

Catherine Waterston Waxseller

Mrs Waterson Waxseller in Galloway's Close, has now opened a Shop on the northside of the Lawn-market, opposite the head of Forrester's Wynd, Edinburgh; where, for the convenience of the Public may be had, a complete assortment of the different kinds of SEALING WAX, WAFERS, and other articles in waxchandlery way, which of late have been considerably improved.

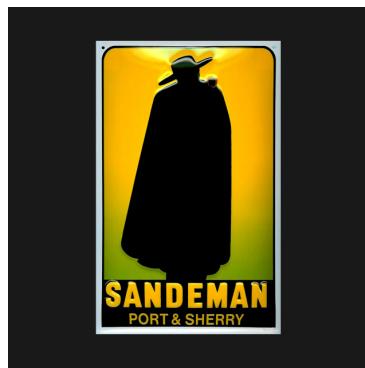
At the said Shop may be had,
JUNIPER'S PATENT ESSENCE OF PEPPERMINT,
In wholesale, and in bottles of 1s and 3s each
PETTON'S CORDIAL DROPS for Coughs, Colds, Cincough, and Asmatic Disorders in
wholesale and at 1s per bottle
NB These Medicines being in great repute, stand in no need of recommendations; - and as they are sold by particular appointment of the makers, ready money is expected
FINE JAPAN SWINING INK, for writing records, etc. at 6d per bottle, or in wholesale
Mrs WATERSTON returns her most grateful thanks to the indulgent Public for the encouragement and attention shown to her and her family; and begs leave to solicit the continuance of their favours.
Commissions addressed to Mrs Waterston, at the above shop, will be carefully attended to.

Caledonian Mercury, 27 May 1782

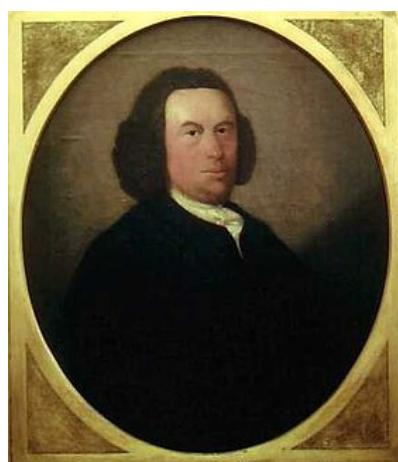
221 years later the *Herald* announced 'Receivership seals fate of capital wax makers' George Waterston and Sons, one of Scotland's oldest printing firms and Edinburgh's longest-standing stationery retailer trading since 1752.¹ At the time of its demise in 2003 the company operated a retail shop at 35 George Street (merging into 66 Hanover Street) and a printing works at Warriston Road and Logie Green Road. What part did Mrs Waterston play in the evolution of such an enterprise at a period when men predominated in business?

She was born in 1755 in Perth to parents George Sandeman a cabinet-maker (1725-1803) and his wife Jean Duncan (died 1803) who named her Catherine. George carried on an extensive business for more than 50 years, serving two successive Dukes of Athol and members of the Perthshire nobility and gentry. Catherine had several siblings namely David George merchant and co-founder of the Commercial Bank of Scotland, Helen, Jane and George. The latter flourished in London as a wine merchant trading with Oporto in port wine, a commodity still sold under the Sandeman name.

¹ *The Herald*, 13 December 2003.



The Sandeman family belonged to a branch of the Church of Christ, a small religious sect named Glasites after John Glas the founder who was born in Auchtermuchty in 1695, the son and grandson of ministers of the Church of Scotland. Educated at the grammar school of Perth and the University of St Andrews, in 1719 he became minister at Tealing near Dundee. He soon, however, grew unhappy with what he considered to be the conflict between the simple order of the New Testament and the practices of the Church of Scotland with its hierarchy of church councils. In 1725 he formed a society drawn from his own and neighbouring parishes; and in 1729 published his treatise *The Testimony of the King of Martyrs* in which he expressed his beliefs that there were no grounds in the New Testament for a national church, magistrates in the church or national covenants; and that true Reformation could only be achieved by the word and spirit of Christ. The synod of Angus and Mearns deposed him.



