

ESTABLISHED 1884.

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CATALOGUE AND PRICE LIST

**JOSEPH H. ROWE & CO.**



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Manufacturers of

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**GENUINE CAPE ANN**

**Oiled Clothing,**

HORSE AND WAGON COVERS,

Sou' Westers and Oiled Hats.

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FOR SALE BY

**EMERSON & ADAMS,**

Jobbers of DRY and FANCY GOODS, and  
Lumbermen's Supplies.

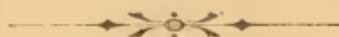
**BANGOR, - ME.**

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**THE HENRY FRANCIS *du* PONT  
WINTERTHUR MUSEUM  
LIBRARIES**



# TO THE TRADE.



IN presenting our price list to the trade we feel sure that we are quoting the best goods ever manufactured at the lowest possible price.

We manufacture two grades of goods and they are the best and most durable goods on the market. They are made of the very best of sheetings, strongly and carefully sewed by experienced women, and oiled with the best of Calcutta oil, by hands of many years' experience.

Our first quality is our **Mother Ann Brand**, and is an extra quality, and is made up both in double and patched. This brand we can and do guarantee to be the best there is made. The origin of this brand you will find on page 2.

Our second quality is the famous **Anchor Brand** and is only made up in the double. These goods are equal to the first grade of other manufacturers and we ask your comparison.

All of our goods are made in Gloucester, Mass., and are the only Genuine Cape Ann Oiled Clothing manufactured.

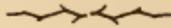
We solicit the favor of your patronage and guarantee prompt shipment.

Respectfully yours,

**JOSEPH H. ROWE & CO.**

JOSEPH H. ROWE.  
EDWARD W. SWAN.

## “MOTHER ANN.”



In A. D. 1892, Gloucester upon Cape Ann, State of Massachusetts, U. S. of America, celebrated the two hundred and fiftieth anniversary of its incorporation, during which was discovered a natural curiosity formed out of the granite ledges of Cape Ann, crowning the entrance of its beautiful harbor at the end of Eastern Point.

It is that of a full length reclining figure of an aged woman, which the discoverer called the mother of Cape Ann, and named it “Mother Ann.”

Probably since the creation of the world, before Columbus became a discoverer, before Capt. John Smith visited our headland, and before Prince Charles named it “Cape Ann” in honor of his mother, Princess Ann of Denmark, she has been wooed by Father Neptune with calm caresses, or with the wild impetuous dash of his stormy moods deluging her in his wrath with old ocean’s roaring seas.

Yet, there she has reclined unmoved by his advances, dashing back its angry seas with impervious dignity, and however wearing his advances may have been, she shows no signs that the surface covering her stony heart has ever been penetrated.

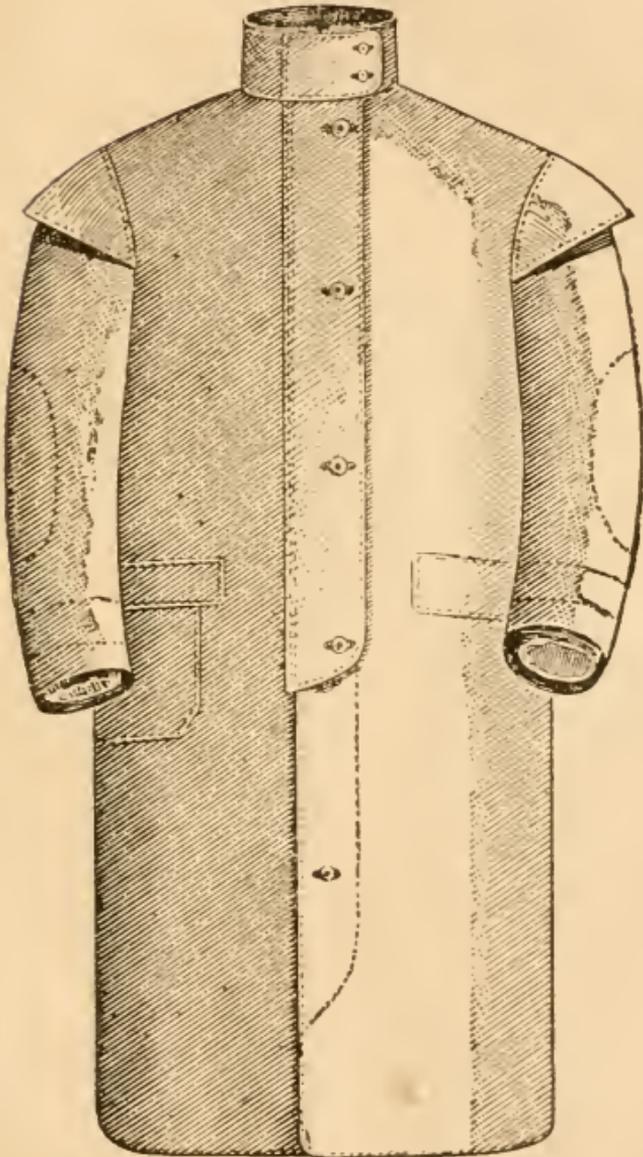
The worth of “Mother Ann,” in a business light, has been appreciated upon this year, the fourth hundredth anniversary of the discovery of America, by Joseph H. Rowe & Co., manufacturers of oiled clothing at Gloucester, who have incorporated it as a trade mark for their new and best brand of waterproof clothing, and while not reclaiming the repelling imperviousness of “Mother Ann” they do claim that its imperviousness to water and durable qualities are not excelled by any other brand on the market.

