in its conduct, and giving to cognate industries a decided impetus by the energy and ability displayed in the development of the forest riches surrounding this city. In every department the enterprise characteristic of its leading exponent has been abundantly shown, and the flourishing character of the establishment of the Sawyer & Austin Lumber Co., is but a continuation of the vigorous grasp with which they have seized and held the trade in this gigantic national industry. The officers and mills of the company are located on the corner of Rose and Gillette Streets, with a large river frontage. Their mills cover a large area of ground, and are supplied with the latest improved sawing and planting machinery. A 465-horsepower engine supplies the motive power for their saw-mill, which has a capacity of 100,000 feet per day, or an annual output of 24,000,000 feet. The planing mill fully equipped for the proper dressing of an unlimited amount of shipping lumber, and a newly erected dry kiln, having a capacity of 100,000 feet, enables them to furnish all kinds of dressed lumber for inside work. They also furnish brick, lime and building paper; dressed and headed pickets; yellow pine, oak, maple and ash flooring; sash, doors, blinds, frames and moldings; thus enabling the country dealer to supply this market fully, and at lowest dealers' prices. In addition to the above, there is an extensive raft trade on the Mississippi River, where they sell upwards of 90,000,000 feet annually, and have the reputation of furnishing the most perfect manufacture and uniform good grades. The manufacture and shipment of this vast amount of lumber gives constant employment to 250 men, who are all skilled and experienced workmen. The facilities for prompt and cheap shipment are unsurpassed, as the waterways of the great Mississippi carry their goods through the South to the ocean, and the network of railroads which run through this city facilitates the distribution for Eastern and Western markets. The lines of the Chicago, Milwaukee & St. Paul; Chicago & Northwestern, and Chicago, Burlington & Northern Railroads penetrate their yards with spur tracks. The firm was established in 1871, and was recently incorporated as the Sawyer & Austin Lumber Co., with a capital of $400,000. The Sawyer & Austin Lumber Co. is well known and favorably known as philanthropic and public-spirited merchants, Mr. Austin having the honor to be elected, in April of this year, as the choice of a large majority of the people, Mayor of La Crosse.
STATE OF WISCONSIN—L A CROSSE.

Elliott & Callahan, Wines & Liquors, No. 203 S. Front Street.—The wholesale liquor trade of La Crosse has attained proportions of the greatest magnitude during recent years, and is to-day a most important factor in our commercial prosperity. Among the leading and most successful firms in this line is that of Messrs. Elliott and Callahan, whose spacious and commodious warehouse is at No. 203 S. Front Street. This house was founded in 1886, and the premises occupied are of the dimensions of 22x70, and are admirably arranged and equipped with every facility for the accommodation of an immense stock of the best domestic and imported wines, fine old rye, whiskies, brandies, gins, etc. A large trade is done, which is distributed chiefly through the Western States. Messrs. Elliott & Callahan are also general agents for Peasele's celebrated nels and reporters, of which a large supply is constantly kept on hand. Both members of the firm are thoroughgoing, clear-headed business men, and are highly esteemed for their strict integrity and sterling personal worth.

La Crosse Lumber Company.—La Crosse's progress, while not the result of any single branch of trade or commerce, has yet been sensibly helped on by the wonderful strides which the lumber trade has of late years made in our midst. The vast capital invested in this direction has been employed to great advantage, and has materially contributed to the solidity upon which the trade of the city has been built. Among La Crosse's most successful lumber mills is the La Crosse Lumber Company, whose offices and mills are located in North La Crosse. This firm have established a trade both large and of first-class character, and their rafts and train-loads of lumber are sent to every part of the country for building, flooring, saw-milling and commercial uses. Their mills are unique among the biggest in La Crosse, and among the best equipped in the country, being supplied with all the latest improved steam sawing and planing machinery, and employing the large staff of one hundred and fifty hands of long and tried experience. The sawing and planing lumber and pine in all its branches are here attended to, the house also manufacturing laths, shingles, etc. The mills cover a large area of ground, the power being derived from a 500-horse-power engine. The demand upon the mills is such that though they have a daily capacity of 300,000 feet or 25,000,000 feet per year, yet they are taxed to their utmost. The La Crosse Lumber Company have a wholesale yard in Louisiana, Missouri, where a general distributing business is done. The company is under the able management of Mr. F. A. Copeland, the president, who is a gentleman with a thorough knowledge of the lumbering trade, and one of La Crosse's great merchant capitalists.

