
NEWSLETTER

NUMBER 4, JULY 1995

\$2.50

HISTORICAL SOCIETY OF FRONT OF LEEDS AND LANSDOWNE



*MR. E.E. JOHNSTON'S
HARDWARE STORE,
LANSDOWNE*

PRESIDENT'S MESSAGE.....

Here we are with our second newsletter of the 1994-95 season. Earlier in the year, your Executive decided to publish newsletters in November and May only, rather than the three we had originally planned. We are sorry for the delay in this issue.

Our winter season has been active and meetings well attended. We have tried to vary evenings, location and topics to facilitate all. In January, member **Charlie Donevan** led us through a day in his father's hardware store at the turn of the century. **Hilary Anne Hamilton** toured "**Lansdowne Then and Now**" in February, using slides she prepared while doing research work for us last year. **United Empire Loyalists** and their settlement in the area were outlined at the March meeting by **Edgar Clow**. We were assisted by **Dawn Broughten** at our m\May meeting in finding our branch of the family tree.

We still have two events this year: the display at Lansdowne Fair in August, and the annual meeting September. Anyone wishing to donate ideas, material or assistance for the booth at the fair, please contact any Executive member...

Several Executive positions will be up for election at the annual meeting. Publicity and Social chairs have been vacant all year. Volunteers and nominations are needed! We especially need a publicity chair to see that we produce these newsletters on time!

William E. Boulton

WANTED

MAPLE GROVE SCHOOL

LOOKING FOR ANY PHOTOGRAPHS OF STUDENTS OR TEACHERS WITH THE SCHOOL INCLUDED IN THE BACKGROUND, OR JUST THE SCHOOL ITSELF, AND ANY INFORMATION FROM FORMER STUDENTS OR TEACHERS

DENISE MONTGOMERY

27 MILTON AVENUE

KINGSTON, ONTARIO

K7L 4V1

MICROFILM READER

G12 The Reporter, Gananoque, Ont., Wednesday, November 30, 1994



Dedication: Front of Leeds and Lansdowne Historical Society president Bill Boulton, centre, assists members of the Warren family in dedicating the society's new microfilm reader Nov. 28. The machine will be stored at the F.O.L.L. public library and was purchased through donations from the Warrens and a matching grant from the Ontario Ministry of Culture, Tourism and Recreation. — Photo by Derek Gordanier

At the November 28, 1994 meeting, the Historical Society dedicated its new microfilm reader to the member of the late **Edwin Warren**. When Mr. Warren died in 1989, family and friends gave a sum of money for a memorial to be placed in the community. The family approached the Historical Society about a year ago and with a matching grant from the **Ontario Ministry of Culture, Tourism and Recreation**, we have been able to purchase a Dukane Universal microreader and 28 reels of film.

A plaque has been placed on the machine, reading as follows:

**Dedicated to the memory of
Mr. Ed Warren
Donated by family and friends
and through a grant from the
Ontario Ministry of Culture, Tourism and Recreation.
Placed by
The Front of Leeds and Lansdowne
Historical Society**

HISTORICAL SOCIETY MICROFILM COLLECTION

Our microfilm collection and viewer are housed at **Lansdowne Library** for the use of anyone interested in conducting historical or genealogical research. The Library is open Tuesday and Thursday 1-9 p.m., Wednesday 9 a.m.-12 noon and 1-5 p.m., and Saturday 10 a.m. - 2 p.m. The Following is a list of the material available on our microfilm.

