

(9) Fordney began to cut it up in 1855, by selling the greater part of the tract to Christian Kieffer by deed dated April 2, 1855, and recorded in Book H, Vol. 8, p. 564, Retaining only a small block out of the heart of it with no street fronts.

Christian Kieffer immediately cut it up further by deeding it in several parts as follows:

Christian Kieffer and Sarah his wife to Inland Insurance and Deposit Co. Deed dated March 31, 1855, Record Book K, Vol. 8, p. 27.

Also by deed to David Longenecker, dated May 2, 1855. Recorded in Book I, Vol. 8, p. 469.

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Watt & Shand Sundry deeds at varying dates within past twenty years finally acquired back into one tract—all of the original White Swan Tract as owned by Bossler, Sloughs and Hubleys, excepting at this date, the small corner plot fronting 16' on Penn Square. See all deed recorded for same.

D. F. MAGEE.

Note—Jacob Slough, the elder, father of Mathias, left a Will dated Sept. 20, 1749, proven Oct. 30, 1765, which, inter alia contains following:

"Item. I give to my son Mathias Slough, the house and lot where I now live, he paying or securing to be paid to each of his three sisters, Elizabeth, Margaret and Catherine, as they respectively arrive at the age of twenty-one, or day of marriage, which shall first happen, the sum of one hundred pounds, and to his mother the sum of two hundred pounds."

Seems to be no other record in estate of Jacob Slough.

It thus appears there were two Jacob Sloughs, to wit this Mathias father and Mathias had a son Jacob as appears from Will of Robert Coleman, (Item 3) "wherein he devises mansion and Tavern House in Centre Square, now in occupation of Jacob Slough, formerly estate of Mathias Slough, and purchased by me."

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## OUR MERCHANTS PRINCES—OLD AND NEW

By Mr. A. K. Hostetter.

Although this city prides itself in numbering among its industries some mercantile establishments which in recent years have celebrated the centennial anniversaries of their organizations, such as have been handed down from generation to generation in the same family, and continually followed in dispensing the same line of merchandise, there are some enterprises of more recent organizations which have grown to be very important factors in our commercial world. As such we refer to "Watt & Shand department store."

The author begs to digress slightly from his subject, but in-as-much as this digression is closely allied to the career of one who was probably the most prominent merchant of this city during the eighteenth century, he hopes it will be pardoned.

This merchant was Joseph Simon, an Indian trader, who, we are told was the ancestor of Rebecca Gratz, whom Sir Walter Scott personified as the heroine in his book "Ivanhoe." In 1762 Joseph Simon bought from James

Hamilton the western half of the building now occupied by the Conestoga National Bank and in 1763 bought the eastern half of said bank building, now known as No. 28 and 30 Penn Square.

Some time later John Joseph Henry, a mechanic of great skill, who was chief armorer with Braddock in 1755; and in 1771, became the inventor of that indispensable tool of all carpenters and wood-workers, known as the screw-auger, we find was in business, in partnership with said Mr. Simon on the Southeast corner of East King and Penn Square, that being part of the property now belonging to the Watt & Shand store and it was here that the newly invented auger was manufactured during the following six years.

Mr. Henry was President of the Court of Common Pleas, Treasurer of the County of Lancaster, a member of Continental Congress and was otherwise prominent in public affairs. It was in this building where in 1777 David Rittenhouse then State Treasurer, John Hart a member of the Supreme Executive Council and Thomas Paine the author, had their abode. The State Treasury was at that time kept in the front room of the second floor.

It was here also where Thomas Paine is said to have written "The Crisis" over the signature of "Common Sense", in which he said, "These are the times that try men's souls. The summer soldier and the sunshine patriot will, in this crisis, shrink from the service of his country; but he that stands it NOW, deserves the love and thanks of man and woman."

In 1752 Benjamin West the artist, (later a famous portrait painter), at the age of 14 made his first study of the human figure, in this building. It was here also that Robert Fulton of steamboat fame was quartered about the same time.

The Watt & Shand department store was founded by three enterprising young men in 1878 with nine employes in a little store room about 30 x 60 feet. The spirit of progress so characteristic in the natives of the land of the heather, and their descendants, finds no better exemplification than is demonstrated by those identified in the organization as well as their successors in the management of this store. It was in March 1878 when three young men named James Shand, Peter T. Watt and Gilbert Thompson formed a partnership for the establishment of this store, known as Watt, Shand & Co. About a year later Mr. Thompson died, when the surviving partners bought his interest in the store from the widow. The business made splendid progress and a few years later, we are told, had outgrown that of all their competitors. In 1880 the growth of their business made it necessary for them to enlarge their store and add various new departments, but even those added facilities were soon shown to be inadequate to meet the increased demands made upon them by their patrons.

After two decades of prosperity they were again confronted with a demand for more room, and having added more ground space to their former holdings they erected a new modern building covering the newly acquired plot together with the old floor space. This building consisted of a four story light colored brick building with terra-cotta and marble trimmings.

In 1905 a still further spread in their floor space became necessary and they bought three additional properties, increasing their floor space more than 50%, placing in the new part a clothing as well as a house furnishings department. In 1908 they purchased the property upon which the Swain stables had formerly stood, before having been destroyed by fire, and on it built a large three story building in which to store some of their reserve stock.

In 1915 the firm followed the lead of many other large concerns whose management has extended beyond the control of one or two persons, and was incorporated with P. T. Watt as president, James Shand as vice-president, and Charles G. Watt and William Shand, sons of the founders, as secretary and treasurer, respectively.