Lovejoy Brother's & Company, Sash, Doors, Blinds, and Lumber, North La Crosse.—One of the leading and most enterprising firms of lumber merchants in this city is that of Messrs. Lovejoy Brothers & Company, on Rose Street, North Side. The wholesale lumber trade is one of the most vital importance to La Crosse, both as regards the manufacturing and building interests and the shipping trade centered here. No house is doing more to develop this branch of commerce than that of Lovejoy & Co., whose facilities and connections are unsurpassed. Their present extensive business was founded in 1885 by H. and F. Lovejoy, who continued the business until 1884, when Mr. N. S. Rice was admitted to the firm, and in the present year, Mr. J. E. Wheeler also became a member of the company. Their office is centrally located, while their yards are heavily stocked with lumber of all descriptions and for all purposes. In hard woods we might mention chestnut, cherry, oak, ash, etc., etc.; and in soft woods, white and red pine, cedar, white wood, etc., shingles, lath, etc. There can be obtained, cut to order through this enterprising house, ceiling, flooring, and wainscoting. They occupy six buildings, one three-story, 50x100; one two-story, 60x140, together with sheds, dry houses and office, the entire power for running their works being obtained from a 75-horse-power engine. Their business reached $50,000 in 1886, since which it has quadrupled.

The Exchange Bank, North La Crosse, Wis.—The Exchange Bank of North La Crosse occupies a first position among the private financial institutions of the State. Since its establishment, in 1884, it has been under the management of the same practical and competent men. They transact a regular banking business, receive deposits, buy and sell exchange on all parts of the world, and make collections on all points. The facilities of the bank for the prompt transacting of all business intrusted to it are second to none. First Mortgage Loans are negotiated on improved city property, for borrower and lender. The correspondents of the bank are the Metropolitan National Bank, Chicago; Chase Nat. Bank, New York; Merchants' Exchange Bank, Milwaukee, Wis. The offices of the bank are located at North La Crosse, and are neat and commodious, being fitted up with due regard to the business carried on. The firm are now erecting a fine two-story brick building of their own, on the corner of Rose and St. Cloud Streets, to which the banking business will be moved. In conjunction with the bank the Messrs. Magill Brothers conduct a Real Estate and Insurance business; also Steamship ticket agency. They have an office on the South Side, which is situated on the corner of Union and Third streets, for the conducting of this business. They do a large and increasing business, having on their list some of the most desirable real estate and farm lands in and around this city which they can dispose of to their patrons on suitable and easy terms. They write insurance on the principal Fire, Life, and Accident Insurance companies. The Magill Bros. are gentlemen of large and varied experience as financiers, and hold a high commercial rating among business men and citizens generally.
S. T. Smith & Son, Real Estate, Insurance, and Loan Agents, Rooms Nos. 209 and 211, McMillan Building.—La Crosse can boast of having some of the most prominent and influential insurance and real-estate agents in the country, who for reliability and integrity, coupled with prompt despatch of business, cannot be surpassed. Prominent among those may be mentioned the firm of S.T. Smith & Son, Rooms Nos. 209 and 211 McMillan Building. Mr. Smith, Jr., established himself in the real-estate business in 1853, and in 1887 he associated himself in partnership with his son. They are known as able authorities on the present and prospective values of real estate, their connections enabling them to place upon their books properties of the choicest description, which are exclusively intrusted to them; they also make investments and collections, as well as search titles, and do general conveyancing. In a word, everything appertaining to real estate will receive the utmost attention and careful management. This firm are also agents for the best and most reliable fire-insurance companies, whose business they have brought up to large proportions in this city. Both gentlemen have gained for themselves an enviable reputation as business men, being highly esteemed and honored in both social and commercial circles.

