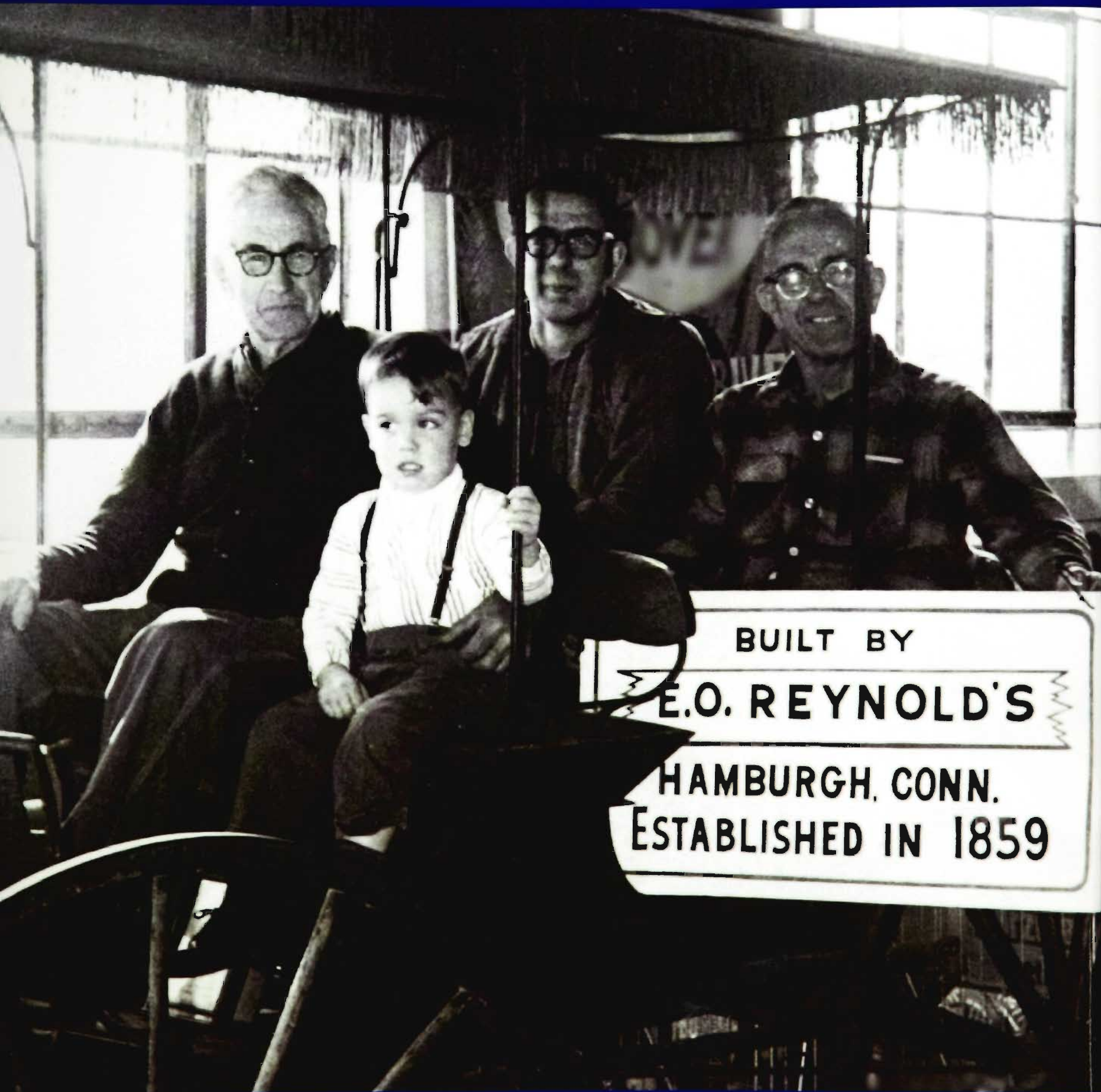
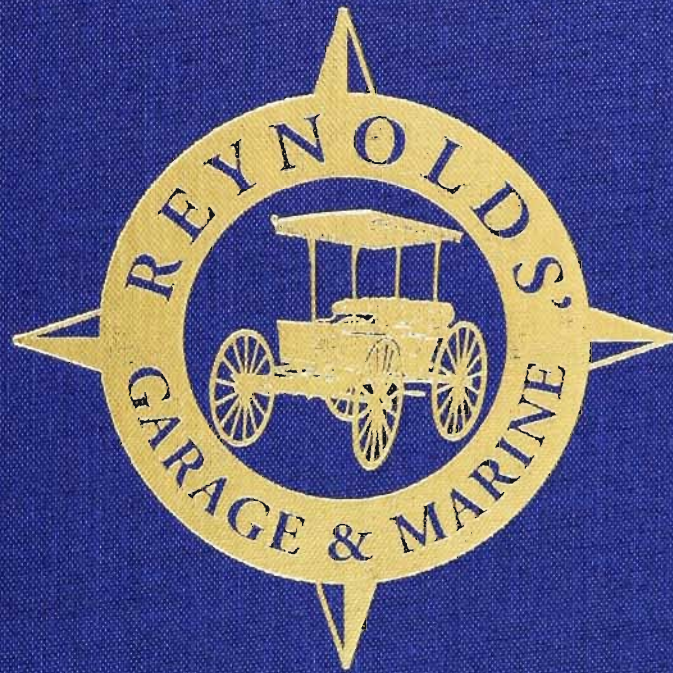


Big Enough To Serve You Small Enough To Know You



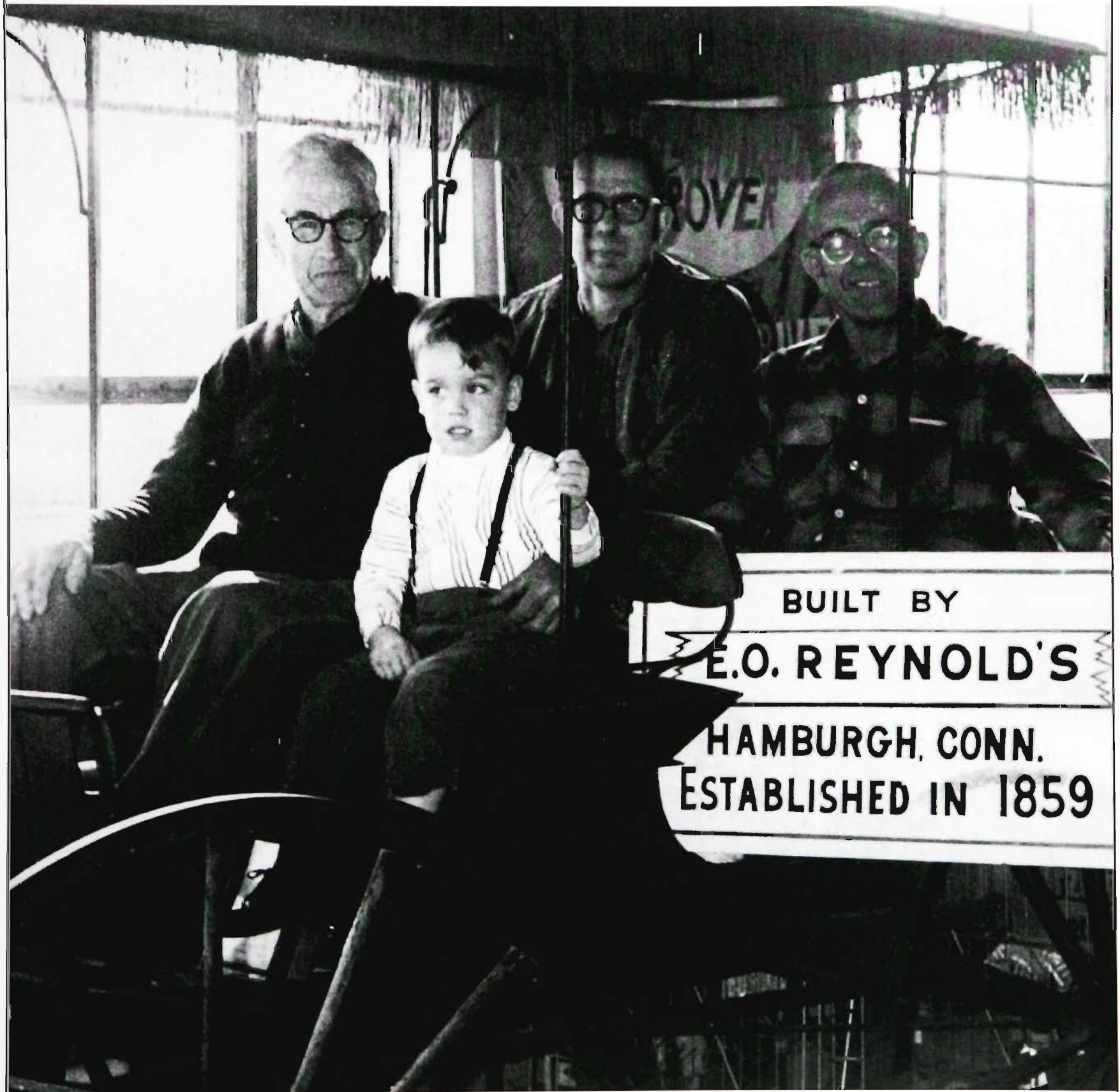
150 Years of Living and Working on Hamburg Cove
Six Generations of the Reynolds Family

**Big Enough To Serve You
Small Enough To Know You**

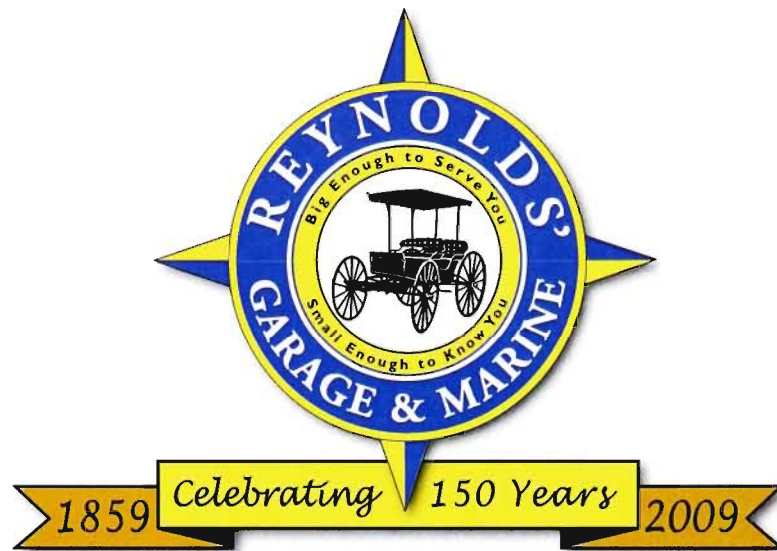


**150 Years of Living and Working on Hamburg Cove
Six Generations of the Reynolds Family**

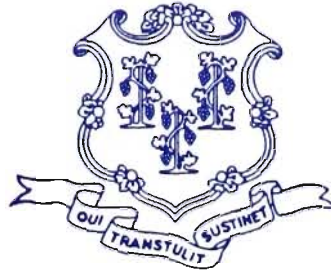
Big Enough To Serve You Small Enough To Know You



150 Years of Living and Working on Hamburg Cove
Six Generations of the Reynolds Family



State of



Connecticut

By Her Excellency M. Jodi Rell, Governor: an

Official Statement

On behalf of the State of Connecticut

I, M. JODI RELL, Governor,
take great pleasure in
congratulating

Reynolds Garage & Marine, Inc.

on the occasion of its
150th Anniversary Celebration.

For 150 years, Reynolds Garage & Marine
has served the Lyme community and the State
of Connecticut with great distinction.

This family owned and operated business, now the fifth and sixth generations of Reynolds, is dedicated to customer service, success and hard work to operate its Subaru dealership and marine sales division. Since 1859 with Ephraim Reynolds's carriage manufacturing business and general store, the Reynolds Family has adapted and grown with the times to continue providing quality products for their client base which stretches throughout the Northeast. By selling bass fishing, aluminum and saltwater boats and Subaru vehicles and as a success story of a local, small, family-owned business, Reynolds Garage and Marine raises the standards of excellence in the State of Connecticut.

The owners and employees of this business have demonstrated a sound commitment to the surrounding community. I commend the team at Reynolds Garage & Marine, Inc. for their leadership, enthusiasm and dedication to outstanding customer satisfaction. Congratulations on this remarkable 150th milestone and may Reynolds Garage & Marine continue to work toward improving Connecticut's future for years to come.

Therefore, I, M. Jodi Rell, Governor of the State of Connecticut,
do hereby officially proclaim April 9, 2009, as
REYNOLDS GARAGE & MARINE DAY
in the State of Connecticut.



M. Jodi Rell
Governor

Foreword

My introduction to the Reynolds family was in late spring, 1964 when I was arrested in Old Lyme for driving an unregistered Fiat Abarth race car which I had just bought and was bringing up from New York City to store. I had come for the weekend to see my wife-to-be, Sandy Holbrook, and meet her parents. I was taken to the Westbrook police barracks, where I was “processed” and allowed to call Sandy. About an hour later, she arrived with Leland Reynolds in tow. Leland produced a dealer’s license plate, papers were signed, and I was released with a court date pending. I never received a bill for Leland’s time and assistance; that’s the way things were with the Reynolds family. That day started a friendship with the family that continues to this day.

At that time, Reynolds’ Garage & Marine was a Studebaker dealership, although it had also sold Chevrolets, Fords and other marques in years past. The sales and service facilities were in the original 1924 stone building. There was a boat yard on the inner cove behind the dealership, but sales of sleek, high-powered boats were years away. Reynolds’ became a Rover/Land Rover franchise when Studebaker went out of business in 1966, followed by Peugeot in 1970, and then Subaru in 1991. We bought one of the last two new Peugeots available at Reynolds’ in 1991—a car that was on the road until just a year ago with its third owner.

In the 45 years since my first introduction to Leland Reynolds, Sandy and I have purchased six Peugeots, three Subarus, and several used cars (Sandy owned a Studebaker Hawk before we met!). Reynolds’ Garage has also kept my 1960 MGA running happily for the past 20 years. Buying a car from Reynolds’ Garage was always a satisfying experience, whether dealing with Leland and Gary or, later, with sons Hayden or Tom. Today, Gary holds court in his office overseeing the whole operation, with Hayden managing the Subaru business, daughter Kathryn serving as controller/office manager, and Tom heading up the flourishing boat business.

I have now known four generations of Reynolds: Leland, Gary, Tom, Hayden, Kathryn, and Gary and Marilynn’s five

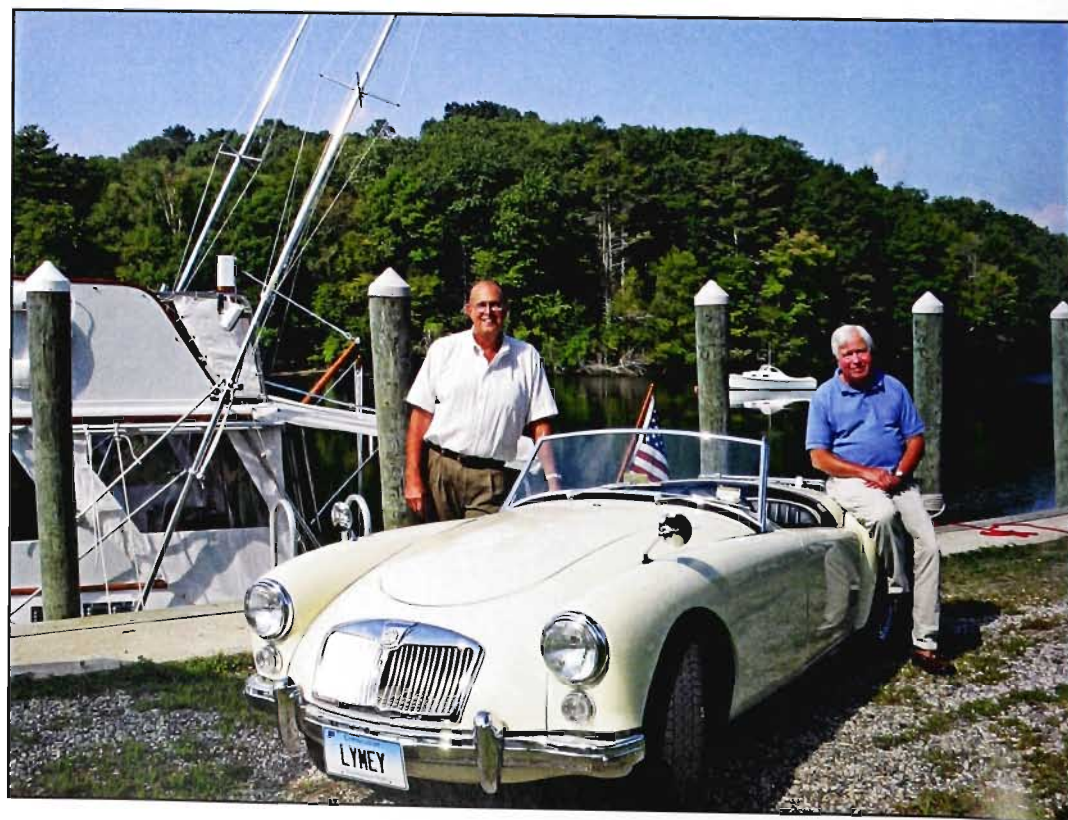
grandchildren. The Reynolds are one of Lyme’s oldest families, have owned what is now the town’s biggest business for 150 years, and are fondly known and respected by virtually everyone in town. No wonder it seems like one out of three cars on the road in Lyme is a Subaru!

As the leading business family in Lyme, the Reynolds are also very community minded. Family members serve on various town committees, and the business is a leading supporter of local non-profit organizations. Florence Griswold Museum, Lyme Academy College of Fine Arts, High Hopes Therapeutic Riding, Connecticut River Museum—all of these local organizations benefit from the Reynolds’ largesse.

This book tells the story of an old New England family which has made an indelible mark on the town of Lyme, Connecticut over the past 150 years. I am proud to consider the Reynolds friends, and was honored to be asked to write this foreword. Read on, and enjoy every page.

Tony Thurston

Lyme, March 2009



Gary Reynolds and Tony Thurston, a family friend and long time resident of Lyme

Big Enough To Serve You Small Enough To Know You

150 Years of Living and Working on Hamburg Cove

Six Generations of the Reynolds Family

This book is dedicated to prior generations, our loyal customers and our employees, past and present.

A Reynolds Family Book
First Edition
2009

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Our Loyal Customers

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Jane DeWolf

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John R. Cristoforo and Family

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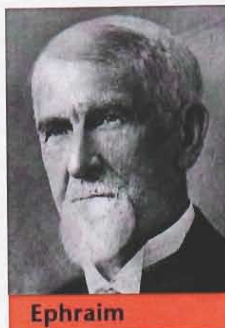
Steve Cryan

The Lyme Archives

Yves Feder

Six Generations of the Reynolds Family

The entrepreneurial spirit



Ephraim

Many services in one place



Hayden

Big enough to serve you
Small enough to know you



Donald "D.G."

By land or by sea



Leland

A tradition in excellence



Gary

It now takes three



L. Thomas

From Carriages To Bass Boats

This is a story of a family run business whose roots in customer service were established in 1859. It is the story of six generations in a family business that has grown and changed with the times, literally from horse-drawn carriages to automobiles to bass fishing boats.



Left to right: G. Hayden, Kathryn, Gary and L. Thomas Reynolds



Kathryn



G. Hayden



The second, third, fourth and fifth generations

Top: Leland

Bottom left to right: Hayden, Donald with Gary



The third, fourth and fifth generations

Left to right: Gary, Leland, and Donald with Ed Grimshaw, presenting Studebaker award, 1953



The third, fourth, fifth and sixth generations

Left to right: Donald, L. Thomas, Gary and Leland



The fourth, fifth and sixth generations

Top left to right: Gary, L. Thomas

Bottom left to right: Kathryn, Leland and G. Hayden



G. Hayden, Kathryn, Gary and L. Thomas Reynolds, 2008

The Accelerating Pace of Change

THE FIRST GENERATION OWNERSHIP OF BUSINESS: EPHRAIM OTIS REYNOLDS 1859 - 1909

- 1859 Ephraim O. Reynolds established E.O. Carriageworks and the first successful oil well was drilled in Titusville, PA
- 1860 Abraham Lincoln elected 16th President of the United States
- 1861 American Civil War begins
- 1870 Christmas is declared a federal holiday in the United States
- 1876 The telephone is invented by Alexander Graham Bell
- 1878 Thomas Edison invents electric light bulb
- 1883 The telephone comes to Lyme, CT
- 1886 The first automobile powered by an internal combustion engine is invented by Karl Benz
- 1888 The first successful adding machine in the U.S. patented by William Seward Burroughs
- 1896 First modern Olympics are held in Athens, Greece
- 1900 *The Saturday Evening Post* carried its first automobile advertising
- 1901 The first ballpark hot dog is sold at the Polo Grounds, New York, NY
- 1902 First automobile motors through Lyme, CT
- 1903 The Wright Brothers take first flight in an airplane, *The Tale of Peter Rabbit* is written and the first "Teddy" bear is produced
- 1904 Henry Ford's salary is \$416.67 and the production of the first gasoline Studebaker touring car sells for \$1750 with 17 horse power
- 1908 Model Ts were first manufactured and 15 million were sold through 1927
- 1909 Commander Robert Peary becomes the first person to reach the North Pole and the three point field goal in college football is adopted

THE SECOND GENERATION OWNERSHIP OF BUSINESS: HAYDEN LORD REYNOLDS 1909 - 1936

- 1909 The first "newsreels" are produced for movie houses
- 1911 The PGA (Professional Golfers Association) tour begins, and the first running of the Indianapolis 500
- 1912 The ocean liner *Titanic* sinks after hitting an iceberg
- 1917 US enters WWI, which started in 1914 with France, Russia, and Britain declaring war on Germany and Hungary
- 1920 US women gain voting rights
- 1921 "Jazz" becomes the music of the times and the first baseball broadcast on the radio is a game between the Pirates and the Phillies
- 1926 Television is invented and Henry Ford startles the world by announcing a five day work week for employees
- 1927 Charles Lindberg is the first to fly solo non-stop across the Atlantic Ocean
- 1928 Dr. Alexander Fleming discovers penicillin and the first animated cartoon star appears, *Mickey Mouse*
- 1929 "The crash of the New York Stock Exchange" is the beginning of the "Great Depression"
- 1930 First car radio is available for purchase
- 1931 The children's book *The Story of Babar* is an instant best seller, *Dracula* and *Frankenstein* are movies that debut to massive audiences
- 1936 Joe DiMaggio plays his first baseball game with the New York Yankees and the first National Football League draft is held and Philadelphia picks first

THE THIRD GENERATION OWNERSHIP OF BUSINESS: DONALD (D.G.) GRANT REYNOLDS 1936 - 1942

- 1936 The first "people's car" is in early stages of development in Germany. It's called the Volkswagen
- 1937 The Golden Gate Bridge is completed and heralded as an engineering marvel and Disney's *Snow White and the Seven Dwarfs* premieres
- 1938 First set federal minimum wage is established at .25 cents per hour and action figure Superman appears for the first time in Action Comics
- 1939 Britain declares war on Germany and *The Wizard of Oz* and *Gone with the Wind* are the year's biggest movies.
- 1941 Britain and US declare war on Japan after the attack on Pearl Harbor and electric taxis appear in Paris to combat gasoline shortages due to the war
- 1942 27 year old Frank Sinatra is the newest singing sensation and Bing Crosby's *White Christmas* becomes an instant holiday classic



1859

Six Generations of the Reynolds Family

FIRST GENERATION

AURELIA ULYSSES
HAYDEN
Oct. 10, 1841 - Jul. 24, 1941

m.
1859

EPHRAIM OTIS
REYNOLDS
Jul. 29, 1837 - May 26, 1916

SECOND GENERATION

HARRIET F. WARNER
Dec. 13, 1858 - Feb. 7, 1933

m.
1882

HAYDEN LORD
Jan. 13, 1860 - Jan. 21, 1945

ALDEN HENRY
Oct. 12, 1861 - unknown

WILSON SUMNER
June 10, 1864 - June 27, 1948

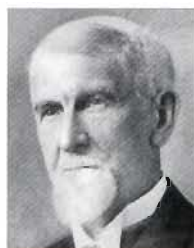
THIRD GENERATION

ELEANOR ROSSITER
May 29, 1883 - Oct. 13, 1883

HAROLD HAYDEN
Aug. 13, 1884 - May 18, 1924

LAWRENCE WARNER
Sept. 25, 1886 - Nov. 16, 1951

FOURTH GENERATION



Ephraim



Hayden



Donald



Leland

FIFTH GENERATION



Gary



L. Thomas



Kathryn



G. Hayden

SIXTH GENERATION

m. = marries

Big Enough To Serve You

1859 E.O. Carriageworks

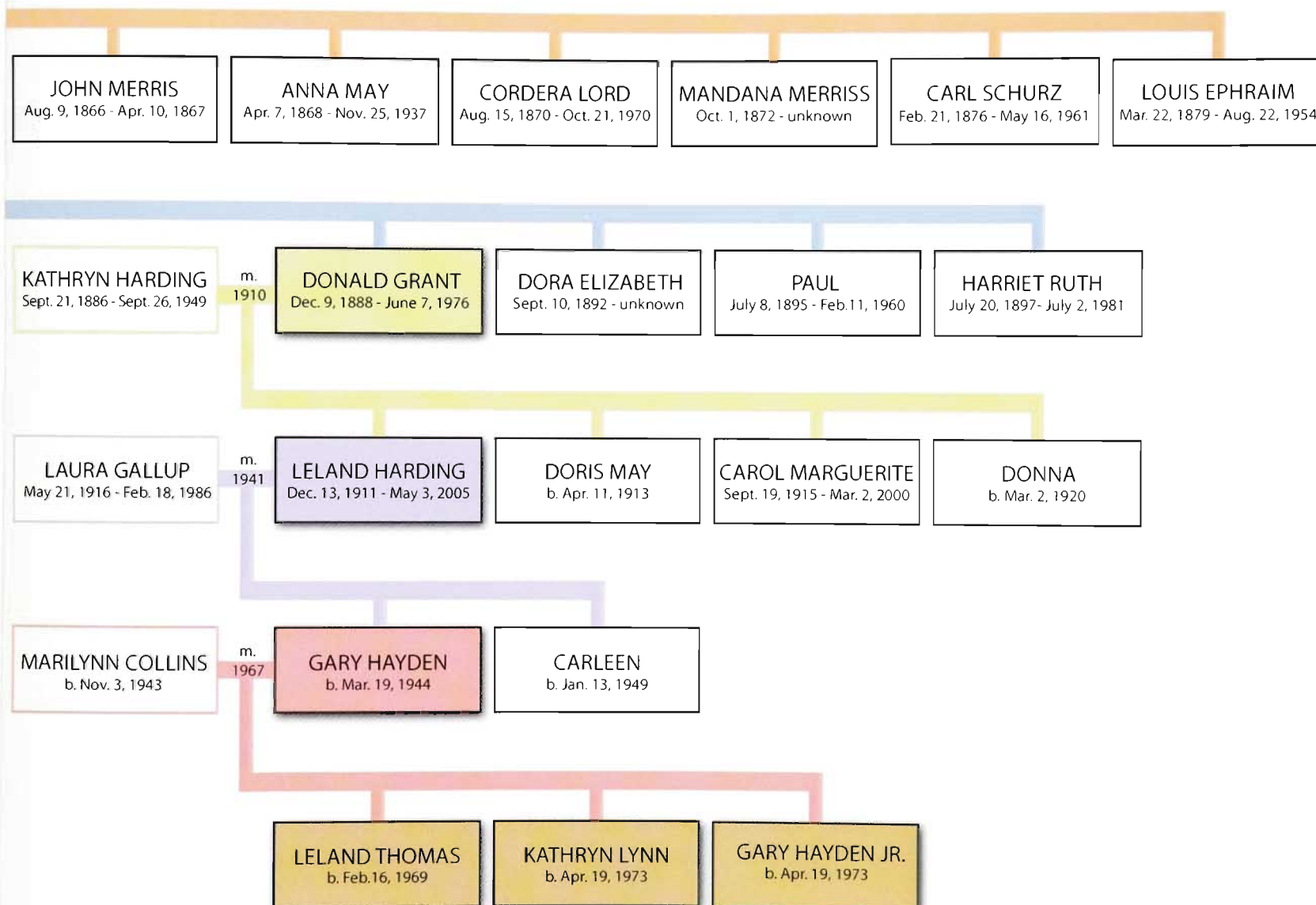
1909 H.L. Reynolds Company

1936



Living and Working on Hamburg Cove

2009



Small Enough To Know You

Don Reynolds Auto and Marine

1972 Reynolds' Garage & Marine, Inc.

THE FOURTH GENERATION OWNERSHIP OF BUSINESS: LELAND HARDING REYNOLDS 1942 - 1977

- 1942 *The Little Prince*, a delightful story of a pilot who meets a little boy from outer space is published
- 1944 Helicopters are used for first time by the US Army
- 1945 WWII is officially over as Japan surrenders
- 1947 Jackie Robinson becomes the first black American to play major league baseball and the first Little League World Series is held in Williamsport, PA
- 1948 The world's first bass fishing boat is designed by Holmes Thurmond for Skeeter Boats.
- 1948 Richard and Maurice McDonald open their first drive-in hamburger cafe
- 1951 The term "Rock n' Roll" is first used by disc jockey, Alan Freed and Diners Club issued the first credit cards.
- 1954 Ernest Hemingway wins the Nobel Prize for Literature for a *A Farewell to Arms*
- 1955 Disneyland opens in Anaheim, CA
- 1956 Elvis Presley is music's newest singing star and Mickey Mantle wins the Triple Crown in baseball
- 1957 *The Cat in the Hat* is written by Dr. Seuss
- 1959 The Barbie doll is created and hula hoops, yo-yo's, robots, friction-driven toy cars and combat toy dolls for boys are popular and Hawaii becomes the 50th state
- 1959 Lowrance introduces the first "Little Green Box" portable sonar unit. It becomes the most popular sonar in the world, with over one million produced from 1959-1984
- 1960 Yamaha enters the marine industry with their first Yamaha outboard
- 1961 At the age of 43, John Kennedy is the youngest elected US President and the first human, Yuri Gagarin, travels into space.
- 1962 The Beatles release their first song, *Love Me Do*, "Pop Art" and Andy Warhol startles the art world and James Bond in *Dr. No* is the new movie hero
- 1963 Dr. Martin Luther King, Jr., gives his "I have a dream" speech and seat belts become standard equipment for the first time, patented by a Reynolds Studebaker customer, Hugh DeHaven in 1955
- 1964 Cassius Clay (soon to be Muhammad Ali) upsets Sonny Liston and becomes the heavyweight boxing champ and the high speed "bullet" trains begin service in Tokyo reaching speeds of 120 mph
- 1968 Subaru imports their first car to the U.S., the Subaru 360, selling for \$1297 new and Forrest and Nina Wood build six bass fishing boats in Flippin, Arkansas, starting the Ranger Boat Company
- 1969 Sesame Street, funded by the non-profit Children's Television Workshop is a daily hour-long program and "Woodstock" is the world's biggest peace and rock festival enjoying three days of inspired music, and the First Bassmaster Tournament Trail bass fishing competition is started by Ray Scott
- 1970 The Jackson Five musical group has its first hit song and are so popular they are made into a television cartoon series
- 1972 *The Godfather* is the Best Movie of the Year and the Osmond Brothers, led by Donnie top the musical pop charts
- 1973 First cell phone is made by Martin Cooper of Motorola (not available to the public until 1984), the last US troops leave Vietnam (engaged in conflict since 1965) and the Sears Tower in Chicago becomes the tallest skyscraper at 1,453 feet (110 stories high)
- 1974 The Nike Company is founded and Hank Aaron becomes the new major league homerun leader with 715 "dingers"
- 1976 Nadia Comaneci scores the first perfect "10" in Olympic gymnastic history, *Rocky* is the number one movie, the *Muppet Show* becomes an international TV series success and skateboarding is the new teenage sport