The needs of the mariner and fisherman caused the introduction of waterproof clothing to the world, and it was eminently fitting that celebrations at the World’s Fair in a building devoted to the fisheries, and in the exhibit at Gloucester, Cape Ann, the representative fishing port of America, should be the proper time and place to introduce this new and appropriate brand of waterproof clothing.

# “Mother Ann Brand.”

FANCY LONG COAT.

BLACK AND YELLOW.

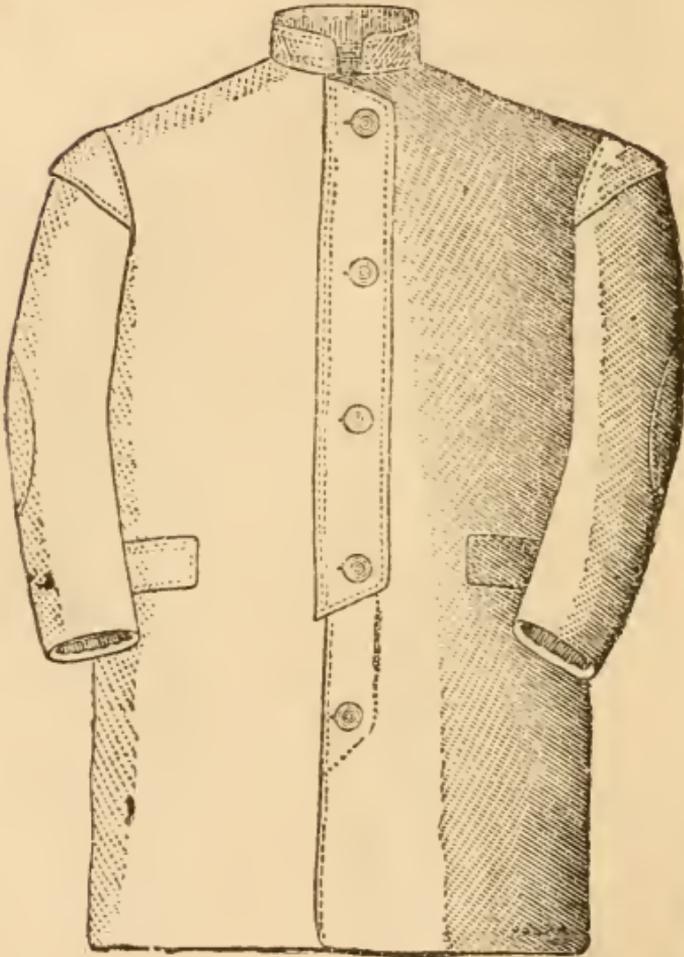


This coat is made with epaulettes, patch on sleeve, elastic inside sleeve, weather piece and patent zinc button. Length 54 to 60 inches. These goods are made in all grades.

# “Mother Ann Brand.”

MEDIUM FANCY LONG COAT.

BLACK AND YELLOW.