John Glas

Glas and colleague Francis Archibald, expelled from his charge at Guthrie, ministered to small groups of believers in Glasgow, Dundee and Arbroath and by

1738 Perth hosted meetings of followers who included members of the Sandeman family. Later John Glas was restored as a minister of Jesus but not as a minister of the Church of Scotland and by his death in 1773, Glasite churches existed in Dundee, Perth, Edinburgh, Dunkeld, Arbroath, Montrose, Glasgow, Galashiels, Leith, Paisley, Newburgh, Cupar, Leslie, Kirkcaldy; and in Cumbria, Newcastle and London. Robert Sandeman, son-in-law of John Glas, was hugely instrumental in spreading the word; and in America where he died in 1770 the adherents bore the name of Sandemanians. Robert Sandeman, son of David Sandeman, Perth cloth merchant, was the brother of George and uncle of Catherine. Born around 1718, as a teenager he began studies in Edinburgh where he encountered the newly established Glasite church. Without completing his course he returned to Perth where he became a partner with his brother William in linen manufacturing. By 1744 he had been ordained as an elder of the Perth Glasite church and had retired from business to further the Glasite cause.

This background and her family connections remained crucial for Catherine throughout her life. In 1776 she became the second wife of William Waterston wax chandler of Edinburgh whom she must have met when he made business trips to Perth. William Waterston was born in 1729 in Spott, East Lothian where his father John Watherston (sic) worked as head gardener to Lord Alexander Hay. The Watherston family gravestone records:

Here lies John Watherston gardener in Spott who died Feb 8 1751 aged 73 years also Agnes Kemp his spouse who died Dec 18 1759 aged 65 years also Alex Watherston their son sometime gardener at Dunbar lived a married life with Helen Deans his spouse 23 months and died April 18 1771 aged 49 years²

William Waterston attended school at Dunbar where according to his son George he received 'a better education than might have been expected', his lessons having included arithmetic, bookkeeping and subjects connected with natural philosophy.³ He subsequently acted as an assistant to the Dunbar schoolmaster but in 1751, the year of his father's death, he departed for Edinburgh to seek employment in a mercantile house. He worked for a short time as a clerk and shopkeeper for James Lorimer dealer in torches and flambeaux. Lorimer, however, was imprisoned for debt and the shop closed in January 1752. Family tradition as recorded by George Waterston, attributed his father's acquisition of tradecraft in wax manufacture to an

² National Library of Scotland, Acc.12330/1, Waterston Archive.

³ Ibid.

adventurer from London named Chase who had arrived in Edinburgh in 1749. Whatever the facts William leased a small workshop in the Cowgate at a yearly rent of £1 10s and began to manufacture sealing wax, wafers and flambeaux.

Flambeaux or flaming torches, usually about three feet long and carried by linkboys, lit the streets for pedestrians or the occupants of sedan chairs in a pre-street lighting era. The first customer of William Waterston, the Duke of Hamilton, ordered flambeaux in December 1752.⁴



John Kay, *A Fireman and a Linkboy*, c.1792, National Galleries of Scotland

Sealing wax and paste wafers sealed folded letters and documents before envelopes came into use in the nineteenth century. Probably at first Waterston used imported Dutch wax but he quickly began experimenting to improve quality and purchased such commodities as beeswax, camphor, red lead, flour, lac, vermillion, rosin lamblack. His manufacturing appliances included copper pans, wafer tongs, punches, pestles, mortars and riddles. His efforts paid off when he won two silver medals at the industrial exhibition organised by the Edinburgh Society for the Promotion of Arts, Sciences and Manufactures in 1756 – for best sealing wax and best wafers.

