

IMPORTERS

Iron, Steel,

Cumberland Coal,

SPRINGS AND AXLES,

Anvils, Vices,

Bolts & Screws:

PERKINS & BURGESS

HORSE AND MULE SHOES,

Globe, Putnam and Star

HORSE NAILS.

AGENTS FOR THE

CRESSENT STEEL WORKS,

OTIS

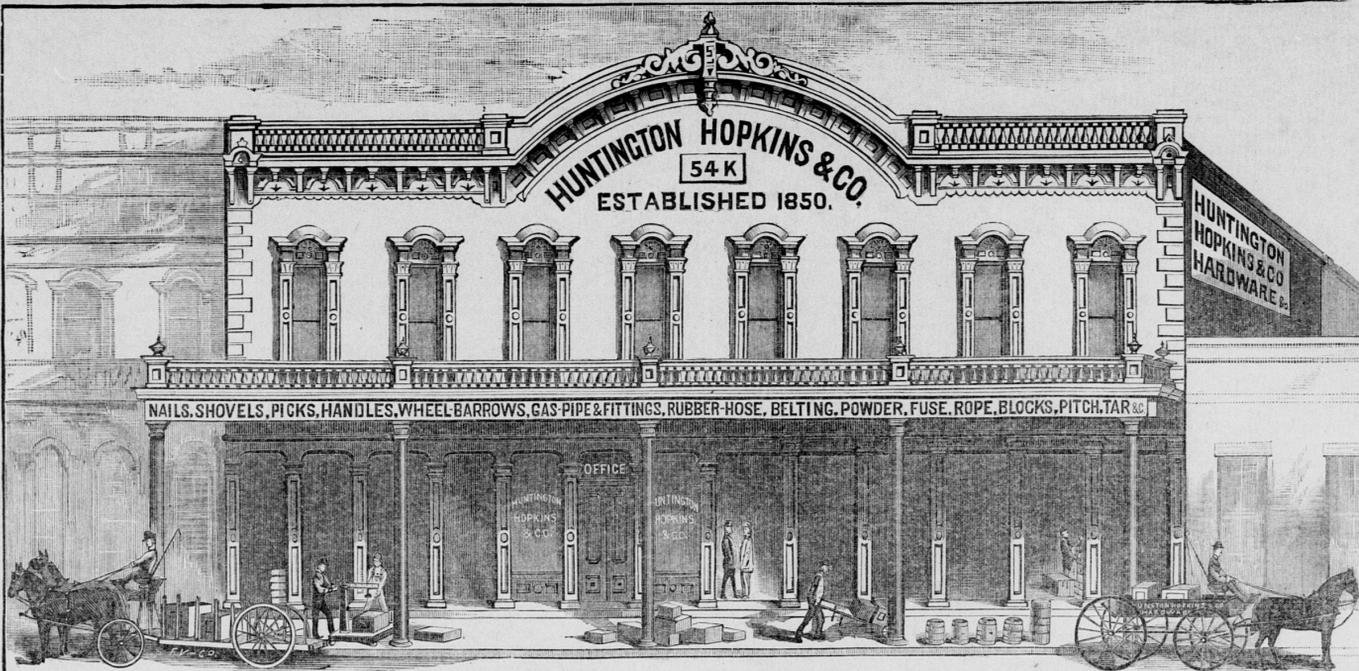
Iron and Steel Co.,

Union Horse Nail Co.,

BOSTON BLOWER CO.

THE HOLT

PORTABLE FORGE!



IMPORTERS

Hardware,

MILL,

MINING

RAILWAY SUPPLIES;

Wrought and Sheet Iron

PIPE AND FITTINGS,

MANILA AND SISAL ROPE,

GUNS,

FISHING TACKLE

SPORTING GOODS!

AGENTS FOR THE

RUSSELL WARD'S ENGRAVING MANUFACTURING COMPANY'S LOCK,

BOSTON BELTING COMPANY,

BRINKERHOFF'S

PATENT FENCING,

KELLY

STEEL BARBED WIRE,

Oriental and Hazard

POWDER COMPANIES.

H.H. AND CO. CUMBERLAND COAL

BALING AND BARBED WIRE NAILS AND HORSE SHOES

IRON BAR, BUNDLE AND PLATE NORWAY BAR, SHOE-SHAPES NAIL AND SPIKE ROD BLACK GALVANIZED SHEET IRON

HUNTINGTON, HOPKINS & CO. SPRINGS AND AXLES WROUGHT SHEET IRON PIPE.

STEEL BEST CAST DRILL TOOL, TAP AND PICK GERMAN MACHINE, PLOW, TOE TIRE, SPRING, BLISTER SHEET STEEL

BUSINESS REVIEW.