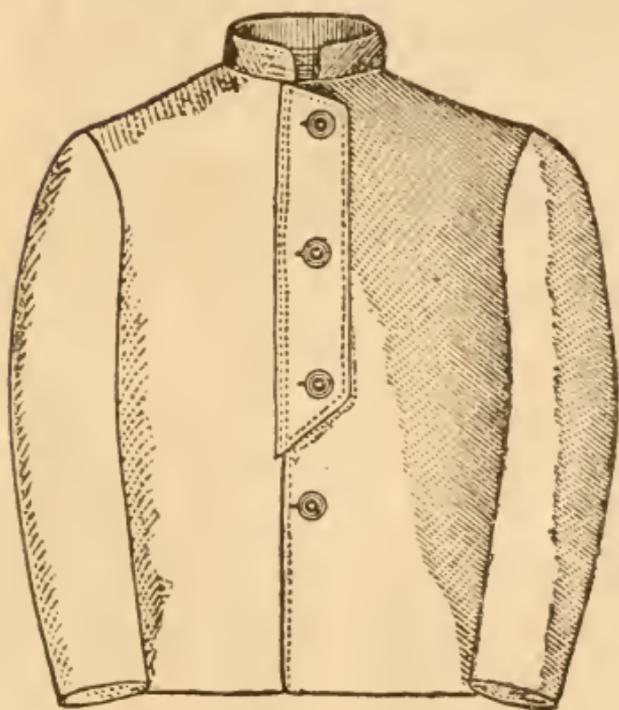
This coat is finished same as Fancy Long Coat.  
Length 43 to 45 inches.

Frock or Half Coats, made same as Medium Fancy Long Coat, except in length, which varies from 38 to 40 inches. These goods are made in Mother Ann and Anchor Brands.

# “Mother Ann Brand.”

## FISHERMEN'S JACKET.

BLACK AND YELLOW.



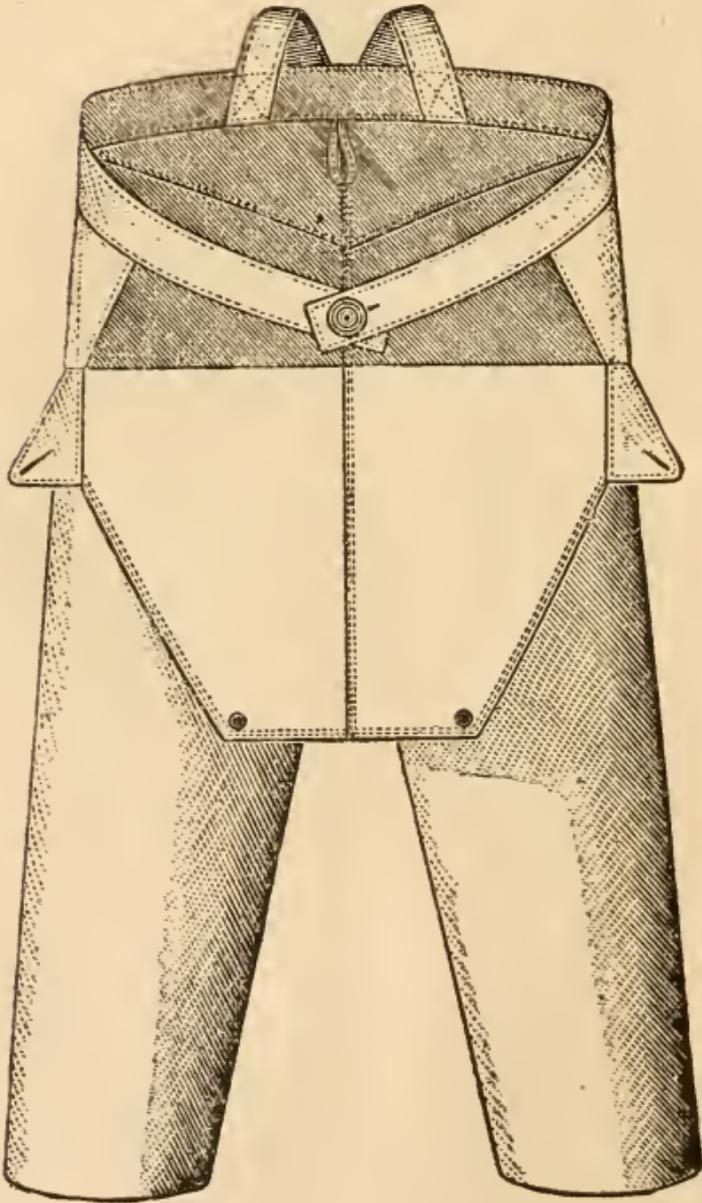
This style jacket is used and endorsed by Cape Ann Fishermen. The lengths vary from 29 to 33 inches. Our sizes run from 1 to 3. No. 1 being the largest; and are made in all grades.