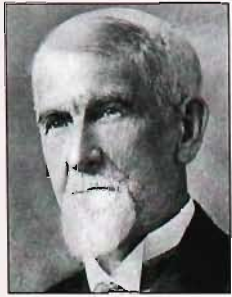
THE FIFTH GENERATION OWNERSHIP OF BUSINESS: GARY HAYDEN REYNOLDS SR. 1977

- 1977 *Star Wars* is the box office blockbuster, the first manned free-flight test of the space shuttle is orbiter *Enterprise* is successful, disco is the newest music fad and Apple Computer Company is founded
- 1978 The world's worst oil spill occurs when the *Amoco Cadiz* runs ashore off the coast of France
- 1979 The Rubik's Cube becomes a worldwide top selling toy, Egypt and Israel sign a peace treaty, the first Sony Walkman is sold for \$165.00 and ESPN goes on the air
- 1980 *Dallas* is the popular night time soap, Mt. St. Helens erupts in Washington state and Ronald Reagan is the oldest elected US President

- 1981 First personal computer is issued by IBM and although no specific date is given, the new found concern of worrying about the planet's fragile state and its dwindling resources starts a movement called "recycling"
- 1982 The first artificial heart is invented by Dr. Robert Jarvik, the Vietnam Veterans Memorial in Washington D.C. is dedicated and Coca Cola launches its new Diet Coke drink in US
- 1984 The killer virus that causes AIDS is discovered and Rap music becomes popular with its roots derived from Hip Hop music which started in New York in the 1970s
- 1985 Mobile phones are first used in Europe
- 1986 The disposable camera, developed by Fuji is produced, Oprah Winfrey becomes the daytime television ratings champion and the "instant replay" is used by the NFL.
- 1987 The first solar-powered car race is won by General Motors' *Sunracer*. There were 22 entries in this 2,011 mile race representing 14 countries
- 1989 *The Joshua Tree* by the Irish rock group U2 is the first CD to sell one million copies, bungee jumping becomes one of the most popular dangerous sports and the Berlin Wall is opened
- 1991 Sonic the Hedgehog takes over as the top selling computer game beating out Nintendo's Mario Brothers, and Mikhail Gorbachev resigns as Premier of the USSR who is replaced by a Russian Federation
- 1992 Representatives of 178 countries participate in a Earth Summit reflecting the growing concern worldwide for "green" issues
- 1994 Apartheid comes to an end in South Africa and the "Chunnel" connecting France to Britain is opened
- 1996 First official launch of Onstar is at the Chicago Auto Show, Lowrance introduces the first 12 channel handheld GPS unit and *Toy Story* is the first film to be entirely created from a computer
- 1997 Tiger Woods, 21, is the youngest and first ever black player to win The Masters golf tournament, the Spice Girls are the number one pop group and the world land speed record is set at 763.035 MPH
- 1998 The Smart Car is introduced as an alternative to petroleum driven vehicles
- 1999 US soccer team tops China for women's World Cup, the "Melissa" computer virus spreads through the internet and Col. Eileen Collins is first female to head a space shuttle mission
- 2000 Human genome is deciphered and George W. Bush is elected the 43rd US President
- 2001 Hijackers ram jetliners into New York City's World Trade Center and the Pentagon and Enron Corp., one of world's largest energy companies, files for bankruptcy
- 2002 President Bush signs legislation creating cabinet-level Department of Homeland Security
- 2003 The United States and Britain launch war against Iraq
- 2004 North Atlantic Treaty Organization formally admits seven new countries: Bulgaria, Estonia, Latvia, Lithuania, Romania, Slovakia, and Slovenia
- 2005 Benedict XVI is selected as the new Pope and Hurricane Katrina wreaks catastrophic damage on the Gulf Coast
- 2006 The Dow closes above 12,000 for the first time and Warren Buffet announces that he will donate 85% of his \$44 billion fortune to five philanthropic organizations, with about \$31 billion going to the Gates Foundation
- 2007 Apple Computer unveils the iPhone and US Supreme Court rules that the Environmental Protection Agency has the authority to regulate automobile emissions of heat-trapping gases and the minimum wage in the US increases from \$5.15 to \$5.85 per hour
- 2008 Oil reaches \$100 a barrel for the first time, over 10% of Connecticut New Auto Dealers cease operations, Danica Patrick wins the Indy Japan 300, becoming the first woman to win an Indy Car race. US Interior Department announces that the polar bear is listed as an endangered species and swimmer Michael Phelps wins his eighth Olympic gold medal, breaking the record set by Mark Spitz in the 1972 Games. In an election that is historic on many levels, Democratic Senator Barack Obama is the first African-American to be elected President of the United States.
- 2009 Pittsburgh Steelers win record sixth Superbowl, the "Stimulus Plan" for \$787 billion is passed and the Reynolds family of Hamburg Cove celebrates 150 years in business

"The style, finish and excellence of his work, together with his reasonable prices, have combined to build up for him an extensive and continually increasing trade."

1878 article describing the prosperity of the Village of Hamburg.



Ephraim Otis Reynolds

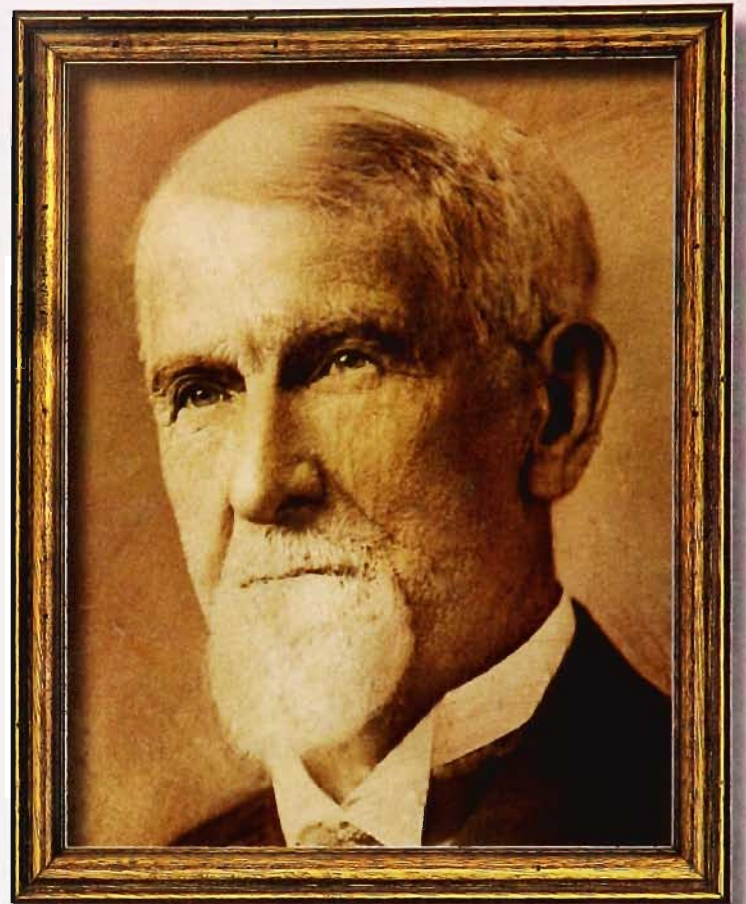
July 29, 1837- May 26, 1916

The Reynolds family's successful business venture began with Ephraim Otis Reynolds, a well-read intellectual man, who was always enterprising and hardworking. Ephraim quickly developed a keen business sense and a desire for high quality workmanship. More importantly, he was a visionary and an opportunist who knew when change was necessary. In the eyes of the community, he was considered a gentleman and loyal friend who held the respect of all who knew him.

As a young man, Ephraim worked on his father's farm on Brown's Hill in Lyme overlooking Long Island Sound. He attended the Connecticut Literacy Institution in Suffield, CT and, at 18, moved to North Stonington, CT. He learned the carriage manufacturing trade from his uncle, John Sheffield. After his apprenticeship with Sheffield, Ephraim worked for Charles Mather of Flanders, CT.

He returned to Lyme in 1857 and within two years married Aurelia Ulysses Hayden on October 13, 1859. Ephraim and Aurelia Hayden Reynolds had nine children between 1860 and 1879, with the oldest being Hayden Lord Reynolds, born in 1860. Ephraim officially started his carriage

Built in 1814, the First Congregational Church of Lyme overlooks Hamburg village and the cove beyond, ca. 1900



Ephraim Otis Reynolds, ca. 1902



business in 1859, with the purchase of approximately two acres of land in Hamburg for \$337.50.

A few years later, Ephraim opened a general store, in addition to the carriage shop, as he recognized the importance of becoming a local mercantile supplier to the Lyme community. Leveraging the value of the Connecticut River as a gateway to other towns that could provide supplies, Ephraim used the proximity of his property to the waters of Hamburg Cove and the Connecticut River to ferry supplies to his general store, which still operates today as the H.L. Reynolds Co. General Store.

Typical accounts receivable statement, 1892

By 1870, Ephraim had taken on a partner, David E. Bigelow, and the firm was called Reynolds & Bigelow. The partnership dissolved in 1873 and Ephraim once again became sole owner of the carriage business. By that time, the firm had produced some 30 carriages and later that year, operating from a new factory, the company had produced about 50 carriages and wagons. Despite two economic crashes (1873-1875 and 1893-1895) that destroyed thousands of other Connecticut businesses and devastated families, Ephraim maintained a thriving, successful carriage business employing four at the time.

By the late 1880s, Ephraim recognized the impact that Studebaker's assembly line approach to building carriages

and buggies would have on his business. Clearly in tune with the needs of the times, Ephraim began to shift his business to a service and repair operation to continue the carriage trade in Lyme. By 1890 that transition was complete.

In addition to serving his community, while still active in business, Ephraim served as a representative in the state legislature from 1893-1894. His business prominence was further rewarded in 1900 when he and James L. Lord of Hamburg were chosen trustees of Essex Savings Bank. Ephraim also served as vice president of Essex National Bank.

With son Hayden running his two successful business ventures, Ephraim retired to Essex in 1902, where he remained busy investing in real estate, engaging in good works, spending time with his family and serving in public offices, one being as first selectman from 1910-1911. In 1909, Ephraim sold the general store and carriage repair businesses to his eldest son Hayden.

Ephraim died in 1916 at age 79 from a brain injury, eight days after falling from a ladder while installing a wire transom over the door of a drug store building in Essex, CT. His obituary closed by stating that "there was in his nature a vein of delightful humor and sentiment and shrewd philosophy. He was a man of forceful and unique personality."



Aurelia Hayden Reynolds, wife of Ephraim, ca. 1910

He was the proud owner of a yacht called the Dorothea, considered the fastest boat of her type on the Connecticut River.



Hayden Lord Reynolds

Jan. 13, 1860 - Jan. 21, 1945

Hayden Lord Reynolds was a true artisan and master carriage painter and striper, who worked side-by-side with his father Ephraim, on building carriages, eventually becoming a highly successful businessman. He was the eldest of Ephraim and Aurelia Reynolds' nine children, and was born in 1860.

While little is said about Hayden's education other than his having attended a one-room schoolhouse on Sterling City Road, in Lyme CT, his strong work ethic and commitment to helping his father build a successful carriage trade and mercantile business began early in his teenage years. Hayden worked dawn to dusk for the "princely sum" of 50 cents a day. He played an active role in the carriage business, distinguishing each vehicle with meticulous painting and striping, while also assisting on the mercantile side with the growing general store.

Hayden married Harriet Florence Warner in 1882 and, except for the death of their first child, Eleanor Rossiter Reynolds in 1884, they raised six children. Hayden and his family, except for a brief move away from Lyme, lived in what was then known as the Seth Brockway place in Hamburg.

In 1885, as general stores were playing more of an economic and social role in the life of small communities like Lyme, Hayden ventured away from his father's business to work briefly "in the fancy poultry business" at Brockway's Ferry. In 1886, the Hayden Reynolds family returned to their original Hamburg Cove home where Hayden resumed working with his father, Ephraim, in the carriage and mercantile business.

In 1887, he had added a shooting gallery to the basement of the store, creating a gathering place for town residents. Several years later in 1903, he added summer dances and

hops. When his father sold him the businesses in 1909, Hayden re-named the store to the H.L. Reynolds Co. and continued to make both businesses profitable. He assumed the role of local postmaster. Like his father, Hayden made strong use of the Connecticut River for ferrying goods into the community for residents.

While he had no interest in learning to drive an automobile, by the early 1900s, Hayden recognized that the automobile was rapidly becoming the desired mode of transportation. His father, Ephraim, had purchased one of the first automobiles in 1907 and his third son Donald Grant ("D.G.") purchased his first automobile in 1908.



Hayden Lord Reynolds,
General Assembly, 1923



Hayden's son, D.G. driving the general store's delivery vehicle, ca. 1908



Hayden Lord Reynolds and Hattie Florence Warner Reynolds (middle) celebrate their 50th wedding anniversary. On left is Harriet LaPlace Warner, Hayden's mother-in-law, and on right is Hayden's mother, Aurelia Hayden Reynolds, 1932.

Hayden continued building the reputation of the general store and repairing carriages until 1915. Along with other merchants, Hayden ranked among the most prosperous citizens in town at that time. In 1915, Hayden sold the general store to his oldest son Harold Hayden and rented space to D.G., in a three bay garage below the general store to work on automobiles. In 1917, he sold the three story carriage shop to a Mr. Lathrop who physically moved the building north down the road on skids, a short distance away, but the job took days as they only inched along with the aid of horses, block and tackle.

In 1918 and 1923, Hayden served in the Connecticut General Assembly, but he remained true to his spirit of resourcefulness. One of his more imaginative accomplishments was a water supply system that originated with a windmill that still remains behind Reynolds Garage & Marine today. The windmill pumped the water up the hill to a reservoir that today is near the home of Gary Hayden Reynolds Sr., fifth generation. The water ran back down the hill by gravity and supplied four homes until the 1950s when increased water demands forced most homes to drop off the system, but it services the garage complex to this day.

Hayden created another legacy for the future Reynolds generations – a love of pleasure boating. As early as 1890, newspapers reported that he sailed his first yacht to New London, Connecticut. That was only the beginning.

In the period from approximately 1908 until 1920, this successful business entrepreneur owned and sailed a yacht called the *Dorothea*, which was considered one of the fastest boats on the Connecticut River at the time. He sold the boat to Charles M. Tiffany in 1920.

After retirement, Hayden continued to live in the Seth Brockway place, spending winters in Florida and traveling to various places. Surrounded by his growing family, he was never at a loss for visitors or places to visit. Hayden Lord Reynolds died on January 21st, 1945, at the age of 85.



Hayden Reynolds at his home, ca. 1940s

*"A man of little formal education, but a man of many talents, a boater,
a great sense of humor and a lover of the Sunday funnies"...*

Doris "Doad" Reynolds Jewett, daughter of D.G. Reynolds



Donald Grant "D.G." Reynolds

Dec. 9, 1888 - June 7, 1976

Donald G. Reynolds, the third generation of the Reynolds story, was an entrepreneur; a born mechanic, a woodworker and boater, who considered the business a second home throughout his early years. D.G. managed the transition from carriages to cars and later coined the phrase that has remained the family motto for the past 85 years – "Big Enough to Serve You, Small Enough to Know You."

He was born in December 1888, just nine months after the infamous blizzard of that year, which earned him the name "Blizzard Baby", along with a few wise cracks from many town residents. D.G. was a quiet man and a real practical joker while growing up. He had a reputation for playing jokes on teachers, drinking hard cider and spending all night with his buddies at the birch mill.

During his teen years, he drove a delivery wagon for his father, Hayden's general store and was industrious enough to create a glove-making business, purchasing his own bolts of cloth and die set. He sold the gloves at the general store and later sold an interest in the business to furnish his first home. Over the years, D.G. continued



D.G.'s boat, *More Trouble*, and original boathouse, Sept. 1923

to use the general store as a gathering place for friends, especially "the Nail Keg Boys", who stopped by regularly for conversation and good times.

In 1908, D.G. purchased his first automobile and was happy to drive his father Hayden around town. Hayden never had any interest in owning his own car or driving a car. By 1910, D.G. decided to settle down and married Kathryn Harding Reynolds. They moved into a home not far from the general store, which is still occupied today by daughter Doris "Doad" Reynolds Jewett, and they eventually had three other children besides Doris, a son, Leland and two daughters, Donna and Carol. D.G. loved children and animals and there was always a family dog or other pet in the house. While he wasn't one to regularly attend church, D.G. instead enjoyed staying home and reading the Sunday funnies.



Docardon, 40 ft. William Hand design, hull built in Essex, ca. 1936, completed by D.G. Reynolds, 1941 in Hamburg Cove.

Around 1915, as the popularity of the automobile continued to mushroom, and with his father's encouragement, D.G. asked to rent space from his father to work in a three-car garage below the H.L. Reynolds Company General Store. His father charged D.G. \$48 a month.

As D.G.'s business continued to grow, he was servicing Studebakers, Model T. Fords, Star, Durant, Rockne, Everett Mertz Flanders and Chevrolets. By 1924, he had decided to build his own separate building to service the cars owned by family, friends and neighbors in the Lyme community.



D.G. Reynolds, ca. 1950s, on one of many trips south by boat

As the Great Depression worsened and no one could afford to buy a new car, D.G., who was always known for his service and ethics, managed to keep customers' cars running by ingenious repairs and an ability to fix rather than replace. During World War II, sensitive to the needs of his staff in those tough times, he never terminated any employees, but instead allowed them to rotate their work days and shifts so that no one lost their job.

In the early 1930s, D.G. began building the dock and buildings for a marina, which opened in 1936, behind the stone service building built in 1924. He ran the marina until the early 1950s when he rented it to his daughter Doris' husband, Charles Jewett, who subsequently ran the marina for three years.

After his first wife Kathryn passed in 1949, D.G. married her sister, Teresa "Tess" Harding in 1953, who had lost her first husband, William Peck. William and Tess had a pet bull on their property that surprisingly gored William one day, killing him.



D.G. with grandson Gary Reynolds and granddaughter Pat Jewett, ca. 1952, on his boat *Sea Fever*

Like his father, D.G. always had a love of boats and the water. Whether it was boating related to work, where he piloted a 35-foot scow up the Connecticut River to Middletown to pick up supplies for the general store, or boating for pleasure, D.G. became an extraordinary yachtsman. His list of boats was as long as his career. His first boat, *More Trouble*, was a sloop which he restored himself. D.G.'s other boats included *Sea Fever*, a motorsailer; *Docardon*, a 40-foot powerboat; and *High Dawn*, a 32-foot double-ended power cruiser.

Even in his later years, he worked side-by-side with son Leland in the business and was involved in many community activities. After retirement, D.G. loved spending time with his family in Lyme, and he traveled with friends to Florida by boat during many winters. His love affair with boats and the water continued until just before his death in 1976 at age 88.



D.G. on Hamburg Cove, ca. 1955



D.G. with Phyllis Adams in general store, ca. 1960

*"Proud to be a swamp Yankee, you always knew where you stood with Leland,
a man of his convictions with strong family ties."*

Gary Hayden Reynolds Sr., son of Leland Reynolds



Leland Harding Reynolds

Leland Harding Reynolds was born in the front yard of his home in Lyme, Connecticut, and rarely ventured far away. Leland was outspoken, brutally honest and service driven, using his innate abilities as mechanic and businessman to carry on the tradition that his great great grandfather, Ephraim, started in 1859.

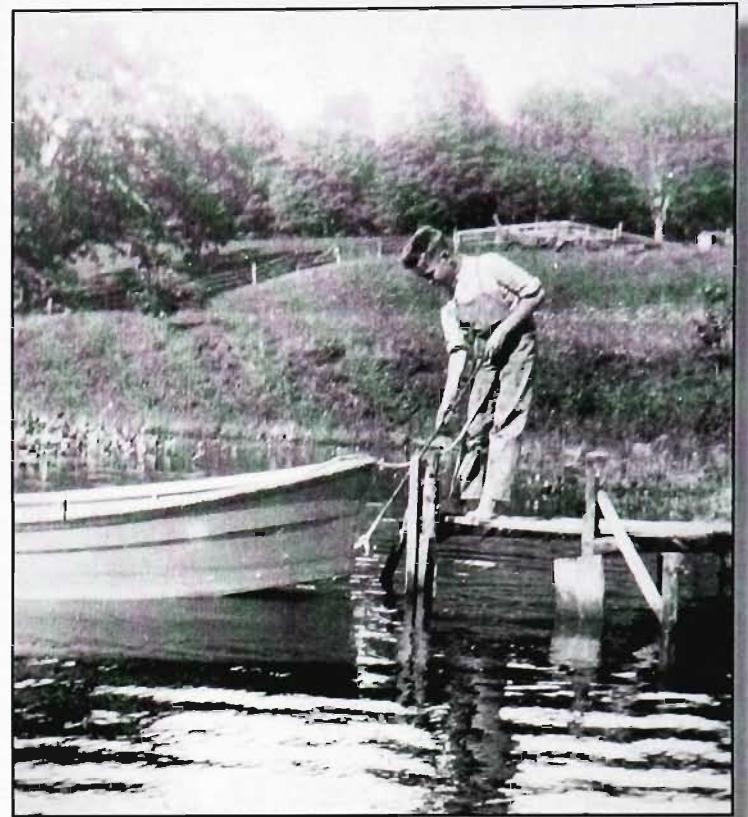
In his early years, before there was refrigeration, Leland liked to drive a truck cab and chassis back and forth to an icehouse on the bank of the cove, where each year the family cut blocks of ice. It was not uncommon for him to do this happily all day long. Also as a child, he took a few cents down to the docks to buy shad for his mother from commercial fisherman preparing to ship their catches to New York and elsewhere. His youth was full of outdoor activities in and around Hamburg Cove.



Leland with wife Laura and son Gary,
1945

time for his father at the family business. His sisters also worked at the dealership, performing office duties. The family dealership was a home away from home, and a family affair.

Though he never had a love for academics, Leland did attend the one-room schoolhouse on Joshuatown Road in Lyme, with his sisters. They walked to the school uphill, every day, no matter the weather. Leland continued his education, however reluctantly, at Pratt High School in Essex, graduating in 1931. After graduation, Leland began working full-



Leland on the dock behind H.L. Reynolds Co. store, 1924

Leland loved to tinker on cars, lawnmowers, washing machines and any gadget he could get his hands on. There was nothing Leland wouldn't try to repair, and he welcomed any car that came to his garage for repairs, regardless of the make.

Leland purchased the business from his father in 1942 and in 1955 added four repair bays to the rear of the original stone building, still used today for marine repairs. When it came time to finish the floors in his new addition, Leland had run out of funds, so, being a true Yankee, the dirt floors stayed for several years before he finished them. Leland strongly felt that if you did not have the cash in your pocket, you should not spend it. True to that conviction, long after surrounding marinas were using forklifts and dock hoists for hauling boats, Leland continued to use a 1928 Chevrolet tractor and a 1908 Bridgeport automatic engine that his father had purchased used for \$100. If it worked for his father, it was good enough for him.

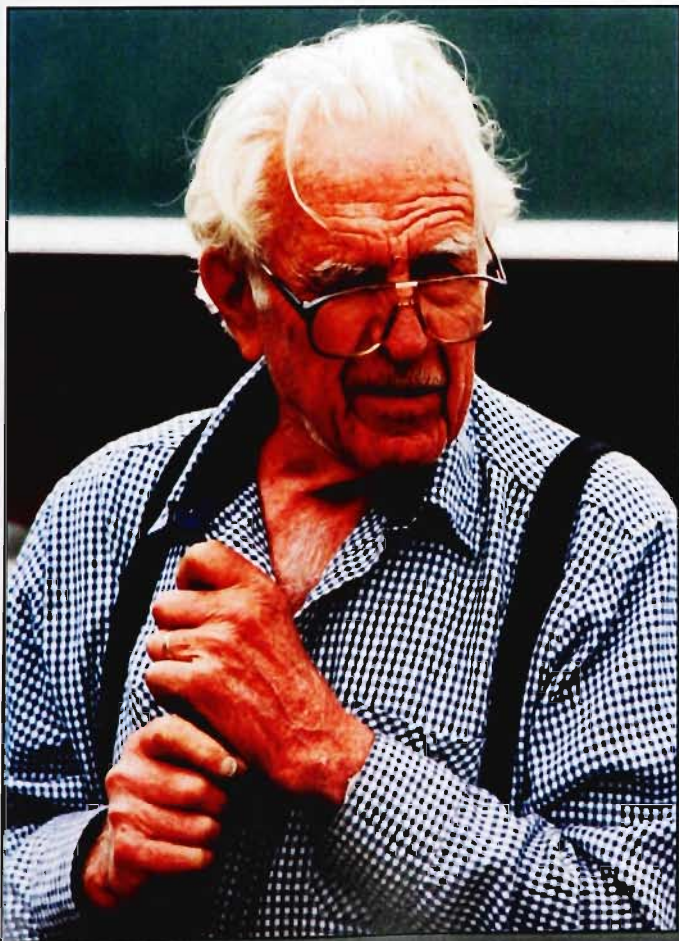
Even with his strong work ethic, Leland reserved Saturdays and Sundays for his family and friends. Most summer weekends Leland and his wife, Laura, could be found on the water cruising Long Island Sound



Leland's first boat *Two of Us*, ca. 1930s

and beyond in his boat, the *Lora Lee IV*. In later years, accompanied by their children, Carleen and Gary, and grandchildren, Leland nurtured that love of boating and water in all of them.

Leland was a charter member and the first fire chief of the Lyme Fire Department (1949) and a founder and lifetime member of the Hamburg Cove Yacht Club. He was also a 50-year member of the Pythagorus Lodge of Masons in Old Lyme and at the time of his death, the oldest member of the Lyme-Old Lyme Chamber of Commerce. He was involved in many town activities throughout his life.



Leland Reynolds hauling boats at the marina, July 1995



Laura who marries Leland in 1941 (far left) and Leland Reynolds (at the helm) with friends enjoying a day on the Connecticut River on Alden designed motor sailer, ca.1940

After his son Gary purchased the business in 1977, Leland continued to come in early every day to open the dealership and visit with employees and customers. In the winter, he would start a fire in the old woodstove, a routine of which he never tired, because it was the life he knew and loved. His daily routine also included visiting the bus stop to talk with all six of his grandchildren, the youngest of whom Leland would drive to school. He often expressed how fortunate he was to have so many family members so close by. While his dad, D.G., was still alive, Leland visited him each and every evening.



Lora Lee IV, designed by George Stadel and built by the Baum Boatworks, Kennebunkport, Maine, ca. 1985

As long as Leland lived, there was nothing he could not or would not do. He believed it was his lack of greed that enabled the family business, for so many years, to enjoy the good times and get through the bad times. He enjoyed his business life and the relationships he had with customers, employees and vendors alike. Most of all, he enjoyed family and friends, and a good glass of scotch, until the day he died in May 2005 at 93.

"With time comes change. It is inevitable. If you are unwilling to change, chances are you will not survive, especially in today's market."

Gary Reynolds, winter 2008



Gary Hayden Reynolds, Sr.

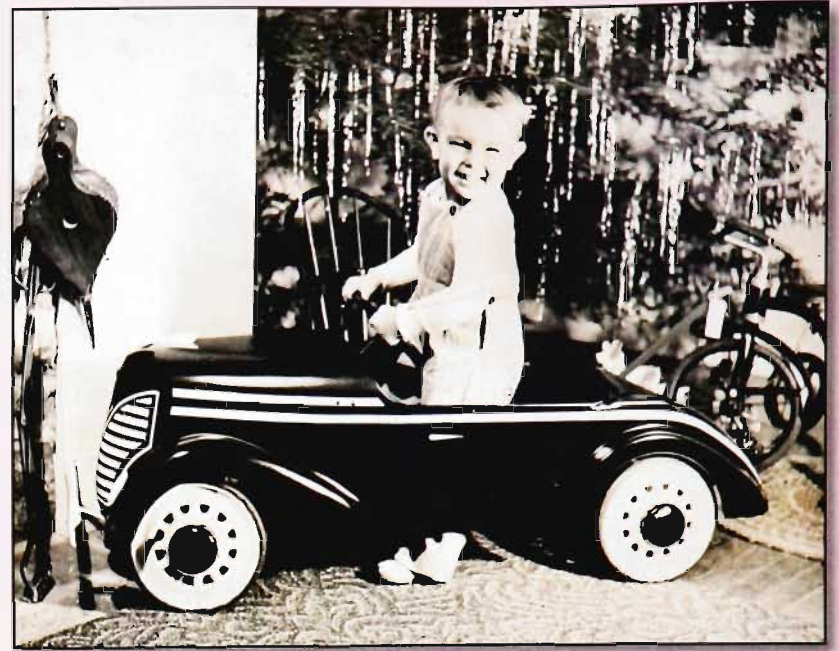
March 19, 1944

Gary Hayden Reynolds Sr., fifth generation of the Reynolds family and the son of Leland and Laura, was born in 1944 and has experienced more than one gasoline crisis, several recessions and more than one franchise change. He is, today, navigating his successful business through the largest economic downturn since the Great Depression, but has never waived from the family philosophy of honesty, ethics and service.

Gary's passion for the automobile business began as a young boy, when he came to the family dealership as often as he could, even if it was just to play on the locust tree behind the garage. He kept a close eye on the activity in and around the dealership from his marvelous little tree fort with all the appropriate signage that read "NO girls allowed."

After attending Lyme-Old Lyme High School for his freshman year, he transferred to the Peddie School in Hightstown, NJ. His mother was frustrated by the number of hours he was spending at the garage, and the lack of hours doing homework.

Gary graduated from Babson College in 1965, and went to work for the Ford Motor Company in Michigan as a manufacturing cost analyst. After working there for two years, he decided that not only did he have a dislike for the corporate culture, he also missed the closeness of family and community. More importantly, Gary missed the sales and service traditions his father had established in the business, along with the sense of integrity that characterized Reynolds' Garage & Marine.



