



James Reep

framework is of structural steel, the space between the floor beams is filled with concrete and cement, and all the fixtures are made of iron and steel, making it an absolutely fireproof building. A light, cheerful interior is secured by windows on the four sides, those in front being plate glass. It is heated by steam, lighted by electricity, and supplied with modern ventilators. The stalls which are upon the second floor, are partitioned off by pipe-iron gratings. A bath-room and a hospital are provided for the horses; the harness is conveyed to the harness room by an overhead carrier; the horses cleaned by electrical appliances, and food and water supplied by automatic mechanism. It is said that the horses actually exhibit a sense of pride in their elaborate home.

Another special feature is the care the company exercises in shipping its goods. They operate a refrigerator car line to obviate any inconvenience in shipping arising from extremes of heat or cold. The raw stock is transferred from the salting houses and storage rooms in specially designed tank cars. Similar cars are used for shipping cider and vinegar. The North Side factories have ample shipping facilities, being connected by four sidings with the Pennsylvania Railroad system, the Baltimore and Ohio Railroad and Pittsburg and Western Railroad. The exhibits of this firm at various international and food expositions have been conspicuous and noteworthy. In 1889 they received at Paris the gold medal, it being the first medal ever awarded an American pickler in Europe. Medals were also received at Antwerp, and at the World's Fair in 1893 they received three medals and awards on eighteen articles of their production. One medal was received for the uniqueness of the entire display as a special feature of the Fair. Altogether thirty-two highest medals have been awarded to them. At present the firm consists of the following named gentlemen: H. J. Heinz and Frederick Heinz, who were members of the firm at the reorganization in 1875; G. H. Prager, who became a member in 1880, and Sebastian Mueller, H. F. Dunham and W. H. Robinson, who were admitted in June, 1891. The business is very thoroughly organized, and great efficiency is thereby attained. Mr. Fred Heinz has charge of the farms; Mr. Prager directs the extensive correspondence of the firm; Mr. Mueller is the very efficient head of the manufacturing department; Mr. Dunham has charge of the salting houses and the growing of vegetables under contracts, and Mr. Robinson has the management of the finances and the details of office work, while Mr. H. J. Heinz exercises a general supervision.

Captain James Rees (deceased). In searching for material from which to prepare a sketch of the life of this notable pioneer, we fortunately found a copy of "American Working People," published in 1872. The editor had been an intimate friend and fellow-workman of Captain Rees for years, so, as we may positively conclude that the matter is true and just, we take the liberty of quoting freely from it. "In 1827 a family of Welsh immigrants, consisting of father, mother and nine children, arrived in America from their native land. James Rees was then in his seventh year, having been born December 25, 1821. They settled in a small town near Wheeling, Virginia, where the father died within a week. James soon after went to work to learn the trade of shoemaking, but left this to work on a farm. The family, however, removed to Pittsburg, and it was there the subject of our sketch conceived the importance of making himself useful in the world. The busy workers developed within him thoughts and hopes which he thought for a while vainly to realize. His first effort was in the coal mines of Samuel Roberts, where he was employed to push cars out of the pit. Six months' work there gave him more muscle and more ambition, and next he found employment in Bakewell's glasshouse, where Colonel William Phillips was foreman. They worked together six months, and there formed those habits of industry, and gathered together their first dollars, which were the basis of their