We make an extra size, No. O and No. OO in Mother Ann and Anchor Brands.

# “Mother Ann Brand.”

FISHERMEN'S APRON PANTS.

IN BLACK AND YELLOW.

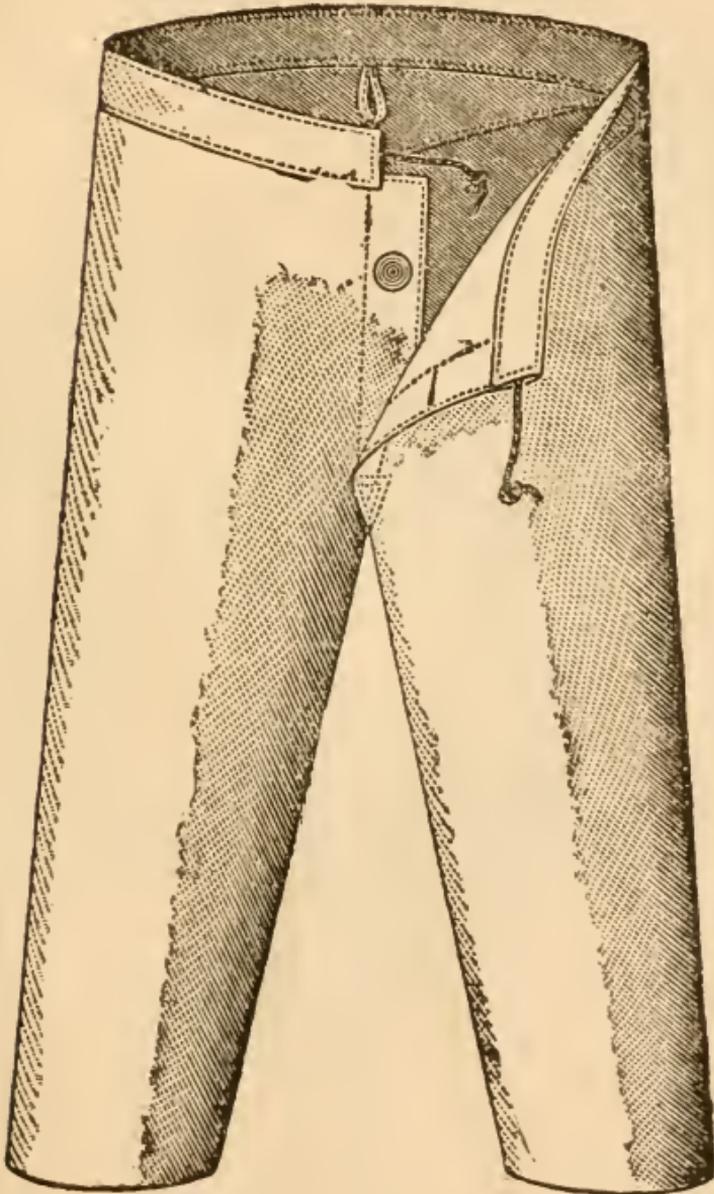


This style pants is made in all grades.