Gary and his first car, restored by his father Leland, ca. 1946

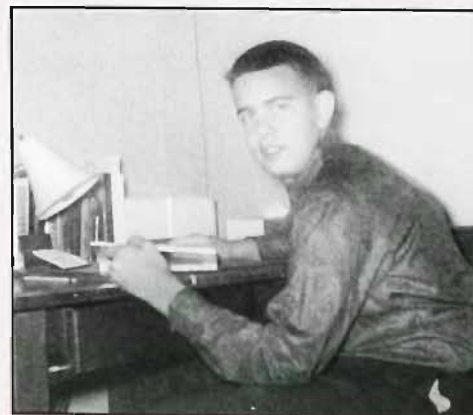
Just as Gary was having doubts about his employment at Ford, he was forced to return to Connecticut after he fell ill to an ailment that required surgery, performed by Dr. Harvard at Yale New Haven Hospital. Who knew that this unfortunate event would turn so positive for Gary?



Gary on the Two of Us, ca. 1950

While recovering from surgery, he was under the watchful eye of head nurse, Marilyn Collins, who soon thereafter accepted Gary's proposal and they were married on August 19th, 1967. Gary and Marilyn have three children, the oldest, Leland Thomas and twins Kathryn Lynn and Gary Hayden.

When Gary returned to the business in 1967, Reynolds' Garage & Marine was a Rover, Land Rover dealer and still servicing Studebakers. Gary continued his education,



Gary at Peddie School, Hightstown, NJ, 1959



Gary, Marilynn, and their three children, L. Thomas, and twins Kathryn and G. Hayden, November 1973

becoming an ASE Certified Master Automotive Technician, and was often found selling a new car while in service attire and with greasy hands. Like his forefathers, Gary did whatever needed to be done.

He purchased the business from his father in 1977 with the same mission of integrity, excellence and pride that his forefathers had. For many years Gary was on the Peugeot dealer advisory board, and was heading the board in 1991, the year Peugeot made the decision to stop manufacturing in the United States. Gary was then forced to make the big decision to purchase a Subaru franchise, along with major technological advances, and Subaru service and sales facilities. Four years later, at the urging of his oldest son, Leland Thomas, Gary once again transitioned and grew the business, taking on the Skeeter bass boat franchise.

A hard working, astute businessman like his father, Gary is also a generous and involved member of the Lyme community. A former chief of the Lyme Fire Department, Gary remains strongly committed to the department and over the years has spent untold hours restoring a 1932 Seagrave fire truck. In addition, Gary serves as chairman of the Lyme Board of Finance, a position he has held now for 25 years. He is also treasurer for the Lyme Congregational Church, a member of the Hamburg Cove Yacht Club, and serves on the board of the Essex Savings Bank. Recently, as a director for the state of Connecticut



Doug Evans and Gary on Lyme's 1932 Seagrave, ca. 1995

for the National Automobile Dealers Association, he participated in the Federal Banking Committee hearings on the automotive industry bailout at the invitation of Connecticut Senator Christopher Dodd and Congressman John Larsen.

Gary is proud of Reynolds' Garage & Marine and the mark it has made on the business community. He believes that if his father and grandfather were around, they would say they are proud, too. He was given the opportunity to do anything he wanted and decided to come back to the family business. He has given his children the same opportunity and they, too, have all returned. He could not be prouder of his family and the legacy that continues.



Gary restoring his 1939 Studebaker Coupe Express, 2008

*My grandfather said I was a "goddamn fool" to sell boats.
No one would pay money for those expensive, sparkly things.*

Leland Thomas Reynolds



Leland Thomas "Tom" Reynolds

Feb. 16, 1969

Leland Thomas "Tom" Reynolds is a visionary, like other Reynolds entrepreneurs, and growing up in Hamburg Cove, he was always around boats and cars. A skilled mechanic and boater, Tom has always had a great sense of humor and was considered the life of the party throughout high school. He was hanging out at the dealership long before he was ever driving.

After graduating from Lyme-Old Lyme High School in 1987, Tom attended Babson College, his father's alma mater. Tom was determined to break the family mold and become a successful finance and economics professional. Unfortunately, however, when he graduated from Babson in 1991, the country was steeped in another severe recession and Tom found that there were few jobs in his chosen field.

His first job out of college was at a local body shop repair facility as a mechanic. It was at that time that his father purchased the Subaru franchise and, in 1992, Tom decided to join the family business to assist his father during the transition. Tom served as the service manager for Subaru until 1999.



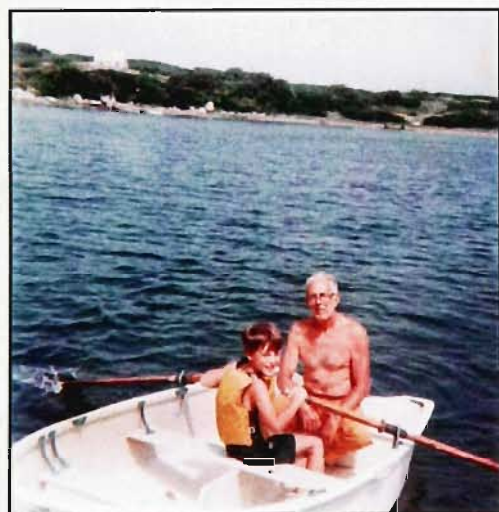
L. Thomas in his first car restored for him by his grandfather Tom Collins, 1971

In 1995, while still managing the Subaru service department, Tom recognized there was great potential in building a marine sales division. This new venture would involve some risk, but it was a risk he felt worth taking. The bass boat industry was a whole new direction and Tom had to convince his father, Gary, that he could make it work in Lyme, Connecticut.

When he approached his father with the idea of selling bass boats, Gary asked Tom if he knew four people who would buy a boat. Of course, he knew he had to say yes if he wanted to make this work. Tom's grandfather, Leland, was a bit blunter and told Tom he was "a goddamn fool" to sell boats and that no one would pay that kind of

money for those "expensive, sparkly things." Tom moved ahead anyway, never once looking back.

The bass boat business evolved from Tom's love for fishing; support and enthusiasm of the members of his fishing club helped push him forward. Tom decided to focus on bass fishing boats because bass fishermen are a tight group that are passionate about their sport. The first year, Tom's new venture sold 12 boats, doubled that number in the second year, and growing steadily ever



L. Thomas learning how to row from his grandfather Leland in Coecles Harbor, 1975



L. Thomas fishing off the Lora Lee IV, 1981

since, has become the largest bass boat dealer in New England. He still jokes that when he began selling boats in 1995, he was a one-man show. He sold the boats, serviced them, ordered the parts, and then repaired them.

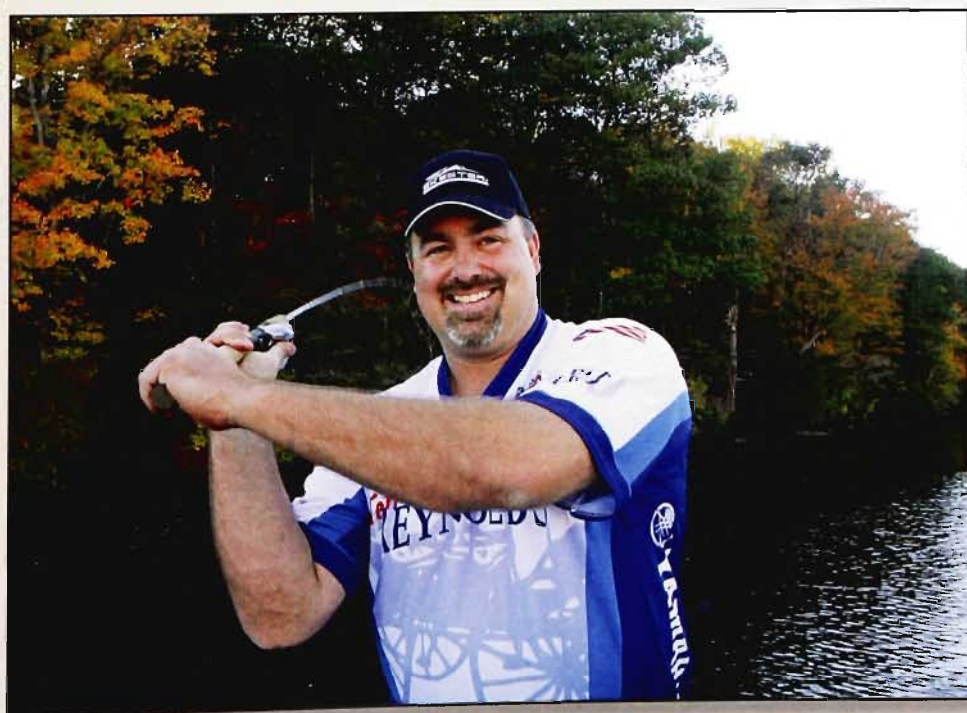
As the marine business grew, Tom joined the Connecticut Marine Trades Association (CMTA) and became more active in the boating industry. He is a former president of the Connecticut Bass Federation, has served on the CMTA's boat show committee for several years, was a representative on the Connecticut Department of Environmental Protection's Boating Advisory Council for more than five years, and served on the dealer councils for Skeeter, G-3 and Yamaha. Tom started Team Skeeter in 1997, which is now a large fishing club that allows a group of bass fishing enthusiasts to get together, fish and promote sales.

Carrying on the family tradition of giving back to the community, Tom is a member of the Lyme Inlands Wetlands Commission and has been for more than five years now, and was an active member of the Lyme Volunteer Fire Company.

Tom married his high school sweetheart, Shaleigh Wilcox on May 21st, 1994 and they have three girls together, Kaleigh, Julia and Izzadora. Tom likes to balance work and leisure. Unlike his father, he believes that he should not be working seven days a week. When asked if any



L. Thomas and G. Hayden striper fishing on Long Island Sound, 2004



L. Thomas casting on the Connecticut River, 2008

of his children were showing an interest in becoming the seventh generation owners, Tom was quick to say that his oldest daughter is interested in science and math, but also enjoys boating and fishing.

These days, for relaxation, Tom enjoys fishing and duck hunting and he's taken up Plate (pistol) Shooting and golf.

Nothing is more important to me than family. I feel strongly that I am helping, with my brothers, to continue my family's legacy.

Kathryn Wayland Reynolds



Kathryn Reynolds Wayland

April 19, 1973

There is that unmistakable Reynolds drive, tenacity and work ethic in Kathryn Reynolds Wayland and she is already instilling it in her own children, Laura Lee and Teddy, who enjoy spending time in their grandfather's office and around the dealership.

While Kathryn and her brothers were growing up, they enjoyed their summers on their grandparents', Laura and Leland's, boat, the *Lora Lee IV*. Like previous generations, Kathryn appreciates the close proximity of family and their many fond memories. A favorite childhood memory was when they made their own wooden "aqua plane board" and towed themselves in and around Hamburg Cove behind their grandfather's small whaler. Kathryn learned at a very young age that every vehicle they owned was for sale and to never get attached to any of them.

Kathryn graduated from Lyme-Old Lyme High School in 1991, where she was active year-round in soccer, basketball and crew. Enterprising and industrious, during her summers she assisted many local families with their landscapes and discovered early her natural ability and



Kathryn on the *Lora Lee IV*, ca. 1983

desire for gardening. She continued her education at Cornell University and graduated in 1995 with a B.S. in landscape horticulture. During her years at Cornell she held a part time job in a research lab and was a member of the rowing team.

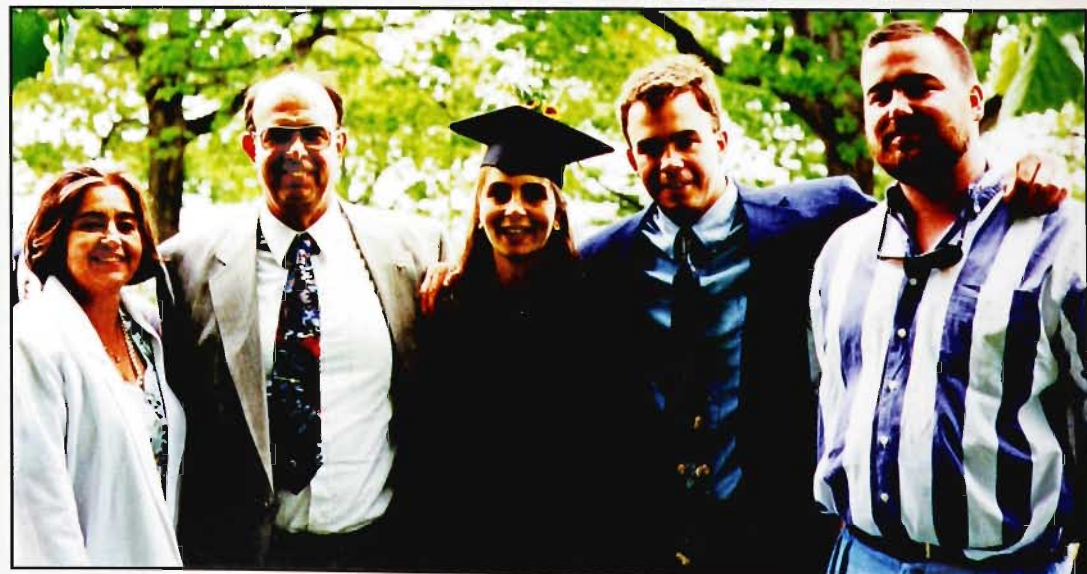
During her senior year at Cornell, Kathryn accepted a three-month internship at Longwood Gardens in

Kennett Square Pennsylvania, an internationally famous botanical garden. The majority of her internship was spent working on the 600-foot brick flower garden walk that is arranged according to colors and is a sea of flowers all summer long.

After graduation, Kathryn was hired by the Madison Flower Shop and Garden Center, expanding her professional horticultural experience. She also tried her hand in the wholesale industry at Summer Hill Nursery, but quickly learned she missed interacting with customers. It was at this time she considered pursuing her own horticultural operation, but after a heart-to-heart talk with her father, Gary, she decided to switch gears and join the growing family business.



On the *Lora Lee IV* clockwise from top: L. Thomas, Lauren (cousin), Kathryn, G. Hayden and Allison (cousin), ca. 1978



Kathryn's graduation from Cornell University, May 1995. From left: Marilyn, Gary Sr., Kathryn, G. Hayden and L. Thomas

When Kathryn joined the business in 1999 as an advisor in the Subaru service department, she brought a fresh outlook to Reynolds. Working with Marty, the Subaru Parts Manager, was a good fit and the two of them made a good team. In 2001, the office manager was leaving Reynolds, and moving in to that area of responsibility was a natural progression for Kathryn. She continues to manage the office at Reynolds, but can often be found working in the gardens around the dealership.

Kathryn thrives on being busy and is a woman in motion all the time. From the moment she walks into the dealership after getting her children to school, Kathryn treats her end of the business with an integrity that reaches back six generations, and has a stubbornness and tenacity that have carved her character as a strong business woman and prepared her to work side-by-side with her brothers at Reynolds. Kathryn prides herself in her human relations and management skills. She plays a pivotal role in the communications effort for Reynolds Garage & Marine, writing and editing a regular newsletter, working with the news media and developing the marketing for the business with her twin brother, G. Hayden.

Kathryn married Mark Wayland on June 6th, 1998 and they have two children, Laura Lee and Theodore "Teddy" Wilson. Mark is a gifted carpenter and craftsman, and both he and Kathryn are avid boaters, spending most summer weekends on their boat, the *Tedlee*, a 1965 Lyman sleeper. Kathryn and her husband are energetic and industrious, together building their own home in 2000. Kathryn enjoys knitting, sewing and reading in her leisure time, usually on a beach or in a boat. During the warmer months, Kathryn and her family enjoy touring the roads of Lyme in their 1926 Model T Ford, which was completely restored by her husband and previously owned by his father, Ted.

In an effort to give back to the local community, Kathryn contributes to events, such as serving as chairperson of the flower department at the annual Hamburg Fair. She currently co-chairs the Lyme School PTO, and is an active member of the Hadlyme Hall Garden Club.



Kathryn, Kaleigh (niece) and Gary (father) on the way to her wedding in 1932 Seagrave, June 6, 1998

From being a young woman who couldn't decide if she wanted to be a part of the next generation in the tradition of family business, to becoming an integral part of the continued success of Reynolds' Garage & Marine, Kathryn Reynolds Wayland is proud of her accomplishments and even prouder to carry on the legacy.



Kathryn standing in her ornamental grass garden, 2008

Respected by customers of all generations, people keep coming to see Hayden and his sales team because they are buying reputation as much as cars.



Gary Hayden Reynolds, Jr.

April 19, 1973

Gary Hayden Reynolds, Jr. became known as 'Hayden' only after being called Gary for 22 years. After joining the business with his father, Gary Sr., they soon decided having two Garys in the company was confusing. Like all the Reynolds siblings, Hayden grew up around the business, helping out in service with oil changes and tinkering with whatever he could get his hands on, especially the old lawn mowers, which he fixed up and sold outside the showroom.



Kathryn and G. Hayden's second birthday, April 19, 1975

During Hayden's youth, he and his friends could be found fixing up junk cars and racing them like go-karts through the woods of Lyme. As Hayden got older, he took racing cars a bit more seriously and moved on to racing Peugeots in the Sport Car Club of America (SCCA). In his first appearance at the SCCA North Atlantic road racing championship,

he placed first in class. He raced at places like Lime Rock, CT, New Hampshire International Speedway and Bridge-Hampton in Long Island, NY and Flemington in New Jersey, where Hayden held a fastest lap track record during that racing year.

An affable, respectful and animated guy with a tremendous work ethic, Hayden focuses heavily on his work, which encompasses the dealership's sales and marketing strategies. Family members have shared that Hayden probably has sales and strategy running through his blood, because he's thinking regularly about the next deal.

His Golden Retriever, Storm, one of Hayden's three dogs, can often be found resting just outside his office. At home is another Golden Retriever, Logan, and Chloe, a yellow Labrador Retriever.

Hayden, a graduate of the University of Connecticut, credits success in selling cars to the psychology and business courses he studied.

To be an effective salesman, Hayden believes a person has to be genuinely

interested in the customer and understand where the customer is coming from. "People feel trapped when they come in to buy a car," he said. "They remember the original game of bait and switch that dealerships played. My goal is communication. I really want the customer to be happy. I want the customer to win."

Hayden, an avid fisherman, boater and bow hunter, has taken complete advantage of the Hamburg Cove region. He can often be found fishing on *Downpour*, his 32-foot Century walk-around express. *Downpour* is Hayden's sixth boat, and following in his grandfather's wake, Hayden is always looking for his next "lady."



G. Hayden Reynolds, 1981, in the boatyard helping his father Gary



G. Hayden at the opening reception for the Subaru Sales Showroom, Dec. 5, 1987



G. Hayden (right) leaning against a 1987 Peugeot 505 turbo sedan that he raced in Sports Car Club of America showroom stock car races



Downpour, G. Hayden and Emily Greene, ca. 2001, in a Century walk-around boat on Block Island Sound

Growing up on Hamburg Cove and learning at a young age to navigate the waters of the Connecticut River, Hayden is quite passionate about the history, future and preservation of the river. Presently, he serves on the Board of Trustees for the Connecticut River Museum. Committed to his community, Hayden also supports many local causes.

When it comes to the future, Hayden's biggest focus is his upcoming wedding July 11, 2009 to Emily Greene, who has been a part of Hayden's life for almost ten years. They have spent much time renovating the home in which they live at 258 Hamburg Rd., a home that has been connected to the Reynolds family for generations.

Regarding his thoughts on hybrids, he says hybrids are just a bridge in the evolution of cars. He adds, "The carbon footprint of most hybrid vehicles takes all the green away. More miles on less fuel does equate to being green. The technology is beneficial to the individual, but not necessarily to the environment's well being. By no means, would I refuse to ever sell hybrids, but I am excited more to see where the technology goes and where our fuel options land."

As for the future of the dealership, Hayden remains optimistic. He knows that there will always be a need for cars. "If we can't sell as many new models, we can certainly sell more used cars," he predicts.

Hayden muses about the possibility of someday selling a car that could fly short distances. "We never know where technology and the future will take us, but we sure know where we have been."



The backyard of G. Hayden's house is used for the marina's winter storage. His grandfather Leland's house is on far left, 2009



G. Hayden and his dogs, Storm, Logan and Chloe, 2008



Fifth, sixth and seventh generations, from left: L. Thomas, Izzadora, Gary, Julia, Kaleigh, Teddy, Laura Lee, Kathryn and G. Hayden, 2008, in a carriage manufactured for Mabel Colt, by E.O. Reynolds, in 1879

Chapters:

The Entrepreneurial Spirit

Many Services in One Place

**Big Enough to Serve You
Small Enough to Know You**

By Land or by Sea

A Tradition in Excellence

It Now Takes Three

The Entrepreneurial Spirit

When twenty-three year old Ephraim Otis Reynolds established his carriage factory in 1859, neither he nor his friends and family could have possibly imagined that the company he founded on a shoestring would through adaptation and change endure for 150 years. The story of what is now Reynolds' Garage & Marine, Inc., the largest business in Lyme, really begins, however, not with youthful E. O. Reynolds but with his father, Henry Billings Reynolds.

Henry Billings Reynolds (1796-1876) was a fourth generation descendant of John Reynolds of Weymouth, Massachusetts and Stonington, Connecticut. Born in Preston, Henry served as supercargo on a trading ship,¹ taught school, and ran a farm in Norwich after his marriage to Mandana Merriss (1808-1871) of Exeter, Rhode Island in 1825.² In an age when most married those who lived in the same or neighboring towns, the finding of a spouse in Rhode Island appears somewhat unusual except for the fact that a number of Reynolds lived in that state, particularly in the Wickford area.³ Due to poor health and recommendations by physicians to move near salt water, the family moved to a farm on Brown's Hill in Lyme overlooking Long Island Sound. After his condition improved, he purchased a 158-acre farm at Mount Archer in June 1839 from Samuel M. Brockway that he ran for around fifteen years.⁴ One month before purchasing this farm, Reynolds joined the North Lyme Baptist Church.⁵ His wife joined two years later.⁶ Henry was active in the church and several others in the family also became members. He sold the farm in 1872 to his eldest son, H. B. L. (Lafayette) Reynolds (1826-1909).⁷

Henry and Mandana Reynolds became the parents of nine children, five born before the purchase of the North Lyme farm and four afterwards.⁸ Little is known of the early years of middle child Ephraim Otis Reynolds (1837-1916).



North on Route 156 before it was paved. H.L. Reynolds Co. Store far left, the E.O. Reynolds Carriage Shop with a carriage outside

Born in Lyme, he was named after an uncle who lived in Norwich. He spent his youth on his father's farm and probably went to the one-room school in Pleasant Valley. He later attended the Connecticut Literary Institution in Suffield, joined the Pleasant Valley Baptist Church during the revival of 1857 and at eighteen began working for his uncle, John Sheffield, of North Stonington, where he learned the trade of carriage manufacturing, and then for Charles Mather of Flanders.⁹ We do not know when and under what circumstances E. O. met his wife Aurelia Ulysses Hayden (1841-1941), but it was probably in Hamburg, as Aurelia U. Hayden joined the Hamburg Congregational Church on July 4, 1858.¹⁰ They married on October 13, 1859. She was the daughter of Ulysses Hayden (1802-1842) of Essex and Elizabeth Ely Lord Hayden (1818-1905). Aurelia was the third and last child born of the couple.¹¹ E. O. and Aurelia Reynolds had nine children between 1860 and 1879, the oldest being Hayden Lord Reynolds who was born on January 13, 1860.¹²

Where the carriage factory was first located is not known for certain, because the property on Hamburg Cove that has been the home of the business and a number of family members was not purchased until May 3, 1860. One Reynolds descendant, however, writes that E. O.

Reynolds restored Sterling City Mill on Falls Brook in 1858.¹³ If this statement is correct, then it is probable that the business started in Sterling City. The lot in Hamburg, encompassing around two acres, was sold by William B. Tooker, administrator to Caroline Brown, "an insane person or idiot," for \$337.50. The property was described as follows:

*A certain tract of Land Containing about two Acres with a Dwelling house thereon situated in the town of Lyme in said District and bounded on the North by the lands of John F. Harrington and Allen Griffin, on the East by Salem & Hamburg Turnpike Road, on the South by land of Ira Chapel & on the west by Eight Mile River of which Dwelling house and land with the exception of the highway passing across the same Caroline Brown of said Lyme an insane person or idiot is the owner in fee.*¹⁴

According to a story written after his death, the first order Reynolds received was for a sulky purchased by a doctor, Levi Warren.¹⁵

TO THE CARRIAGE RIDING PUBLIC.

I MANUFACTURE all the leading styles of OPEN and TOP BUGGIES, EXTENSION TOP CARRIAGES, DEPOT WAGONS, 4 SEAT WAGONS, either on the Elliptic Spring, or the Celebrated J. B. Brewster, or Whitney Patent Spring. Also OPEN and TOP PHAETONS, 2 and 3 SPRING BUSINESS WAGONS, SKELETON WAGONS, GIGS, ONE HORSE FARM WAGONS, BUSINESS and PLEASURE SLEIGHS &c., which I have in stock, and am constantly manufacturing.

CARRIAGE REPAIRING in all its branches and at lowest possible prices.

SECOND HAND VEHICLES, very cheap.

PRICES, for 1879 will be as Low as at any point in Connecticut for the same quality of work.

CUTS, of any Carriage desired, will be furnished on application.

ALL ORDERS or INQUIRIES, will receive prompt attention.

All work Warranted as represented.

MANY YEARS experience in the business, enables me to

Guarantee GOOD work at LOW PRICES.

Thankful to a generous public for their liberal patronage for the past twenty years, and now with increased facilities and by close attention to business, I hope to receive your future commands.

Your ob't Servent,

E. O. REYNOLDS,

HAMBURGH, - - CONN.

H. V. HAYDEN & CO., PRINT, SAYBROOK, CT.

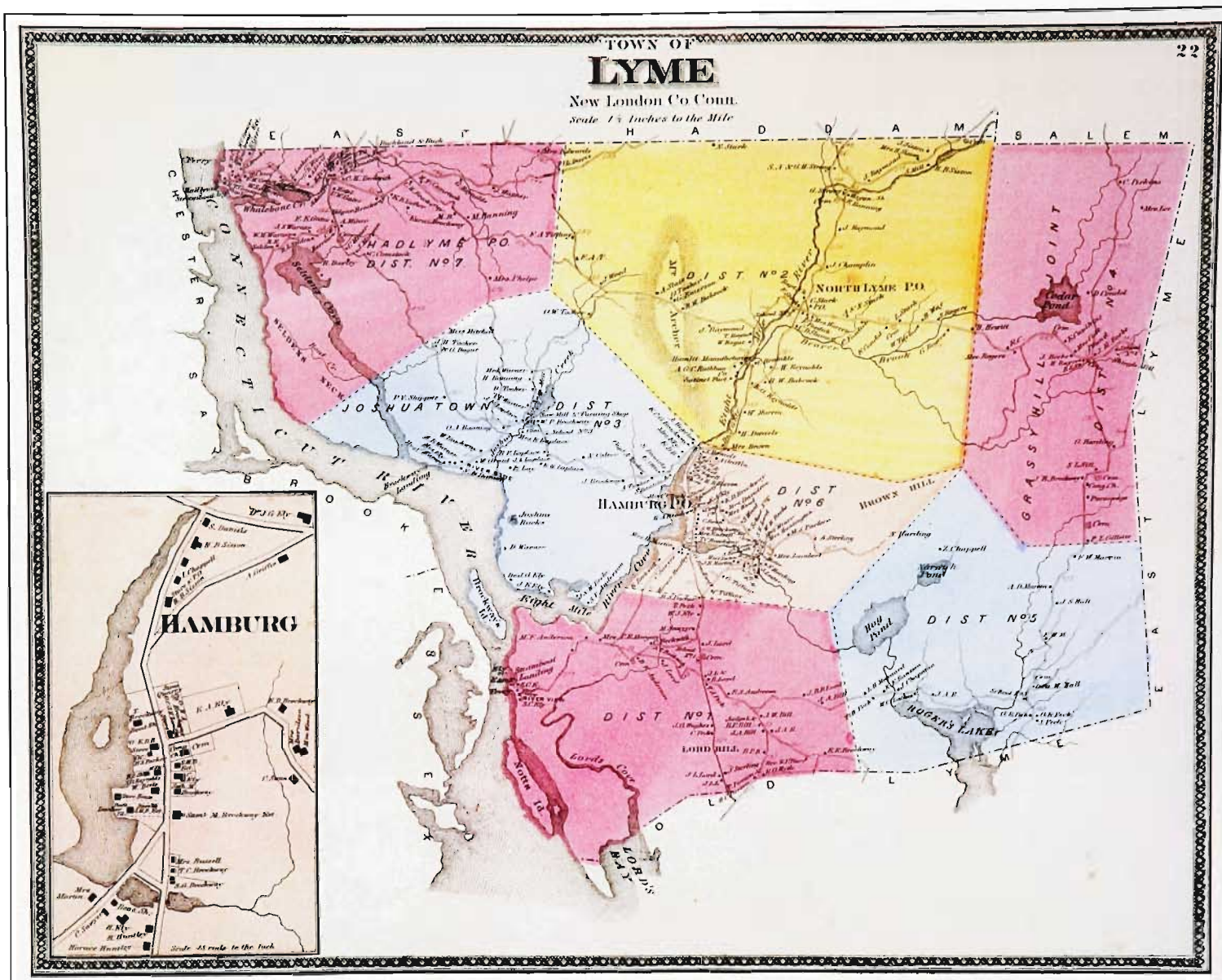
Sales flyer for E.O. Carriageworks, 1879

The town of Lyme in 1860 was in the early stages of a long population decline that lasted until the Great Depression of the 1930s. With the separation of Old Lyme in 1855, the town was reduced in size to its present borders with a land area of 31.9 square miles.¹⁶ According to the 1860 U.S. Census, Lyme had a population of 1,246. It declined to 1,025 in 1880, 750 in 1900, and to a low of just 546 by 1930, a decrease of more than 50% in seventy years.¹⁷

To the extent that the town had a center, it was Hamburg with its main road through the center, Congregational Church, handful of stores, and waterway. Hamburg Cove provided a direct outlet to the outside world and the village was relatively close to both Ely's Ferry and Brockway's Ferry. The small community was, therefore, the best location in which to start a new business once property had been acquired in a prime location. Lyme, however, had already become a backwater by 1859, a condition that had by no means been inevitable.

