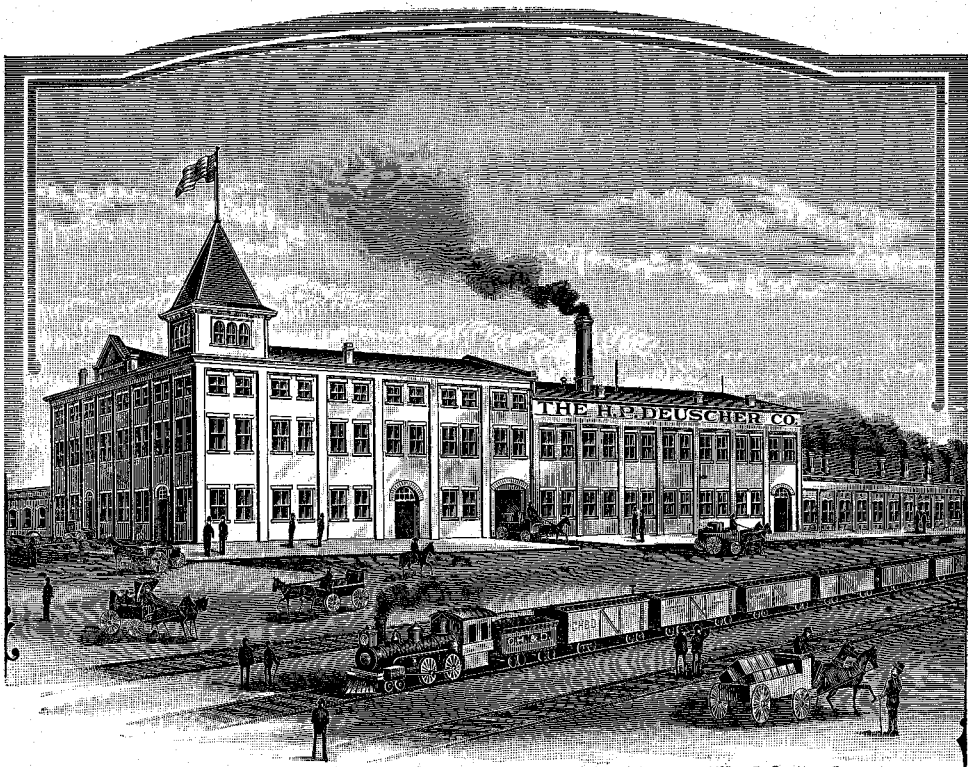


THE H. P. DEUSCHER COMPANY.

AGRICULTURAL IMPLEMENTS ETC.

H P. DEUSCHER was a farmer who had been in various business enterprises in other places than Hamilton, and was engaged in Hamilton in the malting business with Israel Williams. In 1879 he contemplated starting the hardware and implement business in the establishment of the



Variety Iron Works. It was a risky venture, and he consulted his personal friend William E. Brown, of the Second National Bank, who had frequently helped him. Mr. Brown sat squarely down on the project and prophesied the most dismal failure and refused to encourage it in any way, and promised to withhold his help if needed in case the venture went forward. But Mr. Deucher took the rash step and soon found himself in hot water and Mr. Brown's prophesy became nearly being fulfilled. This was in 1879 and to-

Today Mr. Deuscher's establishment is entirely free from debt and has been many times enlarged, and he has a most magnificent business, his sales at present amounting to a thousand dollars a day. It was a pure case of nerve and energy and splendid management, with very little of the element of luck about it. The first implements made were the Barbour Corn Drills, and in connection with this business the castings were made for the well known "fashion" school-desk and the castings were also made for the Implement Works of Norris Brothers. Later the McColm Soil-Pulverizer was taken up and then the "Victor" Churn and then the "Favorite" Churn, later the "Hamilton" Corn Planter, and Check-row Corn Planter, Horse Hay Rakes, Disk Harrows, Folding Harrows, and Lever Harrows were gone into. The trade was pushed in every direction and a market found in every state in the union. Of the Hamilton Corn Planters alone, five thousand have been sold, and certain meritorious points in their construction have formed the model which has revolutionized the Corn Planter trade. The school desk business has increased enormously. The first year Mr. Deuscher made seventeen hundred of these desks and this year he has made eight thousand of them. In 1888 Mr. Deuscher turned his business into a corporation with an incorporated capital of fifty thousand dollars. Mr. Deuscher is the owner of the business and gives it his personal attention. His establishment occupies five acres at Seventh and Hanover Streets.