William Waterston's Day Book for 1752-1760 demonstrates a steady growth in business with many regular Edinburgh customers including Kincaid and Donaldson printers and stationers to the king. By 1765, however, his market had

⁴ NLS, Acc.12235/1, Day Book of William Waterston, 1752-1760.

spread widely with buyers in Inverness, Lanark, Glasgow, Dunbar, Haddington, Stirling, Perth, Aberdeen, Greenock, Montrose, Cupar, Ayr, Dundee, Kilmarnock, St Andrews, Kelso, Paisley, Berwick and London. That there were Glasite communities in these places is unlikely to be coincidence. In 1758 William married Theodosia Jackson daughter of Gideon Jackson WS; and in 1764 felt sufficiently prosperous to purchase property and ground at the foot of Dunbar's Close Lawnmarket originally belonging to John Dunbar and inherited by his granddaughter Barbara. This consisted of the third and ground flats of an old tenement with a piece of garden ground to the north. In 1770 Waterston built a two-storied house with a pavilion roof which accommodated both dwelling house and workshop in approximately the area where the headquarters of the Bank of Scotland now stands. The property was to be inherited by his and Theodosia's children but of the three, only Margaret survived. She sold it to the Bank in 1803 and converted the proceeds to Commercial Bank stock. On her death in 1816 her half brother George inherited the investment.

The only evidence in the Waterston Archive relating to William Waterston's workshop arrangements is a receipt dated 19 August 1769 and signed by James Mcmillan stating that he had:

Received from William Waterston Wax Chandler in Edinburgh Two pounds twelve shillings sterling as one half years wages from 27 February last to the 27^{current} over and above shillings which I receive every week conformable to contract⁵

James Mcmillan probably acted as a clerk as his initials appear opposite entries for receipts of payments in Waterston's Day Book begun in 1752. According to George Waterston, his father made all the finer articles himself and employed only one workman to make the inferior items though George would have been too young to have had personal knowledge of this. Goods were sold on the premises as Waterston had no shop front to the street.

Theodosia Jackson or Waterston died in 1775. In 1776 William married Catherine Sandeman of Perth and in the same year became a burgess of that city. Catherine acquired a step-daughter Margaret aged 12 and she and William produced three more children – William born 10 May 1777, George born 4 December 1778 and John born posthumously on 26 March 1780. In February 1780 William Waterston died after what his son described as a 'short and violent illness'.⁶ Thus Catherine was widowed just before her 26th birthday and left in charge of four

⁵ NLS, Acc.12235/45.

⁶ NLS, Acc.12330/1.

children. As her husband died intestate his daughter inherited his land and property, with his second wife and family sharing his stock, furniture and other goods. What knowledge she had of the wax manufacturing business is unknown though her son felt that she had had no opportunity of acquiring any and the sole workman did not remain long in his job to enlighten her. Catherine, however, belonged to a commercially enterprising family who were not slow to rally round. Her cousin Robert Sandeman came to her assistance but unfortunately not for long as he had poor health and died young. William Waterston's good customers Kincaid and Donaldson also provided support and through her own sterling efforts Catherine recruited workers and launched her first shop in the adjacent Galloway's Close in 1782.

Her inclusion of herbal medicines in the list of items offered for sale in her first advertisement of 27 May 1782 perhaps indicates a reluctance to place a reliance on wax products alone. Or possibly she saw the potential of a growing market. John Juniper had patented his essence of peppermint in 1762 and this remedy became one of several eighteenth-century medicines to be produced into the twentieth century. A description was added to the *Caledonian Mercury* notice of 1 July 1782, namely its efficacy for stomach complaints, oppressions and seasickness; and that a great many inns in England kept this essence. By December Catherine had added pectoral drops and Daffy's Elixir to her wares along with Italian washball, a laundry aid.

In January 1783 in addition to a large assortment of best quality wax candles at 3s 4d per lb., wax flambeaux and white bleached wax at a very low price, C. Waterston offered:

EMOLLENT LEMON LOZENGES remarkably cooling and agreeable at 6d and 1s 6d per box; also CHEMICAL PECTORAL DROPS prepared from honey and the richest balsams for bad coughs, colds, asthmas and consumption bottles 1s and 3s.⁷

She continued, however, to advertise her varieties of wax candles of various sizes, her flambeaux and 'every other article in the Wax Chandlery line, whole sale and retail on moderate terms' adding to the notice of March 1783 that 'The Wax and Wafers may be depended on and will give satisfaction to the nicest judges'.⁸ Catherine was still selling Juniper's Essence along with wax products in 1785 and 1787 with essence of peppermint, vegetable balsam and Fife honey at 6d per pint in May 1788. By this time, however, her personal circumstances had changed and the

⁷ *Caledonian Mercury*, 8 January 1783.

