

## HARRISBURG GROWS AS TRADING CENTER

From Time of Harris It Has Been Important Distributing Place

From the day that shrewd old John Harris, the trader, fixed upon the site of what is now Harrisburg as the center of his business operations, this city has been a distributing point for the country roundabouts, its sphere of influence widening with the development of transportation facilities. The year 1914 will witness a remarkable growth in this particular phase of Harrisburg's varied industries. We have gone far along this line, yet, if indications are realized, we have but begun. The years to come are destined to see Harrisburg as one of the most important freight distributing centers in the United States. It is rapidly moving in that direction now. The year 1914 finds firms of national and international reputation—some of them the largest of their kind in the world—with branches in Harrisburg for the shipment of their goods to points reached by local railroad connections. The number is growing every year until, it is predicted by mercantile experts, the day will come when Harrisburg's jobbing and distributing warehouses will form a bigger asset to the city than its manufacturing.

Harrisburg is the center of railroads radiating to the four points of the compass, not to mention a few side lines. The railroad map makes Harrisburg look like the hub of a great wheel.

There are, running into or through Harrisburg, the following railroads: The Pennsylvania—East to Philadelphia and New York and west to Pittsburgh, Chicago and St. Louis. The Northern Central—South to Baltimore and north to numerous points. The Philadelphia and Erie—North to Erie and other points. The Cumberland Valley—South to Hagerstown. The Susquehanna and Schuylkill—North to Auburn.

The Philadelphia, Harrisburg and Pittsburgh and the Gettysburg and Harrisburg—South to Gettysburg, Shippensburg and other points, branches of the Reading operating under the Harrisburg division.

The Reading from Harrisburg to Philadelphia and New York. Then, too, there is the manufacturers' railroad, a local line built to accommodate certain large shippers and manufacturers in East Harrisburg.

These roads all form junctions here and the result has been that this city's prominence as a reshipping point is steadily increasing. Warehouses have gone up by the dozen and the railroads have greatly extended their yardage here. When the Harrisburg yards of the Reading became overcrowded the large classification yards at Rutherford were built, with accommodations for handling something like 10,000 cars a day, although that maximum has not yet been reached. However, 6,000 cars form no extraordinary day's business there. The Reading has, in addition, greatly extended its local yardage and has large, modern warehouses in Market street.

When the Pennsylvania Railroad Company found its Harrisburg classification yards unequal to the task of handling the vast volume of freight

centering here, it was found necessary to construct the great yards at Enola, where \$8,000,000 was spent in ripping away hills, filling up great ravines and building the town that is now the thriving little railroad community of Enola—one of Harrisburg's most prosperous and thriving suburbs. The Enola yards have been supplied by the Marysville yards, a few miles north, and Harrisburg has been relieved of handling high class freight in order that room may be made for the immense amount of reshipping that is now necessary at this point. The Enola yards are the largest of their kind in the world.

To take care of the vast reshipping business, buildings and sheds over three-quarters of a mile in extent have been built between Maclay and Division streets and hundreds of men are employed there daily. Many of these were brought here from West Philadelphia, where a reshipping station was abandoned because Harrisburg was regarded as a better distributing town.

In a short time contract will be let for the erection of big freight warehouses and new freight yards in South Harrisburg, to take the place of the old over-crowded warehouses there. Whole blocks of houses and city streets will be blotted out to make room for these improvements. It is believed that these additional facilities for the rapid handling of freight will do much to transform the lower end of the city into a great wholesale and jobbing district.

The Cumberland Valley Railroad is adding its share to the general improvements by preparing to rebuild and double-track the Cumberland Valley bridge. This will give it easy access to its large and rapid growing freight yards at Lemoyne and to its recently enlarged freight transfer sheds at White Hill, just across the Susquehanna.