Continuation of Special Review of Leading Business Houses of Sacramento.

HUNTINGTON, HOPKINS & CO., Nos. 220, 222, 224 and 226 K street, between Second and Third.

The history of the firm of Huntington, Hopkins & Co., of Sacramento and San Francisco, forms a part of the historic record of California. We present this morning a front view of the sales and warehouses of the house in Sacramento, one being the K-street frontage of the principal building, and the other the L-street frontage of the iron and coal warehouses, which are immediately in the rear of the K-street building, and separated from it only by the alley of the block. A detailed description of the establishment would involve many columns of matter, but a brief sketch will indicate the magnitude of the business conducted and the capacity of the house to carry on as it does.

THE LARGEST HARDWARE BUSINESS

Upon the Pacific coast. The K street frontage is 80 feet, and the walls shown in the upper engraving are of recent construction, while much of the interior has been lately remodelled and better adapted to the growing trade of the house. These changes give a front as once massive and of business character, without any artificial extravagance. They also include a new story to the front section of the building. This section has three floors in the west 40 feet, extending to a depth of

ONE HUNDRED AND SIXTY FEET.

The east 40 feet is 80 feet in depth and embraces two floors, containing the offices and counting-rooms, which are largely and admirably adapted to the demands of the firm. Here, too, is a massive vault, which alone cost some \$10,000, and is burglar and fire-proof and fitted up with the most ingenious devices for the storage of the firm papers and the safe keeping and ready reference to of all correspondence, books, private papers of members of the firm, etc. In this section also are storage rooms for nails, shovels, rubber hose, all sizes and qualities, surplus stock of saddlery, strap and T hinges, gas pipe fittings, etc.

Beneath, on the basement floor, is storage

place also, where is packed in all the nicety of business order woolenware, trucks, blacksmith bellows, axle grease, blaking, shoe polish, boiler felt, ox bows, garden and railroad wheelbarrows, and crates of heavy coils.

In the west 40 feet of frontage is the sales and shelf warehouse. This is 100 feet deep, with a lofty ceiling, and lighted not only from the front, but by two large skylights above a court opening through the upper story. In this room is arranged all the light house hardware, bolts, ship chandlery, edged tools, locks, plated goods, chains, blacksmiths' goods, fine and heavy cutlery and house-furnishing hardware.

In the midst of this room is located the entry, receiving and stock clerks' office, which is a large structure, with glass sides above waistline, and all sides of which command a full view of this main saleroom.

IN THIS ROOM Are to be seen also some of the latest improved counters with prismatic sides, upon which are secured for display the unnumbered and priced samples of an endless variety of shelf goods.

Cut off by an arched brick wall there is beyond, and to the rear of this section, a storeroom 40 by 60 feet in size. Here are to be found on floor, shelf, terraces, and in racks and racks, great quantities of heavy hardware, gas fittings, brass goods, tools of all grades and classes commonly in use by builders, machinists, trimmers, carriage builders, and in nearly or quite all other trade vocations. Here also are to be found botting stock and rubber packing, blacksmiths' supplies, axes, springs, carriages, findings, in vast variety and supply; tackle blocks, differential pulleys, tacks and finishing nails, sledges, wedges, cartridges, shot, iron rivets, nuts and washers.

IN THE BASEMENT

Beneath the 40 by 100 section is the storage warehouses for heavy goods in cases, packages and bundles, ready for shipment, such as nails, spikes, and handles for all kinds of tools, manila and sisal rope, fuses, picks, pumps, manila, hardware and straw paper, horse and mule shoes. Upon the third floor are to be found lighter tools and handles, traps, agricultural hand tools, kitchen appliances and novel implements, light cordage, shears, house cutlery, wire cloth, axes, lanterns and globes, guns, sporting goods, scales, brass and copper wire, brushes, etc.

IN ALL THESE DEPARTMENTS

Every inch of space is utilized. There is no waste room whatever. So vast is the stock, and so varied, that the nearest and all possible devices have been availed to store it, in heavy elevated platforms, false floors, double counters and elaborate racks are to be seen on every hand. Even the ceiling space is brought into use, and from it hang suspended goods capable of being thus stored.

The alley of the block traverses it at the rear of the frontage thus described. The K-street front main floor is on the street level, while the alley declines by easy grade to the level of the basement floor. This proves a great convenience, as it will be seen a glance that goods can be through the medium of the elevators conveyed from any part of the establishment to the trucks in the alley, or lifted thereby to any desired position. As nearly all classes of goods dealt in in the heavier lines are kept in cases ready for quick shipment, the alley-way gives great facility for rapidly in lifting orders. On the south of this alley is the second lot of buildings occupied by the firm, and to which the passage-way named bears a like admirably convenient relation.