N. B. Holway, Lumber, Lath and Shingles. Mill and yard in Fifth Ward, next to railroad track.—Among the many enterprises that have contributed to make LaCrosse one of the leading mercantile centres of the West is the lumber business. In the year 1876 Mr. N. B. Holway established himself in business as a lumber, lath, shingle, etc., manufacturer. His office and mills are located at North LaCrosse adjoining the railroad track. The mills are large and cover upwards of ten acres of ground, with a large frontage on the Black River tract on to the Mississippi, and are fully equipped with all the latest improved machinery and modern labor-saving devices. The work is of the best quality, and the manufacturers, Union and their facilities for prompt and immediate shipment are unsurpassed, as the great water-way of the Mississippi provides them with a direct route to the South and the ocean, while the vast network of railroads in this place affords ample means for eastern distribution. The daily capacity of Mr. Holway's mills are 125,000 ft. or a yearly output of 20,000,000 feet. One hundred and twenty-five competent and experienced workmen are given constant employment at his mills, while a 250-horse-power steam-engine supplies the motive force. The productions of this mill are white pine, lumber, lath, shingles, etc. This house is one of the representative establishments in this line of manufacture, and being prompt and reliable in every respect, is a desirable and pleasant one with which to establish business relations.

J. J. Hogan, Wholesale Grocer, Nos. 111 and 113 North Front Street.—In a careful and accurate review of LaCrosse business interests, that of the wholesale grocery trade at once attracts prominent attention. For as regards the extent of the capital invested, extent and completeness of stock, and magnitude of trade, the leading houses in this line compare favorably with any in New York or Chicago. Representative among the number is the widely-known firm of J. J. Hogan of Nos. 111, 113 and 120 North Front Street. The extensive business conducted by him was founded in 1859, and has continued steadily enlarging, and by a progressive and honorable policy. The premises are of the dimensions of 60x100, and four stories in height. Within, everything is arranged to suit the requirements of his heavy trade, while the fittings and accommodations for display and storage of the stock are unrivalled. He is the leading jobber and wholesaler dealer in teas, coffees, and spices, being proprietor of the well-known LaCrosse Coffee and Spice Mills. This establishment was opened in conjunction with the wholesale grocery business in 1884, and is fitted with all the latest improvements for the roasting and grinding of coffee; also spices. He also manufactures baking powder, extracts cream of tartar and mustard, and does an exceedingly large business in these most necessary articles. His stock of groceries, teas, canned goods, etc., are of the finest, and it is safe to say, that retail grocers who consult their own interests would do well to deal with this firm.

Theo. Rodolf & Sons, General Insurance Agents, Southwest corner Main and Third Streets.—Prominent among the successful insurance firms in this city is that of Messrs. Theo. Rodolf & Sons, general insurance agents, whose offices are located in Rodolf's brick block, southwest corner Main and Third Streets, and to whom no firm engaged in this line of business in LaCrosse has been more fortunate in establishing and maintaining a high reputation, and to whom none enjoy a larger measure of success, well deserved. Established thirty-five years ago and conducted on sound business principles, its expansion is characterized by energy, ability and enterprise. It has not long before the firm of Messrs. Theo. Rodolf & Sons reached a front rank in their line. They represent, among other companies, the Fire Insurance Association Co., of Philadelphia; America Insurance Co., of Philadelphia; Girard Insurance Co., of Philadelphia; Westchester Insurance Co., of New York; Rochester German Insurance Co., of New York; National Insurance Co., of Hartford; British American Insurance Co., of Toronto, Canada; Amazon Insurance Co., of Cincinnati; Milwaukee Mechanics' Insurance Co., of Milwaukee; German Insurance Co., of Freeport; Norwich Union Insurance Co., of England; Anglo-Nevada Insurance Co., of California; Hibernia Insurance Co., of New Orleans; and the Sun Mutual of New Orleans; also the Etna Life Insurance Co., of Hartford, Connecticut, and the Metropolitan Insurance Co., of New York, for plate-glass insurance. The firm's members are men of unblemished character, of keen intelligence, and unswerving integrity, and are held in high esteem not only in business relations but in private life as well.
La Crosse Business College, J. L. Wallace, Proprietor.—The La Crosse Business College was established in 1868 and the many years of its history have been marked by wide-awake enterprise and sturdy growth. Its halls have been thronged with ambitious students, who have gone forth to their life-work commending it to relatives, friends and acquaintances, who have in turn secured for themselves within its walls a practical education. The business course embraces the English language, business arithmetic, practical penmanship, book-keeping by single and double entry, adapted to every variety of business; business practice requiring the making out and exchanging of all kinds of business papers, paying and receiving cash, keeping the accounts and writing the letters; lectures on political economy, commercial geography, commercial law, and business ethics. There are day sessions throughout the year, and night sessions throughout the winter season; and students are received at any time. The tuition fees are, day and evening sessions, life scholarship, $40. Terms for night sessions vary with the different branches taught.