The firms that now use Harrisburg as a distributing point are:

American Carbolic Company, cal. carbide; American Harrow Company, Detroit, Mich.; manure spreaders, disc harrows; American Seeding Company, Springfield, Ohio, cultivators, grain drills, corn planters; Bauer Bros. Co., Springfield, Ohio, feed mills; Bowers, S. F. Company, Port Wayne, Pa.; Brooks Drug Company, Battle Creek, Mich.; Burdock blood tonic; Bucher and Gibbs Electric Company, Canton, Ohio, hand rollers, harrow plows; Case, J. I. Manufacturing Company, road machines; Carbondale Calcium Company, Carbondale, Pa., cal. chloride; Conkey, the G. E. and Company, Cleveland, Ohio, poultry remedies; Continental Sugar Company, Cleveland, Ohio; De Laval Separator Company, Poughkeepsie, N. Y.; Emerson Brantingham Implement Company; Felt and Company, Philadelphia, Pa., soap.

Ferry, D. M. Company, Detroit, Mich.; Ford, J. B. Company, Wyandotte, Mich.; washing soda; Gale Manufacturing Company, Akron, Mich.; Great Western Sugar Company, Denver, Col.; Huber Manufacturing Company, road machines; International Harvester Company, Iam; Johnston Harvester Company,

# Pure, Clean, Rich Milk

For Your Sake---The Children's Sake  
---The Milk You Buy Must Be Pure



EVERY step from milking to bottling is guarded by science by cleanliness — by care. This is vital to you and your family.

FRESH daily from the farms and untouched by hands from the milking to your table, our milk is pasteurized by the most scientific process at our own clean and modern dairy plant that is equipped with the most approved machinery. Veterinarians are constantly inspecting the various herds of cattle from which we get our supply, and inquiries at the Health Department will confirm the assertion that our bacteria tests are always among the lowest. The bottles are cleansed and sterilized in four separate solutions and every precaution is taken so that rich milk comes to you properly pasteurized and pure. Rich in butter fat and cream. Our milk is tested for high food value as well as for purity.

A trial order will convince you that the Pennsylvania Milk Products Co. milk and cream has no superior.

## CERTIFIED MILK

Our Certified Milk is O.K'd by the Milk Commission of the Harrisburg Academy of Medicine. The Cap on the bottle is as good as an insurance policy for safety. No trace of impurity of any sort can be in the bottle that carries this cap. Finest Jerseys and Holsteins carefully inspected every few days. Milking done with clean hands by uniformed employes garbed in washable attire; bottled, sealed, stamped and iced immediately after milking and then it comes to you direct.

BEST FOR YOUR CHILD

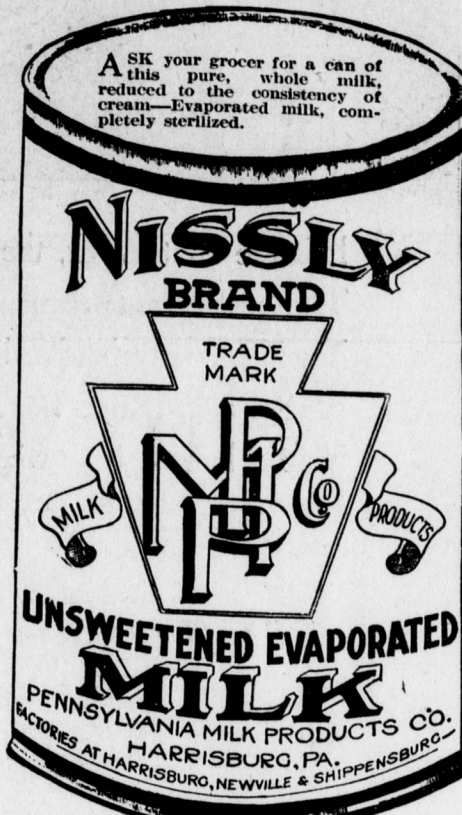
Deliveries to all Parts of City and Suburbs.