⁸ *Ibid.*, 22 March 1783.

newspaper advertisement of 12 January 1787 carried the name of Ferrier and Waterston.

Catherine attended the weekly meetings of the Glasite church in Chalmers Close.⁹ In 1785 Mr Robert Ferrier a widower with three children joined the meeting and became an elder. On 2 October 1786 she married him and he had to resign his position as the second marriage of widowed elders was forbidden.



Henry Duguid, *Chalmers Close*, 1855, National Galleries of Scotland

Robert Ferrier, born on 11 July 1741, became minister of Largo parish church in 1764 and married Hannah eldest daughter of Anthony Keeling of Staffordshire on 29 April 1765. They had several children three of whom survived to adulthood. Hannah died in Dundee on 28 October 1784. Ferrier became interested in the writings of John Glas and Robert Sandeman as did his colleague James Smith of nearby Newburn. The two ministers met with several others at Balchrystie, a farm on the border of the parishes and on 17 August 1768 gave into the Presbytery a demission of their respective charges and a renunciation of the legal benefices annexed to them. While the Presbytery did not immediately accept their resignations, both men left their churches and preached to a meeting of 40 in Balchrystie and four in Largo.

⁹ The Glasite meetinghouse in Barony Street was designed in 1834 and built in the following year. It is now the Ingleby Gallery.

They set out their case in a pamphlet of 60 pages published by Donaldson of Edinburgh and sold for 6d according to the *Scots Magazine* of 1 December 1768. Smith and Ferrier did not embrace all the Glasite teaching and came to be known as Scots Independents. Meanwhile in Glasgow a small group who had departed from the fold of the Church of Scotland consulted with the two men and built a chapel nicknamed the ‘Candle Kirk’ in which David Dale, Glasgow manufacturer and founder of the New Lanark Mills, officiated as pastor.¹⁰ Robert Ferrier joined him in the role but later Ferrier left the chapel, joined the Glasite church and departed for Dundee. In 1777 he wrote an introduction, highly critical of opponents, to a new edition of John Glas’ *Testimony of the King of Martrys*, originally published in 1729.

When Robert Ferrier and Catherine Waterston married in 1786 he was 46 years old and she 31. Both had families already but continued to have five more children – Jane, Catherine, Margaret and James all of whom died young and Robert born in 1794. He drowned in London dock in October 1813. The Glasite community to which they belonged had no paid employees only elders, deacons and deaconesses but Catherine would not at this time have been eligible for the latter role. Deaconesses had to be over 60 years, have brought up children and not be known as scoundrels. The members of the church greeted each other with the holy kiss and celebrated communion every Sunday. Services lasted for five hours with a break in the middle for the love feast, usually a bowl of soup, so the Glasite meeting came to be called the Kale Kirk. The Glasites contributed to a common purse for the use of members and maintained a separate fund for helping the poor, regardless of religion. Each congregation remained independent and held itself responsible only to God.

As seen from the advertisement of 1787, Robert Ferrier joined his wife’s business. Catherine’s son George wrote scathingly in his journal:

My mother’s second marriage was not a fortunate one. Mr Ferrier originally a clergyman was a bad man of business and always in difficulties as to money matters¹¹

Nonetheless the business continued to trade and in 1788 Ferrier purchased from John Robinson, professor of natural history at the University, a property on St John’s Hill, the Pleasance, ‘partly with his own money about £400 and partly by borrowing

¹⁰ A candle-maker named Paterson funded the building.

¹¹ NLS, Acc.12330/1.

on bond £350'.¹² His father-in-law George Sandeman or possibly Catherine's brother George stood as co-partner on the bond.¹³ The purchase included both land formerly owned by the geologist Dr James Hutton and a newly built dwelling house consisting of two floors or stories with a garret and cellar enclosed by 'a parterre and garden planted with fruit trees, flowering shrubs, gooseberry, currantberry and other small fruit bushes'.¹⁴ The family moved from the Lawnmarket to the new property – large enough to accommodate lodgers to supplement income – and Ferrier built a workhouse for the business.