The principal of the college, Prof. J. L. Wallace, an instructor of more than twenty-five years of successful experience, gives the institution his entire time and attention. A full corps of able, faithful, practical teachers is always employed to co-operate with the principal. Circulars and catalogues are furnished free by mail or at the college office, corner Third and Main Streets.

Harvey J. Peck, Conveyancer, Insurance Agent, No. 320 Main Street, upstairs.—Of the most conspicuous houses engaged in the insurance business in this city, that of Mr. Harvey J. Peck stands prominently forward. He established himself in business in 1865, and his office is located at No. 320 Main Street, upstairs. He represents the oldest and most reliable fire, life, and accident insurance companies in existence, namely: Fire insurance companies: Eina, Hartford; Phoenix, Hartford; Orient, Hartford; Underwriters' Agency, New York; Continental, New York; Liverpool, London and Globe, England; Lancashire, Bermondsey, Pennsylvania Insurance Co., Pennsylvania; St. Paul Fire and Marine; Hekla, Madison, Life: Connecticut Mutual Life, Travelers' Life and Accident, and Life Insurance companies; Connecticut Mutual Life, and Travelers' Life and Accident, so that in every branch of insurance Mr. Peck is prepared to compete with any agency in La Crosse, and rates are promptly and cheerfully given at all times. He understands the business thoroughly, and conducts all transactions intrusted to his care with accuracy and precision. He likewise makes and executes deeds and mortgages.

La Crosse Wallis Carriage Co., Limited, Manufacturers of Fine Carriages of all Kinds, corner Third and Badger Streets.—This business was founded in 1885, but had been in operation as the Wallis Carriage Co. since 1881. From the date of its foundation many improvements have been made in the business facilities to meet the demands of patrons. The work turned out includes all kinds of fine carriages and sleighs, which have a wide celebrity for strength, durability, and elegance. The company has made many beautiful single and double carriages for the residents of this and other States. The factory, at the corner of Third and Badger Streets, is a large structure, five stories in height, and covering an area of 40x140 feet. It contains every modern improvement and facility for doing the highest class of work. In the reservoir or warroom are shown many beautiful specimens of workmanship, including phaetons, park carriages, landaubs, buggies, and single and double sleighs. The business is extensive and covers the Western States. The officers of this company are as follows: A. H. Davis, President; G. R. Montague, Vice-President; J. A. Edwards, Secretary; S. S. Burton, Treasurer; F. P. Wallis, Superintendent. These gentlemen are well-known, enterprising business and financial men, and their reputation is too well known for further comment. The business is under the superintendence of Mr. P. P. Wallis, a gentleman of rare business ability, coupled with a thorough knowledge of the trade.

J. S. Medary, Manufacturer and Wholesale Dealer in Leather and Saddlery Hardware, Nos. 118, 120, and 122 Pearl Street.—The business of this house was established in the year 1866 by Davis, Medary & Hill, and continued by them until 1871, when Mr. Hill retired, and in February, 1886, Mr. Davis retired, leaving the business to Mr. J. S. Medary, whose premises are located at Nos. 118, 120, and 122 Pearl Street, being large and commodious, 75x125 feet, and three stories in height. The large and comprehensive stock comprises all kinds and styles of leather, boot and shoe findings, saddles, collars, saddlery hardware, etc., all of which articles are manufactured on the premises, under Mr. Medary's own supervision, he being a man of vast practical experience, and for long years connected and identified with the leather, etc., business. The superior excellence of the productions of the house have given it a wide popularity, and the annual business is very large. Goods are sold only at wholesale, positively none at retail, and the trade extends throughout the Western States. Mr. Medary is an agreeable gentleman, and under the management of Messrs. Palmer Brothers in the year 1880. The business of the house is taken of horses at livery, the furnishing of coaches and hacks for funerals, to which they give their personal attention. Carriages are furnished at all hours, day or night. In connection with the livery they do a large business in the sale and buying of fine horses. Their commodious and convenient quarters are situated at Nos. 124, 126, 128, and 130 Pearl Street, occupying a space of 84x120 feet, and is one of the largest livery stables in the State. Messrs. Palmer Brothers are both American born, and are numbered among the influential and prominent citizens of the city.