## Pennsylvania Milk Products Co.

2112 Atlas Ave., Harrisburg, Pa.

MARTIN R. NISSLY, General Manager

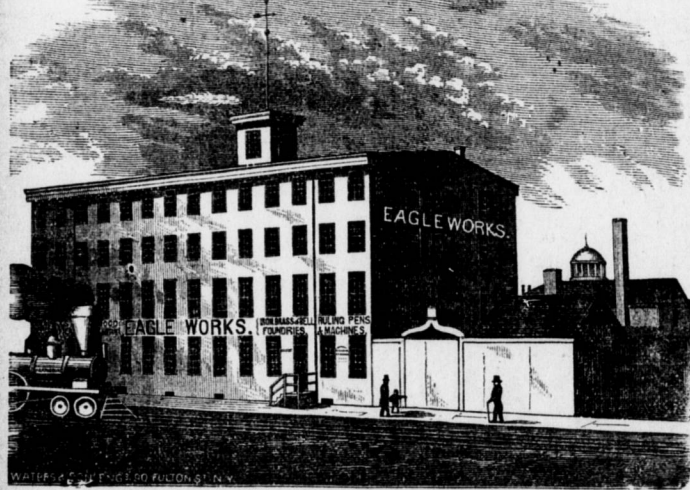
Bell Telephone 27



## The W. O. Hickok Mfg. Co.

HARRISBURG, PA.

ESTABLISHED 1844. INCORPORATED 1886.



VIEW OF THE WORKS OF THE W. O. HICKOK MFG. CO. TAKEN AT THE TIME OF THE CIVIL WAR.

The W. O. Hickok Mfg. Company was established by Mr. W. O. Hickok in 1844, and was known as the Eagle Works until 1886, at which time the business was incorporated. From the very first, book binders machinery, paper ruling machines and ruling pens were manufactured. From supplying the requirements of the trade for this class of machinery, within a radius of a few hundred miles from Harrisburg, the business has grown until there is no civilized country of the world in which book binders and paper rulers are not familiar with Hickok machinery. This firm has equipped sixteen Government Printing Offices, in different parts of the world, with its machines. The reason for this success is that no machinery is ever sent out of the Hickok works that is not made of the finest material obtainable and best workmanship. Every piece of machinery is thoroughly guaranteed in every particular, and by this means the W. O. Hickok Manufacturing Company has now a reputation for honesty and fair dealing that is second to none. Their plant is equipped with the most labor saving machines and appliances, including automatic screw cutting machinery, gear cutting machinery, automatic turret lathes, etc., etc. They are equipped to do any class of machine work, and their foundries turn out only the best grade of iron, brass, bronze and aluminum castings. Their blacksmith shop is equipped to make forgings accurately to size and to do all classes of bending. The wood department is equipped with the latest wood working machinery, and has its employ cabinet makers who do the finest wood work. The lumber yards are extensive, and all lumber is thoroughly air dried for three or four years, and then kiln dried before using, which insures the work from ever warping or splitting. In the paint and finishing department only the best materials are used. They do all classes of painting, varnishing and finishing. They will be pleased to give estimates on work, as follows:

MACHINE WORK IN ALL ITS BRANCHES.  
BLACKSMITHING AND FORGING.  
CABINET, WOOD WORKING AND TURNING.  
PATTERNMAKING.  
IRON, BRASS, BRONZE AND ALUMINUM CASTINGS.

## The W. O. Hickok Mfg. Co.

HARRISBURG, PA.

## 1914 WILL SEE NEW STEEL MILLS

Harrisburg's Future in This Line of Manufacture Is Assured

When Pittsburgh was just commencing to attract the attention of the republic's early capitalists because of its singularly fortunate location at the confluence of great rivers and before Cleveland and Chicago were more than trading posts Harrisburg was the great forwarding point for the iron of eastern Pennsylvania. Iron was brought here from the furnaces whose fires lighted the skies of the Cumberland, Lebanon and lower Susquehanna valleys and was packed from warehouses in Market Square to the towns in western Pennsylvania which note given the Keystone State its pre-eminence in iron and steel. The advantages of transportation routes, steady labor and proximity of raw material have never been lost by Harrisburg and its ironmaking and fabricating industries and those of its busy daughter, Steelton, have become noted the world over.

