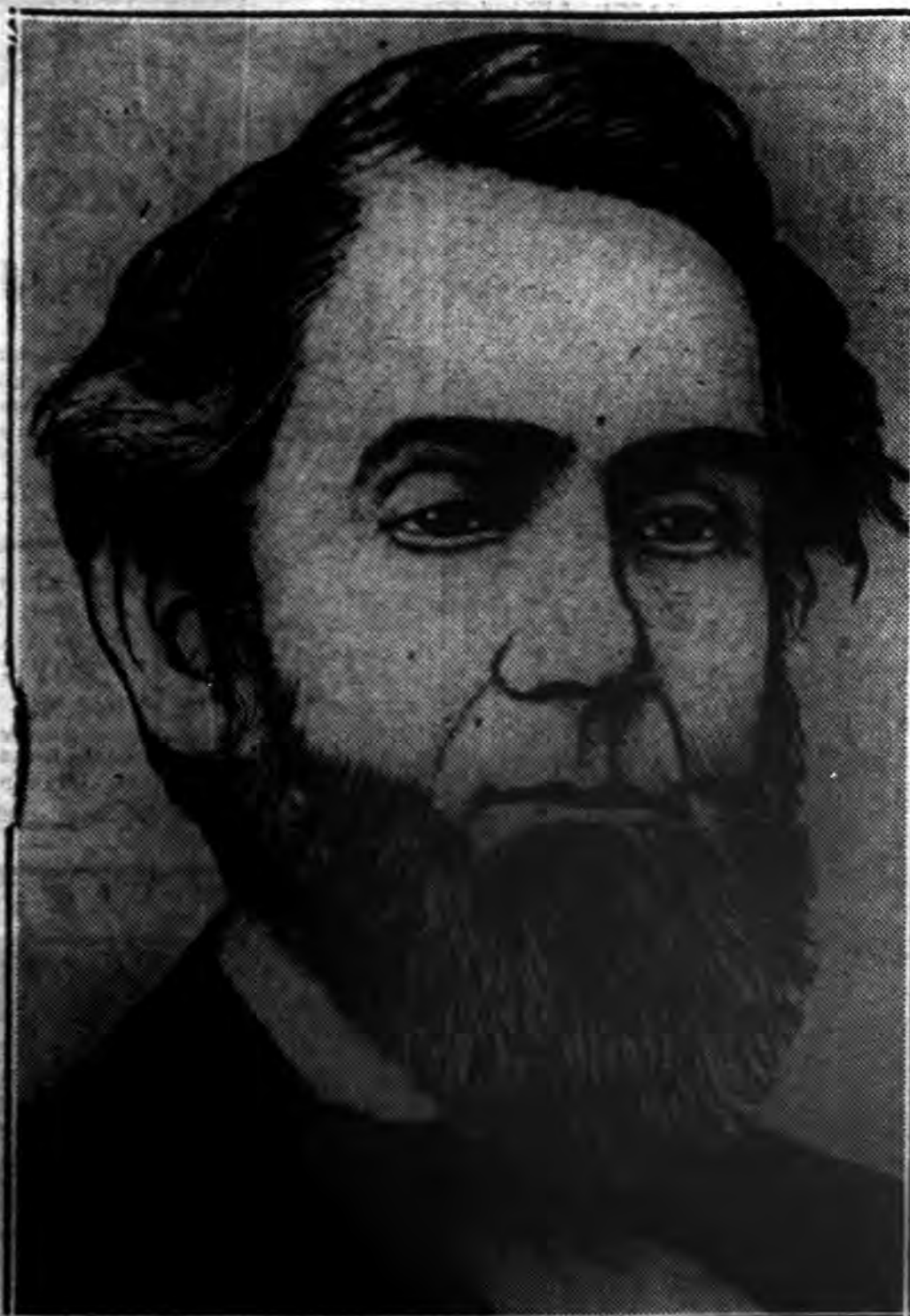


HUNTER'S STORE BOASTS FINE COMMERCIAL RECORD



DENNIS MCCARTHY SR.