Reel 241	Township papers c1783-1870. These are the earliest land files.
Reel 244	Lansdowne concession 12 and Lavant Township
Reel 245	Leeds Township Front Concession 1-6
Reel 245	Leeds Township concession 7
MS 248	District marriage records 1801-1848, Huron District,
Reel 3	Johnstown District 1801-1850
MS 638	Leeds and Grenville Court files
Reel 26	Brockville Estate Files 1786-1885 A-C
Reel 27	DA-J
Reel 28	K-P
Reel 29	Q-Z
MS 262	Johnstown District Census
Reel 5	Lanark-Leeds-Kitley
	Leeds and Lansdowne Front 1805 near end
Reel 6	Leeds and Lansdowne Rear 1806
Reel 7	Other Townships
MO5908	
5909	Federal Census 1842-1848
5910	
C11733-34	Federal Census 1851
C01044-45	Federal Census 1861
C10000-03	Federal Census 1871
C13232-33	Federal Census 1881
T06350	Federal Census 1891
T06478-79	Federal Census 1901

ADA HARE

It is with regret that we acknowledge the death in January, 1995 of Executive Member Ada Hare. The community as a whole lost a dedicated volunteer and friend.

Ada was born and educated in Lansdowne. She graduated from nursing at the Brockville General Hospital and was employed at the Kingston General Hospital.

Ada was married to Edward Hare. While they moved across Canada during his military, they chose Lansdowne as their retirement home.

Anyone who was in contact with Ada was touched by her quiet and positive attitude and her willingness to give of her time.

THE HARDWARE STORE.....

At the beginning of this century E.E. Johnston opened a hardware store on Prince Street just to the north of King Street. As his business grew, he saw the need to expand, and moved his business in September 1916 to the corner of Prince and King Streets. This building (featured on the front of this Newsletter and still a going concern), was originally built as a hotel. It, also had a life as a gentlemen's clothing store. It housed John Baile's Bakery as well as serving as the first exchange for The Lansdowne Rural Telephone Company. On Mr. Johnson retirement, the store was operated by his son Ross with Monty Crawford as manager. In 1985, it was purchased by Jim Orth. Still operated in the same location today, it is now known as the Lansdowne-Novico Hardware.

The following is a reprint of a magazine article which originally appeared in Hardware and Metal Magazine in November, 1916. We reprint it in whole because it so well describes the store, but also the way in which business was done in those days Our thanks to Jim Orth for the article and picture.

MEETING THE CUSTOMER AT THE DOOR

(All spelling, including that of Lansdowne itself is from the original text - some of the spelling is itself quite original. - Ed.)

"I meet my customer at the door." That is the way E.E. Johnson of Lansdown states a simple fact, that has in no small measure contributed to his success.

It is more that a mere statement of fact. It is an outline of a policy, one of friendliness, courtesy and competent service, that has been the backbone of the business, from the days when the little store on the hill was opened till the summer when Mr. Johnson moved into his new store.

The Hardware Store in the Small Town

Lansdown is only a small town that can number its inhabitants in hundreds, and not so many hundreds at that. In such towns Lansdown is generally found sandwiched in somewhere between the cheese and the calico in the general emporium. It is usually shy on the exact size of the nails one's heart hankers for, and hinges for the garden gate have often to be foregone. The hardware department of a country store often lays the emphasis on patience. This is not a condemnation. It met a certain demand, but could not in the nature of things meet all the demand. When its slender resources were unequal to the emergency the anxious buyer must needs wait for the first visit to a larger town.

Mr. Johnson, saw the need and believed that there was enough business to be done in even a small town, in one single line, to make it an assured success.

It was an experiment, but one that has amply proved itself. There are now two distinct hardware stores in Lansdown, both doing a first class business, neither of their owners having to spend sleepless nights devising means to corral the other man's trade.

No Formula for Success

There is no stated formula for success according to Mr. Johnson, other than hard and persistent work. "I don't leave the store much," he said, "I'm usually here, my customers are mostly farmers and I try always to be at the door when they stop."

When you come to the last analysis, in Mr. Johnson's opinion, it's always the goods that make the business. He carries a full line of everything, complete to the last volt. "It's first class stock," he says, "bought at right figures." And I always try to tell a customer just what he is buying. Once is enough to see any article. If they come again, I want them to come to buy something else, not to return in exchange something they have already bought."