THIS SECOND GROUP

Of warehouses is known as the L street division. It is connected with the K street front by a neat bridge spanning the alley. In no brief space can the reporter describe this section, which embraces the iron and coal warehouses of the establishment. The section covers a space 100 by 100 feet, and includes two brick buildings, which occupy the whole area. The first of these buildings, upon the east, is fitted up with racks of novel and latest pattern for the storage of iron, and along their fronts run railway tracks mounted with care having tops revolving upon swivel joints. The racks mainly stand at an acute angle to the tracks, so that long iron rods and bars can be discharged from the racks to the cars, or vice versa, with ease and in less space than if otherwise situated. Here, too, are upright racks and along the walls, are stored vast quantities of iron and pipes, in bundles bearing the manufacturer's guarantee metal tag as to quality and measurement, so that the goods can be found almost on instant order. Here can be found vast quantities of black, sheet and galvanized iron of all the thicknesses and sizes known to the trade; also gas, water and steam pipes in like variety, wrought iron, lap-welded, etc. The racks show Norway shoe-shaped and Swedish bar iron, Norway round, square and oval iron; frog and blister steel, round machinery steel, planer and drill steel; lay, tool and cast steel; heavy flat and square tool steel; refined iron, steel and bar iron, punched strap (or track) iron, band, hoop, oval, half oval and half-round iron, etc.

The west 40 by 100 feet of this section is the coal house. From the L-street level an incline descends into the center of the building and to the alley level. Thus teams can drive in from either grade and out at the other, affording every facility for the receipt and discharge of stock. On either side of the drive way, incline are the coal bunkers, above which is stored oak coal. While an immense supply of coal is kept thus stored, it represents only a part of the stock of the firm, as coal is constantly shipped to the

terminals of the firm direct from car and barge, which never passes through the warehouse at all. In these warehouses are stored other goods, such as buggy, wagon and carriage springs, light and heavy tires and galvanized, painted and barbed fence wire in variety. Nails, spikes, wire and other heavy goods also find storage here.

Just outside the city limits the firm has a safe magazine for the storing of the product of the Oriental powder mills, and also of the Hazard Powder Company, of which powders, with fuse and like supplies, the house carries a large stock, besides a large variety of pistols, guns, sportsmen's goods, and other supplies, twine and cordage, from a silk line to a hawser-cable, blocks, pulleys, tackle, etc.

THE EMPLOYEES

Of the firm number 33, who are actively and constantly engaged about the buildings described in Sacramento. The San Francisco house has spacious storerooms on Market street, at its junction with High, where also a heavy stock of goods is carried. The facilities of the firm for doing business are obvious, and may be briefly summed up as follows: 1. The firm has business relations with the leading manufacturers and producers of goods in its line throughout the world. 2. It conducts business in a city where local expenses are far less than in the metropolis. It has not great fortunes locked up in "fixed capital," but its capital is mainly in the goods and business, and not in houses and lands which yield no returns. 3. It carries the most extensive stock of any one firm on the coast. It has an old and long established business, and the centrality of the location of Sacramento enables it to receive goods on the best of terms and ship with greater ease and rapidity than is possible at other points. 4. The economy with which business may be carried on here; the lowliness of rentals; the extensive ground room available by all prominent business concerns; the many lines of rail transportation east, west, north and south; and by river; the ease with which goods may be here handled and stored; the fact that goods may be shipped to fully half the State several days in advance of shipments from the bay; that Sacramento is nearer and more convenient to all the trans-mountain sections; all these things are advantages which accrue to the business house under consideration. Many others may be cited, but they will suggest themselves to all thoughtful minds.

HISTORY.

The firm of Huntington, Hopkins & Co., as now constituted, consists of C. P. Huntington, Albert Gallatin, W. R. S. Foye and Charles Miller. The first-named has his residence at the East, the next two manage the Sacramento house, and the last-named the San Francisco house.