The pre-Civil War era was one of great railroad expansion in Connecticut and throughout the North and had a railroad been constructed through Lyme the entire history of the town could have been transformed. In fact, the Connecticut General Assembly chartered two railroad companies that were intended to go through Lyme. The Norwich and Lyme Rail Road Company received a charter of incorporation from the General Assembly in May 1841 to begin "near the termination of the Norwich and Worcester Rail Road in Norwich, and ending near the Mouth of Connecticut River in Lyme."¹⁸ No evidence exists that any efforts were ever made to construct the road, but its route would have included Hamburg. A second and equally unsuccessful effort was launched later in the decade to construct the Norwich and Westbrook Railroad.¹⁹

We know relatively little about Lyme or Hamburg in 1859, E. O. Reynolds, or indeed, much of the period of the carriage manufacturing business due primarily to the fact the area newspapers did not serve the town well. No report has been found that documents the formation of the company and little appeared in any newspapers on the town at mid-century.²⁰ When the business commenced operations, we know that the chief elected officials were Frederick Fosdick, town clerk; William J. Marvin, registrar and treasurer; William Marvin, S. S. Warner, and Charles E. Tiffany, selectmen; Samuel C. Ely, state senator; and Zebulon Brockway and William Hall, state representatives.²¹



1868, F.W. Beers, A.D. Ellis and G.G. Soule map of New London County, CT

Census data and anecdotal information from newspapers contain some information on the carriage business from 1860 to around 1890. The 1860 census, taken by James A. Bill on June 6, states that the household consisted of three people, Ephraim O., Aurelia, and a four month old son. The census listed his occupation as "Wagon Maker" and he possessed real estate worth \$500 and personal estate \$25.²²

The 1870 census records state that the Reynolds household contained four children, noted his occupation as carriage maker, and rated his real property at \$2,000 and personal property at \$200.²³ Of equal interest, is the 1870 industrial census that listed ten businesses in the town: three sawmills, two boat builders, plus a sorghum mill, blacksmith shop, satinet factory, cotton and wool mill, and carriage factory. The firm of Reynolds & Bigelow employed six, a figure that included the personal labor of the two owners. The factory produced twelve wagons, ten sleighs,

and eight carriages worth \$5,000 the preceding year.²⁴ Unfortunately, the census records do not provide much information that might identify the workers in the factory. The only person identified as a carriage maker in addition to E. O. Reynolds and his partner David E. Bigelow was Arthur Ely, although it is possible that painter Rufus Ellis also worked for Reynolds & Bigelow.²⁵

Thirty-three year old Reynolds had every reason to be proud of his accomplishments in just over a decade. Reynolds & Bigelow employed the fourth highest total of any manufacturing concern in town and produced thirty vehicles for sale.²⁶ A. C. G. Rathbone [Rathbun] & Son employed twenty at their satinet factory and another seventeen at their cotton and wool mill, while ship builder H. J. Comstock employed ten.²⁷



Enlarged view of map on left showing Hamburg, CT

One can get a revealing snapshot of Lyme from the 1870 census, when Reynolds was well established in business and he and Aurelia had become the parents of a growing family. The town had a population of 1,181.²⁸ If one excludes females who were “Keeping House,” minor children “At Home,” and those with no occupation, around 420 remain. Over half that total, some 235, owned or worked on farms. Of the remaining 195, 51 were owners or employees of the ten manufacturing firms in town and 44 had associations with the Connecticut River or sea, as sailors, boatmen, fishermen, river pilots, sea captains, and the like. Other fields represented included servants (17), house builders, joiners and carpenters (14), teachers (7), retail merchants (7), store clerks (6), and blacksmiths (5). The remaining forty plus consisted of such professions and trades as clergy, lumber dealer, mason, miller, nurse, physician, shoemaker, and stone cutter, plus those in clerical positions.²⁹ Manufacturing, then, employed less than thirteen percent

of those who worked outside the home, while the farming figure totaled about fifty-six percent. Lyme’s connection to the water came in third with about ten percent, while retail trade, an endeavor that would engage several members of the Reynolds family, employed only around three percent.

Lyme’s population declined by fourteen percent between 1870 and 1880, from 1,181 to 1,025. Those with a business perspective, however, seemed unaware of the trend. A number of optimistic reports appeared, particularly those concerning boatbuilding and the shipping of timber from Hamburg Cove. Hamburg was the home of two boatbuilding firms, T. C. Brockway and E. A. & W. H. Ely who were known for the construction of pleasure boats and row boats.³⁰ Timber, however, probably represented the town’s largest non-agricultural export, a product shipped by sailboat mostly to New York.³¹ The ill-fated stone church, designed to replace the wood Congregational Church in Hamburg, nevertheless, more clearly represented trends in Hamburg during the 1870s than cheery reports of economic activity. With the advantage of hindsight, it appears that the stone church was a distant possibility. The first newspaper reference dates from April 1872 with the optimistic assertion that construction would commence that year. Ground was only broken, however, at the beginning of May 1873 and the cornerstone laid two weeks later. By the end of the season, the unfinished walls were roofed over to protect the structure from winter weather and, although the goal was for work to commence again in the spring of 1874, no evidence exists of any construction activity in 1874 or thereafter.³²

Despite overall trends, progress for Reynolds continued throughout the decade of the 1870s. The partnership dissolved in 1873 and E. O. Reynolds took over sole proprietorship of the company with the new name of E. O. Carriageworks.³³ He completed a new factory in November of that same year, a facility that had a capacity of twenty-five vehicles. A newspaper report indicated that he had “sold nearly fifty carriages, wagons etc. the past season, besides doing a large amount of repairing.”³⁴ According to his great grandson Leland H. Reynolds, all the “carriages received a hand-rubbed coat of varnish, leather-upholstered seats and cushions, and a black patent-leather dashboard. All the iron rims for the carriages were made by the blacksmith shop located below the E. O. Carriageworks.” The trade consisted primarily of hand-built two and four-seat carriages, some open at the top

and the others with canopy or carriage tops.³⁵ The business continued to prosper throughout the decade. He sold a large number of sleighs during the winter months and “has lots of people to see his styles and prices,” some painted by Hiram Brockway, who was known as “the artist of Old Hamburg.”³⁶ In an 1878 article describing the prosperity of the village of Hamburg, Reynolds was prominently featured and, despite the promotional language, it is clear that the firm was enjoying great success.


*E. O. Reynolds, the prominent New London County Carriage Manufacturer, seems to be always busy, even if other extensive builders are idle. The style, finish and excellence of his work, together with his reasonable prices have combined to build up for him an extensive and continually increasing trade. Possessed of first-class mechanical ability together with business talent of an uncommon order, he has founded and established on a firm footing a business of which many of our large manufacturers might well be proud. Those who need anything in his line are quite sure to be suited by calling at his establishment.*³⁷

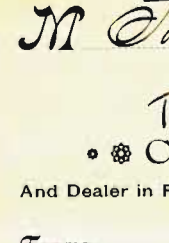
Local newspapers sometimes contained advertisements from Connecticut carriage and wagon makers, but none from E. O. Reynolds. He did, however, take his wares to the New London County Fair and produced his own broadsides or brochures. One from 1879, for example, “delineated cuts representing fifteen or twenty different styles of wagons that he manufactures.”³⁸ Newspapers, then as now, sometimes provided free advertisements in the form of thinly disguised news.

Mr. Ephraim O. Reynolds, the well-known carriage maker, finds a readysale for those elegant Russian cutters, which for design and finish unexceptionally take the lead. He is employing a “full force” of mechanics; among which is

*A. C. Swezey, of New London, who is said to have but few equals as an artistic painter. Mr. R. has for several years been prominent among exhibitors at our county fairs, and has invariably been awarded the first premiums.*³⁹

According to the 1880 census of manufacturers, Ephraim O. Reynolds, “Carriage & Wagon Maker,” owned the largest business in town. With capital of \$2,000 and employing eight males over the age of sixteen, the products of the company were valued at \$8,500.⁴⁰

Established 1859.		Hamburg, Conn., Apr 27 th 1887	
		<i>M Town of Lyme</i> To E. O. REYNOLDS, Jr. MANUFACTURER OF Phaetons, Extension Top Side Bars, SLEIGHS, OPEN & TOP BUGGIES, BUSINESS WAGONS, &c.	
<i>Apr 29</i>	<i>101 Mail-</i>	<i>110</i>	
<i>49</i>	<i>201</i>	<i>220</i>	
<i>44</i>	<i>100 Mail Out-</i>	<i>145-</i>	
<i>Above defined to L Bill</i>		<i>4.75-</i>	
<i>Recd Payment for B P Bill</i>			
<i>E O Reynolds</i>			
			<i>1998.035</i>

ESTABLISHED 1859.		Telegraph Address: LYME, CONN.		Hamburg, Conn., May 7 th 1894	
		<i>M Town of Lyme</i> Bought of E. O. REYNOLDS, MANUFACTURER OF • • Carriages, Carts, Heavy Wagons, &c. • • And Dealer in FLOUR, CORN, MEAL and FEED. R. R. TIES, POLES, OAK and HICKORY WOOD. OAK, ASH, HICKORY and CHESTNUT PLANK. SHINGLES. FERTILIZERS. Terms, GROCERIES AND PROVISIONS.			
<i>July 21</i>	<i>Leave at funeral of Mr Perry</i>			<i>1.00</i>	
	<i>+ Team to Elm Ferry with</i>				
	<i>Sum to funeral Mrs Braddock Oct 7th</i>			<i>2.50</i>	
	<i>Recd Payment E O Reynolds</i>			<i>6.50</i>	
					<i>1998.035</i>

Two bills to the Town of Lyme for services rendered by E.O. Reynolds, 1887 and 1894

The firm continued to expand until the late 1880s. Reynolds built an addition to his carriage shop in 1879 to provide more room for trimming and varnishing. In 1880, E. O. Reynolds rented “commodious rooms” from Judah Lord “to accommodate his increasing business.” That same year he had a pump installed to bring water from a spring 125 feet away and thirty feet below his house. The following year he purchased a saw and grist mill from Abel Beckwith and a “water privilege” from A. C. G. Rathbun so that he could saw his own lumber. He constructed an addition to his blacksmith’s shop in 1886 and built a lumber shed in 1888.⁴¹ When the telephone came to Lyme in August 1883, it connected to the carriage shop of E. O. Reynolds, the store of Judah Lord in Hamburg, and the store of L. L. Brockway in Joshuatown.⁴²

When the carriage business began to decline cannot be determined. A newspaper report from February 1887 indicated that “business has been very brisk” and another one later in the year gave the same impression, but soon thereafter business began to decline, probably due to increased competition from larger and more efficient factories that could produce carriages and wagons at lower prices.⁴³ A report from 1889 indicated that business was slack and the last newspaper account of any carriage manufacturing activity occurred in 1891. “Mr. E. O. Reynolds sold a very nice top buggy last week and it was sent to Brooklyn, N.Y.”⁴⁴ The lack of any additional information regarding the carriage factory confirms the Reynolds family oral history that manufacturing ceased in the early 1890s.

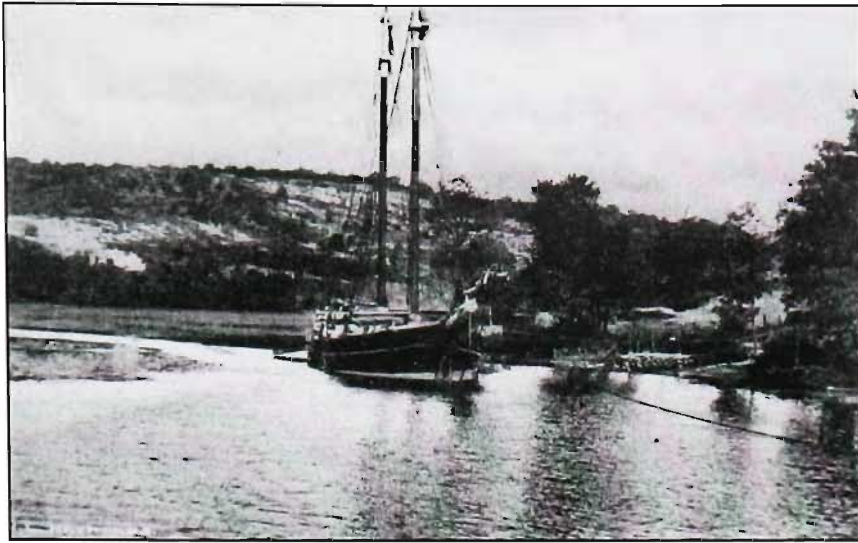
In what was the beginning of a family tradition of adapting to change, E. O. Reynolds retooled. The change began in the 1880s, perhaps due to his concern for the future or perhaps because of a desire to broaden his activities. Although the carriage business still seemed prosperous, Reynolds had a cargo of grain delivered to him at Hamburg Cove in 1886, indicating that he was moving in the direction of retail mercantile trade in commodities.⁴⁵ He received another load of grain in 1887. In July 1888, he loaded the sloop *Grover Cleveland* at Hamburg Cove with a cargo of hickory wood for New York and followed up four months later with a load “of scantling and cord wood” on the schooner *Daniel Morris* for the same destination.⁴⁶ Whether the wood came from his lumber mill or Reynolds acted as a wholesaler for other area lumber dealers is not known. In 1889 and 1890, Reynolds received at



Sampling of nameplates used by E.O. Reynolds on his custom carriages

least two train car loads of corn to sell to local farmers.⁴⁷ Further evidence of E. O. Reynolds’ change of focus to the mercantile business comes from 1891 with reports of the quality of corn meal produced at his grist mill and the shipping of railroad ties from Hamburg Cove.⁴⁸ During the 1890s, his business was characterized as a general store. It was located adjacent to the Cove and had a grain room, hardware department, kerosene for sale, and general merchandise, although he continued to repair carriages.⁴⁹ “E. O. Reynolds has just put in a fine lot of winter goods on his counters.” Occasional further notices continued until 1901.⁵⁰ The following year he retired, sold the repair shop and store to eldest son Hayden L. Reynolds, and house to grandson Harold, and moved to Essex.⁵¹ A newspaper report provides a slightly different angle to the story. “E. O. Reynolds for several years a successful merchant in Hamburg has sold out and leased his store to his youngest son, Louis E. Reynolds” who was going to continue the grocery and feed business, but the store soon passed into the hands of H. L. Reynolds.⁵²

E. O. Reynolds was a businessman, not a joiner. No evidence exists as to membership in the local Masonic Lodge that met at what is now 290 Hamburg Road, Lyme Grange, Grange Fair Association, Public Hall Association, or any fraternal organization. His business prominence was rewarded, however, in 1900 when he and James L. Lord of Hamburg were chosen trustees of the Essex Savings Bank, a position he retained until death.⁵³ He also served as vice-president of the Essex National Bank. In addition, like many others in his family, he served his community in public service that featured a term as a representative from



Coastal schooner on Eight-Mile River in Hamburg Cove, a common carrier for supplies to Hamburg Cove, late 1800s

Lyme in the state legislature 1893 and as first selectmen of Essex, Connecticut.⁵⁴

Despite the demise of his carriage factory, Reynolds enjoyed considerable economic success. In the Essex tax list for 1909, the property of E. O. Reynolds was worth \$10,000, a figure that placed him in the top ten percent of the property owners. The records show both that he was a devoted family man and that the family was not particularly distinguished in late nineteenth-century Lyme. Respectable, hard working, and prosperous, yes, but not the recipient of any or as much printer's ink as those with such surnames as Beebe, Bill, Brockway, Ely, Harding, Lord, Raymond, Stark, or Warren.

After retiring from his business in Lyme, E. O. moved across the river and remained busy investing in real estate, engaging in good works, and serving in public office. Contemplating a move to Essex, Reynolds purchased a building on Main Street in August 1901, tore it down, and erected a new structure with thirty-six feet on the street and three stories high. The first floor became the store of A. H. Reynolds & Co., the second was designed for offices, and the third as a tenement.⁵⁵ The new store opened on February 1, 1903, but this did not end his real estate transactions, as the newspapers contain additional reports covering the years between 1904 and 1915.⁵⁶ In addition to service to Essex as first selectman, he was elected tree warden for 1910-11, to the board of relief the following year, and no doubt served in other offices in his adopted town.⁵⁷ His public spirit was further demonstrated by his building a cement walk from his store on Main Street to the head of the street and having a cobble stone gutter built

fronting his property.⁵⁸ In addition, he enjoyed frequent visits with his numerous relatives and social activities.

One year before his death Reynolds wrote his will in which sons Hayden L. Reynolds, Alden H. Reynolds, and Wilson S. Reynolds were appointed executors. The will and related probate documents show that Reynolds was extremely well-to-do. He owned a store on Main Street in Essex whose first floor was occupied by A. H. Reynolds & Co., a drug store on Main Street, and houses on New and Prospect Street, plus a barn and storage sheds on Bushnell Street. In addition, he had bank deposits of more than \$12,000, an equal amount of stocks and bonds, notes from children who owed him money, and personal property. His entire estate was appraised about one month after his death at \$42,216.15.⁵⁹

He continued in good health until a fall from a stepladder onto the concrete sidewalk on Thursday, May 18, 1916 while he was "putting up a wire transom over the door in the drug store building," resulting in a brain concussion that caused his death eight days later.⁶⁰ An obituary stated the following concerning his character:

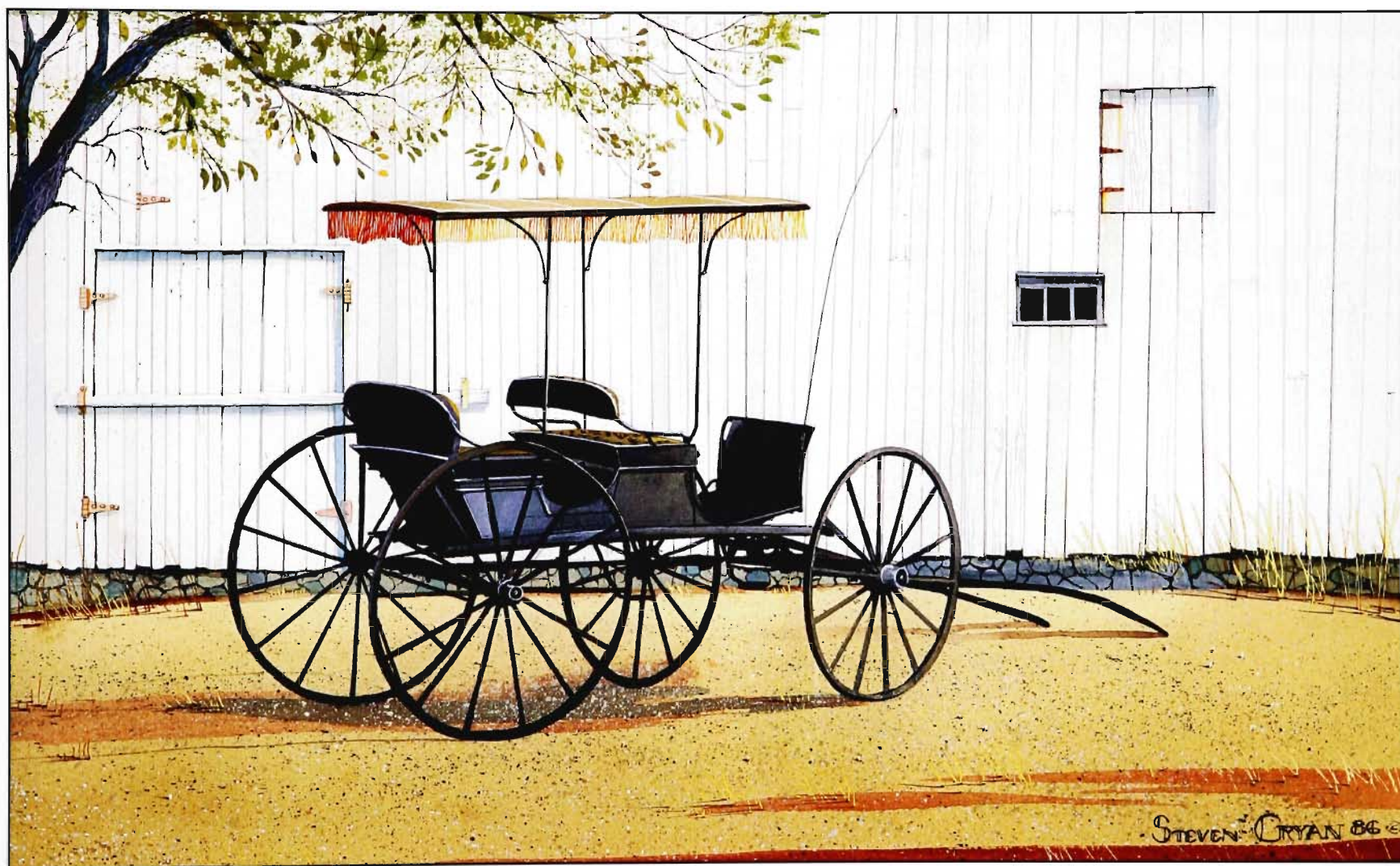
*A thorough gentleman and loyal friend, he held the respect and kindly regard of all who knew him. Of keen intellect and decided views, he was nevertheless possessed of broad sympathies. With a discriminating appreciation of literature, he familiarized himself with what is best in that field. Though of severe manner at times, there was in his nature a vein of delightful humor and sentiment and shrewd philosophy. He was a man of forceful and unique personality.*⁶¹

To translate, E. O. Reynolds was strong willed and argumentative, qualities possessed by many Connecticut Yankees, yet also well educated and respected.

E. O. Reynolds was the fifth of nine children of Henry Billings Reynolds and he maintained intimate contact with almost all those who survived until maturity. One older brother, John Merriss Reynolds, served in the 18th Connecticut Volunteers during the Civil War, was discharged due to disability in 1863, and died the following year. A younger sister Susan Elizabeth died in 1859 at the age of nineteen. All males except one became businessmen.⁶² Older brother Henry Billings Lafayette Reynolds who bought his father's farm in North Lyme later became a cloth manufacturer before moving to Essex where he died in 1909.⁶³ Wilson Cogswell Reynolds spent most

of his adult life in East Haddam. He was engaged in wood, lumber, and coal and general mercantile business from 1862 until 1918, first as a clerk, then in partnership with William R. Goodspeed, and finally under his own name. He was prominent in Republican politics and served as first president of the Reynolds Family Association, founded in 1892 by his older sister Mary Reynolds Fosdick.⁶⁴ The youngest male, Giles Lucius Reynolds, worked as a clerk in a store, an accountant for the Stanley Works of New Britain, and treasurer of the American Pulley Company

of Philadelphia.⁶⁵ The newspapers contain numerous accounts of the comings and goings of E. O. Reynolds and his close knit siblings, not to mention their children and grandchildren. Indeed, one cannot really understand E. O. Reynolds and his generation without appreciating the close relationships they maintained among themselves. Strong family ties may well be one of the keys to their economic success.



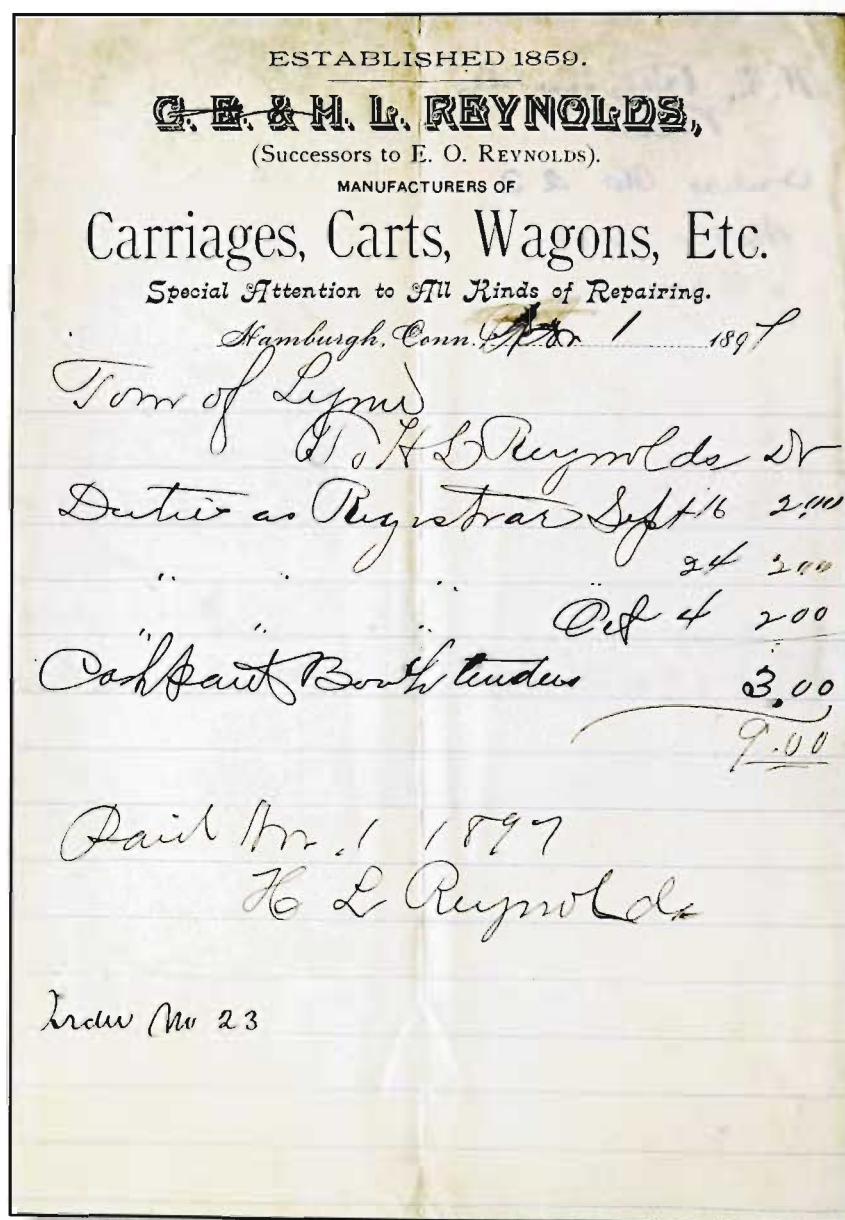
Watercolor of original carriage built by E.O. Reynolds, by Steven Cryan, 1986

Many Services in One Place

Hayden Lord Reynolds (1860-1945), the H. L. of H. L. Reynolds Co., was the oldest of nine children born of E. O. and Aurelia Hayden Reynolds, eight of whom reached adulthood and married. As with his father, little is known of Hayden's childhood. He probably attended the Sterling City School before beginning to work for his father in the carriage and wagon business. Young Hayden worked for his father for several years for the "princely salary" of fifty cents per day. He specialized in carriage striping and painting.⁶⁶ He married Harriet Florence Warner, daughter of Zebulon and Harriet LaPlace Warner on October 3, 1882.⁶⁷ Within six months of his marriage, he purchased what was then known as the Seth Brockway place in Hamburg, a dwelling in which he and his family lived, with one brief interruption, until his death. That same year witnessed the birth and death of the young couple's first child, Eleanor Rossiter Reynolds, followed on August 13, 1884 with the birth of Harold Hayden Reynolds.⁶⁸ In the spring of 1885, H. L. Reynolds and family moved to Brockway's Ferry where he began to work "in the fancy poultry business," an endeavor that he left in eight months to rent a store at the Ferry and go into the grocery business.⁶⁹

In October 1886, however, Reynolds moved back to Hamburg and opened a store in a building formerly occupied by Walter S. Ely.⁷⁰ "Groceries, provisions, dry goods, etc., for sale cheap. We now have three stores here, and our citizens ought to be able to obtain almost anything they want in that line without going out of town to purchase."⁷¹ Little more is known about Hayden L. Reynolds at this early period except that he hired clerks May Belle Warner, Carlos D. Warner, Jr., and Lossie Warner in rapid succession at the end of 1886, all perhaps siblings of his wife.⁷² In 1887, he opened a shooting gallery in his store, probably in a basement, at the rate of three shots for five cents and around the same time built a new barn, an L on an offset in front of his house in the center of Hamburg.⁷³ To the extent, however, that the newspapers provide information, the activities of E. O. predominate. Hayden is next mentioned in September 1890, when he sailed his "new yacht" to New London, the first reference to what was to become a major interest of several members of the Reynolds family in the future.⁷⁴

The activities of H. L. Reynolds and his family during the 1890s are also not well documented, although much more information is found in the early part of the new century as children Harold, Lawrence, Donald, Dora, Paul, and Harriet became older. For example, in 1901, Harold Reynolds suffered from a bout of "typhoid pneumonia". H. L. Reynolds signed a 1902 petition opposing changes in the system of equal town representation in the General Assembly, and summer dances or hops were held in the H. L. Reynolds Store in August and September 1903.⁷⁵ In other personal and family news, H. L. fell off his ice-boat in March 1905 and dislocated a shoulder, slipped on the ice and was confined to bed the following winter, his wife



1897, Bill to town of Lyme for services rendered by Hayden Lord Reynolds

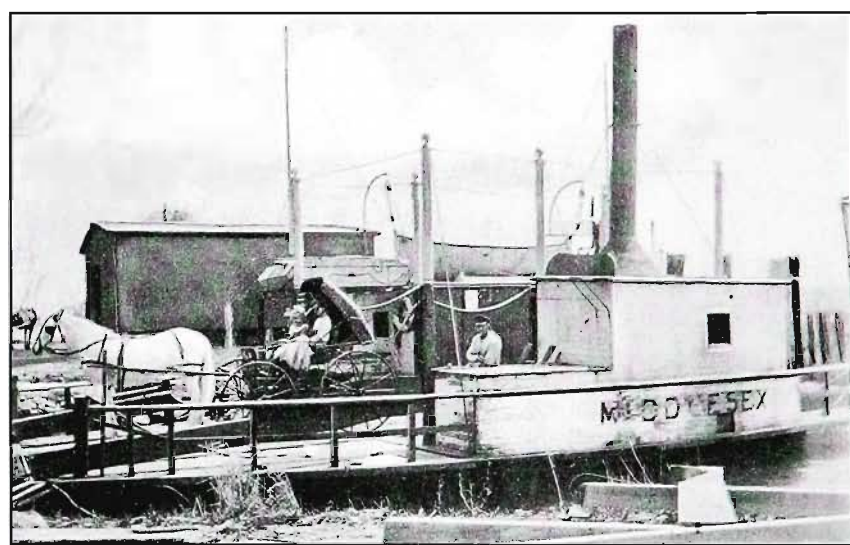
Harriet and five children came down with the measles two months later, and the family was quarantined with scarlet fever in 1908.⁷⁶ By the second half of the decade, notices of the doings of family members appeared more than a dozen times per year. In 1906, for example the *Advertiser* and *New Era* contained seventeen references to the family and the volume only increased in subsequent years. The best known incident involving the Reynolds family in the early twentieth century was what was popularly known as “The Hamburg Fair Case” or the State v. Carl S. Reynolds, Hayden’s younger brother. In violation of state law, Carl S. illegally sold provisions opposite the entrance of the 1903 Hamburg Fair and faced a fine of seven dollars. The case was first heard by the New London Criminal Court of Common Pleas, appealed to the Supreme Court of Errors, and finally to the Supreme Court of the United States.⁷⁷

As for Reynolds’ store, it is difficult for those under the age of seventy-five to understand how it operated and what it was like. Living in the 21st century in the age of the convenience store and supermarket, most people do not realize the important economic and social roles played by country stores in the life of rural communities. Supermarkets are a post-World War II phenomenon. Prior to that time, Reynolds’ Store, Cove Landing, Czikowsky’s Store, Hadlyme Country Store, and Sisson’s Store in North Plain were the chief shopping destinations for the people of Lyme at which they purchased most of the food that was not grown at home, not to mention grain for livestock, household goods, clothes, and footwear. Well-run businesses like H. L. Reynolds Co. were quite profitable for the hardworking owners, and their proprietors ranked among the most prosperous citizens in town.