When asked why he had moved into a new store when he was doing so well in the old, Mr. Johnson replied that if a man was going to continue in business throughout life, the greatest amount of his pleasure must be derived from it, and nice surroundings give an added zest to the work. "Why if I had to go back to my old place now," he said, "I believe I'd have to quit."

And if a man can take pride in his surroundings, so can a community. This has been proved by Mr. Johnson's experience. He has only been six weeks located in his new stand and is as yet hardly settled, but already, there has been a very considerable increase in business.

A Farmer's Store

The store is open every night, because it is first and foremost a farmers' store, and the farmer is a man whose days are full from dawn to dusk. But the farmer has an automobile now and once the cows are tucked away, leisure and a car just naturally lead him to the town. Therefore the closed night scheme would be a mistake, in Mr. Johnson's opinion.

Accessory Department

the fact that so many of the customers have cars has lead Mr. Johnson to instal a very complete tire and automobile accessory department that has proved very successful. In fact there is very little that ever distantly approaches hardware that Mr. Johnson does not stock from salt to cement, big selling lines to fences and general hardware. He is also at present arranged a very attractive silverware and agateware department.

A Modern Store

The store of which Mr. Johnson is so justly proud is 40 ft. square with open faced and low cases polished oak covering most of the wall space, and lending the whole store an unusually rich and attractive appearance.



E.E. Johnson

Facing you as you enter, lighted by windows on three sides, is the tool and smallware department. It covers the whole wall right to the roof and is supplied with glass fronted drawers with a red plush face for displaying the sample. These drawers are shaped especially for the article they display, which breaks what might be a monotonous regularity. A large glass fronted compartment is for saws, axes and other larger tools. The drawers are reached by a ladder that faces sideways instead of leaning conventionally against the cases. Thus the salesman can reach the drawer from the side.

Under the main counter are bins for nails each capable of holding two kegs, a convenient and slightly arrangement, as the decorative volume of nails is limited.

Attractive Paint Display

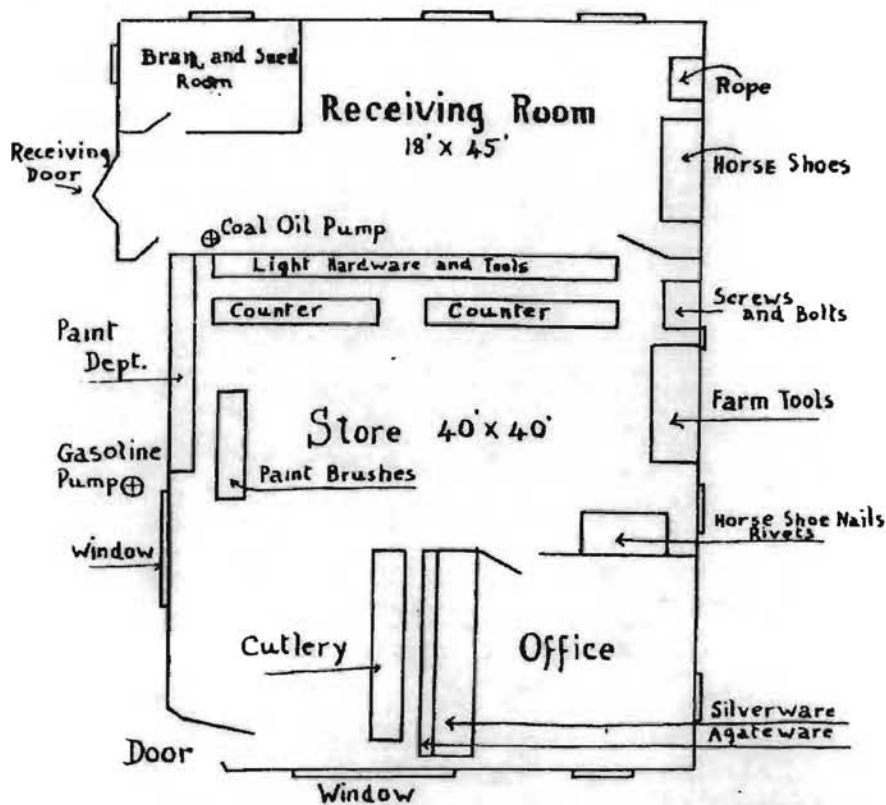
To the left of this main counter is the paints department, arranged in adjustable oak shelving. In this way the stock need never appear depleted or over crowded, a simple change of the shelving almost doubling the capacity. In front of this is a show case for paint brushes of all varieties.