# “Mother Ann Brand.”

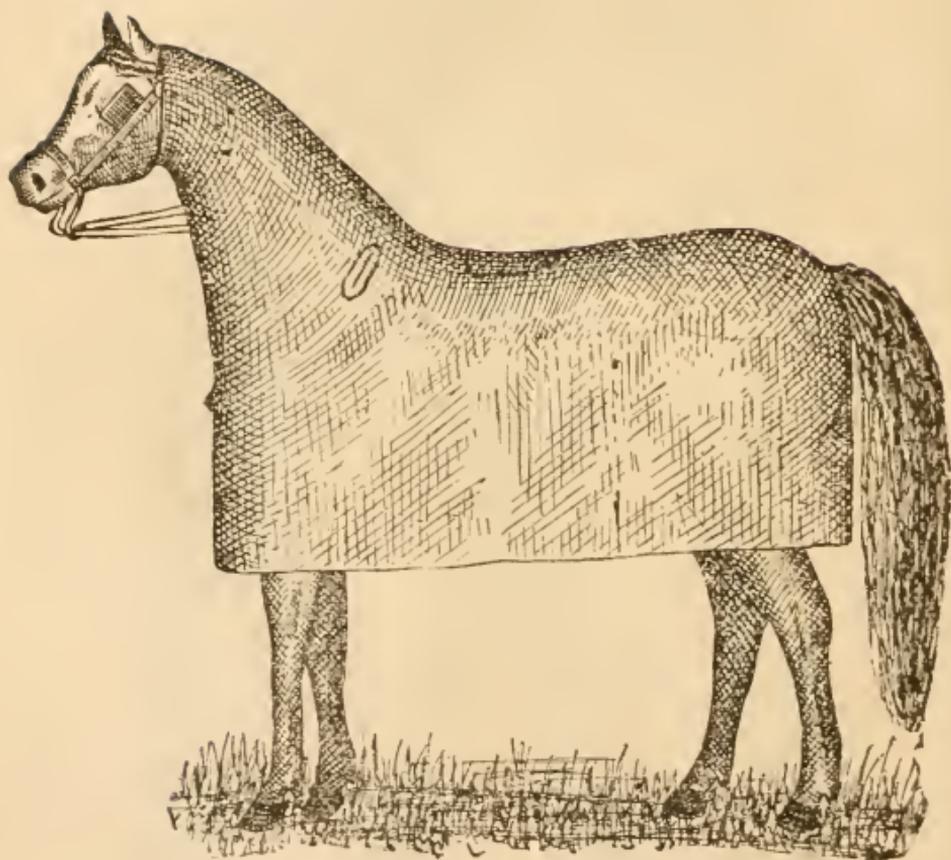
SEAMEN'S STRING PANTS.

BLACK AND YELLOW.



This style pants is made in all grades.

## Horse Covers.

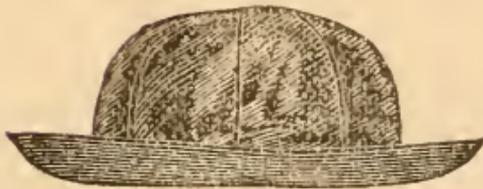


These goods are made in various weights and styles.

Cape Ann Sou' Wester.