The furnaces and mills of the Harrisburg district have felt depressions along with other communities which depend largely upon the basic industry of commerce, but the fact that they have expanded is proof positive of good location. Harrisburg and its environs have a singular diversity of iron and steel products and the fact that the community is one of the great points of origin of freight for railroads shows their value. Steelton turns ore, coke and limestone into rails and bridges, makes steel for needles and pins and rolls up a payroll that carries far from 9,000 names. The great plant, which was among the pioneers in Bessemer steel, still makes steel by that picturesque process, although these operations were permitted to be erected and space is about to be cleared for additional departments which will add to the variety of products and help maintain families of thirty workmen.

One day after some aeronauts had sailed over the city they were asked on their return how they identified Harrisburg, whether the Capitol building or the structures along the river

bank gave a hint as to the place. The man in charge answered: "By its miles of smoke." The smoke of industry extends over four miles, from the northern gate of Harrisburg, where they make tin, to the lower end of Steelton, where they make coke. In between there are tin mills, great railroad shops, pipe mills, water wheel factories, machinery and engine works, nail factories, plate mills, blast furnaces, open hearth furnaces, Bessemer steel mills, rail, bloom, slab, billet and numerous other mills culminating in a bridge shop a quarter of a mile long with miles of railroad line and siding and hundreds of locomotives.

The mere enumeration of the iron and steel industries of this community is sufficient to attest to its great importance in the State's industrial fabric and so vital are its products to business that no matter how great has been the depression in fifty years the smoke of Harrisburg has risen by day to tell of its activities while the fire had flashed by night their message of a live community.

Orders just placed by the big concerns of the city for raw material indicate that there will be a continuation of work this year, while a healthy tone of business is reported by the smaller plants. Gigantic investments are being made in Steelton by the Pennsylvania Steel Company, which is about to remove dwellings to make room for mills, and the excellence of the products of other plants insures not their permanence, alone but their growth.

Harrisburg lies in a district which furnishes the essentials of iron making. In years gone by it secured from a radius of less than thirty miles the three materials required, and, although remarkable transportation facilities have enabled it to obtain them cheaper elsewhere, the supply close at hand is practically unlimited, and science will doubtless enable the industries of the city to once more draw upon its home supplies as is being done by other industrial communities.

## THIS IS THE YEAR POLES COME DOWN

The year 1914 will go down in the history of Harrisburg as "the year the poles came down." As the result of an agreement entered into by the city and the two old electric light companies, whereby these corporations were permitted to merge and operate as one, all wires in the business district of the city are to be put under ground. The work of removing the poles began early in the year along Market street and has moved so rapidly that there are at this time only a comparatively few poles and lines left in the heart of the city. All of the wires have been put into underground conduits laid for the purpose.

The city officials will keep on the trail of those companies that have not carried out the new order to the full limit and before the close of 1914 every pole that mars the beauty of the downtown streets will have been removed. Market street is a much more presentable thoroughfare since the great, gaunt trunks of the dead

trees that bore the myriad of wires have been removed. But beauty is not the only advantage from the change. The companies will find their expenses for upkeep greatly reduced by the change and the danger from falling wires, crossed circuits in case of fires and dangers to firemen have been eliminated.

The work done has been valuable, but it is merely the start. It is predicted that the time will come, and that at no distant date, when not a single pole will mar the beauty of Harrisburg's thoroughfares. Even the trolley poles will go and cars will be operated from storage batteries within. In some few instances elsewhere this is already being accomplished.

The arc light pole is also giving way all over the city to the ornamental lighting standard. The merger agreement made it compulsory on the part of the company to replace the old arcs in the heart of the city with these cluster lights.