Catherine's three Waterston sons attended the High School from 1788 – William for four years and George and John for five with George attending the Latin class at the College (University) during one winter. She sent William, however, to reside with his grandparents in Perth and to learn the cotton manufacturing trade. In 1797 he left Perth for Glasgow where he worked as principal clerk to various mercantile houses and married June Turnbull on 17 September 1801. In January 1794 George became an apprentice to Mr Ferrier's son-in-law Mr Robert Bruce writer (lawyer) and John undertook an apprenticeship with Mr Dan Shaw printer; but circumstances soon changed for George. On 5 February 1795 Catherine became a widow for the second time on the death of Robert Ferrier. George wrote later that 'it was thought proper that I should give up the writer profession and assist in taking charge of our own business'.¹⁵ He did not seem to be very enthusiastic to embark on a partnership with his mother and spent some time in excursions away from Edinburgh. For example, in August 1796 he had a walking tour to Galashiels, Selkirk, Hawick, Jedburgh, Oxnam, Ancrum and Melrose; and in July 1797 he and his brother William visited Perth. In August 1798 Catherine's brother George procured a situation for nephew George in London in the mercantile house of Stein Smith and Co. in Fenchurch Street and he made the journey there by sea. He remained in London until June 1799.

In the meantime Catherine continued to run the business and rather against her son's will, agreed to purchase the St John's Hill property from her step-daughters Hannah and Elizabeth Ferrier. She already had liferent of the workhouses. The business, still trading as Ferrier and Waterston, had moved to Bull Turnpike,

¹² Ibid.

¹³ NLS, Acc.12335/439.

¹⁴ NLS, Acc.12330/7.

¹⁵ NLS, Acc.12330/1.

opposite Blair Street, High Street Edinburgh by 1800. An advertisement of 27 November 1802 thanked their friends in town and country for their support:

and from the advantages which they now enjoy in procuring their Materials, they flatter themselves that the following Articles of their Manufacture will be found to be of superior quality, viz. the very finest SEALING WAX, Red and Black. Other kinds of SEALING WAX, for various Purposes

SEALING WAX for WINE, of the best colours, at reduced prices when taken in quantities

Finest GLAZED WAFERS, all colours and sizes

Best WAX FLAMBEAUX, common ditto and links

Best Japan SHINING INK in Phials

They have likewise for sale

WAX and SPERMACETTI CANDLES of the best London Manufacture. WAX TAPERS

BEES WAX, Yellow and Bleached. Also,

A complete Assortment of BLACK LEAD PENCILS and other Stationery Articles on Moderate terms.¹⁶

Out had gone the herbal medicines to be replaced by stationery. By 1806 the Waterstons were marketing their white, green and red wax and spermacetti candles of every size and similarly coloured wax tapers as 'all of the manufacture of Mess B. BARCLAY'S, Waxchandlers to their Majesties'.¹⁷ Moreover:

From a connection they have formed with one of the first makers in England, they are enabled to sell with great allowance to dealers

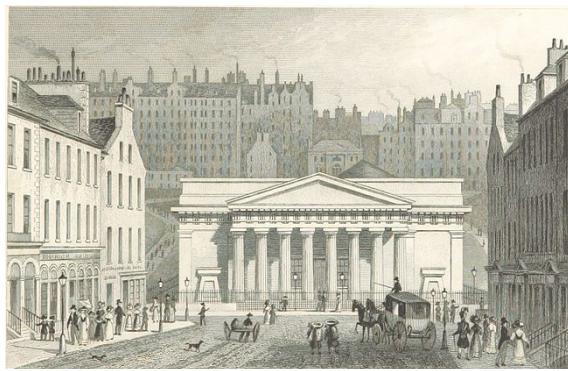
In February 1800 Catherine received a windfall in the form of a legacy of £40 from a Miss Guthrie; but in the February of the following year her son John died. Her stepdaughter Margaret then came to live with her permanently, having leased her own house. Margaret had married Edinburgh merchant William Gibson on 27 October 1786.¹⁸ When George Waterston married Jane Blair from Dunkeld on 28 March 1803, he and his mother 'were at some expense dividing the house St John's Hill and building a new kitchen'.¹⁹ George and his family lived there until 1834 when he moved to 25 London Street leaving George Waterston Junior to occupy 6 St John's Hill.

