


dollars to buy out competing concerns, notably W. & E. T. Fitch of New Haven, Crouch & Fitzgerald of New York, Gaylord Lock Company, Gaylord, Mix & Company, Western Lock Company, Eccentric Lock Company, American Lock Company, Bridgeport Lock Company, Walsh of Newark, and others.

The company had its early financial trials, but owing to the integrity of its president, James Terry, was enabled to pull through, when other concerns were obliged to go out of business. This was true particularly in the years 1857 and 1858, when there was a panic following the failure of the Ohio Life and Trust Company, when the wheels of trade were completely blocked. This naturally gave Mr. Terry no little anxiety, but he had the confidence of the community and of the banks, and weathered the panic with very little loss to the company. The men were allowed to continue their work on short time, trusting to the future for their pay, and they were not disappointed, and the company were able in a few months to sell advantageously the goods that would not have been made except for the benefit of the laboring men. Mr. Terry's supervision extended to every detail of the business, and nothing escaped his eye. In his caution he attempted nothing that he could not reasonably anticipate the means of carrying out. In those early days business was done largely on credit, very few concerns having the capital to invest in uncertain speculations, or even to follow their legitimate business to its best results. Unlike many, he preferred to defer even desirable improvements till they could be undertaken with reasonable safety.

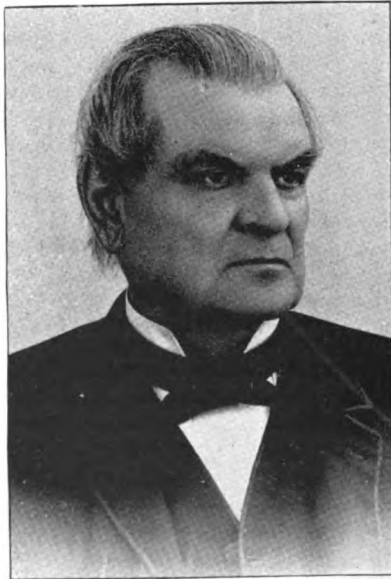
HON. J. C. LEWIS.



Hon. John Calhoun Lewis was born at Cornwall, Conn., in the year 1800. He was a grandson of Nehemiah Lewis, who served in the war of the Revolution, and who settled the town of Goshen, a direct descendant of Captain William Lewis, the first registrar in Farmington, who came from England with his father, William Lewis, in the ship *Lion* in 1632. John Calhoun Lewis was the eldest of a family of five brothers, all of whom became conspicuous citizens of the state. His father was for years postmaster at Cornwall, while John and Philo were each in turn postmaster at Terryville. One brother, Miles, was for twenty-three years a highly esteemed captain of the New Haven Steamboat Company, and another, Henry Gould, was nine times elected mayor of the city of New Haven. About 1835 John Calhoun removed from Cornwall to Terryville, and for a time was engaged in the dry goods business with his brother Philo. He afterwards became interested in the lock business, and was a member of the firm of Lewis, McKee & Co. Upon the death of Mr. Terry, in 1841, a new firm was formed, called the Lewis & Gaylord Company, and under their management the manufacture of cabinet locks in this country first became prominent. In 1849 occurred the death of Mr. Lewis. The surviving partner carried on the business until 1851, at which time the Lewis Lock Company was formed, the stock being taken by Sereno Gaylord, the



John C. Lewis.



Sereno Gaylord.

heirs of Mr. Lewis and a few others. Mr. Lewis was for years a trial justice, and as a citizen was always an earnest supporter of movements promising to be for the best interest of the community. In politics he was a prominent abolitionist, and at the time of his death was a member of the legislature, occupying the position of speaker of the House of Representatives. He was an upright, conscientious man, firm in his convictions for right, and noticeable for his strong Christian principles. In fact, he would not have a man in his employ that did not attend his own church. He married, July 4, 1844, for his second wife, Mary Warner, relict of David C. Lord, a most estimable woman, who was known for her good works. She was a descendant of Captain John Warner, who fought in the Revolutionary war. For years Long Hill, from Thomaston to Plymouth Center, was known as the "Captain John Warner Hill." Mr. Lewis died in the prime of life, leaving a widow and children to mourn his loss.

"He lived esteemed, beloved and respected.

He died regretted, honored and lamented."

The children who survive him by his first wife (Ann Hopkins of Cornwall) are: Ellen Paige, who resides in Rockford, Ill., and John Calhoun of Austin, Tex., connected with the traffic management. By his second wife (Mary Warner), Mary A., wife of General George H. Ford of New Haven, Conn., and Thomas Clarkson, for many years a prominent merchant in New Haven, Conn., and for the past few years a resident of Chicago.

SERENO GAYLORD.

Sereno Gaylord, who removed to Chicopee, Mass., was born in South Hadley, Mass., in 1812. He came to Terryville in 1834, and was employed by Lewis, McKee & Co. Stephen G. Bucknall was at that time superintendent, but being unable to keep up with the progress of American ways, was superceded by Mr. Gaylord, who took charge and immediately adopted machinery to do what heretofore had been done by hand. This enabled the company to enter into active competition with foreign manufacturers and to hold the market against all odds. In 1841 Mr. Gaylord, with John C. Lewis, formed a company known as the Lewis & Gaylord Company, which bought out Lewis, McKee & Co. Eli Terry, president of the latter company, having died, it was necessary to sell to settle his estate. The new company, however, did not buy the finished goods, but only the tools and machinery, and it was agreed that no locks should be made like those the old concern had on hand until after they had been disposed of. The business of the new company was a success from the start, and it was carried on until Mr. Lewis' death, seven years later, when the Lewis Lock Company was formed, the stock being taken by the Lewis family and Mr. Gaylord, the surviving partner. This continued until the company was consolidated with the James Terry Company, under the name of the