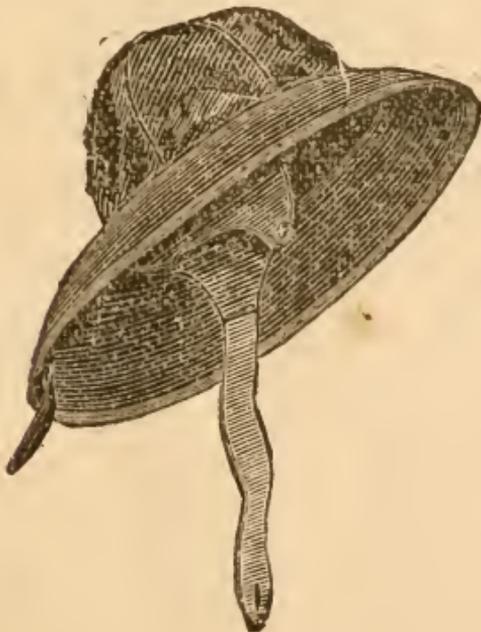


Cape Ann

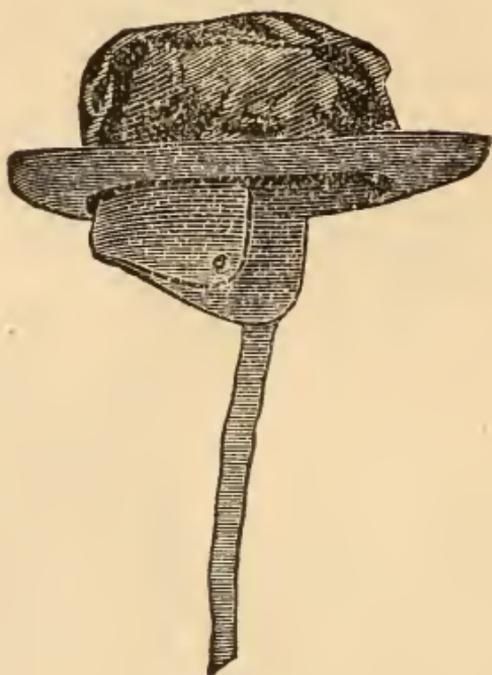


Yacht Hat.

Lincoln Sou' Wester.



## Cape Ann Soft Hat.



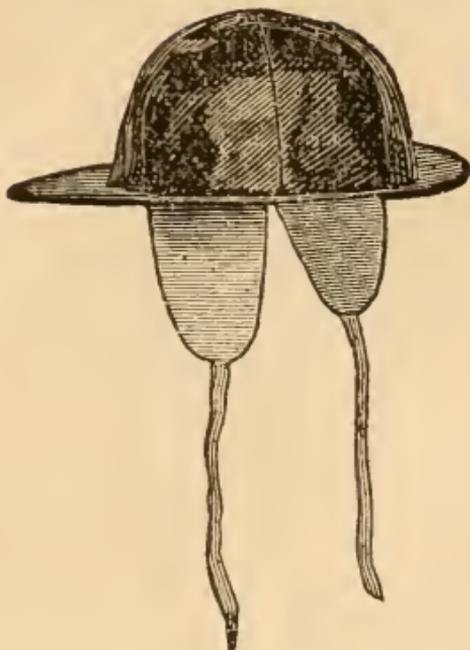
## Squam Sou' Wester.

BLACK OR YELLOW.



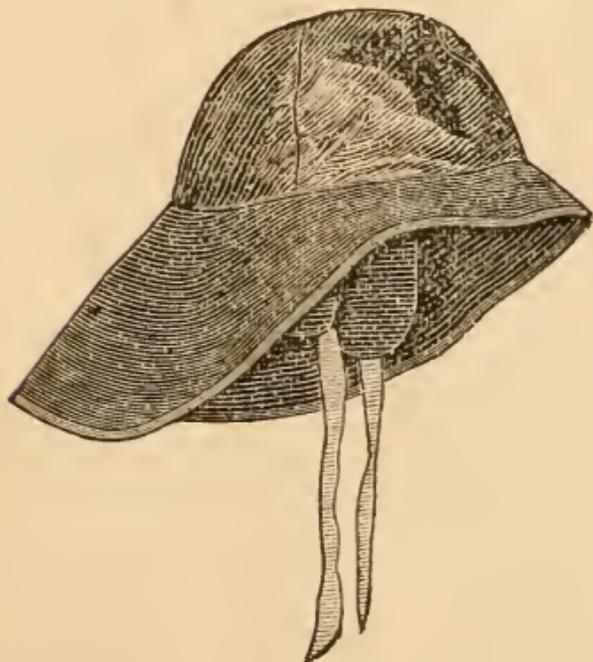
Miner's Hat.

BLACK AND  
YELLOW.



Cape Ann Gunner's Hat.

SOFT YELLOW.





### Mother Ann Brand Double Yellow Clothing.

|  |          |
|--|----------|
| Long Coats with epaulettes, patched and elastic inside sleeves, - - -      | Per doz. |
|  | \$30.00  |
| Medium Long Coats with epaulettes, patched and elastic inside sleeves, -   | 24.00    |
| Frock or Half Coats with epaulettes, patched and elastic inside sleeves, - | 21.00    |
| Fishermen's Jackets, - - - -   | 14.00    |
| Fishermen's Apron Pants, side or blouse.                                   | 14.00    |
| Seamen's String Pants, - - - -   | 13.50    |
| Petticoat Barvels, - - - -   | 12.00    |
| Apron Barvels, - - - -   | 7.50     |

### Mother Ann Brand Double Black Clothing.

|   |         |
|---|---------|
| Long Coats with epaulettes, patched and and elastic inside sleeves, - -   | \$31.00 |
| Medium Long Coats with epaulettes, patched and elastic inside sleeves, -  | 25.00   |
| Frock or Half Coats with epaulettes, patched and elastic inside sleeves - | 22.00   |
| Fishermen's Jackets, - - - -  | 14.50   |
| Fishermen's Apron Pants, side or blouse.                                  | 14.50   |
| Seamen's String Pants, - - - -  | 14.00   |
| Petticoat Barvels, - - - -  | 12.50   |
| Apron Barvels, - - - -  | 8.00    |

WRITE FOR DISCOUNTS.