In April 1916 the two adjoining properties to the South along South Queen street were purchased, when they came into the market, and free access of light and air to the rear of the main store building was thereby permanently assured. No. 13 South Queen street was acquired from the Charles F. Rengier Estate, and No. 15 from Fabian Yecker.

In 1919, with the advent of national prohibition, the Rohrer liquor store property, Nos. 24 to 26 Penn Square, extending through to No. 5 and 7 South Queen street, also became available for purchase, an opportunity of which Watt and Shand quickly took advantage. This property includes almost the entire Penn Square frontage of the old White Swan hotel, fronting 38 feet on Penn Square, 26 feet on South Queen street, and being 67 feet in depth from Penn Square.

In 1920 the Rohrer building was remodelled and occupied as a clothing store on the first floor; the second and third floors were used for offices and workrooms, and the upper floor was unoccupied on account of its inaccessibility.

Four years later, in the spring of the present year, the growing needs of the business made it necessary to demolish entirely the old Rohrer buildings, together with the former Marshall and Rengier building, to make room for the new four story structure harmonizing in architecture and construction with the main store building.

Another handsome bronze tablet is to be erected on this occasion to be located on the West wing of this building, to commemorate the site of the White Swan Hotel now comprising part of the property on which this store is built, also the visits of the Nationally prominent people who visited this hostelry in the early history of our city. The preceding paper submitted to you today gave a detailed account of these particulars.

A very interesting biographical sketch of the founders of this industry and a detailed, illustrated account of its business career, giving its progress from time to time and its prominent position in the community was given in an octavo booklet published in 1913, and we will need no detailed repetition of it at this time. We add, however, that, instead of 20 departments which then existed, the store now numbers 27, many of which are greatly enlarged and more fully modernized.

Although this city has sustained a great loss in the death of the founders of this business, yet they continue to live in many agencies in the community, which we owe to their initiative and support, and their names are recorded among numerous contributors to such movements as their church interests, the Young Men's and Young Women's Christian Associations, the hospitals, Chamber of Commerce and various forms of charity as they occurred.

Their successors in business are nobly upholding the same reputation, and we believe they will continue to maintain the same positions in the city's promotions.

This city has four of its leading industries doing business in the same family name largely by descendants of the same family name as were the originators, in the same location, more than a century ago. The first of these is The Steinman Hardware Co. This store located at 26 West King street was in 1744 known as Steinmans Copper-smith shop and in 1760 John Frederick Steinman converted it into a hardware store. Many of the supplies for their store were manufactured in a shop in the rear of the store. Until the death of the late George Steinman there was always a member of the Steinman family identified with its management. That, however, is not now the case.

The next is the cigar and tobacco store located at 114 East King street. It was founded by Christopher Demuth in 1770 and as such has been handed

down to various descendants of the family until it is now owned and carried on by Mr. H. C. Demuth, a great-grandson of Christopher Demuth. We are told it ante-dates all similar stores in the United States.

The third is the Heinitsch drug store which was founded by Carl Heinitsch in 1782 and is "Doing business at the old stand" under the same name at 16 East King street. An interesting record of happenings during the early history of this store was kept in a diary which was carefully preserved. The store is now owned by Anna A. Heinitsch of Warren, Pa., the widow of the late Sigmund W. Heinitsch.

The fourth is Hager's department store now known as "Hager Bros. Department Store" at 25 West King street. This store was founded by Christopher Hager in 1821; and is said to be the oldest department store in the United States. It is now conducted by William H. Hager and his two sons, William H. Hager, Jr., and Edward T. Hager. Walter C. Hager, who was a former member of the company, has recently retired as such, and at present is devoting much of his time to the preparation of the new home of the Lancaster County Historical Society.

Among the other prominent retail merchants who formerly carried on business on this location aside from the White Swan hotel property we find that about 1837 James Coyle, father of John A. Coyle, Esq., one of the leading practitioners at the Lancaster Bar, conducted a very prosperous boot and shoe business. As a young man he started his career with a very limited capital and later acquired considerable real estate in the North-east angle of Penn Square and also on the plot now owned by the Donovan Co., where he later conducted his shoe business.

About 1845 Wentz & Bro. conducted one of the city's most extensive dry-goods stores on this East King street corner. In 1853, Thos. J. Wentz & Co. became the proprietors of this store and called it "The Golden Eagle" store. Charles E. Wentz of this firm was elected city treasurer in 1866, serving as such for three years after he went into the insurance business. About 1862 we find The Camargo Mfg. Co. at 20 East King street advertising paper shades and blank books. Henry Breneman, the proprietor, also conducted a paper mill at Camargo in Eden Township. About the same time we find Elias Barr & Co. in the same line of business here.

In 1862 Myers & Rathfon's advertisement shows that they had opened a clothing store on these premises. In 1893 we find Samuel Clarke conducted an extensive grocery business here. C. J. Swarr & Co. were in the coal business here. Jere Rohrer sold wines and liquors on this site, and Nicholas Scheid and Son occupied the corner with a cigar and tobacco store.

There was here also the "Tribune" office. At an early date John Cochran, the father of H. B. Cochran, published a weekly paper called "The Union," here.

James Prangley Sr., who owned the East King street corner, at one time and conducted a clothing business under the name of "The Cheap John Store."

Deaner & Schaum sold furnaces and stoves next door. In 1875 Louis Weber did watch repairing at 20 Penn Square, part of this site, and in 1890 Henry Weber had a jewelry store in the same store-room.