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*By Special Appointment to
 His Excellency the MARQUIS OF NORMANBY, K.C.M.G.*



*And under the Patronage of
 SIR H. B. LOCH, K.C.B., and SIR W. M. ROBINSON, K.C.M.G.*

DANIEL WHITE & CO. LIMITED,
 GARRIAGE BUILDERS,
 MELBOURNE AND PERTH.

THE subject of the present sketch—Mr. Daniel White—was born at Roscred, County Tipperary, Ireland, beneath the shadow of one of the famous round towers of Ireland, the use and age of which have puzzled so many historians and antiquarians to discover. He was trained to the art of coachbuilding in his father's workshop. That gentleman died at an early age, leaving a widow and eight children, of whom Mr. White, then seventeen years of age, was the second eldest. At that time, and for a period of seven years, he worked fifteen hours a day instead of the regulation eight hours.

The family having sold out, left for Australia on the 7th September, 1861, and landed in Melbourne just three months after. Mr. White at once went to work at his trade, and remained in one shop for nearly seven years. When he went into business for himself, in March of 1869, he made a start with a limited capital of only £180, and when he had his workshop erected and tools bought he had £10 left, and commenced with a staff of one man and a boy to assist him. He aimed at producing a class of carriages and buggies superior to anything produced in Melbourne, and thereby succeeded in attracting the attention of some of the best men in Melbourne and the favorable opinion of the Press.

The business steadily increased year by year, Mr. White displaying his work at various exhibitions and shows, both in Melbourne and Sydney, and in the London Exhibitions of 1873, 1886 and 1887, where the commissioners granted him a gold medal for special merit in 1873, and a diploma of merit in 1886. He was also very successful in the various intercolonial exhibitions held in Melbourne and Sydney, always obtaining numerous first prizes; also at the agricultural shows held in Melbourne, where he has exhibited regularly since 1870 up to the present year, when he obtained thirteen prizes out of fourteen, vehicles which were entered for competition, namely, the only gold medal, seven other firsts, three seconds, and two highly commended. During all those years Mr. White has produced a special buggy, called the "Goddask," which is termed the "king of buggies." One of those he sent to London in March of 1888.

Mr. White converted his business into a limited liability company, with a capital of £60,000, in 60,000 shares of £1 each. The shares were over applied for to the extent of 16,000, and the small business he started nineteen years previous on a capital of £180 had grown at stock-taking time to £20,000. The Company carries on operations in Grant Street, off St. Kilda Road, just opposite Government House gate; possessing a floor space 55,000 feet on one flat (1½ acres), and the best labor-saving machinery money can buy, driven supplemented by all the best labor-saving machinery money can buy, driven by a gas engine capable of being worked up to 27 horse-power, and also a gas hammer for all kinds of forgings, drop and otherwise. The Directors are gentlemen well known in Melbourne; Mr. J. J. Smart, Mr. Jas. Garton, and Mr. Fred. Wimpole, with Mr. White as Managing Director. Some three years ago the Company started an agency in Perth, West Australia, for the sale of their vehicles, under the management of Mr. E. B. White, Mr. White's eldest son, and the agency opened his management developed so quickly that in October, 1895, they opened a workshop and joined both together, and under the fostering care of Mr. E. B. White it has now assumed large proportions. The firm in Melbourne still continues to send over large consignments of every description to the branch house, and its only just to say that the high character of the firm's work has gained for them the highest position in the West. And it may be justly said that White's traps are a household word in the West, and that you will find them wherever white men are to be met with. Mr. E. B. White has now arranged agencies for the sale of their vehicles in Coolgardie, Kalgoorlie, and Cue, and the head house has also established an agency in Cape Town, South Africa; and we wish them every success which we think they deserve on account of their energy and pluck in extending their business and giving employment to so many men in Melbourne.