In addition to playing an important part in the early civic and political life of Syracuse, Dennis McCarthy Sr. took over a small business established by his father in 1805 to build a drygoods store which is now known as Hunter's, Inc.

HISTORY OF DRY GOODS HOUSE DATES BACK TO YEAR 1805

(This is the twelfth of a series of articles which will appear weekly in the Saturday edition of The Syracuse Journal, to permit Syracusans to become familiar with the inside story of the great industrial and commercial enterprises which have played important parts in the development of the city.)

By RICHARD E. WELCH.

What is now the business district of Syracuse was a vacant space, mostly swamp land, stretching out between the thriving communities of Salina and Onondaga, when Thomas McCarthy in 1805 opened a store in a log cabin in Salina, now near Park and Free sts.

From this humble beginning in unbroken succession through a line of merchants who have kept pace with the growth and expansion of Syracuse a drygoods business with an enviable historic record was built up. This record today is the prized possession of Hunter's, Inc., located at S. Salina and Fayette sts., carrying on the traditions which can be traced back to those early days.

It was not until the year after Mr. McCarthy opened his store that plans were made to erect the first tavern in what was to be Syracuse, on the site where the Empire block now stands. As Franklin H. Chase says, "Syracuse was the hole in the doughnut then."

Salina was a busy place as the center of the salt industry and it was natural that Mr. McCarthy should locate there. Establishing early a reputation for fair dealing, the McCarthy store prospered.

Once Syracuse started to take form in the "doughnut hole" and received the stimuli which came with the Erie canal, railroad and road construction, its growth was rapid and it was not long before Syracuse started to outstrip its elders.

Dennis McCarthy, son of Thomas, who was later to play an important part in the civic, political and commercial development of the city, was born in Salina in 1814 and in 1834 was taken into partnership by his father. Thomas McCarthy retired in 1834 and Dennis then took over entire management of the establishment.

Dennis continued the business in Salina until 1846. Before that he had decided that Syracuse would become the real commercial center for Central New York and, when the opportunity arrived, he moved the McCarthy store to the Empire block at Salina and Genesee sts.

In politics, Dennis McCarthy soon became a power. He served as member of assembly in 1845, as mayor of Syracuse in 1853, as member of Congress in 1866 and as state senator from 1875 to 1879. He was active in all the civic affairs of the city and meanwhile expanded his store to meet the growing needs of the city.

The business district in those days was confined to a small area around the intersection of Salina and Genesee sts. and the site of the present Hunter's store was occupied by the First Presbyterian Church. In 1850 the parish built a new church across the street, on the southeast corner, and Henry Dillaye erected a five-story building on the old church site. This burned in 1856 and a new building was constructed.

Dennis McCarthy was looking for a new site for his store and he purchased the site and building about this time. The store occupied the original building until 1894, when it was replaced by the present building, which has been remodeled and modernized to keep pace with commercial development.

Dennis McCarthy Jr. was born in 1854 and received his education in Georgetown and Cornell universities. He later traveled abroad, returning in 1873 to enter the store. After learning the business in the most humble positions, he was taken into partnership in 1879, the firm name being changed to D. McCarthy & Sons. A second son, David McCarthy, was also a partner.

Senator McCarthy died in 1886 and was succeeded by his son, Dennis, as head of the store. The establishment continued under his management until 1906, when it was sold to the newly established firm of Hunter, Tuppen & Company.

Thomas Hunter was president of this corporation, with Charles F. Tuppen as vice president and A. S. Hunter of Utica, also a member of the firm. Mr. Tuppen was resident partner, Mr. Hunter retaining control of Detroit interests but keeping in close contact with the Syracuse business.

In 1922 Mr. Tuppen retired from the company and the firm name was changed to Hunter, Inc. Thomas Hunter served as president until his death July 24, 1933.

His son, John G. Hunter, is now president, with A. S.