Facing the side window with its back to one wall of the office is another large display case. Its lower half, two feet in depth, and faced with grained oak is used for agate ware, while the narrow shelves reaching to the roof are for the silverware department. Handsome glass show case counters in front of these are used for displaying cutlery and similar goods.

Hanging Up the Shovel and the Hoe

To the right of the store proper - are the farm tools. Framed in a large oak cabinet hung on double hooks in orderly array, they make a surprisingly attractive display. One realizes that the decorative value of the humble spade has been given full credit and that 'Old black Joe' said something when he suggested "hanging up the shovel and the hoe."

On either side of the case are two cabinets looked for all the world like a glorified card index system. Well, they are something of the kind. They index every screw and rivet and horse shoe nail and bolt to the fraction of an inch. For Mr. Johnson believes not only in service, but in prompt service, and he says many a man will drop in because he knows you can give him exactly what he wants, without a delay, where a slower service might lose his custom entirely.



A plan of the ground floor of the store of E. E. Johnson, of Lansdown.

A plan of the ground floor of the store of E. E. Johnson, Lansdown

Behind the Screws

So much for the store itself. The completeness does not stay there. Behind the store proper is the receiving room where the rough work of the business is done. Here everything is received. A wide plauormed door makes unloading a simple matter. At one end is a bran and seed room, opposite it is a coal oil pump with a tank holding 250 gallons.

While just inside is a gasoline pump with a 300 gallon capacity at the other end of the room are bins for horse shoes of all sizes and big drums of rope ranged one above another. There is no need to clutter up the store by unloading goods through it. All the heavy rough work of the business is done behind the scenes.

A Cellar Room Modernized

But even here the roughest work of all is not done. The store stands on a side of a hill and a driveway leads around to this lower side. Here there is an entrance to the cellar. Wide doors enable a team to back in to unload. At one end is a cement platform raised about a foot. This is for heavy barrel oils. Here they can be tipped and emptied without the necessity for the usual Herculean efforts. To one side are racks for bar irons and over these again a storage for glass. The whole building is furnace heated and lighted with acetylene gas.

The store is the work of a man who has spent the most of life in the hardware business and who knows its requirements. Certainly there have been very few mis-steps in this new store,, very few places where even the most carping critic could suggest a change. Mr. Johnson's idea is a business he could be proud of. One might think he would be amply satisfied.

A 1904 Bill of Fare.....

Lansdowne, Ont. July 22nd 1904
Presbyterian House
Bought of E. E. JOHNSTON
HARDWARE MERCHANT
 Shelf and Heavy Hardware, Cutlery, Paints, Oils and Varnishes, Glass, Putty
 Plaster of Paris, Best Brands of Portland Cements
SPORTING GOODS GUNS AND AMMUNITION
 AGENT—Bell and North American Telephone Co's, Sherwin-Williams Paints, Plymouth Binder Twine, American Wire Fencing
 Interest at 7 Per Cent. on Overdue Accounts

1904	June 11	To 4 Doz screws ¹⁰	10		
	17	" 5 Gall Tin Ramsay's paint No 10840 ^{4.50}	4 50		
	17	" 1/2 " outside glass white ^{1.80}	90		
	17	" 1 Qt Porch floor paint ^{4.25} 1 qt light yellow ^{1.60}	85		
	17	" 4 panes Glass 16x10 ^{3.2} 4 panes 10x8 ^{1.6}	48		
	17	" 14 " " 14x10 ^{7.8}	98		
	17	" 3 Timothy seed ^{1.5} 1 white ^{1.3}	28		
	17	" 5 Putty ^{1.25} 8 Window holders ^{3.0}	50		
	July 8	" 1 Gall baled oil ⁶⁵	65		
	9	" 1 " " " ⁶⁵	65	9 89	
				19 89	

Paid Aug. 9th 1904

HERITAGE FAIR ...95

Save Sunday October 1, 1995 for our second annual Heritage Fair, 10 a.m. to 4 p.m., Lansdowne Fair Grounds.