present wealth and popularity. One dollar and a half per week was his pay then, and it was placed in his mother's hands every Saturday night, with the pride of a young mechanic. But his natural inclination led him to mechanical work, and he obtained employment in the machine shops of Smith & Irwin, where he worked for fifteen months for \$3 per week. Here among steamboat engines, the latent faculty within him developed rapidly, and he acquired, as if by magic, a practical knowledge and a scientific conception of the operation of steam in connection with machinery. He never stopped to think of long or short hours or high or low wages, but every hour, and every thought, was devoted to the mastery of the science of machinery and engines. During this time he was the only support of his mother. But our young mechanic was not contented with working hard all day at his lathe, with hands and head. At evening he became a man of business on a small scale in this fashion: He would be on hand at the old canal depot when the travelers arrived, and would contract with them for the delivery of their trunks at the hotels for twenty-five cents apiece, and would then find a drayman to deliver the entire load, perhaps a half dozen or more, for fifty cents, and he have the balance as profits. There are few boys who possess equal enterprise, and it is only such energy as this that makes our leading men. While others were lounging in idleness, after a listless day's work, young Rees was making his dollar or two, and initiating himself in the ways of business. 'Excelsior' was the motto of our young mechanic, and he was, after awhile, engaged in the works of Snowden & Co., at Brownsville, as foreman. He never spent a cent needlessly, and saved every dollar for use. One who knew him during these days well, remarked to the editor, 'I don't believe James Rees spent a ten-cent piece for three years needlessly.' He added dollar to dollar slowly, and after a year or two returned to Pittsburg—now a young man—where he was employed by the firm of Stackhouse & Thompson, to oversee the construction of the engines of a new revenue cutter, the first ever built here by the General Government for lake service. It was called the Michigan, and was launched in the year 1843. Mr. Rees had now fought through ten years' of hard work, and had during this time been the main support of his mother. He had thoroughly acquired a good trade, and had also acquired a reputation for thoroughness as a mechanic which few might claim. After finishing the steamboat Michigan he took charge of the shop of Rowe & Davis. Mr. Rees subsequently became the lessee for six months of these works, and took in with him William Hutchinson and John Morrow. On the termination of the lease, the works were rented over his head, and he was left with twenty-five thousand dollars worth of work on his hands, with no shop to finish it in. He at once purchased the shop of Robert White & Bro., and formed the partnership of Rees, Hartupe & Co., which continued three years, and was dissolved in 1851. We should have remarked that while at Brownsville, Mr. Rees accomplished a change for which the thanks of every workingman in the land is due him. He established the ten-hour system of labor, and brought about its general adoption. Hitherto men had been working eleven, and in some cases, twelve hours per day, but Mr. Rees believed this to be an imposition on workingmen, and resolved upon a change. He made it, and the result was, that he turned out one-half more work at less cost in money. The benefits of the change were so apparent that it soon was universally adopted. For a while he filled the position as engineer on the river boats during the winter months. After disposing of his other interests, he bought the establishment of Robert Whiteman, at the Point. He was now in the position towards which he had been striving. It was the dream of his boyhood, and every stroke he made was one stroke nearer the realization of his hope.

"The most prominent trait of Mr. Rees' character is incorruptible integrity.

His reputation as a man on whose word the utmost reliance can be placed, brought work in upon him faster than he possessed facilities to execute it. It became necessary for him to increase his facilities, and in 1854 he purchased his present site, corner Duquesne Way and Fourth Street, where he continued up to his death, yearly increasing in business and wealth, and in popularity among his workmen. His establishment is a model shop. Every available space is filled with busy workmen, who seem to be infused with their employer's spirit. Go where you will, you see Mr. Rees among his workmen, personally supervising the work entrusted to him. He is a 'square dealing man,' to use the language of one who knows him since boyhood, and this accounts largely for his success. Mr. Rees is about five feet eight inches tall, stout, of ruddy complexion, of a courteous and affable disposition. He is respected by all, and his modesty has kept him out of public view. It is such men who make our cities."

In the early fifties Captain Rees originated the line of freight and passenger packets on the Allegheny River. This venture was a marvelous success, especially regarding the oil-carrying trade, which lasted until about 1865, when it was abandoned to the railroad. His entire attention was then turned to engine and boat-building, and the history of his success in this respect is closely identified with the industrial growth and progress of Pittsburg. Many of the most famous boats which have navigated the Western and Southern rivers, from 1860 to the time of his death, September 12, 1889, were constructed under the guidance of his master-hand and brain. Among them may be mentioned Silver Cloud, Silver Cloud No. 2, the Silver Spray, Juanita, Nora, Lorena, Paragon, Will S. Hays, Exporter, Hattie Nowland, Kate Adams, Joe Peters, etc. To James Rees & Sons, of Pittsburg, belong the honor of constructing the first steel-plate steamboat built in the United States. In 1878 they extended their trade outside the limits of our own country, and constructed the Francesco Montoya, for the Magdalena Steam Navigation Company, of South America. Such excellent satisfaction did the Francesco give that the same company ordered, in 1879, another boat of similar dimensions named the Victoria. In 1880 the Venezuela was built for the same trade, and in 1881 the Columbia for the Irma San Juan River, Nicaragua. The fame of these "stern-wheelers," built by Captain Rees, attracted the attention of the Russian Government, and from the shops of this Pittsburg shipyard went the drafts and specifications and the mechanics which inaugurated upon the Volga and the Dneiper and other rivers of Russia, the building of those stern-wheel steamboats, which now navigate those and other streams of that empire. Captain Rees was of a naturally retiring and modest disposition, but he always took an active and interested part in city affairs. He was a well-known member of the old volunteer fire department, and was for many years a prominent member of the City Council. In that office, as a member of the water and fire committees, he rendered most excellent service for the interest of the city. He also served several terms as a member of the board of fire commissioners. Among many highly eulogistic articles relating to Captain Rees' life, the Commercial Gazette, of September 13, says: "In his business relations James Rees was known as a man of sterling integrity and high honor. Socially he was genial, affable and companionable. His conversation was ever enlivened with a fund of anecdotes and recollections of men and events, which gave an added charm. In his spacious home, 5045 Fifth Avenue, he dispensed a pleasing and most acceptable hospitality. In manner he was thoroughly democratic. To the men in his employ he was ever popular, and held in the highest esteem for his generous treatment and many unsolicited acts of kindness. He knew all the old employes by name, and would talk to them familiarly, inquiring about their own and their families' welfare. To this community he was a useful member, being always one of the