Only brief glimpses of the mercantile career of H. L. Reynolds can be found. When he moved his store to the present location of H. L. Reynolds Co. is unknown, but he probably took the property over soon after his father moved to Essex. In the summer of 1902, for example, Angeline Beckwith resigned as postmistress and when she was succeeded in early 1903 by Mrs. M. E. Huntley, the post office moved from Reynolds’ store to another site in the village.⁷⁸ On Friday, November 9, 1906, burglars broke into the stores of James L. Lord at Cove Landing and H. L. Reynolds and stole both merchandise and cash. In May 1907, Reynolds succeeded Mrs. Huntley as Hamburg’s postmaster and the post office moved back to the store.⁷⁹ He shipped railroad ties from Hamburg Cove in the fall of



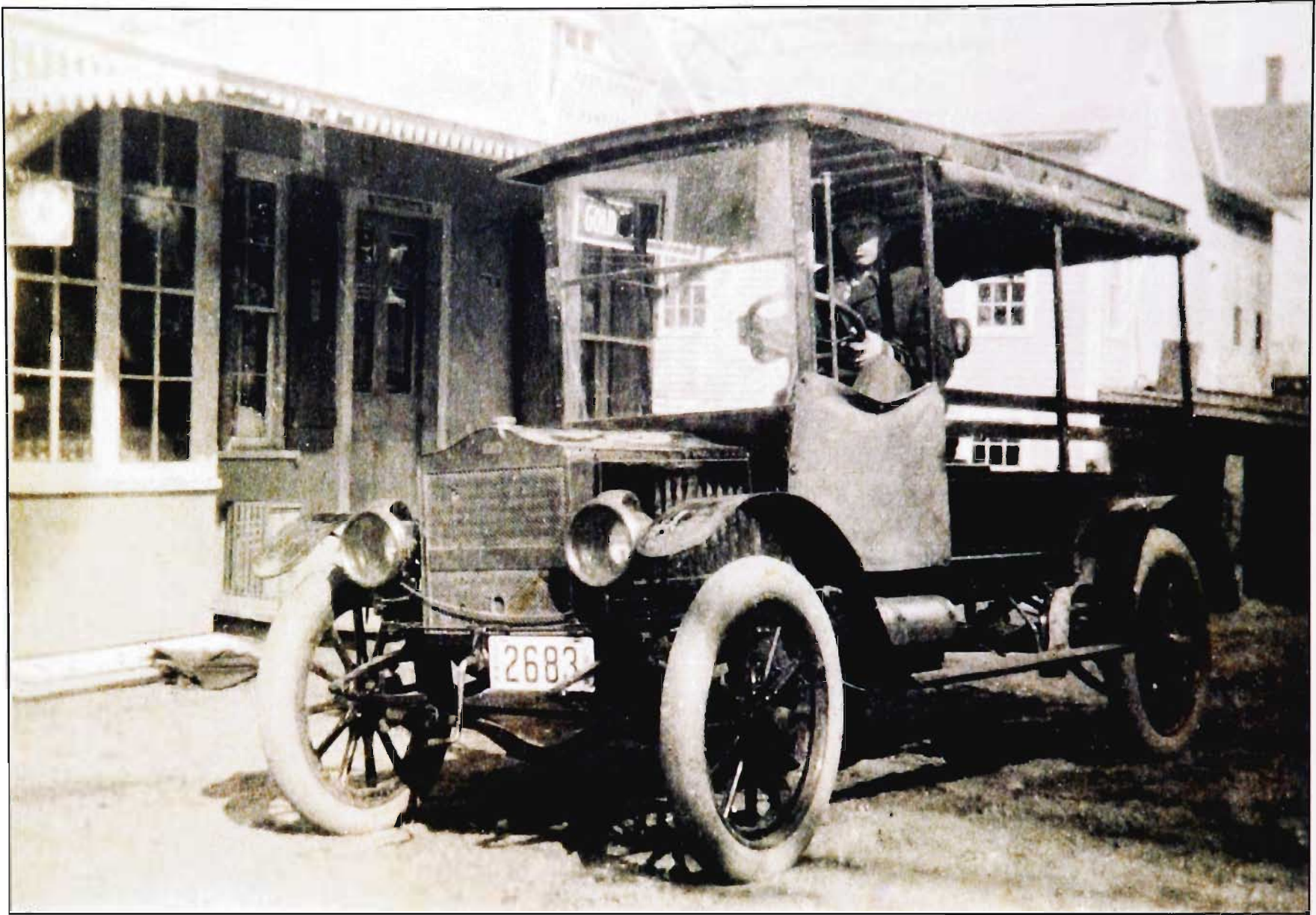
Postcard showing shadfishing boats, shadnet drying racks, H.L. Reynolds Store far left, Lord’s Store and Lyme Public Hall far right



Postcard showing a Reynolds wagon coming over on the Hadlyme Ferry, ca. late 1800s

1907, remodeled “the old store and grain house . . . into a pleasant tenement in 1908,” a structure described as being in the center of the village and commanding a “fine view of Hamburg cove and adjacent hills,” had a reservoir built on his property near an old quarry to supply water for four residences and his store in 1910, purchased a new horse for grocery delivery in 1911, received a car load of grain the next year, and was forced to remove grain and lumber from the dock after the spring freshet in 1913.⁸⁰

H. L. Reynolds was well-to-do by Lyme standards. He and members of his family traveled and enjoyed recreating on the Connecticut River. Among other places he visited were New York with his son, Lawrence, and Washington, D.C. with his wife.⁸¹ Reynolds was the proud owner of the yacht



D.G. Reynolds, Hayden's son, in a delivery vehicle for his general store, ca. 1908

Dorothea and occasional mentions of the vessel are found, including the installation of an engine, traveling on the river, and finally its sale to Charles M. Tiffany in August 1920. The large yacht was considered the fastest boat of her type on the Connecticut River.⁸¹ The level of education for his children at a time when most received only a primary school education is another indicator of the prosperity of H. L. Reynolds. Oldest son Harold graduated from the two-year Old Lyme High School, Donald attended a secondary school in Middletown, Dora went to Wesleyan Academy in Wilbraham, Massachusetts and later graduated from the nursing school at Springfield Hospital, and Paul attended Colby Academy in Vermont and then schools in New Hampshire and Newport, R.I.⁸²

The early twentieth century marked the dawn of the automobile age, an innovation in which members of the Reynolds family enthusiastically participated. Lyme,

however, remained an isolated rural community not served by the railroad, the great transportation improvement of the nineteenth century. From Hamburg, a traveler had to go some seven miles to Lyme Station in Old Lyme to catch one of the trains serving the shoreline. The Valley Railroad that ran from Saybrook Point to Hartford could only be accessed after a person crossed the Connecticut River either by Ely's Ferry or Hadlyme Ferry. The closest bridge crossing the Connecticut River was in Middletown, excepting the railroad bridge between Old Saybrook and Old Lyme. Those wanting to journey by water from Lyme to Hartford or New York City could board a steamer at Ely's Ferry or Hadlyme Ferry. All roads in town were unpaved and those traveling on dirt roads that followed paths of least resistance that went over and around, and not through hills, faced the obstacles, depending on the time of year, of dust, ice and snow, and worst of all the spring mud.

All this would change over the course of barely more than a generation leading to profound consequences for life in rural Lyme.

The first automobile motored through Lyme in August 1902, an event preceded by an automobile party that passed through Old Lyme some two months earlier.⁸⁴ By 1905, it was reported that “autos have been seen almost every day the past week on our country roads.”⁸⁵ Dr. J. G. Ely probably owned the first motor car in town around 1905 and E. O. Reynolds purchased an automobile in June 1907.⁸⁶ As might be expected, the first Reynolds on the east side of the river to purchase a car was Donald Reynolds, who did so at the beginning of 1908, a vehicle that he painted a bright red the next year.⁸⁷ By 1910, “automobiles in large numbers” were parked along the roads on Hamburg Fair day.⁸⁸

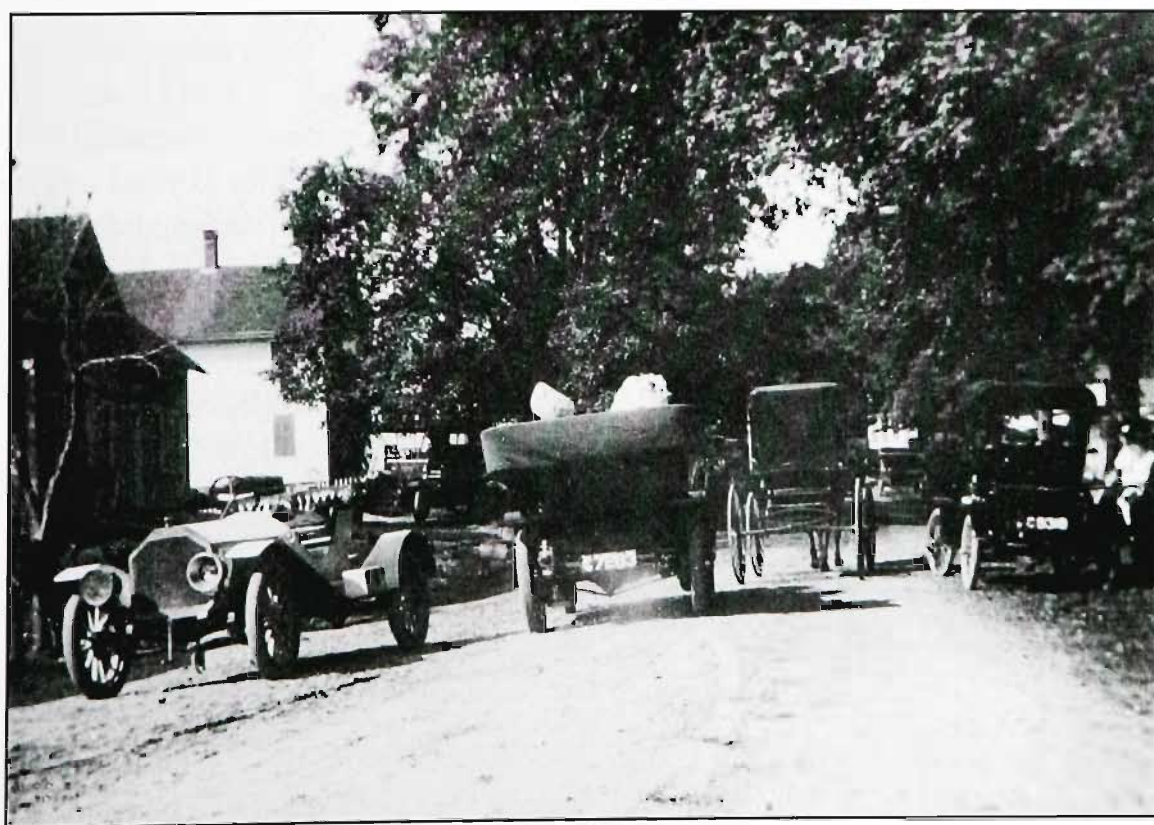
Soon automobiles became the preferred mode of transportation for those who could afford to purchase them. The rapid growth of the auto industry in the first decade of the twentieth century necessitated transportation improvements in the construction of bridges to cross the Connecticut River and of paved state roads that generally followed the paths of old dirt roads. The Saybrook-Old Lyme Bridge was completed in 1911, the East Haddam Bridge two years later, and the state road from Old Lyme to the center of Hamburg was paved in 1915.⁸⁹ The section

of road north to Pleasant Valley and beyond to connect with the state road that is now Route 82 was begun in 1925 and not completed until 1928.⁹⁰ These transportation improvements led to new economic opportunities, one of which was seized in the second decade of the century by H. L.’s third son Donald G. Reynolds.

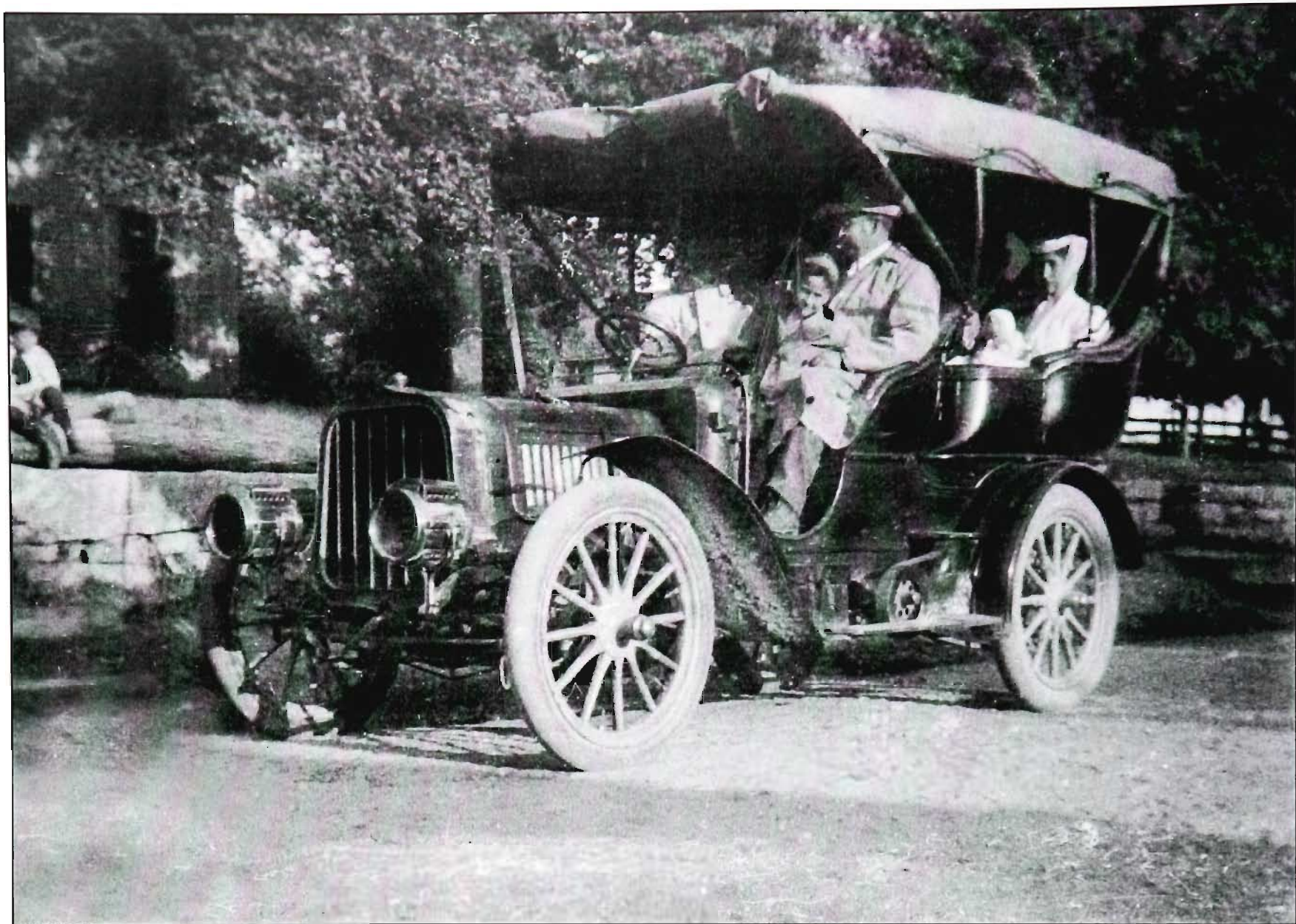
These transformations took place against the backdrop of a continued decline in the town’s population and vitality. From a total of 1,025 in 1880, Lyme’s population precipitously dropped to just 750 in 1900. Census data from 1910 indicated that the number of inhabitants remained almost constant, but the numbers were 674 for 1920 and just 546 in 1930.⁹¹

The number of general stores declined from three to two in Hamburg in the early twentieth century with the retirement of E. O. Reynolds. Those of James L. Lord & Sons and H. L. Reynolds Co.⁹² continued in operation. The Masonic Lodge, Pythagoras Lodge No. 45, that had met in Hamburg for several decades decided in 1905 to move to Old Lyme and in 1922 undertaker, Carleton F. Jewett, moved his business from North Plain to Old Lyme.⁹³ Two years later, the one-room school in Pleasant Valley closed “for lack of pupils.”⁹⁴

These changes, both positive and negative, however, had no effect on the prosperity of H. L. Reynolds and prospects for his children. Oldest son, Harold Hayden Reynolds (1884-1924), went to work for his father and, by the time of his marriage to Margaret Coulter Sawyer on November 28, 1908, was chief clerk at H. L. Reynolds Co. and assistant postmaster. He represented Lyme in the General Assembly in 1911, purchased the business from his father in the fall of 1917, succeeded his father as postmaster, and died from blood poisoning in May 1924 after cutting himself on the lip while shaving.⁹⁵ Only forty at the time of his untimely death, Harold’s estate was worth more than \$21,000, a figure that included almost \$6,500 in stock and bonds.⁹⁶ Second son,



Reynolds Carriage Shop (on left) and Margaret Reynolds’ house on “Fair Day”, ca. 1910



Archie Lord, wife Mildred Ely and two children, ca. 1915

Lawrence Warner Reynolds (1886-1951), had a more checkered career. Lawrence attended several preparatory schools and was briefly married during the second decade of the twentieth century but divorced by 1920. He worked for Underwood Typewriter in 1917 and the Barber Ship Co. in New York the following year, and moved back to Hamburg by the early 1920s. The 1930 census listed Lawrence W., age 44, as living with his parents and “now epileptic.” Whether the disease was caused or induced by a fall from a motorcycle in 1924 is not known.⁹⁷ Three years later, the Lyme Probate Court classified Lawrence as “an incapable person” and appointed his father as conservator of his estate.⁹⁸ Dora graduated from the Springfield Hospital nursing program in 1914 and worked as a home nurse before marrying Harris Wood of Springfield on September 4, 1915. They became the parents of two sons, Dwight Reynolds and Hayden Reynolds Wood.⁹⁹ Paul (1895-1960)

went to work for Travelers Insurance Co. in Hartford, served in World War I, and then worked for J. Watson Beach Inc. for forty years. During the 1920s he purchased a summer home in the village. He married Edna Martin in 1920 and eventually moved into the house in Hamburg owned by his father.¹⁰⁰ Harriet Reynolds (1897-1981) was a school teacher in Putnam, Pomfret, and Glastonbury before marrying Norman Wolcott Rowland on July 12, 1924. The couple moved into what was known as the Walter Ely house directly across the street from Reynolds’ Store and Norman W. Rowland soon became clerk at the store. Rowland eventually took over proprietorship of the store that is now run by Jane Rowland DeWolf, the only child of Harriet and Norman W. Rowland. In April 1926, Harriet Rowland was appointed Hamburg postmistress and she held that position until compulsory retirement at age sixty-five. The post office closed upon her retirement.¹⁰¹

Hayden L. Reynolds passed the store over to his son Harold in 1917. He temporarily took back control of H. L. Reynolds Co. in 1924 after the premature death of his eldest son, but daily management of the business was largely carried on by son-in-law Norman W. Rowland until H. L.'s formal retirement about eight years before his death in 1945.¹⁰² He spent the bulk of his time in public service, traveling, and devoting himself to family affairs. H. L. and his wife, Hattie, devoted much time to their children and grandchildren, both by their visits to the family homestead in Hamburg and travel by car to see them.

His public and community service dates back to 1893 when he collected taxes to pay for repairing the Sterling City School. The following year he was nominated by the Republicans for a seat in the General Assembly but was defeated by Democrat Russell H. LaPlace. Three years later he was chosen assistant steward of Lyme's fledgling Grange. In 1902, H. L. Reynolds was one of twenty-nine signers of a petition to oppose the restructuring of the General Assembly that would give more representation to large towns and cities at the expense of small towns like Lyme. In 1916, he was one of four Lyme delegates to the GOP state convention. Reynolds was elected to represent the town in the General Assembly in 1918 and 1922. After the 1918 election, he and Representative J. Lawrence Raymond gave a dinner at the Grange Hall to celebrate victory in the Great War.¹⁰³

The newspapers contain a number of reports of motor trips made by H. L. Reynolds and family, including one to Middletown, Hartford, and Springfield in 1912. In the midst of war in 1918, H. L. and his wife, Harriet, made an automobile trip to Detroit. Two years later the Reynoldses motored to Williston, Massachusetts to visit their daughter, Dora, and her family. H.L., Harold, and Donald attended the Springfield Fair in 1921 and 1922, and H. L. and Hattie went on an auto trip to Canada in 1928.¹⁰⁴

One additional event that had significance for the future of the family business took place in 1919 when H. L. Reynolds sold about half the land that his father had purchased on Hamburg Cove in 1860 to Hayden R. W. Lathrop of Hartford. Lathrop also bought the carriage shop building, moved it on to his property, and converted it into a house. The property was subsequently sold by Lathrop's son to Dr. Dwight Wood, son of Dora Reynolds and Harris Wood, and then to Leland Reynolds who deeded

the southern portion of the lot to Reynolds' Garage & Marine, Inc. for later use as a Subaru dealership and the northern portion to his daughter Carleen and son-in-law Donald Gerber.¹⁰⁵

Of equal importance in the Roaring 20s to the paving of roads north of Hamburg which meant that cars would no longer have to be taken off the roads during winter months, was the coming of electricity. At the beginning of May 1921, the Lyme Electric Power Co. made a contract to supply power to twenty-five individuals and the Lyme Grange, who subscribed to pay for the construction of a line from the bridge over the Lieutenant River in Old Lyme to the house of Judge William Marvin. Initial subscribers included H. L. Reynolds and Harold Reynolds, soon followed by Donald Reynolds. The line was completed in November and electric lights were first used on Thanksgiving evening for a dance held at the Public Hall. Electric lights were installed in the Reynolds houses in January 1922 and in another year "the families of Mrs. Harriet Warner, H. L. Reynolds, and Donald Reynolds" enjoyed "radio entertainments."¹⁰⁶

H. L.'s wife, Harriet Warner Reynolds, was likewise prominent in the community. In 1915, when women were first given the right to vote for school visitors and library directors, Mrs. Hattie Reynolds was among the first twenty females enrolled. One month later, she became the first female to be elected to any position in the town of Lyme when she was elected library director. She was also an officer in the Ladies Benevolent Society, active in the Grange, and a leader of the Lyme Equal Franchise League. Hattie Reynolds suffered a heart attack on January 29, 1933 and died at her home in Hamburg on February 7th.¹⁰⁷

H. L. Reynolds, the second generation in the Reynolds family story, is best known for his management of H. L. Reynolds Co., the encouragement he gave to sons Harold H. and Donald G. Reynolds who took over the family business, and for selling about half of the Hamburg Cove property to Hayden Lathrop, land that returned to family ownership about a half century later. He built upon the foundation established by his father, and in business, that is no small feat.

Donald G. Reynolds was the third son of H. L. and Hattie Reynolds. After attending the one-room school in Sterling City, high school in Middletown, and employment in Glastonbury, D.G. began working for his father.¹⁰⁸ He purchased his first car in early 1908, a vehicle he painted red a year later. D.G. married Kathryn Harding, daughter of Mr. and Mrs. Lyman Harding, on July 7, 1910.¹⁰⁹ He continued to work for his father, driving the grocery wagon to deliver food and other necessities throughout the area and piloting a 35-foot scow boat along the Connecticut River to Middletown to pick up supplies to ferry back to the store.

Among his entrepreneurial accomplishments, while employed as driver of the delivery wagon for his father, D.G. started a glove making business. He purchased a set of dies and a bolt of cotton cloth to cut pieces for gloves in the evening. In the morning, he distributed the cloth glove pieces to women along his delivery route, and they would sew the gloves together for him. D.G. then sold the finished cotton gloves at his father's general store. This side business was so successful that D.G. later sold half of the interest in the glove making business to his father for \$28.99, enough to pay for all the furnishings in his home at 260 Hamburg Road.¹¹⁰

His interest in automobiles found expression in trips to car shows in Hartford and reports of business trips to Connecticut cities, some by power boat.¹¹¹ The first reference to his new career dates to December 1915 when Norris Joseph purchased a car from D.G. Reynolds. In spring 1916, he purchased a White "touring car" and entered "the auto business this season."¹¹²

Although D.G. Reynolds and his father had been interested in automobiles for some time, it is probably no coincidence that he took the plunge to enter the repair business in 1916 only after the first paved state road from Old Lyme to Hamburg was finished.¹¹³ The completion of the road, together with the Saybrook-Old Lyme Bridge in 1911 and East Haddam Bridge in 1913, made Hamburg much more accessible to the rapidly increasing number of cars on the roads. Thus, a new business devoted primarily to repairs was economically feasible and met a real need for a community that was far too small to become the home for any full fledged auto dealers.

Hamburg, Conn., *Oct 20th* 19013

M. Donald Reynolds
Bought of **H. L. REYNOLDS,**
DEALER IN
GENERAL MERCHANDISE,
Goods in Home when at the store
AND FERTILIZERS.

1913		1913	
<i>Sept</i>	<i>1</i>	<i>To 1 Bedstead 5.00 1 Pyjama 7.75</i>	<i>12 75</i>
		<i>1 New Mirror Set 1 Second Hand Rug 5.00</i>	<i>11 00</i>
		<i>2 Small Rugs 2.00 1 Worn Mattress 3.50</i>	<i>5 50</i>
		<i>1 Cotton Mattress 5.00 1 Wt Square 2.50</i>	<i>7 50</i>
		<i>Strip Carpet 5.00 1 Picture 1.50</i>	<i>6 50</i>
		<i>3 Chairs 2.00 2 Small Rugs 1.75</i>	<i>3 75</i>
		<i>1 Cloth Frame</i>	<i>50</i>
			<i>47 50</i>
		<i>Paid By 1/2 interest in glove business</i>	<i>28 99</i>
		<i>" Cash</i>	<i>19 21 50</i>

Received Payment
Oct 20th 19013
H. L. REYNOLDS

D.G. Reynolds receipt of sale of half interest in his glove business to his father for \$28.99, Oct. 20, 1913



Ad for Reynolds Garage, ca. 1948

The original garage was the wooden blacksmith building in back of and adjacent to Reynolds Store, one of the structures used in the carriage business, that D. G. converted into "an automobile repair shop."¹¹⁴ He paid his father Hayden \$48 a month rent for use of the space. The first known garage employee was Clifford Howard of Black Hall in Old Lyme who was obliged to leave in June 1918 to "answer Uncle Sam's roll-call." The second was W. Hallock Martin who began work at Reynolds Garage in 1920 and remained for more than a decade. He was followed by Cecil Beebe in 1921 and Reginald Stark and James Croft in 1923. In 1930, Don Reynolds Garage & Service Station employed three mechanics—Cecil Bogue, Hal Martin, and Reg Stark.¹¹⁵

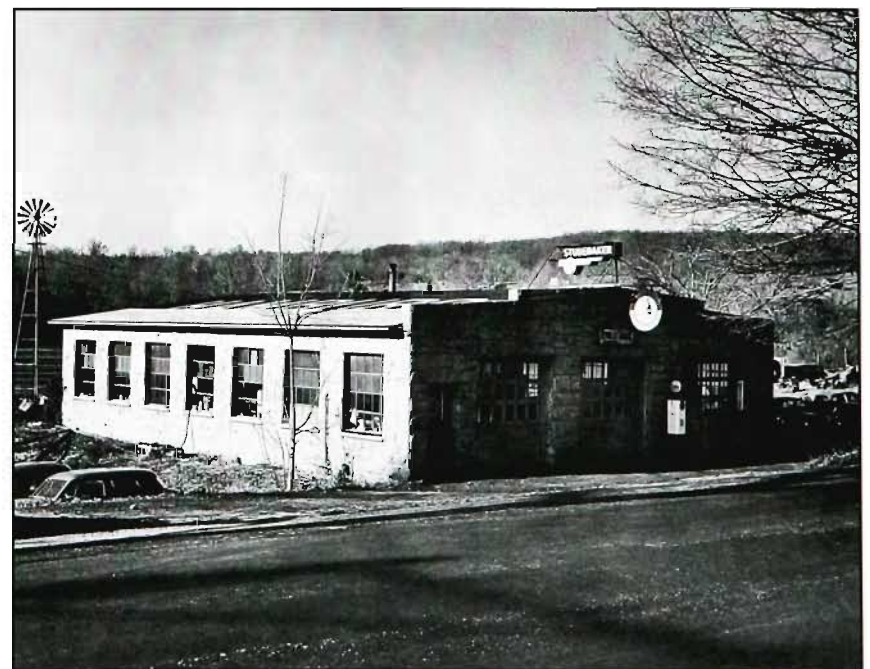
The stone garage, such a familiar sight in Hamburg, was constructed in 1923 and 1924. The materials came from one-third of the granite stone from the old uncompleted church that D. G. purchased in October 1923. Work began in early November 1923 at a cost of \$10,000 borrowed from the Winthrop Bank and Trust Co. in New London. This was a debt he had considerable difficulty paying off during the depression. It was within a month of completion when disaster struck on Saturday, November 29, 1924.¹¹⁶ While Reynolds was home at lunch no more than fifty yards away, a fire broke out that completely destroyed the garage and its contents. Reynolds Store was also endangered, but was saved, thanks to the arrival of the fire truck from Old Lyme and a community bucket brigade. D.G. suffered severe burns on his hands, trying to salvage a new 32-volt electric light plant that was to be used in the new building. Tools and records valued at more than \$1,000 were lost. Several cars under repair in the building were saved, but two were not, a Buick touring car belonging to Louis F. Hughes of Laysville and a Franklin touring car owned by Lawrence Raymond. The



Types of cars D.G. sold and serviced



Stone church under construction to the far right of the Lyme Congregational Church, ca. 1920



Garage built in 1924 from stone purchased from incomplete church project across the street, now the marine showroom and service department, ca. 1950

property was only partially insured. Undaunted, Reynolds moved into the new building before Christmas to carry on "business as before his loss."¹¹⁷ Jack Brevoort and others collected money for D.G. after the fire, but the independent Yankee refused to accept charity.¹¹⁸

In 1924, while the new garage was under construction by the Costello Brothers of Chester, appeared the first reference to Lyme inhabitants' purchase of Studebakers, the brand most identified with Reynolds Garage for some forty years. Mrs. William Marvin purchased a Studebaker coupe. The following year artist Guy Wiggins bought a Studebaker sports car and Oscar Fehrer a Studebaker "duplex."¹¹⁹ Hamburg was too small to support a full-time automobile dealer, so D.G. Reynolds served as an agent for dealers in larger communities. The major Studebaker dealer in the region was Thornton N. M. Lathrop of New London, who also sold Maxwells.¹²⁰

The time that the new garage was under construction was a time in which American drivers had access to a great variety of automobile brands. The New London Day for 1923-24 contained advertisements for the following cars, few of which are remembered today: Buick, Cadillac, Chalmers, Chrysler, Cleveland, Davis, Dodge Brothers, Essex, Ford, Franklin, Hudson, Hupmobile, Jewett, Jordan, Maxwell, Moon, Nash, Oakland, Overland, Paige, Packard, Reo, Rickenbacker, Studebaker, Stutz, Velie, and Willys-Knight. Sales of cars, although extremely welcome, did not represent the central focus of the business, which was the repair of autos of numerous manufactures owned by those who lived in Lyme and surrounding towns.