¹⁶ *Caledonian Mercury*, 27 November 1802.

¹⁷ *Ibid.*, 6 December 1806.

¹⁸ When William Gibson died is as yet undetermined but his will is dated 26 January 1808 and is located in the National Archives, Kew – PROB11/1472/235. He may have died in Jamaica.

¹⁹ NLS, Acc.12330/1.



Thomas Shepherd, *Hanover Street*, 1828

The Ferrier and Waterston shop eventually abandoned the Old Town for a 'commodious shop' at 16 Hanover Street in 1828.²⁰ Their advertisement announced that they would continue to manufacture their previous products as usual as well as selling an assortment of stationery.

Catherine's eldest son William died on 30 October 1806 and his wife shortly after. They left no children. His mother had brought him to her house from Glasgow shortly before his death and in May 1807 had to travel to that city to dispose of his furniture. Details of Catherine's life come from the journal of her son George and are tantalisingly brief but she continued to be involved with the wax chandlery business. For example, on 26 June 1811 he recorded:

My mother and I looking at the stock of Dickson booksellers lately dead which we thought of purchasing but changed our mind.²¹

Following the death of his half-brother Robert Ferrier by drowning in London Dock on 27 October 1813, George wrote on 23 November, 'Mother in the shop first time since the 30th' (the day they received the news).²² Circumstances in the shop had also changed. Peggy Miles the shopkeeper had by July 1811, become very frail necessitating George's frequent presence and on 4 March 1812 she died after 26 years of working for Ferrier and Waterston. Fortunately 'a smart looking little girl' had previously been engaged to assist by running errands. Trade suffered as a result of the long war against Napoleon's France with a shortage of resin at the beginning of 1815 causing a problem in fulfilling a large order for flambeau; and the price of wax candles fell from 3s 8d to 3s 2d. In October 1816 the firm began buying and selling composition candles and the Commercial Bank extended credit thanks to George's inheritance from his half sister of four shares; but in December Waterston had to 'lay

²⁰ *Caledonian Mercury*, 22 March 1828.

²¹ NLS. Acc.12330/1.

²² *Ibid.*

aside William Hume by reason of the dullness of trade and put him on half wages'.²³ Nonetheless Ferrier and Waterston survived.

Catherine had continued her late husband's method of income supplement by taking in lodgers. It is not easy to ascertain from George's journal, which of the many people mentioned as staying with his mother were family guests and which were paying. A female cousin of William Waterston's first wife resided with her for 12 years and died in February 1811 aged 77. Old Miss Anne Boswell arrived in October 1811 as a boarder and stayed for three years, though she proved to be rather troublesome in the end. Amongst others Catherine also accommodated Mr Ferrier's granddaughter Hannah in 1811 but declined a second session in 1815. William Tulloch resided for the winter of 1811 before sailing for Newcastle and a French governess spent some time in the St John's Hill house in 1816. Writer and feminist Mary Anne Radcliffe came to stay in 1810 and while there discussed the publication of her memoirs with William Stewart printer.²⁴ Mrs Ferrier St John's-hill subscribed for three copies and various members of the Sandeman and Ferrier families appear in the list of subscribers. Copies were available at Ferrier and Waterston, High Street. In addition Catherine decided to buy to rent and she and George looked at several buildings in Portobello before settling on a property in James Square for which she paid £615 in June 1815. This she let to a Mr Orr in February 1816. Also as a widow of a former Church of Scotland minister, from 1796 she received an annual annuity from the Ministers Widows Fund ranging from £20 to £29.