pioneers in any public enterprise or movement looking to the advance of the city." At his death he was identified with two firms—James Rees & Sons, boiler manufacturers, and James Rees Duquesne Engine Works. These interests were incorporated July 1, 1895, under the name of James Rees & Sons Company. The present officers are: James H. Rees, president; Thomas M. Rees, vice-president; William M. Rees, treasurer; David A. Rees, secretary; and the business is controlled by his sons, and is being yearly expanded, so that the name of this firm is known throughout the shipping world. They have built the almost incredible number of over 600 steamboats, which ply the rivers of three continents.

Henry Clay Frick, of Pittsburg, Pennsylvania, manufacturer of coke and steel, whose masterful business acumen has contributed in a large measure to place Western Pennsylvania in the position of first importance in manufacturing in a country which begins the twentieth century as the industrial leader of the world, was born on the 19th of December, 1849, in the village of West Overton, Westmoreland County, Pennsylvania. He is a son of John W. and Elizabeth Overholt Frick. His father was a farmer and of Swiss ancestry; his mother was of German ancestry, and the daughter of Abraham Overholt, one of the largest land owners and the leading miller and distiller of his time in Southwestern Pennsylvania. Like many who have attained conspicuous places in the commercial and professional life of America, Mr. Frick was reared in the wholesome environment of the country. His early education was the best the schools of the vicinity afforded, but with a precocious bent toward business affairs, he gave up part of his school days to gratify a desire for practical training, to the work of a clerk in a dry-goods store in Mount Pleasant, Pennsylvania. In 1869 he sought a permanent business occupation, but taking that which was offered, entered the office of his grandfather as bookkeeper, at Broad Ford, Fayette County, Pennsylvania. Thus one of the principal factors in the industrial development of Pennsylvania, to whom Pittsburg owes much for her place among the leading cities of America and who has done much to make the United States one of the foremost commercial nations of the world, modestly commenced his business life. While in the office of his grandfather, young Mr. Frick had his attention called to the value of the coking coal deposits in the vicinity of Broad Ford. Coke making, then in its infancy as an industry, was a business with which he was not familiar, but he made a thorough investigation of it, and entered into a partnership with a number of men in the locality, bought a tract of coal land and built about fifty ovens for the manufacture of coke. This was his first business venture, and he undertook its management with much enthusiasm. The business expanded rapidly, as a ready sale was found for the product at the foundries and furnaces operating all over the country. The capacity of the plant was enlarged as the demand for coke increased, and in 1873 the firm had two hundred ovens. The panic of that year embarrassed many of the customers, and the sale of coke was curtailed considerably. Some of Mr. Frick's partners fell into financial straits, and the enterprise received a setback. In this emergency he appealed to several friends who had faith in his ability, among others Hon. Thomas Mellon, of Pittsburg, securing from them the means to enable him to purchase the interests of his partners, obtaining control of the business. Coal lands ranged low in price at this time and until the country recovered from the prostration of 1873. Mr. Frick took advantage of the depression and acquired several good properties which had been put on the market. When business revived, his superior judgment in these purchases was demonstrated by the fact that, for a time, the annual profits more than equaled the purchase price. In 1878 he sold an interest in his business to E. M. Ferguson, of Pittsburg. Afterwards Walton Ferguson was admitted to the firm of H. C. Frick & Co. In 1882 that firm was merged into the H. C. Frick Coke