Batavia, N. Y., flamm; Kellogg Toasted Corn Flake Company, Philadelphia, Pa.; Kingan Provision Company; Leggett and Company, Francis H., New York city, canned goods; Myer, F. E. and Brothers, Ashland, Ohio, pumps, hay tools, etc.; National Biscuit Company; New Idea Spreader Company, manure spreader machinery; New York Moline Company, Poughkeepsie, N. Y., harvesting machinery; Ohio Rake Company, Dayton, Ohio, flamm; Oliver Chilled Plow Works, South Bend, Ind. One Minute Washer Company, Sandusky, Ohio, washing machines; Philadelphia, Pa.; Postum Cereal Company, Battle Creek, Mich.; Rumley Products Company, agricultural machinery; Schwarzchild and Sulzberger Company; Sears, Roebuck and Company, Chicago, Ill.; Swift and Company, Chicago, Ill.; Talcott, James, New York city, underwear; Union Carbide Sales Company, Niagara Falls, N. Y., union car; Wood, Walter A. Mowing and Reaping Machine Company, Hooisic Falls, N. Y.; Union Match Company, Pittsburgh, Pa.; Edgar, W. H. & Son, Detroit, Mich.; Howell, B. H. & Son Co., New York city; Frick Company, Waynesboro, Pa. O. M. Thrumm Tangle Foot Company, New York, fly paper; Diamond Match Company, New York, matches; Thomas Manufacturing Company, Springfield, Ohio, flamm; E. F. Kurtz, Philadelphia, Pa., refrigerators; Porter Screen Company, Burlington, Vt., screens; Philadelphia Screen Company, Philadelphia, Pa., screens; Ligouier Carriage Company, Ligonier, Ind., vehicles; Phoenix Packing Company, San Francisco, dried fruit; Castle Bros., San Francisco, dried fruit; Rosenberg Bros. Company, San Francisco, dried fruit; H. E. Loosce, San Jose, Cal., dried fruit; National Starch Company, New York, starch; Quaker Oats Company, Akron, Ohio, cereals; Snider Preserving Company, Cincinnati, Ohio, preserves; H. J. Heinz Company, Pittsburgh, Pa., fifty-seven varieties; Lutz & Schramm Co., Pittsburgh, Pa., fifty-seven varieties. Among the firms using Harrisburg as a distributing center thirty-four distribute in Eastern and Central Pennsylvania; twenty-five distribute in this and one other State; nineteen, in this and three other States; seventeen, in this and five other States; eleven, in this and six other States; seven, in this and seven other States; five, in this and eight other States; five, in this and nine other States; three, in this and eleven other States; two, in this and twelve other States; one, in this and fourteen other States. These do not include firms having representatives here but distributing from the home plant or any of the local jobbers or wholesalers.

### One of City's Needs

One of the needs of Harrisburg is a large auditorium. A number of local capitalists are at present discussing the promotion of such an enterprise. The project has been under consideration for years, but has never gotten very far.

### To Improve River

The year 1914 will be marked by a resumption of the work of removing rocks from the river that are a bar to safe navigation of canoes and motorboats. The work is being supported by popular subscription. More funds are needed.

### Only Elk Monument

Harrisburg has the only Elk monument of its kind in the country. It is to the memory of the late Meade D. Detweiler, grand exalted ruler of the order, and is located in Reservoir Park. Also it is the only monument on the park system.

## Buying For the FUTURE

IF YOU WERE BUILDING AN ENGINE FOR YOURSELF you would put into it the very best work you were capable of and use the very best materials procurable, wouldn't you? You would do all this because you were building your engine, not for to-day only, nor for to-morrow, but for many to-morrows. Were you to dissect a Fleming-Harrisburg Engine—critically examine each part—you would find we have done precisely that same thing. We have built for QUALITY. That's the keynote in our shops. We have never been able to reconcile QUALITY and low price, they simply will not mix.

The Fleming-Harrisburg Engine has been developed to the highest point of excellence to suit the exacting needs of present day speeds, efficiency and economy.

We give you in the FLEMING-HARRISBURG Engine LONG LIFE, ADAPTABILITY, GREATEST POSSIBLE STEAM ECONOMY. Our Bulletins give an exact and concise description of the various types of engines we build—Single and Corliss Valve, Simple and Compound.

## HARRISBURG FOUNDRY & MACHINE WORKS

Harrisburg, Penna.