The Sandeman family kept in contact with each other but a momentous occasion occurred on 28 July 1812 when Catherine, her two brothers and two sisters dined with her – the first time they had all been together in 37 years. She seems to have been very sociable and regularly held dinner parties for family and friends; in turn visiting or having meals with people in Coates, Leith, Portobello, Musselburgh, Inveresk and Newcastle. She sailed to the latter town with son Robert in August 1809 and remained there with Dr Leighton until November, returning via Dunbar where she stayed without Robert before returning to Edinburgh in time to bring in the New Year with her son George's family and with brother David. On 25 August 1814 George Waterston with his mother and aunt viewed his uncle David's portrait painted by Henry Raeburn. Eight years later Catherine also sat for her portrait though not to

²³ NLS, Acc.12235/427.

²⁴ *The memoirs of Mrs Anne Radcliffe in familiar letters to her female friend*, Edinburgh 1810.

Raeburn. The work by George Simson is now in the collections of the National Galleries of Scotland, having been gifted by Miss Leonora Waterston in 2003.



National Galleries of Scotland, *Catherine Sandeman* by George Simson, 1822

Catherine maintained her central role in the family. On 1 July 1822 her daughter-in law Jane Waterston wrote to her daughter Catherine who was visiting her maternal grandparents in Dunkeld:

Your grandmother expects Miss Leighton on about this time she is doing all in her power to get her a situation.²⁵

Two years later Jane informed her daughter who had travelled to London for a holiday:

...your Grand Mother is in good health and spirits I do not know what to bid you bring her back but think a pair of fine Black kid gloves.

George Waterston junior relayed family news to his brother Charles who was staying with his grandmother Mrs Blair in Dunkeld in December 1826.

Mr John Glas Sandeman is here from Glasgow just now he is to breakfast with Grandmother tomorrow morning he says Mr Geo Sandeman in London is rather quaking for his Oporto

²⁵ NLS, Acc12330/4. A situation would be some form of employment such as a governess or post in domestic service.

Establishment. They say the Portugese rebels are treating the English with the greatest cruelty whenever they meet them.²⁶

Unfortunately George Waterston's journal ends in 1819 and there are no further volumes or letters relating to his mother in the Waterston Archives. Customary for the period her death announcement in the *Scots Magazine* for March 1831 made no mention of her achievements:

18 January At Edinburgh Mrs Catherine Sandeman, relict of Mr Robert Ferrier, formerly minister of Largo Fife, aged 76

Following Catherine' death an inventory of the business was made. The outstanding debts owed amounted to £1 4s by the County of Caithness, £5 15s 9d by the Edinburgh Police, £15 19s 2d by the Commercial Bank of Scotland, £1 6s 8d by Lady Keith, £1 by the Court of Judiciary, 19s by the Town of Musselburgh and 12s 6d by the Court of Exchequer – a total of £355 1s 7d. The firm held goods to the value of £92 17s 11d for materials, £106 8s 1d for manufactured goods, £92 18s 11d for wax chandlery and £205 for stationery –the balance of £350 6s 9d between debts and goods on hand being Mrs Ferrier's property. George Waterston inherited house and business and on 9 June 1832 the *Scotsman* carried an advertisement for Geo Waterston and Son, late Ferrier and Waterston, 14 South Hanover Street.

THE PREMIER WAX OF THE WORLD!

WATERSTON'S

Sealing, Bottling, Packing,
and Engravers'

WAX.

SOLD BY ALL WHOLESALE HOUSES.

ELEVEN PRIZE MEDALS.

GEORGE WATERSTON & SONS, London and Edinburgh.

ESTABLISHED 1752.

The advertisement features a central text block with the company name 'WATERSTON'S' in large, bold, serif capital letters. Above it is the slogan 'THE PREMIER WAX OF THE WORLD!' Below it are two subtitles: 'Sealing, Bottling, Packing,' and 'and Engravers''. To the left of the main text is a cluster of eleven circular 'PRIZE MEDALS'. To the right is a circular seal containing a detailed illustration of a bee. The seal is labeled 'BEE BRAND' at the bottom. At the very bottom, the company name 'GEORGE WATERSTON & SONS' is repeated, followed by 'London and Edinburgh.' and 'ESTABLISHED 1752.'

²⁶ NLS, Acc.12330/5, 19 December 1826. The death of the Portugese king in 1826 created a dispute over the succession which led to civil war 1828-1834.