Tracing its history back to the days before Syracuse was founded, Hunter's, Inc., now housed in this modern building at the northeast corner of Salina and Fayette sts., is justly proud of its traditions and fine record in the commercial development of the city. The store is thoroughly modern and arranged for greatest convenience of its patrons.

Hunter as vice president and Erastus F. Vogel as secretary-treasurer. James A. King, formerly with the Marshall Field organization of Chicago, is general manager, and A. B. Hendry, formerly with Crowley-Milner Company, Detroit, is advertising manager.

Under Mr. King's direction the store has been remodeled and rearranged to give patrons the greatest degree of comfort and convenience in their shopping. Departments have been regrouped throughout the store to carry out this program.

It is a standing joke among Hunter's store employees that Erastus Vogel was born under the sidewalk in the basement of the store and never left. This, of course, is not true but Mr. Vogel, nevertheless, has served the company under the various managements for more than 50 years.

In addition to being secretary-treasurer of the company, he is also office manager and is so accustomed to keeping busy that even while being interviewed he kept at his work.

He said of his record in the company:

"I went to work in the wholesale store of D. McCarthy & Sons as a boy. This branch of the company was then located

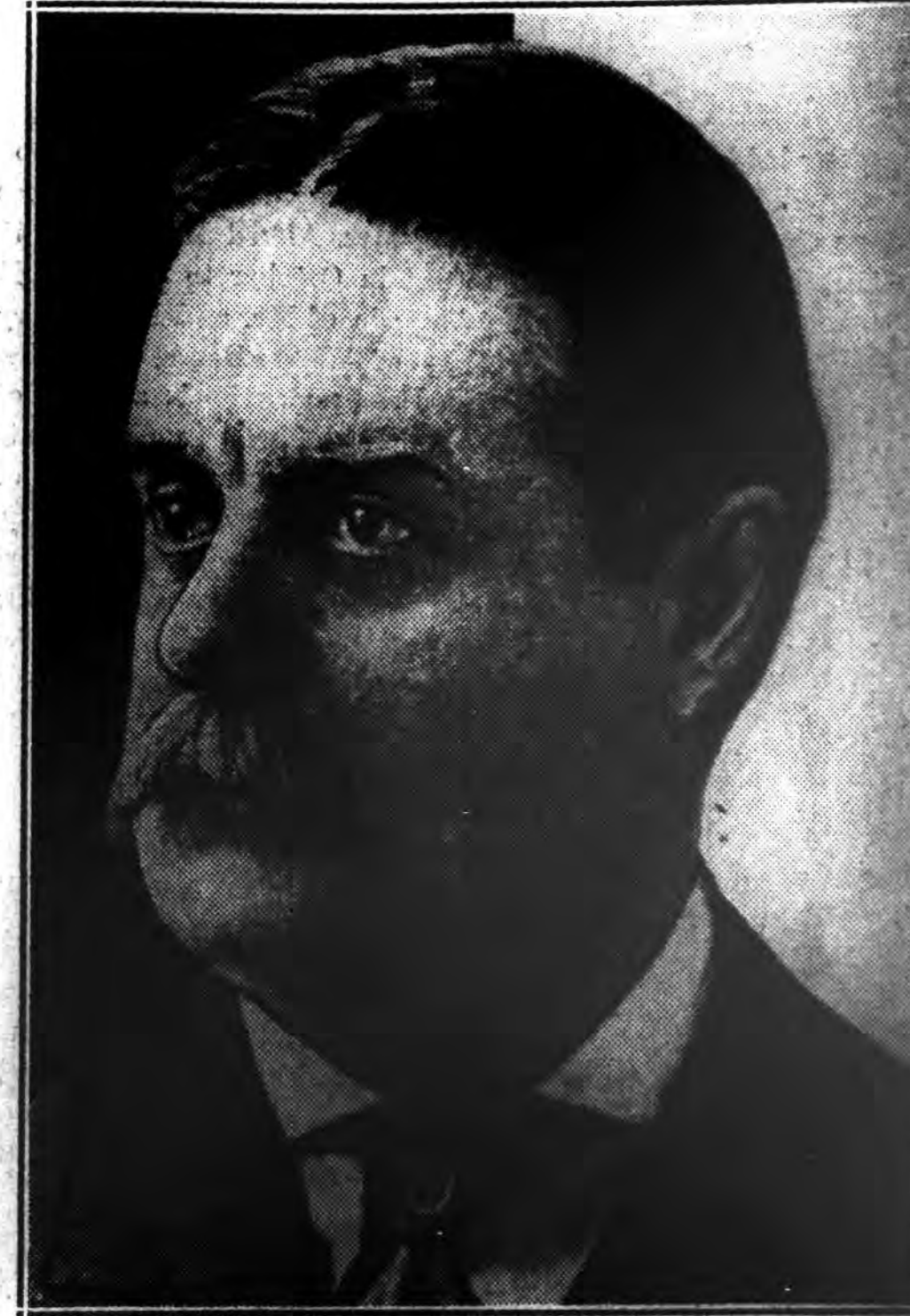
at Washington and Clinton sts., and it was one of my first duties to work in the shirt factory. I took the shirt parts from the cutter, bundled them up and gave them to women employees, many of whom did their work at home.