### Mother Ann Brand Patched Yellow Clothing.

|  | Per doz. |
|--|----------|
| Long Coats, - - - - -                    | \$24.00  |
| Fishermen's Jackets, - - - - -           | 12.00    |
| Fishermen's Apron Pants, side or blouse, | 12.00    |

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### Mother Ann Brand Patched Black Clothing.

|  | Per doz. |
|--|----------|
| Long Coats, - - - - -                    | \$25.00  |
| Fishermen's Jackets, - - - - -           | 12.50    |
| Fishermen's Apron Pants, side or blouse, | 12.50    |

WRITE FOR DISCOUNTS.



### Anchor Brand Double Yellow Clothing.

|   |                    |
|---|--------------------|
| Long Coats with epaulettes, patched and elastic inside sleeves. - - - | Per doz<br>\$23.00 |
| Medium Long Coats with epaulettes, and elastic inside sleeves, - - -  | 20.00              |
| Frock Half Coats with epaulettes, and elastic inside sleeves. - - -   | 17.00              |
| Fishermen's Jackets. - - - -  | 11.50              |
| Fishermen's Apron Pants, side or blouse,                              | 11.50              |
| Seamen's String Pants, - - - -  | 11.00              |

### Anchor Brand Double Black Clothing.

|   |                     |
|---|---------------------|
| Long Coats with epaulettes. patched and inside sleeves, - - - -       | Per doz.<br>\$24.00 |
| Medium Long Coats with epaulettes and elastic inside sleeves, - - -   | 21.00               |
| Frock or Half Coats with epaulettes and elastic inside sleeves, - - - | 18.00               |
| Fishermen's Jackets, - - - -  | 12.00               |
| Fishermen's Apron Pants, side or blouse,                              | 12.00               |
| Seamen's String Pants, - - - -  | 11.50               |

WRITE FOR DISCOUNTS.

# MATCHLESS.

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## Matchless Brand Double Yellow Clothing.

|                                    | Per doz. |
|------------------------------------|----------|
| Long Coats. - - - - -              | \$20.50  |
| Fishermen's Jackets, - - - - -     | 10.50    |
| Fishermen's Apron Pants, - - - - - | 10.50    |
| Seamen's String Pants, - - - - -   | 10.00    |

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## Matchless Brand Double Black Clothing.

|                                    | Per doz. |
|------------------------------------|----------|
| Long Coats, - - - - -              | \$21.50  |
| Fishermen's Jackets, - - - - -     | 11.00    |
| Fishermen's Apron Pants, - - - - - | 11.00    |
| Seamen's String Pants, - - - - -   | 10.50    |

These goods are made to supply a demand for a cheaper grade of Oiled Clothing, and we feel sure that they are equal to many higher grades now on the market.

**WRITE FOR DISCOUNTS.**

**Single Drill Yellow Clothing.**

|                          |   |   |   | Per doz. |
|--------------------------|---|---|---|----------|
| Long Coats,              | - | - | - | \$18.00  |
| Frock or Half Coats,     | - | - | - | 13.00    |
| Fishermen's Jackets,     | - | - | - | 10.00    |
| Fishermen's Apron Pants, | - | - | - | 10.00    |
| Seamen's String Pants,   | - | - | - | 9.50     |

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**Single Drill Black Clothing.**

|                          |   |   |   | Per doz. |
|--------------------------|---|---|---|----------|
| Long Coats,              | - | - | - | \$19.00  |
| Frock or Half Coats,     | - | - | - | 14.00    |
| Fishermen's Jackets,     | - | - | - | 10.50    |
| Fishermen's Apron Pants, | - | - | - | 10.50    |
| Seamen's String Pants,   | - | - | - | 10.00    |

WRITE FOR DISCOUNTS.