The new stone garage originally had one single door in the front and measured roughly 70' x 50', with a single-post lift in the center bay of the garage, a coal-fired hot steam heating system and a gravity fed water system. A generator in the new building charged a group of batteries to run lights, a 32-volt electric drill, and a valve resurfer. D.G. installed a switch on the generator to run both 32-volt and 110-volt tools. This required careful execution of each job by the technician so that the switch would only be pulled once daily. All other equipment, including the air compressor, ran from overhead shafting and flat belts powered by a Star automobile engine. D.G.'s ingenuity and mechanical abilities are evident throughout the design and construction of his new facility.

At the time the new garage was finished, D.G. had a franchise to service Studebakers, ironically the company that had almost put his grandfather Ephraim out of business with their assembly line construction of carriages. In addition to the Studebaker franchise, D.G. sold Ford, Star, and Durant automobiles. Around 1925, Reynolds received a letter from Studebaker requesting that he purchase its new electric neon sign. He wrote a short response asking if the sign could be converted to kerosene. The company wrote him back and said, "obviously, if you don't have electricity, you can't use the sign" and the issue was dropped.



Reynolds Garage 1932 wrecker assists overturned car during snow storm, ca. 1940

About nine months later, however, when the Studebaker representative came to call on D.G., he saw that there was electricity in the garage and questioned why D.G. told them he did not have electricity. D.G. explained that he never told Studebaker that there was no electricity and had only *asked* if the sign could be converted to kerosene. All of this just helped him delay the purchase of the electric sign.

From 1926 to 1932, D.G. handled Chevrolets too, but Studebaker remained his main line, keeping it until the company ceased manufacturing in 1966. In 1932, D.G., with the assistance of his son, Leland, sold another car in the Studebaker family—the Rockne—named for the famous Notre Dame University football coach. They sold about

eleven Rocknes that year, which were considered a “hot-selling” car in Hamburg in 1932.

Sadly, the model lasted just two years until Studebaker went into receivership. By then, the Depression was impacting everyone, but D.G. continued the repair business. Because very few people could afford new cars and they still had to get around, D.G. continued to service Studebakers and many other makes throughout the Depression. He created the motto, which is still a part of the business today—“Big Enough to serve you—Small enough to know you”.

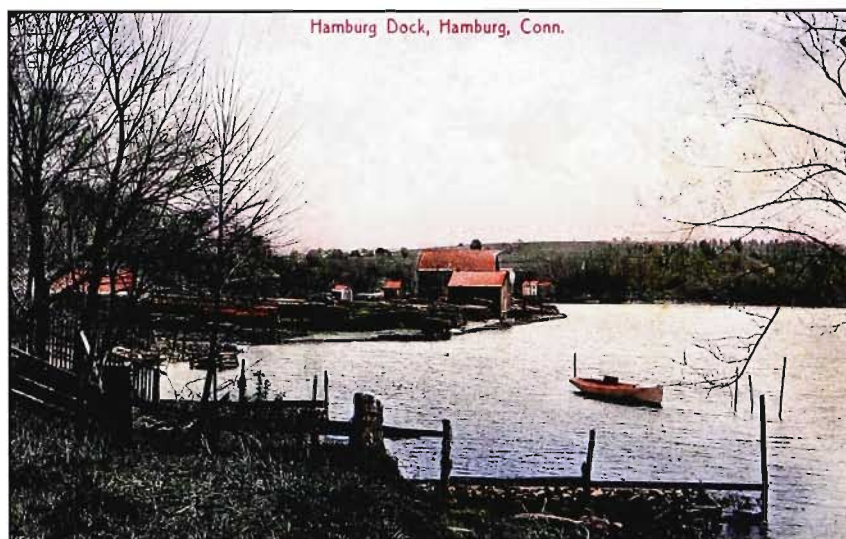
The garage, as it was popularly known, quickly became one of the social centers of the village. It was a place for people to congregate to talk, gripe, and gossip in an era when most people were used to being around machinery and did not sue at the drop of the hat should some minor accident occur on the premises. As Frank Stark recalled, “I visited the garage countless times, watched Daddy and others at work and listened to conversations with waiting car owners and people just stopping by to talk.” All kinds of people stopped at the garage over the years, including a young Frank Sinatra, who was described as “a little shrimp.” Two pool tables were located to the west of the bathroom and in back of the small office. D.G. removed the pool tables in the late 1930s because they represented too attractive a time waster.¹²¹

By 1932, unable to sit idle even in the face of national economic catastrophe, D.G. embarked on a new sideline to the auto repair business. He saw an opportunity to service the growing number of boats in the Hamburg Cove area. The construction of the current marina and bulkhead began in 1933 after he obtained permission from the Army Corp of Engineers. Extensive dredging was required and the fill was placed behind the new chestnut bulkhead where the land remains soft to this day. He purchased the first hauling engine for the marina in the mid 1930s from a junkyard for about one hundred dollars. That same engine is still in use today—a pretty sound investment. The engine is a 1908 Bridgeport automatic with an Atwater-Kent open circuit ignition system. Not quite as reliable today as in its early years, but the soft ground still shakes when it runs.

The first boatshed was erected in 1936 and D.G. added the marina to his existing business, and changed the company name to Don Reynolds Auto and Marine Service

Station. He ran the marina portion of the business until he retired. His son-in-law, Charles S. Jewett, (husband of Doris Reynolds Jewett), ran the marina for several years after their return back to town. The marina eventually accommodated up to thirty small boats for winter and summer storage. The marine business remained relatively small during D.G.’s time, employing one or two full time employees. D.G. was often a one-man show.

Small children and the young at heart enjoyed walking down to the cove to look at the boats and fish off the docks. “As far as the marina goes, the exciting thing, other than the boats, was the railroad tracks that allowed for hauling boats into the big repair and storage shop.”¹²² Probably the most spectacular event associated with the marina during D.G.’s tenure was the 1938 hurricane in which everyone had to pitch in at the dock to try to protect the boats from damage. The wind was so strong that one mechanic was blown into the water.¹²³



Lord’s dock, Hamburg Cove, railroad ties waiting for shipment, icehouse in foreground, Don Reynolds Marine Station, ca. 1925



Don Reynolds Marine Station, Hamburg Cove, ca. 1925



"Nail Keg Boys" at the H.L. Reynolds Company Store, 1941. D.G. is holding the dog while his brother-in-law and owner of the store, Norman Rowland is standing behind the counter.

One of the reasons, in addition to his love of boating, for D.G.'s shift to the marine business was due to his inability or desire to collect bad debts. He was everyone's friend and wanted to stay that way. He perceived that the people who purchased boats were able to pay their bills, whether for repairs or for storage. Many of his automobile customers could not, but he repaired their cars anyway. D.G. was never comfortable chasing past due accounts. Unlike today, there were no credit cards; billing for services after they were rendered was commonplace. D.G.'s three daughters all helped with billing during their high school years.

Another example of the integrity shown by D.G. throughout his business life was during the Second World War. Instead of firing any of his staff, D.G. asked employees to rotate work days and shifts so that no one was out of a job. At the time, there were no dealership franchises, only independent sales agents. This decision earned him a great deal of respect from employees and customers alike.

D.G. enjoyed having his four children living in close proximity. His first wife, Kathryn, died after suffering a cerebral hemorrhage on September 26, 1949 at age sixty-three.¹²⁴ D.G. later married Theresa (Tess) Harding, Kathryn's sister. She died one year after he did.¹²⁵ Eldest daughter Doad, her husband Charles S. Jewett, and daughters Patricia and Lynn moved back to Lyme in 1949

and eventually moved into the house in which D.G. and Kathryn had lived for many years. Second daughter Carol married Carroll Dunham. The couple had two children and lived in a house on the top of Lord Hill. Youngest daughter Donna married Malcolm Speirs of Old Lyme and had two children, Gail and David.

While automobiles were D.G.'s chosen vocation, they were hardly his passion. His real love, after his family, was boating, a passion shared by later generations. According to his family, D.G. had "a thing about boats." He restored his first pleasure boat, a sloop named *More Trouble*, in the 1920s and then traded up to the speedboat category with a vessel powered by a Star automobile engine.¹²⁶

Next came the *Docardon*, named for D.G.'s daughters, Doris, Carol and Donna, and was considered a nautical work of art—a forty-footer with a hull built in Essex. The rest of the boat was built by D.G. and a friend, Mr. Spencer, who stayed in a house across from the general store. The boat was a William Hand design with a double cabin, enclosed cockpit in the middle, open cockpit in the stern, and a seat in the bow. The boat glided smoothly through the water and was easily recognizable from a distance because of her size and beauty.¹²⁷ The *Docardon*, which has since gone through several other owners, including Leland, was still afloat in 2008, according to family members. It was later named the *Blue Moon* and was last owned by David and Megan Baker of Greenport, Long Island.

A motor sailboat, the *Sea Fever*, followed the *Docardon*, and D.G.'s last boat was a double-ended boat with a hull built in Old Lyme, finished in Hamburg Cove, and named *High Dawn*. He loved being on the water and, to him, it was a simple pleasure.¹²⁸

In retirement, after selling the business to his only son, Leland Reynolds, D.G. spent his time visiting with family and sailing to Florida with friends.¹²⁹ In 1962, the *Hartford Times* reported,

This month, the 32-foot power cruiser High Dawn was ready for launching after Mr. Reynolds had spent three years finishing her off. That is someone else had built the bare hull for him and he had proceeded from there.

Don Reynolds is retired, having turned over to his son Leland the operation of Reynolds Boat Yard on the Cove. He had built the yard 27 years ago for yacht storage.



D.G. Reynolds working in the garage, 1951

*He never tires of boats as a business or past time. He is building **High Dawn** for his own use—the last of several pleasure craft he had made.*

*Mr. Reynolds sailed in yachts to Florida seven times, twice in his own craft. Questioned about **High Dawn**, he said he may take her to the Sunshine state next fall. 'But at my age, I never lay plans.'*

There's a story behind the name of the new boat, as well as her design. 'Do you know what a high dawn is? It's a dawn when the sky is darker down near the horizon than it is up high.'

D.G. was then seventy-four. He would live another hardy fourteen years, enjoying his family, friends, and his boats.



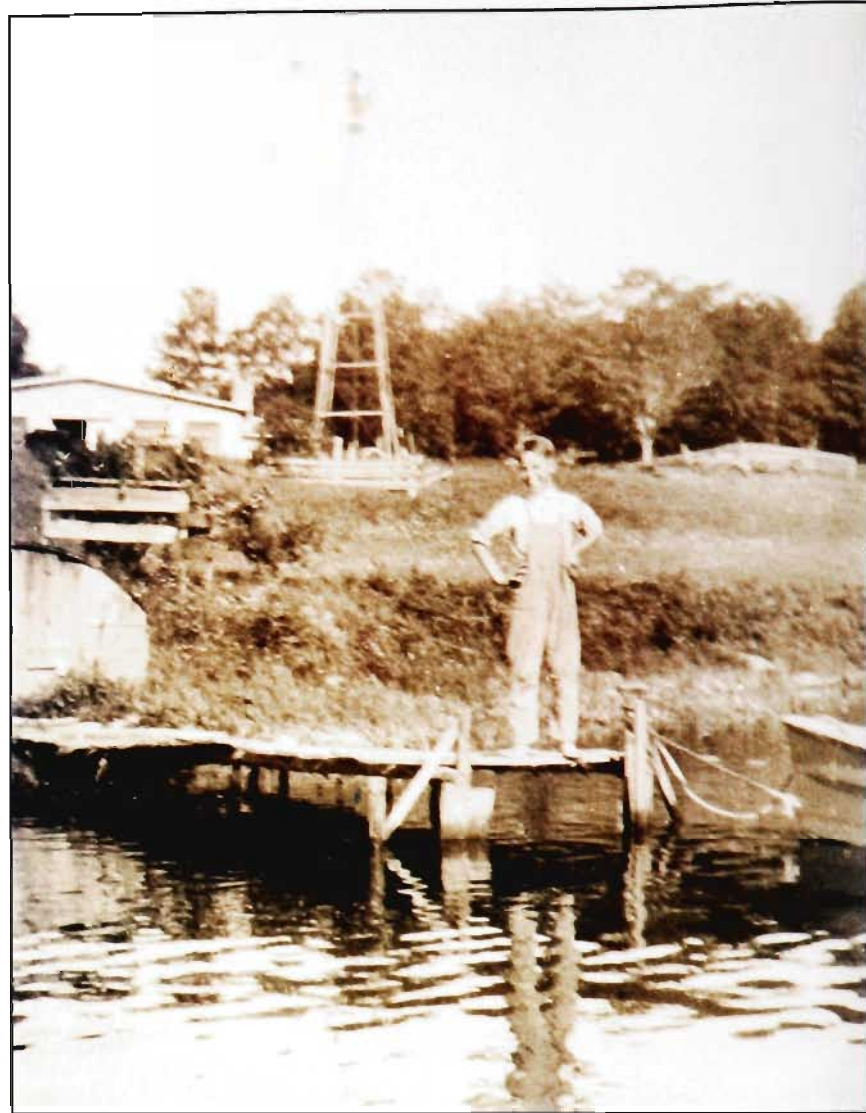
Launching D.G. Reynolds' boat *Sea Fever*, ca. 1940

Leland Harding Reynolds, only son of Donald Grant (D.G.) and Kathryn Harding Reynolds, was born on December 13, 1911. Leland often shared his story of his entry into the world, as he was born in the front yard of his home at 256 Hamburg Road in Lyme. A house once stood on the front yard when his great grandfather, Ephraim, owned the property, and it was this same property upon which Leland died at ninety-three years of age in 2005. Leland remained a resident of Lyme his entire life, rarely venturing far from Hamburg Cove.¹²⁸

While attending a one-room schoolhouse on Joshuatown Road, Leland often walked down to the docks on Hamburg Cove to buy shad for his mother from the commercial fishermen preparing to ship their catches to New York and elsewhere. Shad was extremely plentiful in the Eight-Mile River and the Connecticut River and was, along with eel and trout, enjoyed by many Lyme families. At that time, Hamburg Cove was essential to the commercial fishing industry, but is now used mainly for pleasure boating. After buying the shad, Leland would go to the H.L. Reynolds Company Store to purchase other necessities. The store, which was then owned by Norman Rowland, supplied most of the community's needs, including hardware that was stored upstairs. During Leland's youth, little reason existed to travel outside of Lyme for the purpose of buying goods and supplies. Hamburg remained the hub, or trading center, of Lyme.



Russell (Leland's cousin) and Leland in their hand-built automobile. Lyme's First Congregational Church carriage shed in background



Leland Reynolds on dock in back of Reynolds Garage, prior to building of the marina, ca.1925

As a teenager in the mid 1920s, Leland worked every day after high school for his father, D.G., at a time when there were few after-school sports or activities. He reluctantly attended Pratt High School, much preferring to be by his father's side getting dirty and taking things apart. He would ride a bus, along with about fifteen to twenty other children, across the Saybrook-Old Lyme Bridge to the school in Essex. He recalled that classmates included Sylvia (Daniels) Harding, Elizabeth (Huey) Putnam, and Bill Miller.

Leland and his cousin, Russell, were among the twenty-six members of the class of 1931. An event at his graduation from Pratt High was one of Leland's favorite stories: The principal had said that he would not tell him if his diploma was signed or not. That news upset Leland and he was determined that if the diploma was not signed, he was not going to accept it. At the graduating ceremony on June 18, Leland's name was called and he walked up onto the stage



Leland (top left) and his graduating class of 1932 Pratt High School, Essex, CT

and was handed his diploma. He quickly untied the ribbon, unrolled the diploma, and upon viewing the principal's signature, Leland shook the principal's hand, and went on his way. This brought the house down and mortified his mother, a former boarder of school teachers. This was just one example of Leland's true character. He was upfront at all times, and you always knew where you stood with him.

In the days before refrigeration, Leland occupied time during the winter driving a truck back and forth to an icehouse on the bank of Hamburg Cove, where each year his family cut blocks of ice. The icehouse was behind Ephraim Reynolds' old blacksmith shop, a structure that Leland eventually remodeled into a home for his family.

The ice was harvested from the Cove when it got to be six or eight inches thick and the work crew would gather with ice cutting tools in the early morning to mark off the ice into squares. They used a special tool to cut a groove

to show where the ice should be cut, and then they would cut the ice into squares with a hand saw. Once an ice cake was cut, the men used ice tongs to place it on the icehouse chute. As they placed one layer on top of another, the chute raised. By the time the icehouse was full, the ice had to be pulled up a very steep incline. It was at this point Leland would gun the Model-T to get the ice uphill. Jane DeWolfe recalls, "As children, there was no better place to be on a warm summer day than in the icehouse."

Another endeavor that kept Leland out of trouble was driving his grandfather, Hayden Lord Reynolds, around in a 1930 Studebaker Erskine. The Studebaker was double-clutched, as it was manufactured before synchronized transmissions. Hayden had never learned how to drive and never wanted to learn. Leland, therefore, became his grandfather's private driver, squiring him all over town while Hayden conducted business. Leland was a good driver, as he began at an early age, driving tractors or any other piece of equipment that was around, or that he himself could build from parts.

After graduation from high school, Leland began working for his father at the garage. He assisted his father in both the auto business and the marine business, as D.G. also had a bus contract delivering students daily to and from the high school in Essex.

During the fall of 1938, while school was in session, the waters in Hamburg Cove began rising rapidly, and no one knew that what was approaching was the "Hurricane of 1938." Leland, Gibb Miller and Reginald Stark were watching the waters as they rapidly rose, causing the boat lines to tighten. Following their instincts, they took action. One man stood on the dock and cut the line, while Leland hopped into the boat, got it running, took it out



Leland Reynolds drove his car across the river from Hamburg to Essex during the winter of 1936. This photo shows three vehicles and a skater with a hockey stick standing on the river just south of the Steamboat Dock in Essex, CT. February, 1936



Original icehouse and Leland's house behind it during flood of 1936



Cleaning up from the 1938 Hurricane at nearby Cove Landing

to the middle of the cove and anchored it. He then used a rowboat to get back to the next boat, and repeated the process until all the boats were safe. By the time the water stopped rising, the water level had come up to Leland's shoulders, when standing on the dock. This quick thinking and decisive action prevented any damage to the boats moored at Reynolds, while many boats at nearby Cove Landing ended up on the dock and had to be lifted off by crane after the waters receded.

Leland's first mechanical repairs were performed on Studebakers, Chevrolets and Fords. He purchased the auto business from his father in 1942 and it was around the time that he faced induction into the Second World War. Due, however, to an injury from tools used during his birth, Leland lacked full vision in his right eye. He had some foggy sight, but no peripheral vision, and was therefore rejected for military service, and therefore able to carry on the family business during wartime.



Leland Reynolds building driveway to his home, 1941

On Saturday, August 16, 1941, as reported in the *New Era* on August 22, Leland married Laura Gallup, daughter of Mr. and Mrs. Carl D. Gallup of Plainfield, and they honeymooned on his cabin cruiser. He purchased the old blacksmith shop that his grandfather, Hayden Lord Reynolds, had used as a cottage and remodeled it into a home for his family. Refusing to borrow from a bank because he remembered what a difficult time his father had in paying off the mortgage on the garage, he constructed a house the size that he could afford. Leland and Laura had two children—Gary and Carleen.

Those who remember Leland as an older man think of the typical gruff Yankee, but when he was younger, he was much more outgoing. As Frank Stark recalls, "Leland sometimes told me things of interest. The only one I remember specifically was his telling me in great detail how he talked his way out of a speeding ticket." In addition, he had a bit of the "salesman" personality. Frank recalls that when his aunt wanted to buy a car, "Leland drove it up to our house and got Aunt Lottie out to look at it. He was smiling, pointing at it, opening and closing doors, just as any super car salesman would do."

During the Leland years, a wrecker call was not uncommon, and usually it was Leland who responded to the call. In 1949, he had a tow truck that was a converted automobile, and while driving it home from picking up a car in Middletown, he heard a bearing let go, causing him to pull over, find a phone, and call his father. Just finding a phone in that day was a challenge in itself. Once Leland made the phone call to his father to come and pick him up, he continued on his way until the engine failed completely. His father, D.G., called him a "damn fool" for not knowing where he was, but he was unaware that Leland would continue on his way until the connecting rod went through the engine, and he could not predict exactly where that would be. Soon after, they ordered a more reliable wrecker.

The new wrecker was a 1950 Studebaker chassis that was converted into a wrecker, with a new wench and the crane from the old wrecker. Once again, in his frugal way, Leland managed to recycle something else. That Studebaker wrecker remained in operation until the late 1980s. It is still owned by Reynolds' Garage and Marine, and occasionally comes out for an event, such as the grand opening of the new Baldwin Bridge. When Leland or other mechanics went on a service call at that time, they carried

their tools with them and would repair the car on the spot. They could do that in those days because, in large part, the vehicles were much simpler. A wrecker call today requires that the vehicle be brought back to the garage or shop and undergo a computer diagnosis before repairs can be undertaken.

After Leland purchased the auto business from his father, D.G. continued to operate the marina for several years, primarily performing small repairs and managing the boat storage. The marina could accommodate up to thirty boats, ranging in size from eighteen feet to forty-five feet. They were mostly wooden boats with inboard engines, and getting them in and out of the cove was a challenge. While the other marinas were using forklifts, travel lifts and dock hoists to accomplish this work, D.G. was doing it his way. In the early 1930s, D.G. had purchased a used 1908 Bridgeport automatic engine, rigged it with

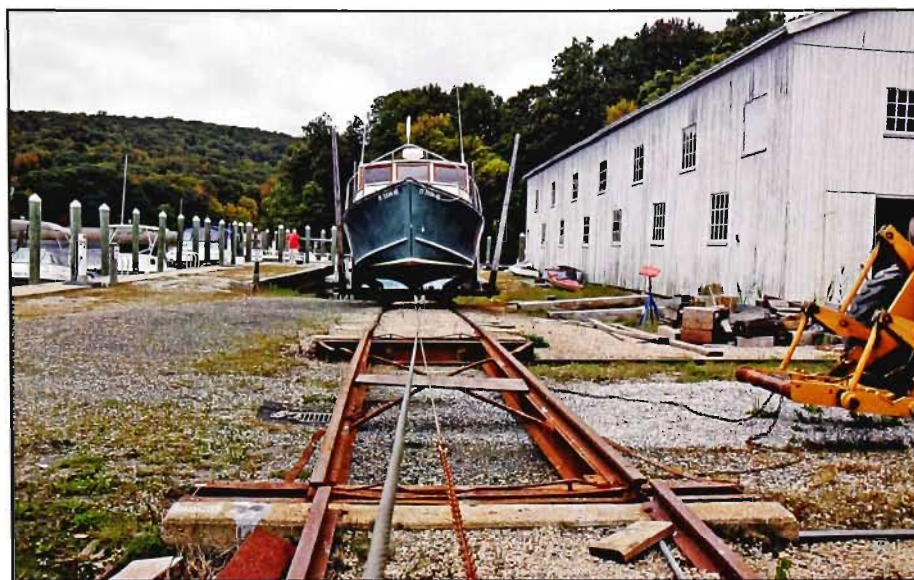


Reginald Warren Stark (1903-1991) began working in 1919 at Reynolds Garage & Marine, Inc. and retired in 1972

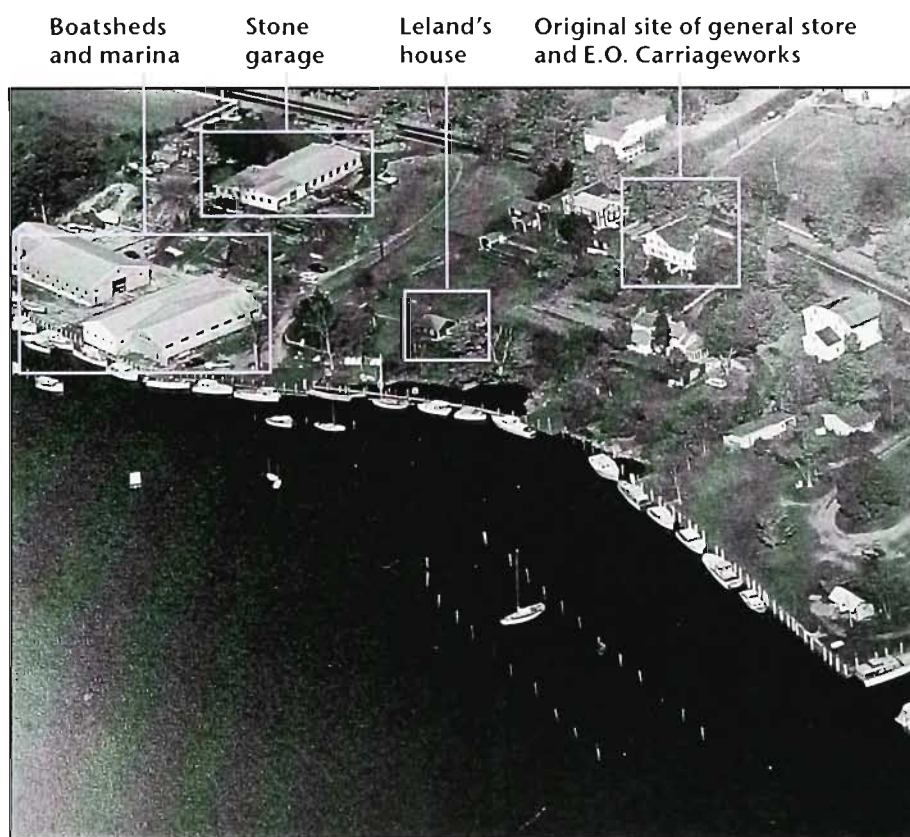
Below: Payroll records for Reginald Stark, 1945

RW Stark									
MERCANTILE TIME BOOK									
NAME AND SOCIAL SECURITY NUMBER		S	M	T	W	T	F	S	
IN									
OUT									
IN									
OUT									
IN									
OUT									
TOTAL DAILY HOURS		8.4	8.6	8.7	8.3	9.0	4.7		
IN									
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OUT									
TOTAL DAILY HOURS		9.4	8.1			5.5	7.0	4.0	
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TOTAL DAILY HOURS		8.4	8.4	8.4	8.5	8.7	4.6		
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TOTAL DAILY HOURS		8.8	8.6	8.4	8.6	8.1	4.0		
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OUT									
TOTAL DAILY HOURS		8.9	8.9	9.4	8.1	8.8	4.1		
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TOTAL DAILY HOURS		8.9	8.0	8.6	9.5	8.1	4.5		
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TOTAL DAILY HOURS									
2nd Quarter									
TOTAL DAILY HOURS									
Week Ending 19									
TOTAL HOURS WEEKLY		ST	O.T.						
BASE RATE									
STRAIGHT TIME EARNINGS									
OVER TIME EARNINGS									
TOTAL EARNINGS									
DEDUCTIONS									
F.I.C.A.									
W. TAX									
TOTAL DEDUCTIONS									
NET WAGES									
May 21 - 26		44	4.6	85	37.40	5.88	43.28	43	90
TOTAL DEDUCTIONS								33	
NET WAGES									41.95
May 21 - June 2		36	*	85	30.60	3.53	34.13	34	60
TOTAL DEDUCTIONS								74	
NET WAGES									33.49
June 4 - 9		44	3.0	85	37.40	3.83	41.23	41	80
TOTAL DEDUCTIONS								21	
NET WAGES									40.02
June 11 - 16		48	3.1	85	37.40	3.20	40.60	41	80
TOTAL DEDUCTIONS								21	
NET WAGES									39.39
June 18 - 23		44	4.2	85	37.40	5.36	42.76	43	90
TOTAL DEDUCTIONS								33	
NET WAGES									41.43
June 25 - 30		44	3.6	85	37.40	4.60	42.00	42	90
TOTAL DEDUCTIONS								32	
NET WAGES									40.68
2nd Quarter									
TOTAL DEDUCTIONS									
NET WAGES									
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a cable, and built a small railway system that was used for launching the boats. As long as Don operated the boatyard, he continued to use that same system to haul the boats into and out of Hamburg Cove. Although it sometimes requires a little extra time to line up the tracks, the marine railway system that was built by Leland's father, D.G., continues to be used, with only minor changes, to this day.



D.G.'s ingenious marine railway system, still used today, constructed ca. 1930



Inner Hamburg Cove with Reynolds Garage & Marine, far left, 1959

After D.G. could no longer manage the boat launches, although he often supervised, Leland took over the operation and no crisis or problem ever seemed to rattle him. He had a quiet calm manner and handled situations, good and bad, as they arose. One such event occurred when a customer wanted to launch a 36-foot Mainship. Leland, dressed in his standard uniform—a checkered, flannel shirt, suspenders, work pants and boots—was guiding the boat down the railway with his tractor while the boat's owner was at the brake of the Bridgeport engine. For some unknown reason, the customer slammed on the brake. The carriage under the boat stopped, but the boat kept going, slid back off the carriage, and landed on its side in the mud. The owner went home immediately to call his insurance company, but Leland, with the help of his employees and two auto wreckers, calmly got the boat back into the cradle. One wrecker was from Reynolds; the other was from Eric's Towing in Old Saybrook. There was no damage to the boat, but Leland never let an owner help him after that.

As it was with his father, grandfather, and great grandfather, Leland Reynolds was a very active member of the community. On January 20, 1949, a group of some twenty residents gathered in the office of the first selectman to form the Lyme Fire Company, Inc. and Leland became the first fire chief. The first truck was converted from a 1946 Ford and housed at Don Reynolds Auto & Marine Service Station. It remained the town's only piece of fire fighting equipment until 1954.¹³⁰

Because members of Leland's service crew at Reynolds' belonged to the volunteer fire company, whenever the whistle sounded in those early days, the employees simply dropped everything, jumped into the truck, and took off. Leland's son, Gary, who was just a boy at the time, remembers watching the mass exit after the whistle blew. Often, they left customers who were waiting for service without a means of transportation for hours at a time, if the fire was serious. This routine continued for decades.

One former employee, Donald O'Connell, recalls one day when everyone left to fight a fire, except Ham Jewett, who stayed behind to man the phones, because he was too old to be fighting fires. Norma Terris Wagner, a Broadway actress and well-known and respected Reynolds customer, had brought her car in

to be serviced, and she called to see if it was ready. Ham simply replied, "No, they are all out fighting a fire, at your house!" That news ended the conversation quickly and she understood the delay in her car repair.

In 1946, Leland acquired his first direct sales agency, Studebaker, so that Reynolds could conduct business independently. Leland remained loyal to Studebaker until they moved their production to Canada in 1964 and folded completely in 1966. Though loyal to Studebaker, he attempted to purchase a Mercury, Dodge or International line, but was turned down after an analysis of market share, and an unwillingness to move to an "open point." The manufacturers considered the Lyme market too small to support one of their dealerships. Leland always felt that Reynolds never received enough credit for the uniqueness of their situation and the value of their service to the community – attributes that do not show up in charts or graphs. Although Leland's operation was small, he always managed to keep three or four people in his employ.

Business continued to grow and in 1955 Leland added on to the rear of the 1924 stone building. The addition included four new service bays, but he did not have enough cash to finish the floors. For quite some time, therefore, the mechanics worked on dirt floors until Leland could pay to finish the floors properly. Leland did not believe in credit, nor did he live beyond his means.