"Later I worked in the notion department under H. M. Rowling and then advanced to the position of bookkeeper. I remained in the wholesale part of the company until 1899, when it was sold to the Syracuse Drygoods Company. At that time I came over to the present store and my desk was on the balcony where the dining room and soda fountain is now located.

"I remember the original building, which was of very poor construction. If anyone dropped a roll of linoleum on the floor it shook the entire building, and the need for the present building was appreciated by Mr. McCarthy.

"Fortunately, at that time Dey Brothers moved into their new building, vacating the old quarters which were next to ours. We moved into this store and the new building was constructed.

"When the new building was ready, a hole was broken



DENNIS MCCARTHY JR.

Third in the line to carry on the name of his family in the drygoods business was Dennis McCarthy Jr. He succeeded his father as head of D. McCarthy & Sons and in 1906 he retired to sell the store and business to the firm then known as Hunter, Tuppen & Company.

into the wall between and the stock carried through. My end of the business isn't much different than it was 50 years ago. The only difference is that much of the bookkeeping is now done by machine, whereas it was all done by hand then."

The Hunter Company prizes many historic mementoes which have been saved through the years. One is a picture of the store decorated for the return of the troops from the Civil War. Bunting, stars, signs and an archway over the walk in front of the store proclaim the victory which held the Union intact.

Another is an advertisement which appeared Feb. 13, 1861. This proclaimed that D. McCarthy & Company had "New goods, fresh goods, spring goods, extra cheap—less than panic prices."

It went on to say:

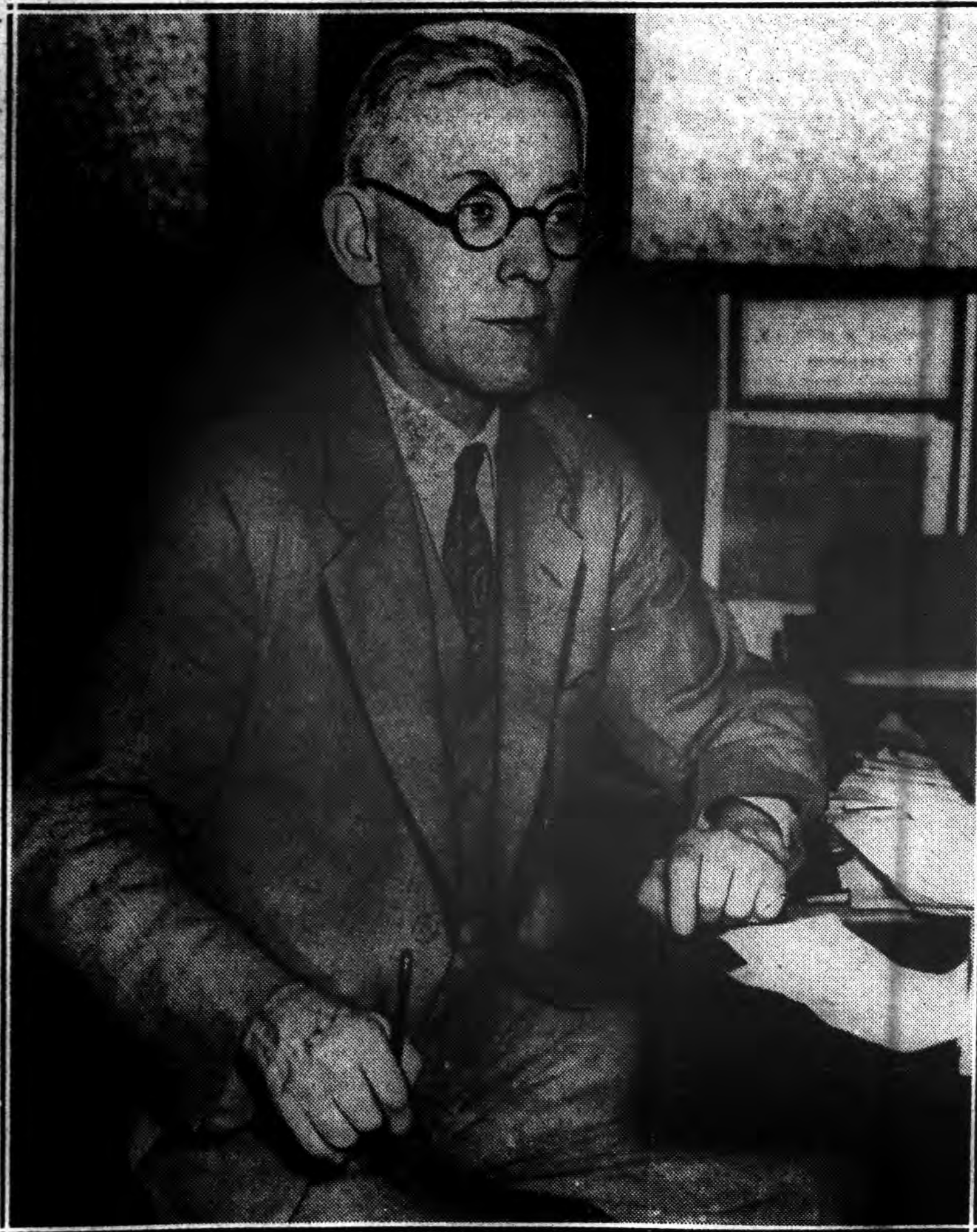
"D. McCarthy & Company, 42, 44, 46 Globe block, are now receiving daily an unusually large stock of goods, purchased at greater bargains than ever before. Our spring goods will compose almost every article in dress goods, drygoods, cottons and woollens, cloaks and mantillas, silks, shawls, carpets, crockery, glassware and groceries.

"Which we pledge to give to old customers and the public generally at great bargains—cheaper than all! Sure and positive facts! Straight forward and uniform! Sure and positive facts. Honest, fair trade! No tricks or shuffling! Open and free to all!

"The substantial results of strict rules of trade combined with capital, industry, economy, enterprise, experience, integrity.

"To all who may have been drawn away by the influence of flaming show bills or tempting baits, we have only to say—give one more call and examination and they will find that it is to their interest to make their purchases of us."

OFFICIAL 50 YEARS ON STAFF AND ESTABLISHMENT AS IT WAS IN CIVIL WAR DAYS



ERASTUS F. VOGEL

Veteran of Hunter's, Inc., is Erastus F. Vogel, secretary-treasurer of the corporation and office manager. Mr. Vogel has been with the company for more than 50 years, starting with the McCarthy Company as a boy and working up to the post of treasurer.



This picture shows McCarthy's store, then housed in the original building on the site of present Hunter's, Inc., decorated to welcome home the Syracuse boys who enlisted to fight in the Civil War. The four-story building was torn down in 1894 and the present building constructed on the same site.