## Cape Ann Sou' Westers and Oiled Hats.

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|   | Per doz. |
|---|----------|
| Storm Hats, patented.     -     -     -       | \$8.50   |
| Lincoln Sou' Wester,         -     -     -    | 5.00     |
| Cape Ann 'Sou Wester.,     -     -     -      | 5.00     |
| Cape Ann Yacht Hat.        -     -     -      | 5.50     |
| Cape Ann Yacht Hat without ear pieces,        | 5.00     |
| Cape Ann Soft Hat,           -     -     -    | 4.75     |
| Cape Ann Gunner's Hat. soft yellow.   -       | 6.00     |
| Miner's Hat, black or yellow leathered   -    | 3.00     |
| Squam Sou' Westers, black or yellow leathered | 3.00     |
| Squam Sou' Westers,         "     " not     " | 2.60     |
| Rowe's Prepared Oil.        -     -     -     | 3.50     |

This oil is warranted to dry, soft and pliable, and free from tact. Put up in pint cans, patent screw top.

WRITE FOR DISCOUNTS.

## SLICKERS.

|                        |   |   |   | Per doz. |
|------------------------|---|---|---|----------|
| Mother Ann Brand,      | - | - | - | \$30.00  |
| Anchor Brand,          | - | - | - | 23.00    |
| Matchless,             | - | - | - | 21.00    |
| Single on Heavy Drill, | - | - | - | 18.00    |

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|                    |        |          |           |       |
|--------------------|--------|----------|-----------|-------|
| Boys' Slickers,    | \$1.00 | per doz. | less than | Men's |
| Boys' Long Coats,  | 1.00   | "        | "         | "     |
| Boys' Jackets,     | .50    | "        | "         | "     |
| Boys' Apron Pants, | .50    | "        | "         | "     |

Slickers differ from the ordinary coat only in that they are opened up the back from 20 to 30 inches. They are made up in all grades, both black and yellow.

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## Wagon and Merchandise Covers.

## BLACK AND YELLOW.

|                            |   |                  |        |
|----------------------------|---|------------------|--------|
| To order from Drill,       | - | per square yard, | \$ .55 |
| To order from 8 oz. Duck,  | " | "                | .75    |
| To order from 10 oz. Duck, | " | "                | .85    |

WRITE FOR DISCOUNTS.

## HORSE COVERS.

|  |                    |
|--|--------------------|
| Duck, Whole Covers, Hood attached,<br>leather for hame holes and straps,     | Per doz<br>\$30.00 |
| Duck Body Covers to hames, leather for<br>hame holes and straps, - -         | 29.00              |
| Duck Hoods, - - - -  | 9.00               |
| Drill Whole Covers, hood attached, leath-<br>er for hame holes and straps, - | 22.00              |
| Drill Body Covers to hames, leather for<br>hame holes and straps, - -        | 21.00              |
| Drill Hoods, - - - -   | 7.00               |
| Sheeting Whole Covers, Hood attached,<br>cloth band and straps, - -          | 18.00              |
| Sheeting Body Covers to hames, -   | 17.00              |
| Sheeting Hoods, - - - -  | 6.50               |

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## WAGON BOOTS.

|                              | Per doz. |
|------------------------------|----------|
| Duck Boots with wings, - - - | \$27.00  |
| Drill Boots " - - -          | 21.50    |
| Drill Boots, square, - - -   | 18.00    |

Made in the following sizes :

49, 52 and 55 in. wide, by 53, 56 and 59 in. long.

WRITE FOR DISCOUNTS.

# MISCELLANEOUS.

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Prices quoted on application.

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Belts and Sheaths.

COPPER PAINTS,

Tarr & Wonson's,

Jas. H. Tarr's,

Baltimore.

COMPASSES.

Vessel, Boat and Dory,

Brass and Wood.

Dodd's Liquid Fish Glue.

Duck Clothes Bags,

Drill Clothes Bags,

Drill Mitts with double thumbs and elastics.

Fishermen's White and Colored Wool Mittens.

Heavy Socks,

Minard's Liniment.

Rubber Mittens and Aprons.

Row Locks, Malleable and Cast Iron.

Sheath Knives,

Sailor Mattresses.

Wedge or Bachelor Buttons.