It was at this time that Leland became the commodore of the Hamburg Cove Yacht Club, which his father, D.G., led in 1947-1948. In 1963, Leland was the yacht club member responsible for purchasing the property on Cove Road in Lyme, where the Hamburg Cove Yacht Club is now located. As written on the dedication plaque at the yacht club, "Through Leland's foresight in 1963 this property was purchased for the pleasure of the boating community and the love of Hamburg Cove."

The acquisition of Land Rover by Reynolds in 1966 after Studebaker ceased production is an interesting story of small town life. An artist by the name of Boris Artzybasheff, illustrator of many covers for Time magazine, lived in Lyme on Joshuatown Road. The Rover Motor Company, a car manufacturer in England, contracted Boris to do some work for them, and in exchange for his work, the company provided him with several Land Rovers to drive and illustrate. One day, Boris approached Leland and said to him, "You ought to sell Land Rovers." The Land



Gary, Leland and D.G. with Ed Grimshaw accepting an award from Studebaker for 25 years of service, 1953

Rovers were imported, and Boris needed a convenient place to have his Land Rover serviced.

Immediately thereafter, Boris arranged for a meeting between Leland and Bruce McWilliams, the Manager for Rover North America. Leland learned that in order to secure the franchise, he needed to buy only three Land Rovers. The next day, a regular customer, Frank Stevenson, was at the garage and offered to buy a Land Rover model 88, sight unseen. Soon thereafter, Leland, his wife Laura, Frank Stevenson and an additional driver traveled to New Jersey to pick up his new car and two others. Stevenson had the pleasure of driving back his own brand new Land Rover. This example of business life indicates what the world was like in the 1960s when one's word and handshake was bond and people trusted one another. It took a long time for Leland to sell more Land Rovers and to get the franchise rolling, as he had little experience selling four-wheel-drive vehicles.

Leland kept on repairing Studebaker, and the reputation the garage had for integrity served well in this time of transition. There were no signs that read "Employees Only," so customers often leaned under the hood with the technician and watched the repairs as they happened. By 1968, Reynolds acquired the franchise for the Rover Car, a part of British Leyland, and did very well until the 1970s when stringent emissions standards impacted delivery and sales. In 1969, Leland sold twenty-eight Rovers. Many



Land Rovers lined up at the Reynolds Garage & Marine, Inc., ca. 1969

of Leland's customers, over time, had come from the Lyme artists' community and among the local artists he remembered were Wilson Irvine, Bertram Bruestle and Eugene Higgins. One of his customers was Albertus Jones, who kept his "yacht" *Natoya* at the boatyard for many years, and Leland sometimes accepted artwork in trade for services.

The next franchise change came after Rover stopped importing vehicles into the United States in 1970. Again, some things in life are as much about luck and who you know as they are about long-term planning. Leland secured the Peugeot franchise because he happened to know someone, the right someone—Fred Butterworth. Fred had just been fired by Rover and quickly landed a job with Peugeot Motor Company. The week after Fred had gone to work for Peugeot, Leland and his son, Gary, attended the New York Auto Show. While they were there, they applied for a franchise with Peugeot and some other manufacturers. Shortly after the auto show, Leland received a call from Fred, who asked, "Hey Lee, you want to be a Peugeot dealer? I'll send them right up to see you." Reynolds remained a major Peugeot dealer until 1991, when the company stopped importing cars.

After Gary took over in 1972, and the grandchildren started to appear, Leland and his wife, Laura, spent

countless hours on their boat, the *Lora Lee IV*. Following another family tradition established by Don Reynolds, Leland's wife Laura kept a journal of their boating trips. One entry from Sunday, July 11th, 1982 reads:

Nice day in Coecles. Gary Jr. (now Hayden), Kathryn and Tommy and I went to the point to see if there were any steamers. Very few and the tide was coming in. Back to the boat and had breakfast. Boys went up the creek. Kathryn and I went swimming. Dave, Ginny (Speirs) and the boys came in.



Leland and grandson G. Hayden on tractor with Kathryn and L. Thomas in tow in Leland's backyard

When the boys came back we all went swimming. After lunch we went up to Cedar Point to try fishing. Tommy caught a shark. Left at 3:30. Got in to the Lower Bay about 6:30 and had dinner.

Quite often, Leland and Laura took all six of their grandchildren aboard, caught fish, clammed and played Setback (a card game) in the evening. Family was always a priority for them.

In his later years, long after his formal retirement, Leland still rose early every day to open the garage. On cold winter mornings, he would light a wood fire in the old stone building, never tiring of that routine, because it was his life and he enjoyed it. Leland was known for his forthrightness and would always tell a person how he felt, even if it was not what the person wanted to hear—a trait that earned him

the reputation of always being an honest businessman. He enjoyed wonderful relationships with employees, customers, and vendors alike, and, throughout his retirement, looked forward to their visits and a chance to share a good joke and a story or two.

As reported in the Main Street News on September 18, 1996, Leland quotes, "It helps being happy with what you are doing. The Reynolds have never made a fortune, but they knew enough not to quit." He remained active until age ninety-one, when he became unable to get around anymore, but his mind remained clear. Leland never stopped loving his view of Hamburg Cove from the back of his house, and looked forward to visits from family, daily reports on the business, and a glass of scotch with his son, Gary, until the day he died at ninety-three.



Leland steering his way through the channel at Hamburg Cove, 1988

A Tradition in Excellence

World War II was in its third full year when Gary Hayden Reynolds, Sr., fifth generation of Ephraim Reynolds, was born on March 19th, 1944. Gary grew up in the old blacksmith shop that his father, Leland, had converted into a home years earlier. His youth was spent exploring Hamburg Cove with nearby friends.

Always industrious, Gary's summers were occupied with lawn mowing jobs for various neighbors, which often involved some tinkering with the lawn mowers to keep them running. After school in the spring and the fall, Gary would go off alone to man a trap line that went up the Eight Mile River north of the boatyard. The traps were tended at low tide, and would trap muskrats and an occasional weasel. Once the muskrat was trapped, it had to be skinned and the hide had to be stretched so it would dry. If all was done well, the skin might be sold for \$1.50 to Mr. Elmer Blackwell in Old Lyme. It was not very profitable by today's standards.

Hamburg Fair, a tradition for Lyme residents that began in 1897, brings up another story. Gary recalls attending the Hamburg Fair one year, when you could win a live chick by tossing a penny into a cup, much like they do today, but with a live goldfish as the prize. Well, the humane society found out what was going on and shut down the operation and confiscated the roughly one hundred chicks. The man

from the humane society looked locally for a good home for the chicks, so Gary somehow convinced his father that this was a good idea for himself. Leland borrowed an incubator from Clarence Lee and the operation began, starting on the porch. He eventually built a small chicken coop in his back yard. His father joked that he was a typical farmer, as he, Leland, subsidized the grain purchases and Gary reaped the profits from the egg sales.

Later, Gary built a tree fort behind the old stone building, complete with a sign – "NO girls allowed." When he was not in the fort, he was driving around the service building on a homemade tractor, powered by a single cylinder Briggs and Stratton engine that had been salvaged from an old lawn mower. His mother, Laura, worried that Gary was not taking his studies seriously and spending far too much time at the family garage, so Gary was sent to the Peddie School in New Jersey for his last three years of High School.

During his college years at Babson College in Wellesley, Massachusetts, Gary added a broader business dimension to his life. He joined Delta Sigma Pi, the business fraternity, and served as business manager for the yearbook, while participating in numerous sports activities. He was always reliable, though never the star athlete. He graduated in three years through the tri-semester program, with a major in finance and a bachelor of science in business administration.

After graduating from Babson in 1965, Gary went to work at the Ford Motor Company's trim plant in Utica, Michigan, in their management training program. He often traveled to Dearborn, Michigan for various meetings with Lee Iacocca's management team. Gary was also involved in a cost evaluation program—a program that was related to rewarding employees for suggestions. After working in the corporate environment for two years, Gary realized that he missed the family business.

In 1966, Studebaker announced it was ceasing automobile manufacturing completely. Leland was getting tired of running the business, and Gary was restless to be back with his family. He returned to Lyme in early 1967, on "Ford's nickel," for health reasons, and had to spend a month in Yale-New Haven hospital. During that stay, he met Marilynn, a nurse from West Haven, whom he married later that year. They had three children: Leland



Alan "Bub" Plimpton and Leland made the tractor for son Gary, from various automobile parts and a Briggs and Stratton engine. Gary is seen here driving the tractor with his sister Carleen and friends in tow.



"Redneck", super splitter made from 1963 Land Rover with extensive modifications by Gary Reynolds

Thomas, who was born in 1969, and twins Kathryn Lynn and Gary Hayden, Jr., born in 1973. Gary and Marilyn built a house overlooking the business just north of the fairgrounds, starting construction in 1973 and finishing in 1974. Of course, Gary served as general contractor, while working forty plus hours at the family business.

In the family tradition, Gary's commitment to the Lyme Community began early when he joined the Lyme Fire Company at age 16. He has since served in various capacities, including serving as chief from 1970 to 1972. During 1977, Gary began his service commitment to the Lyme Board of Finance, becoming chairman in July 1984. Still today, Gary serves as chairman for the Lyme Board of Finance. Lyme continues to be the envy of many of the surrounding towns by maintaining one of the lowest mill rates in Connecticut. Gary is as cautious with the town's money as he is his own. One humorous story came about over a dogwood tree. Chuck Lynch recalls a budget request from the cemetery committee when they wanted to purchase a matching dogwood tree to replace a fallen one. Gary, without a moment's thought, asked "How much to cut the other dogwood tree down?"

The business incorporated in 1972, becoming Reynolds' Garage & Marine, Inc. In 1977, Gary purchased the business from his father, which enabled Leland to retire. Since 1977, Gary has expanded the business in size and revenue, more than any of the prior four generations. Gary is a risk taker, but never makes a decision quickly or without serious consideration. He demands of himself the

same level of excellence and quality service he requires of his employees, his vendors and his family.

One of the first small changes Gary made at Reynolds' Garage & Marine was to open on Saturdays. He made this decision because many of Reynolds' customers worked during the week and could only come in on Saturdays. This made the garage more competitive with the larger dealerships.

In the late 1970s, Reynolds' Garage & Marine was selling and servicing Peugeots. Reynolds' relationship with Peugeot was very special. In 1985, Reynolds opened a brand new showroom, which replaced the two bays in the stone building that were being used for sales. Building the showroom was largely in response to promises from Peugeot of great things and great cars to come. It was important for Reynolds to have a large enough space to showcase the product and compete with much larger dealerships. This was the first formal showroom built for Reynolds' Garage.

Gary served on Peugeot's dealer council for over ten years, and during this time, brought a unique perspective to the meetings. Gary was one of a few Automotive Service Excellence (ASE) certified master technicians who also served as a dealer principal. More often, dealer principals received their training in sales, and few knew the service end of the business.

One of the great experiences provided by Peugeot was a trip to Paris, France. The dealer meeting in 1988 was to launch the Peugeot 405. A beautiful reception for the dealers and their families was held in the Hall of Wars at The Palace of



A collection of "parts" for restorations, May 1991



G. Hayden, L. Thomas and Gary in Paris, France at Peugeot dealer meeting, 1988



G. Hayden drives the last Avanti car Reynolds owned to his senior prom, 1991

Versailles, just outside Paris. This was typical of many first-class events sponsored by Peugeot Motors of America, Inc.

From 1989 to 1990, Gary briefly sold the Avanti automobile, which was designed by Raymond Loewy, a designer for Studebaker in the 1930s who was famous for work done for Macy's, Saks, Westinghouse, Sears-Roebuck, and many others. Gary's decision to sell the Studebaker Avanti was not one of his best, as the quality, workmanship and access to replacement parts were not good. During this time, the Avanti Motor Company went through several owners, but never got its act together, and the relationship with Reynolds' deteriorated quickly. The last Avanti that Reynolds' had was a red convertible with a tan top. Gary Hayden, Jr. drove the car to his senior prom, and it was later sold to a gentleman in Clackamas, Oregon—far enough away that Reynolds did not have to worry about servicing it.

In 1991, while Gary was serving as Chairman for the Peugeot Dealer Advisory Board, Peugeot decided to stop exporting automobiles to the United States. Once again Reynolds was faced with another challenge. State franchise laws limited the number of franchises available in Lyme. In 1992, after difficult negotiations with Subaru of New England, Gary purchased the Harbor Motors Subaru franchise and relocated it to Lyme. Upon this acquisition, to satisfy Subaru of New England's requirement of an exclusive service facility, he orchestrated the construction of a newer, larger Subaru service building between the showroom and the stone building. Subarus were serviced

initially in a small service area in the basement of the showroom. Even before it was trendy to be "green," Gary extensively researched environmentally friendly options for an economical service facility. One of the unique features of the building is its oil-fired water heating system that burns the waste oil that is stored in tanks in the basement. It not only provides economical fuel, it also saves on expensive hauling fees and liability.

Gary has seen a world of changes, especially in technology, in the years since he has owned the business. Those new technologies have catapulted the business to levels Gary never imagined, and have streamlined the service around the automobiles that Reynolds handles.



John Pompeli, Peugeot sales representative, presents a 20 year Peugeot Award to Gary Reynolds, 1990.

In the 1980s, Gary purchased an Allen Smartscope for \$30,000.00, in spite of much concern from his father. At the time, it was the state-of-the-art system to diagnose engine performance. The Reynolds staff spent countless hours in school to learn how to use the system, only to watch it quickly become obsolete as cars started coming off the assembly line with internal computers to diagnose problems. With the computer right inside the car, service professionals can diagnose problems in minutes and make adjustments easily, and the auto manufacturers keep upgrading the computers so that professionals barely learn one before another improvement comes along.



Construction of the current Subaru Service Facility, July 1994



Tom Clark and John King, Peugeot Parts Manager and Peugeot auto technician in late 1970s

Along with the automobile business, the Reynolds family has operated a boatyard continuously since Donald Grant Reynolds built the docks in 1936. When Gary purchased the business, he purchased the boatyard, too, and his father, Leland, continued to work in the boatyard well into retirement. It was about the time when John King began his employment with Reynolds in September of 1978 that the boatyard grew from a one-man operation to a seasonal, two-person operation. John, after some urging by his father to go seek employment with Reynolds' where "you may learn a thing or two," upon his high school graduation, turned his employment into a thirty-year relationship. Early on, John and Leland, or Gary, individually, winterized all of the nearly twenty-five to thirty mostly wooden boats that were stored in the boatyard each fall.

The winterization was quite a lengthy process. First, each cylinder was filled with oil, the water was drained, and the engine was filled with ethanol alcohol. On the coldest days, hands would be freezing, "and then as you poured the ethanol alcohol, it dried on your hands, making them even colder", recalls John. No boat was ever turned away, and some repairs required a little trial and error before success was achieved. Over time, John became an exceptional mechanic, capable of fixing both automobiles and boats. Today, John King is an ASE certified master technician, an emissions certified repair technician, and, most recently, a master Yamaha technician, of which there are fewer than one hundred in the country.

In 1995, Leland Thomas (Tom), Gary's oldest son, approached him with a radical suggestion to expand the business. Tom wanted to take on a bass boat fishing line. After careful consideration, Reynolds added Skeeter bass boat sales to the dealership. The original commitment was three bass boats, and Tom assured him he knew at least three friends who would buy these boats. Sales were a little slow at first, as Tom had every boat completely equipped, because it might end up being his one day. Over time, Tom learned to order the right equipment and the right boats for the market. Gary knew there was a risk involved in changing the direction from strictly a marine storage and repair operation to a full-scale boat business, but he sensed a commitment and a fire in his oldest son, so he moved ahead with the new venture. In just thirteen years, Reynolds' became the largest bass boat dealer in New England.

The most recent repairs to the waterfront occurred from 2000 to 2001 when the old wooden bulkheads were replaced with sheet piling. Bombaci Construction drove the sheet piling, and the crew at Reynolds did much of the work to anchor the piling back, bolt it together, and cap it with a concrete walkway.

Gary keeps his own boat, the *Grey Fox*, a 1960 sports fisherman designed by Sparkman & Stevens, and manufactured by Knutsen in Huntington, Long Island, at the marina. He enjoys time working on his boat, as much as he enjoys the time spent on the boat with family and friends. His five grandchildren are enjoying time on the *Grey Fox*, much like their parents did on the *Lora Lee IV*. From a trip to Mystic in 2006, his granddaughter, Laura Lee, then seven, wrote, "I went on a very special trip on the *Grey Fox* with my family. I went with my cousins Kaleigh and Julia, my grandparents, my uncles, my aunts, and Emily and my family. We went to Mystic on the *Grey Fox*. We went for the whole weekend. It was exciting to sleep on the boat." The tradition continues.

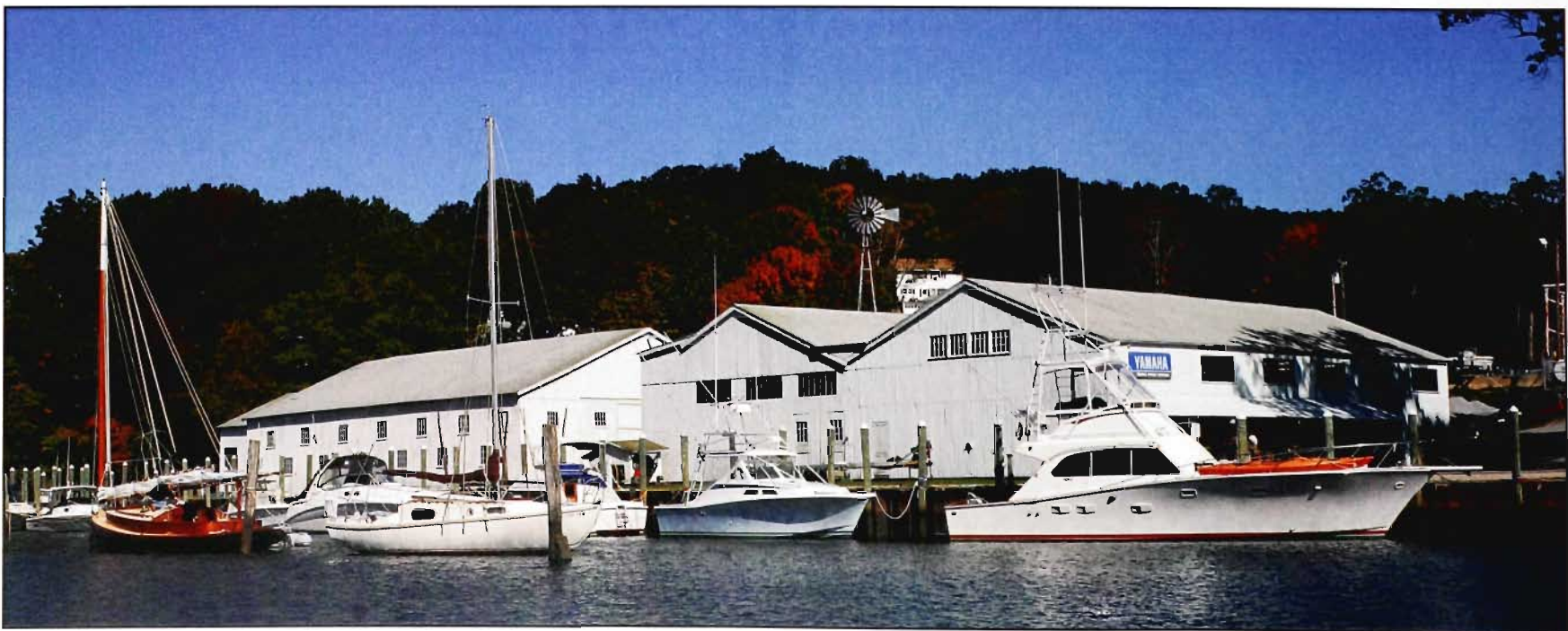
Gary's office is a common hangout for the grandchildren when their parents are working. The business continues to be a family affair into the sixth generation. More than anything else, however, Gary is excited that a sixth generation is poised to continue the family business, but that is another chapter.



Bombaci Construction, rebuilding bulkheads and replacing pilings in 2000



Grey Fox on shuttle car, ca. 2006



Reynolds Garage & Marine from Hamburg Cove, 2008

It Now Takes Three

You might be surprised to learn that adult sibling rivalry is normal, healthy and predictable. In fact, it can be downright enjoyable, enliven a family firm, and even give the firm a special edge over its competitors.

Ralph M. Daniel, Ph.D.



L. Thomas, G. Hayden and Kathryn on Christmas morning, 1981

Despite an economy threatening the very infrastructure of the automobile industry, an industry that has supported the Reynolds family over the past one hundred and fifty years, the sixth generation of the Reynolds family, Leland Thomas (Tom), Gary Hayden, Jr. (Hayden), and Kathryn Lynn (Kathryn) are continuing the legacy and entrepreneurial spirit of family patriarch Ephraim O. Reynolds. Gary's three children, all of whom reside within seven miles of the dealership, lead very independent lives, with one common goal, to carry on their family legacy by continuing the operation of Reynolds' Garage & Marine Inc.

Like earlier generations, Tom, Hayden and Kathryn learned about the business by watching and working behind the scenes in their youth. All three could often be found in the repair bays tinkering or just playing in the garage. Employees became family to them. Gary never pressured any of the children to join the business, but rather encouraged them to follow their own passions. All three attended colleges of their own choice, and only after working elsewhere and weighing all of their options did they return to the family business. As each sibling came

into the organization, he or she was welcomed on the same bottom rung of the ladder, much like any new hire.

Tom was the first to join the business in 1992, when his father had just made the decision to purchase the Subaru franchise. The timing was good, as Tom assisted his father in establishing the Subaru service department where he was responsible for scheduling mechanical repairs, estimating, managing parts sales, and completing repair orders. As the Subaru business slowly grew, he could no longer do this alone and Mathias Radomski joined him in 1993 as the first Subaru parts manager. (Mathias, known by most as "Marty" just celebrated his fifteenth year at Reynolds.)

Tom, much like his father, is always thinking ahead for the next opportunity and approached his father in 1995 with an idea to take the business in a whole new direction. Tom, an avid bass fisherman himself, upon the urging of some fellow passionate fishermen, saw an expanding niche market. Being conveniently located on the water in Hamburg Cove with an existing small boat yard, he thought marine sales would be a logical expansion for the business. None of the prior generations sold new boats; they only repaired and stored existing vessels, mostly wooden. After making the decision to purchase the bass fishing line, Skeeter, Reynolds committed to buying only three boats. Reynolds sold its first Skeeter bass boat in 1995 to John Cristoforo and his family, who still own and operate the boat today.



Cristoforo family in first Skeeter bass boat sold by Reynolds Garage & Marine in 1995



Cobia boats displayed on side of original stone garage, 2006

The first year, Tom sold twelve boats. That number doubled in the second year and has been steadily growing ever since. Bass fishermen are passionate about their sport and their equipment. The Reynolds' advantage is that they share the passion for fishing. Reynolds is now the largest bass boat dealer in New England, carrying the Skeeter, Ranger, G3 and Cobia saltwater, pleasure and fishing boat lines, and is also a full line Yamaha outboard dealer. The marine business now has seven full-time employees. The auto business employs another seventeen, for a total of twenty-four employees. To keep up with the accelerating pace of change in the marine industry, Tom serves on the G3, Skeeter and Yamaha dealer councils and is active in the Connecticut Marine Trades Association where he has served on the boat show committee.

Hayden, the second of Gary's children to join the business, began working full time as an automotive salesperson in 1995. Hayden has sales running through his blood, and through education and continued training is now sales manager for Reynolds' Garage & Marine. Hayden is extremely organized and diligent. He currently serves as chair for the National Automobile Dealers Association Twenty Group, to which Reynolds has belonged for many years.

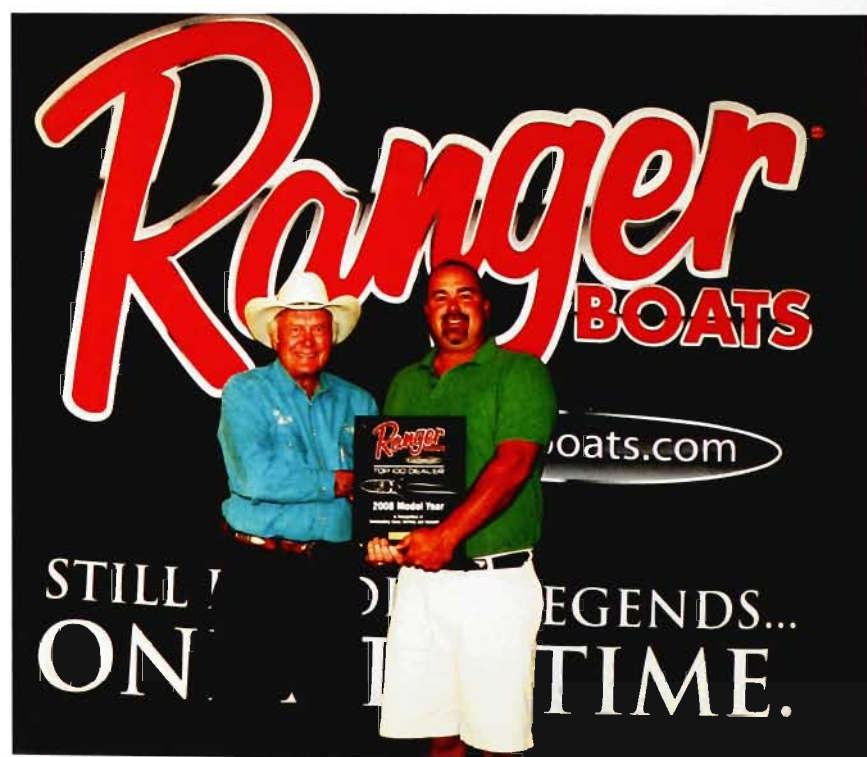
Hayden's twin sister, Kathryn, the last to make the transition to the family business, came aboard in 1999 after pursuing her own passion for horticulture, bringing a unique perspective to the family business. It was not an easy decision, but was the best decision for her, the family, and most importantly, for the business. Beginning in the Subaru service department as an advisor in 1999,



G. Hayden with the Walsh sisters taking delivery of their vehicles, 2009

enabling Tom to shift his focus on his passion—marine sales and service—Kathryn taught herself the auto repair business, much as her forefathers did. Working side by side with Marty Radomski, customers were often surprised to see a woman behind the service counter. She enjoyed the personal relationships that grew with many of the customers who came into the service department. A few years later when the office manager decided to leave, Kathryn filled the vacancy, and continues to manage the office today.

The hardest challenge for the sixth generation as they prepare to purchase the business from their father is the



L. Thomas Reynolds accepts Top 100 Dealer Award at Ranger Boats from Forrest Wood, founder of Ranger Boats, August 2008.



Kathryn at her desk notorizing a recent transaction, 2009

complexity of the world today. With the explosion of computers and technology through the 1990s and the introduction of the internet, the way business is conducted is changing at a record pace. Just one generation ago, business records were kept with a pencil and paper. Today, the company requires the use of a state-of-the-art dealer management software system to manage its data processing.

Reynolds is fortunate to have many loyal long-term employees. The amount of paperwork and liability involved with each employee continues to grow as times change, and employee handbooks are required to help ensure compliance and uniformity among the personnel. Reynolds' Garage & Marine offers a competitive benefits package for employees, including a profit sharing plan that was established in 1981. All of this requires extensive record keeping to maintain conformity with the complicated tax laws and ongoing changes in regulations and issues such as privacy laws.

Each winter, Reynolds participates in four or more boat shows throughout Connecticut and Massachusetts. January and February are busy with towing and unloading the boats, and setting up the show space, while making sure there are enough employees left at the dealership to keep the operation going.

The benefits the siblings share in working together are that they balance each other, and operate purely for the good and the success of Reynolds' Garage & Marine. Going forward, in spite of the obstacles they will surely face, they are dedicated to carrying on the tradition and success



Participating in tradeshow allows Reynolds to market the "feel of boating" with interactive exhibits, 2007

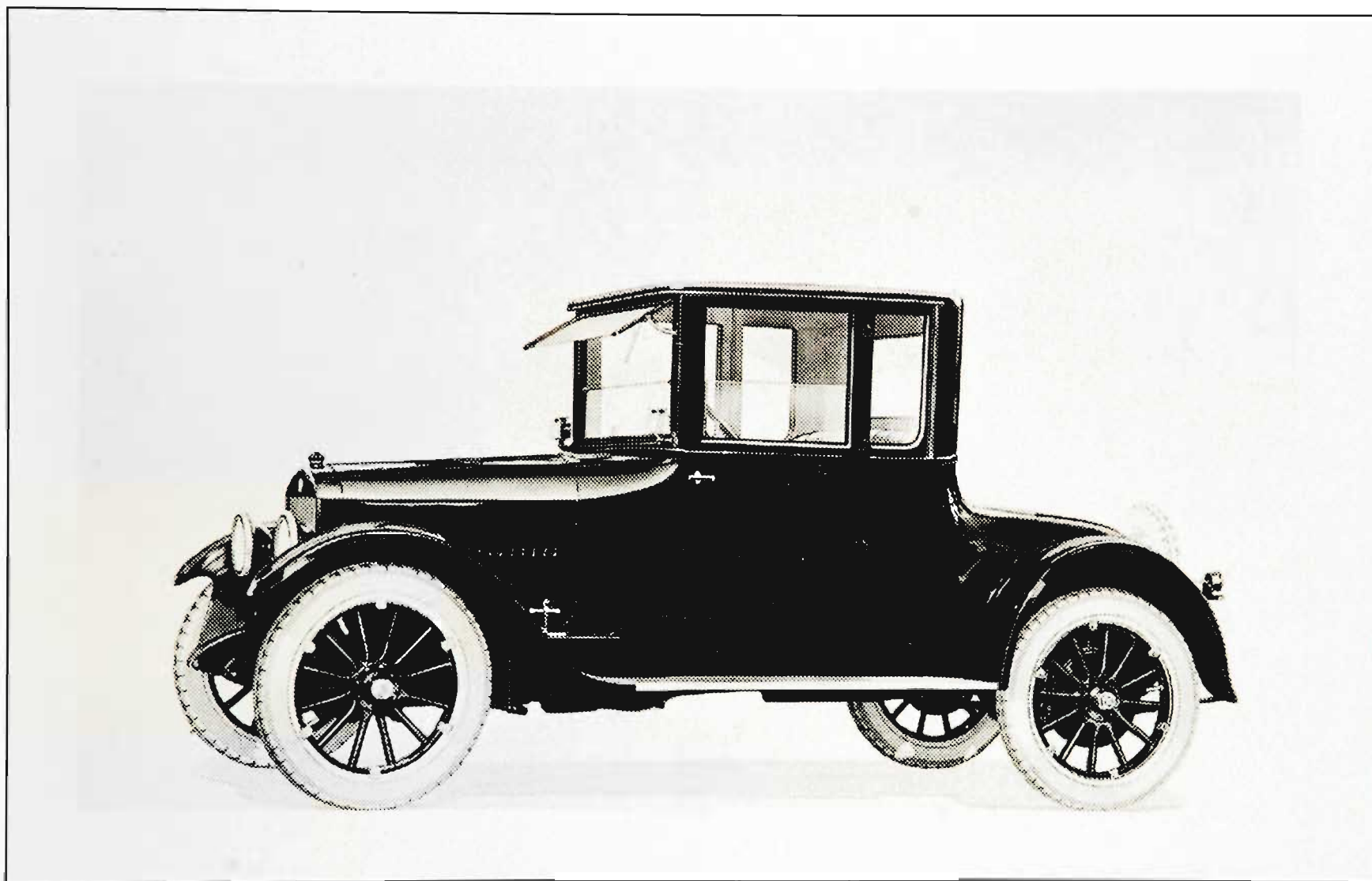
that Ephraim Reynolds worked so hard to establish one hundred and fifty years ago, and that generations after him have worked hard to maintain.