Planning for this event is under way and we hope to make it bigger and better than last year. Exhibitors have already booked space for displays and demonstrations.

As a new attraction this year we are adding an Antique Tractor Pull to take place in front of the grandstand.

If you have historical or heritage material you would like to display, please contact Connie Burns 659-2269 or Bill Boulton 659-3586. If you can provide live demonstrations, all the better.

MEMBERSHIP LIST

Our membership runs from September 1 to August 31 of the following year. We are now printing the expiry date on your newsletter label. Thus, a '95 on your label indicates your membership expires August 31, 1995. **Please renew.**

Membership... Madeline Abbott, Prof. D.G. Akenson, Audre Andrews, Winona Ashley, Ella Bennett, Wm. Boulton, Terrence J. Boyle, Mr. & Mrs. Keith Burns, Mr. & Mrs Karl Burns, Mr. & Mrs. George Burns, Mr. & Mrs. Donald Chisamore, Mr. & Mrs Ed Clark, Joe Cote, Paul Cote, Gloria Crawford, Mr. & Mrs Robert Crawford, Peggy Delaney, Jean Dependleton, Geri Dickson, Douglas Donevan, Louise Donevan, Mr. & Mrs. Chas Donevan, Malcolm Donnelly, Eleanor Eckstein, Mr. & Mrs. Bruce Foley, Jim & Dot Funnell, Janet Gaylord, Mr. & Mrs. Murray Geekie, Linda Gibson, Anne Graham, Katherine & Andrew Graham, Margaret Gray, John & Betty Green, Mr. & Mrs. Doug Grills, Helen Haig, Diane Hall, Myrtle Hall, Hilary-Anne Hamilton, Mrs. J.R. Hamilton, Ed Hare, N.M. Hart, Jack Henderson, Arnold Herder, Kenneth P. Hogan, My. & Mrs. George Horton, Mr. & Mrs. Frank Hurrell, Martha Jess, Mary A. Jones, Jim Jordan M.P., Marion Joyce, Mrs. Jean Kanygin, Vivian J. Keir, Adeline Kennedy, Harry Landon, Martha Landon, Yolande Lapointe, Mr. & Mrs. Jim Lappan, Rose Lappan, Wendy Lappan, Richard Lawson, Alan Lindsay, Janet Lindsay, Doreen Lowans, Cheryl Lynch, Roger & Margery MacGregor, Mr & Mrs. Scott Mackenzie, Marjorie Mallory, Mr. & Mrs. Tom Massy, Bertha Modler, Loverna Montgomery, Eleanor C. Moulton, Peter Murray, Audrey Newell, Glenda & Bob Olivier, Jim Orth, Joanne Page, Brant A. Peppley, Ruth Ralph, John Reid, Wilma Robertson, Rosella M. Rolfe, Mr. & Mrs. G.V. Roney, Irvin Running, Murray Running, Richard Sandborn, Gwen (Peggy) Searlight, Jacqueline Shields, Jock Shields, Mr. & Mrs. George Shire, Keith Sly, Ralph Smith, John & Louise Sorensen, Mario Steacy, Mildred Stevens, Vicky Sturgeon, Audrey Tamblyn, Ken Tedford, Art & Maureen Thompson, Marie Thompson, Vaida Truesdell, Margel Warren, George Webster, Paul & Doreen Webster, Freda White, Peter & Anne Willis, Kathy & Larry Wyborn, Brent Zufelt

Corporate memberships... Ted Hewitt Photography, Township of Front of Leeds and Lansdowne