C. P. Huntington is a native of Hawtinton, Conn., where he was born October 22, 1821. He was early taught the necessity of hard labor, and by force of circumstance was made self-reliant. He early removed to Oswego county, New York. He entered upon business life before he reached his majority. He was possessed of great caution, indomitable perseverance and unflinching patience, and had a natural love for commercial pursuits. He came to California in 1849, in the old ship Humboldt, and very soon located at Sacramento, forming a partnership with Mr. Hammond. His brother-in-law and Mr. Schultz, and they conducted first a general variety and soon after a hardware business at what was then 34 K street. In 1852 Hammond and Schultz retired. In the spring of 1853 E. A. Moseley and Henry Merwin united with Mr. Huntington in the hardware business. By limitation the partnership expired in two years, and Mason and Merwin retiring went into business on J street, between Third and Fourth streets. Immediately Mark Hopkins formed a partnership, under the name of Huntington & Hopkins, and the business was continued at what was then 54 K street, a place yet popularly known by that number, and which is still retained. Mr. Huntington earned his first dollar when about 41 years of age working on the wood-pile of a neighbor. From that time on he

MADE HIS OWN LIVING.

When he became a merchant he was early and like at his store and always ready for hard labor. It is said that Huntington and Hopkins, when in the infancy of their business, were remonstrated to practice the most rigid economy, and it is believed that at no time did they ever speculate in mining stocks or carry upon their books this necessitating forced collections. They were not only diligent in business, but far seeing and cautious, and at the outset agreed and resolved that they would obtain business success and achieve wealth only through legitimate business methods. The firm soon had a liberal credit, and its name early became the best guarantee for promises to pay. The business grew slowly but surely; its gains were real, its expansion genuine, and at no time did the house take a step backward.

These men drew about them, as associates, men of like business principles and political faith. They came of Free Soil stock, and in 1856 cast their political fortunes with the Republican party. Their place of business was not infrequently a council-room for the leaders in the young party. These meetings brought together Hopkins, Stanford, Huntington, Judah, Miller, the Crocker brothers, and others. The desire of the people of the Pacific coast for a transcontinental railway was a frequent topic of conversation, and led in the end to a resolution being arrived at by

these men to enter upon the work of building the Central Pacific Railway. Once resolved upon, it determined by the far-seeing financial ability of Huntington, the cautious judgment of Hopkins, the executive ability of Stanford, the business conclusions of the Crocker and Miller, and the technical knowledge of Judah, and supported by a few kindred spirits, they began the great work in the face of what, to ordinary men, would have been accepted as insurmountable obstacles. This new work soon absorbed their attention, demanded the presence of Mr. Huntington in the East, and called for others to take charge of the growing hardware business of Huntington & Hopkins.

The business of Huntington & Hopkins grew steadily and expanded until the house became the leading one of the interior. In 1868 young men were admitted to the firm, and the house made a long stride ahead and expanded its business with great rapidity. In 1872 the firm opened a large establishment in San Francisco, made new additions to the Sacramento buildings, and in 1870 has again enlarged and improved its storerooms as described, and in keeping with the advance of its business.

MARK HOPKINS

Was born in Jefferson county, N. Y., September 1, 1813, and received a sound business training. He early manifested a love for business life, and proved sagacious, far-seeing and economical in his business practices. He served in his father's store and in other commercial houses. For a time he read law, but his business inclinations soon drew him back to commercial walks.

While engaged in the business house of James Rawlin, New York city, the discovery of gold in California was made. He and E. H. Miller, Jr., with twenty-four others, formed the New England Mining and Trading Company and sailed for California on the ship Pacific, January 23, 1849, which arrived in San Francisco August 5th of that year. The company disbanded, its venture not proving satisfactory. Mr. Hopkins ascended the Sacramento river to Lassen's Rancho, searching for mines, but returned by land, reaching Sacramento November, 1849. He then began to drive an ox team to the mountains, freighting on his own account. He opened a store near Placerville soon after. In February, 1850, he sold out, walked into Sacramento, and entered with his full capital into partnership with E. H. Miller, Jr., in the grocery trade. A fine business was soon built up, and the firm accumulated property and established its credit on a sound basis. It built the brick store on K street now occupied by Casey & Cronin. Its property was burned by the great fire of November 2, 1851, but soon rebuilt. The flood of 1853 was another blow to the firm, but indomitable perseverance soon restored it. In 1854 the firm amicably dissolved, dividing the realty and

personality equally. Mr. Hopkins went East on a visit in the fall of 1850, and again in the spring of 1854. His return from the grocery business was had with the plan in view of JOINING HANDS With Mr. Huntington, which he did in 1855, at 54 K street. In the same block was the business house of Stanford Brothers, and also that of E. H. Miller, Jr., while further uptown was the store of Charles Crocker. Out of these three houses came the men Stanford, Huntington, Crocker and Miller, who mainly formed the partnership out of which grew the great accomplishment already referred to—the transcontinental railway—and in which company Mr. Hopkins occupied so prominent a position, and where his counsel and cool judgment were a great power and commanded the respect of all his associates. Mr. Hopkins died March 29, 1878, at Yuma, A. T., and was entombed at San Francisco a few days later. His remains now repose in the family tomb in Sacramento.

THE JOURNALISTS

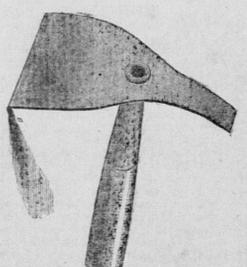
Albert Gallatin is a native of Swartz, New York. He came to California in 1850. June, 1861, he entered the house of Huntington & Hopkins as partner. He rose to be a salesman, and in March, 1864, with George P. Howe, entered into business for himself at Dayton, Nevada. In January, 1867, he sold out to Mr. Howe, and again took a place with Huntington & Hopkins as a salesman, January 1, 1868, he and others became members of the firm, which then changed its name to Huntington, Hopkins & Co.

W. R. S. Foye is a native of Wisconsin, Maine, and received his business training and education in Boston. He struck out for new fields in 1850, and came to California. Early in 1857 he became a salesman with Huntington & Hopkins, Sacramento, and January 1, 1868, was admitted to the firm.

Charles Miller is a native of Green county, N. Y. He came to California in 1856, and at once located in Sacramento, finding employment with E. H. Miller, Jr., & Co. as bookkeeper, where he remained until 1859, when he found like employment with Huntington, Hopkins & Co. He kept the place until 1862, when he became chief bookkeeper for Hooker & Co., and subsequently was admitted to that firm. In 1868 Huntington & Hopkins bought out Hooker & Co., and consolidated the business with their own, and Mr. Miller was admitted January 1st of that year to the firm.

H. H. Stanton, of Connecticut, was a bookkeeper with Huntington & Hopkins in 1862, and January 1, 1868, was admitted to the firm. He retired January 1, 1877, and has since resided in San Francisco. This briefly is given a sketch of a Sacramento firm, the history of which is inseparable woven with the history of the State of California, and the era of her greatest developments.

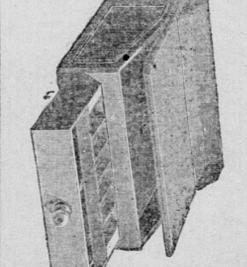
Agricultural Tools.



HOES AND RAKES, HAY, BARLEY HEADER & MANURE FORKS!

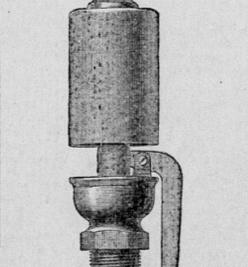
Hay Knives, GRASS HOOKS, SCYTHES, ETC.

MONEY DRAWERS



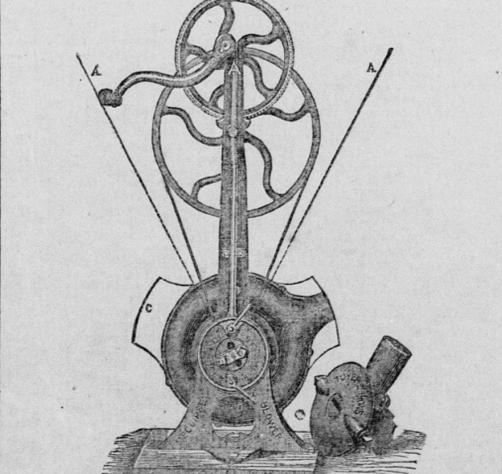
THE ONLY RELIABLE Combination SAFETY MONEY DRAWER, HAVING THE ALPHABET KNOB Ringing Alarm!

BRASS GOODS!



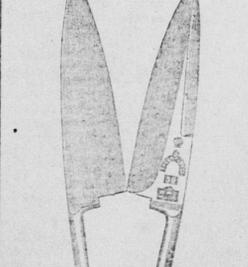
A Full Line WATER, STEAM GAS! IRON VALVES SERVICE COOKS, WHITE METAL AND BRASS LAWN SPRINKLERS.

Eclipse Fan Blowers



This FAN has been put to the most severe tests on very heavy as well as light work, and has always proved itself to be what has long been wanted by the Mechanic. We have several testimonials from parties in this State who have used them with the best results.

Sheep Shears



WE ARE AGENTS FOR WARD & PAYNE'S Celebrated Make of these Goods. ALSO, CARRY A STOCK OF ROBERT SORBY & SONS.

STEEL Barb Wire!



BOTH WIRE AND BARBS MADE OF STEEL. Rust-proof and Fire-proof! Weight, One Pound to the Rod. RETAIL PRICES: Mineral Paints, etc., 11 cents per pound Galvanized, etc., 12 cents per pound. Price to Jobbers on Application.