The Reynolds children believe word of mouth referral is the best form of advertising, and the only way for that to work is to provide the ultimate purchase and service experience. Good customer service is how the business has survived through good times and bad over the past one hundred and fifty years, and it will help the company survive in the future. The Reynolds family has always treated employees and customers the way they themselves would want to be treated - fairly and honestly - and Tom, Hayden and Kathryn carry on that philosophy. The balance of their chapter will indeed be another story when the company celebrates its 200th anniversary in 2059. Imagine the possibilities. In the meantime, Reynolds' Garage & Marine is and always will be "big enough to serve you, small enough to know you."





Committee On Incorporations, Connecticut General Assembly, Session of 1923. Hayden Reynolds is seated far left



D.G. Reynolds sold and repaired Studebakers like this in 1923 while his father Hayden was serving in the Connecticut General Assembly



A car for her, too!

The COACH
\$595

The Touring or Roadster \$525

The Coupe... \$625

The 4-Door Sedan... \$695

The Sport Cabriolet... \$715

The Landau... \$745

The Imperial Landau... \$780

1/2 Ton Truck \$395

1 Ton Truck \$495

Chassis Only

All Prices Fob Flint Michigan

**Check Chevrolet
Delivered Prices**

They include the lowest
handling and financing
charges available.



The Most
Beautiful Chevrolet
in America

In thousands of average American homes there are now two automobiles—"a car for her, too," so there may be transportation for the family while "he" drives away to work.

And "her" car has such an infinite degree of usefulness! Downtown shopping, taking the children to school, afternoon calls, meeting trains—and the many additional trips that must be made to and from the house as a part of every day's routine. No other car is so admirably suited to a woman's needs as the Most Beautiful Chevrolet.

With striking new bodies by Fisher, and finished in pleasing colors of lustrous, lasting Duco, it provides in abundant measure the comfort, charm and elegance women admire in a

motor car. It is easy to start because of its Delco-Remy electric starting system—famous the world over for its dependability and excellence. It is easy to stop because of powerful over-size brakes. And it is easy to drive and park because a modern three-speed transmission, smooth-acting disc clutch, and a semi-reversible steering gear that gives finger-tip steering.

And women find in Chevrolet a remarkably comfortable car. Long semi-elliptic springs extend over 88% of the wheelbase

—providing easy riding over any road. The large, deeply cushioned seats are set at the most comfortable angle. Ternstedt window regulators and remote control door handles are further fine car conveniences that women admire and appreciate.

The remarkable economy of Chevrolet ownership is another vital reason for Chevrolet's wide and increasing popularity among women.

Extremely low first cost, exceptionally high fuel and oil mileage and the very minimum of upkeep expense—all combine to make Chevrolet a car of outstanding economy.

Visit our showroom and see the Most Beautiful Chevrolet. Note the wide variety of body types. Mark their sweeping lines

and carefully executed details. Go for a ride over the roughest roads you know. And then ask us for an explanation of the easy terms on which a Chevrolet may be purchased—terms that include the lowest combination of handling and financing charges available anywhere.



Thompson Chevrolet Company, Inc.

64 Huntington St.

New London, Conn.

Phone 4025

Benj. J. Mull

Mystic

Donald G. Reynolds

Hamburg, Conn.

Q U A L I T Y A T L O W C O S T



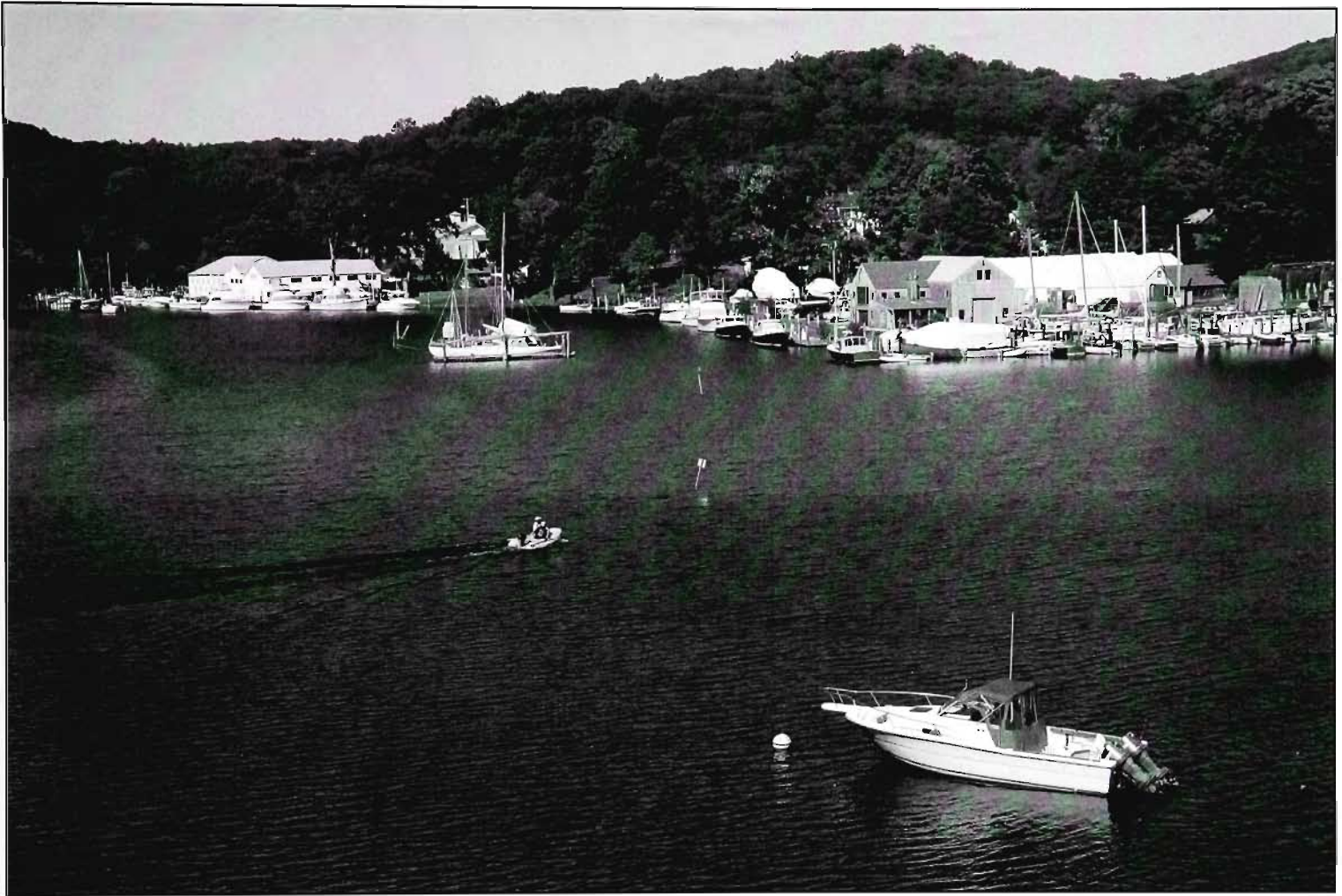
DON REYNOLDS
 AUTO AND MARINE SERVICE
 HAMBURG, CONN.

BEST WISHES
 1952

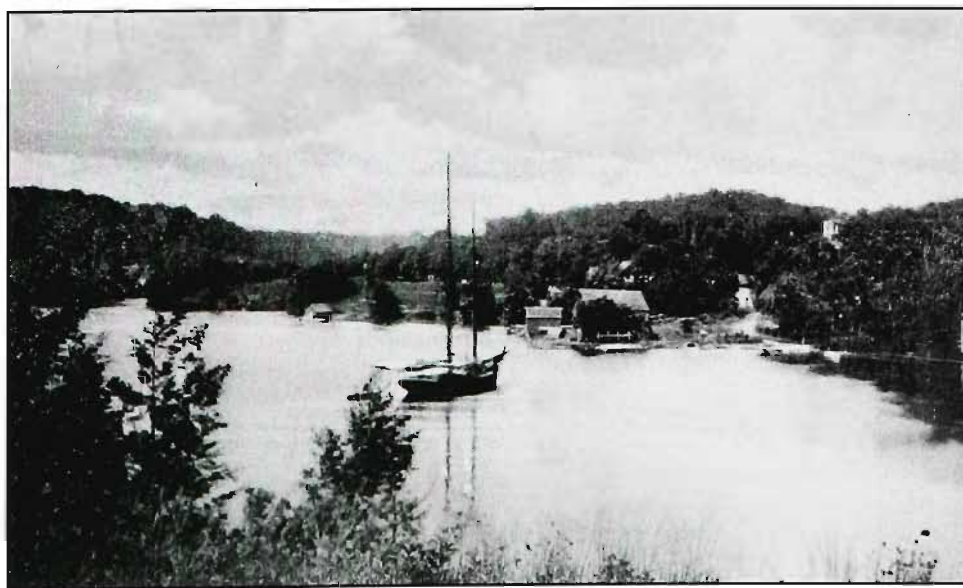
1927 advertisement and a 1952 calendar used by D.G. Reynolds promoting the company



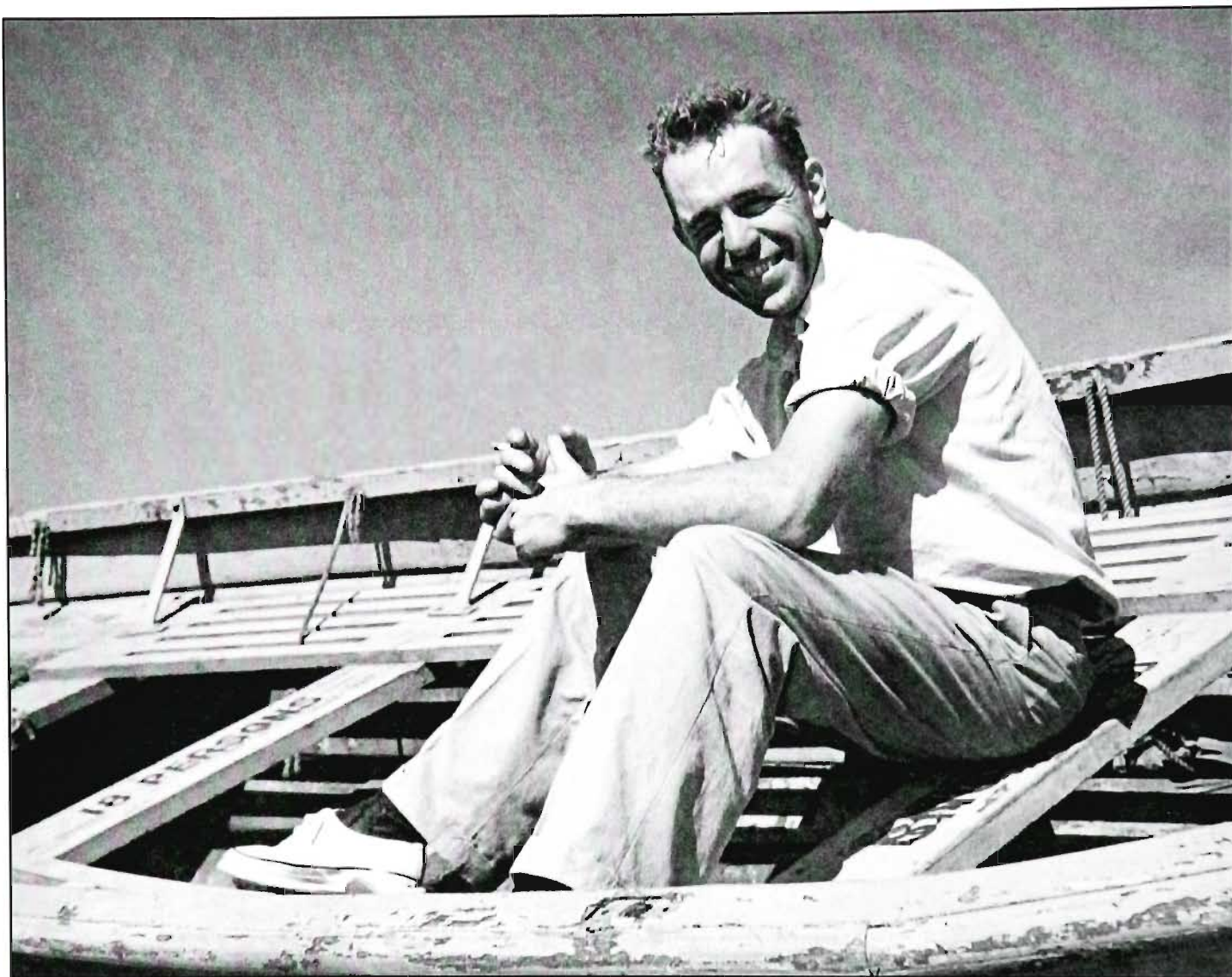
D.G. Reynolds (center with hat) and wife Kathryn seated, with children (from left) Carol, Donna, Doad and Leland, sailing on a 21-foot Herschoff sailboat that D.G. received in trade for a vehicle, ca. 1928



Reynolds Garage & Marine (far left) and Cove Landing Marine (right), 2008



Almost the exact same vista as the above image, this scene is Hamburg Cove, Lord's Dock with typical coastal schooner, early 1900s



"Wild Bill Reynolds" was a nickname given to Leland Reynolds by his good friend, Esmond Sterling who took this 1935 photo.



Leland's boat, the 45-foot-long *Lora Lee IV*, was designed by George Stadel and built by the Baum Boatworks, Kennebunkport, Maine. Watercolor painting by Steven Cryan, 1980



Leland Reynolds, behind in scoop grading his driveway in Lyme, 1941



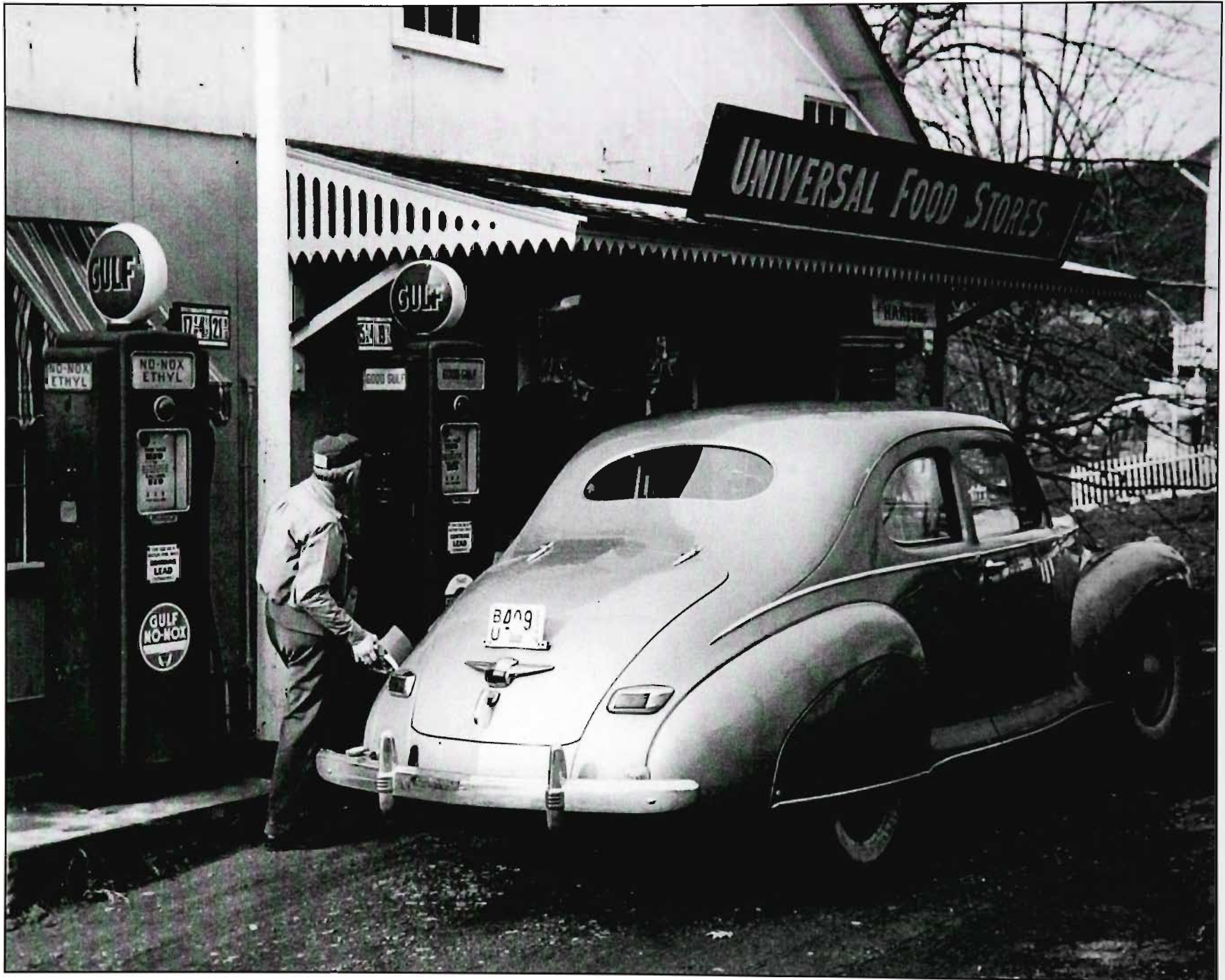
Laura who Leland marries in 1941 (far left) and Leland Reynolds (at the helm) with friends enjoying a day on Connecticut River on an Alden designed motor sailer, ca. 1940



"Nail Keg Boys", seated from left are Roscoe Jewett, Robert Sawyer, Curtis Clifford, Leslie Cone, D.G. Reynolds with dog, Russell Reynolds and Raymond Sawyer. Standing from left are Reginald Stark, James Pullar and Norman W. Rowland, D.G.'s brother-in-law and store owner, 1941



Jane DeWolf, daughter of Norman W. Rowland, at H.L. Reynolds Co. Store, 2008



Norman W. Rowland, father of Jane DeWolf, who owned the H.L. Reynolds Company Store, pumps gas into a customer's car, ca. 1945



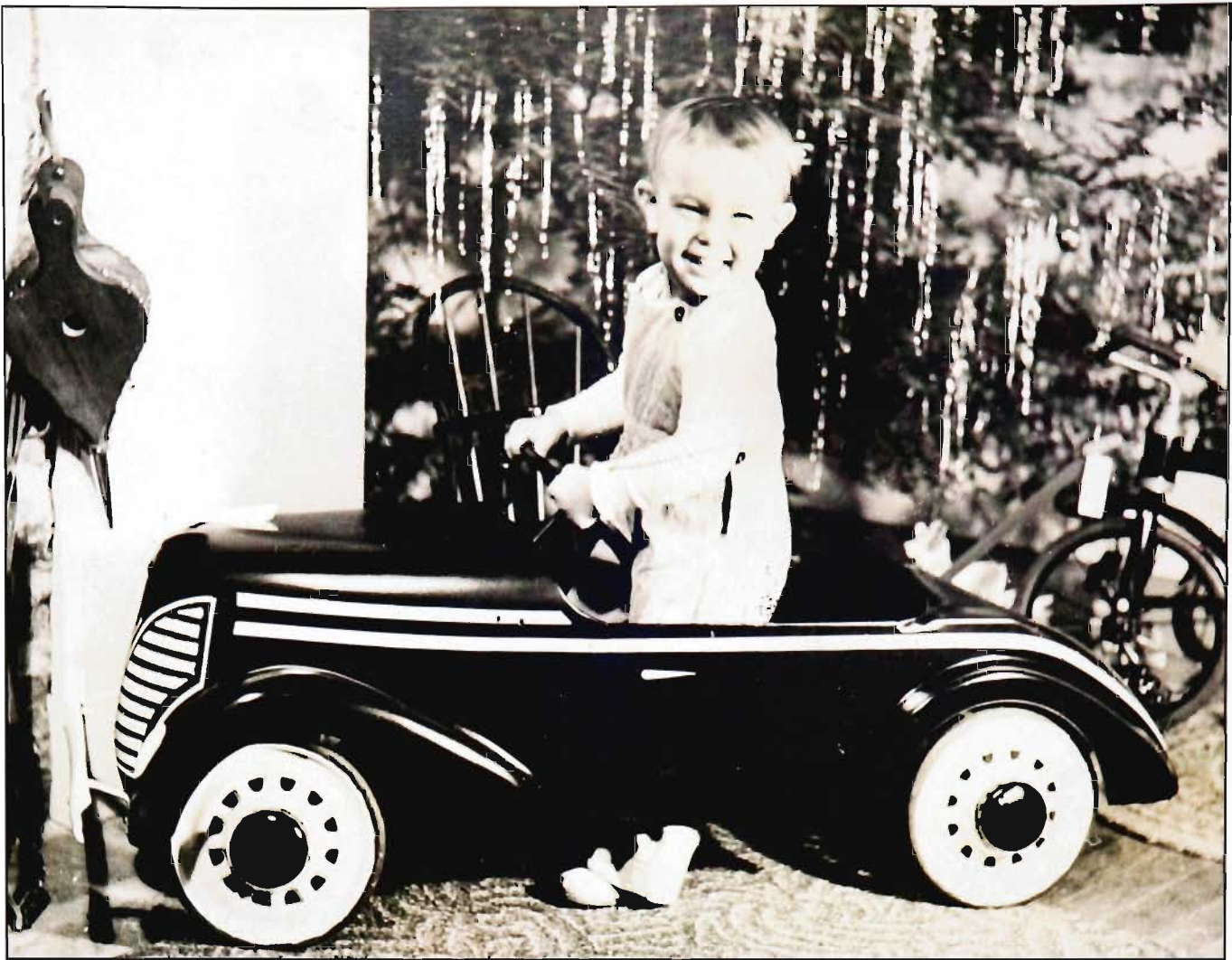
H.L. Reynolds Co. General Store, 2008



Gary, Leland and D.G. with Ed Grimshaw accepting an award from Studebaker for 30 years of service, 1953



Teddy Wayland, G. Hayden, Gary and L. Thomas Reynolds displaying one of their service awards, a re-creation of photo on left 56 years later in approximately the same location after many renovations



Gary in his first car, 1946



L. Thomas in his first car, May 1970



Three siblings, G. Hayden, Kathryn and L. Thomas, 1975



Marilynn Reynolds with son G. Hayden in Bicentennial Parade, July 4, 1976, in front of H.L. Reynolds Co. General Store



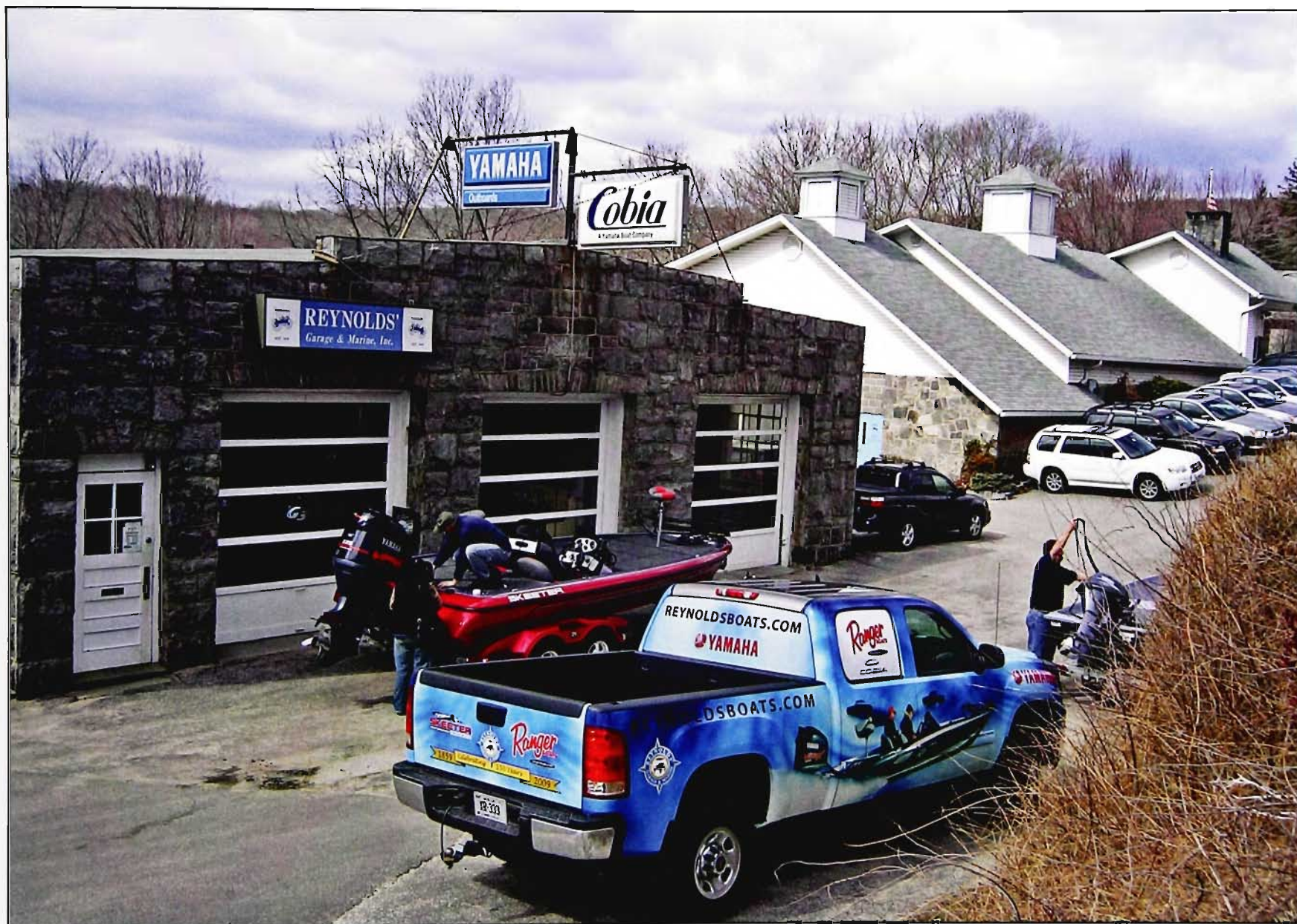
Reynolds Garage & Marine, Inc. Watercolor painting by Steven Cryan, 1985



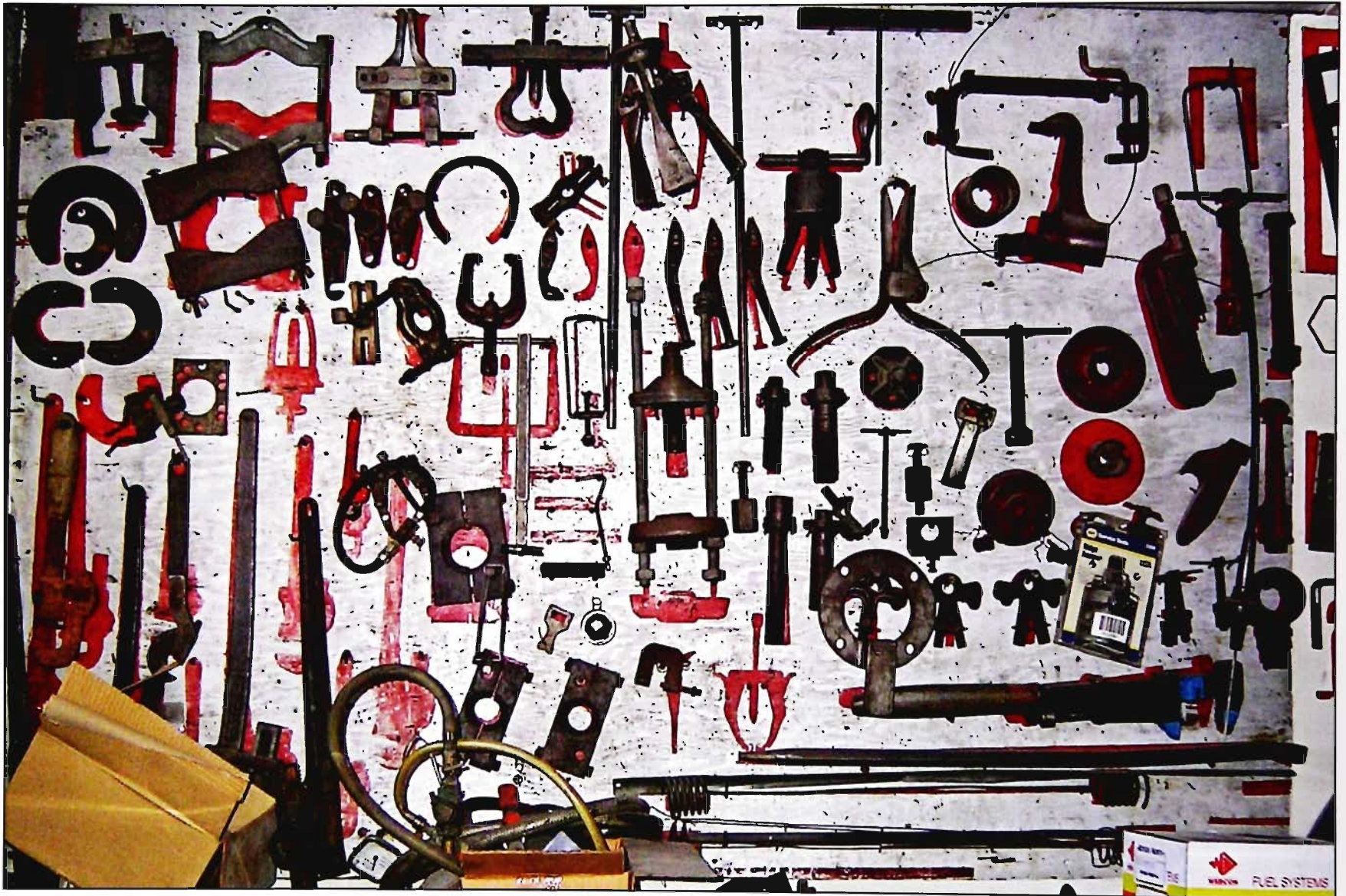
1950 Studebaker wrecker. Watercolor by Steven Cryan, 1981



Designed and built by Gary Reynolds in 1995, the Subaru service facility is shown at full operation in 2008



Designed and built by D.G. Reynolds in 1924 for servicing cars, the stone garage in 2009 houses the marine business



Even though Reynolds has a contemporary service repair station, this represents the way tools were organized while Leland Reynolds ran the shop



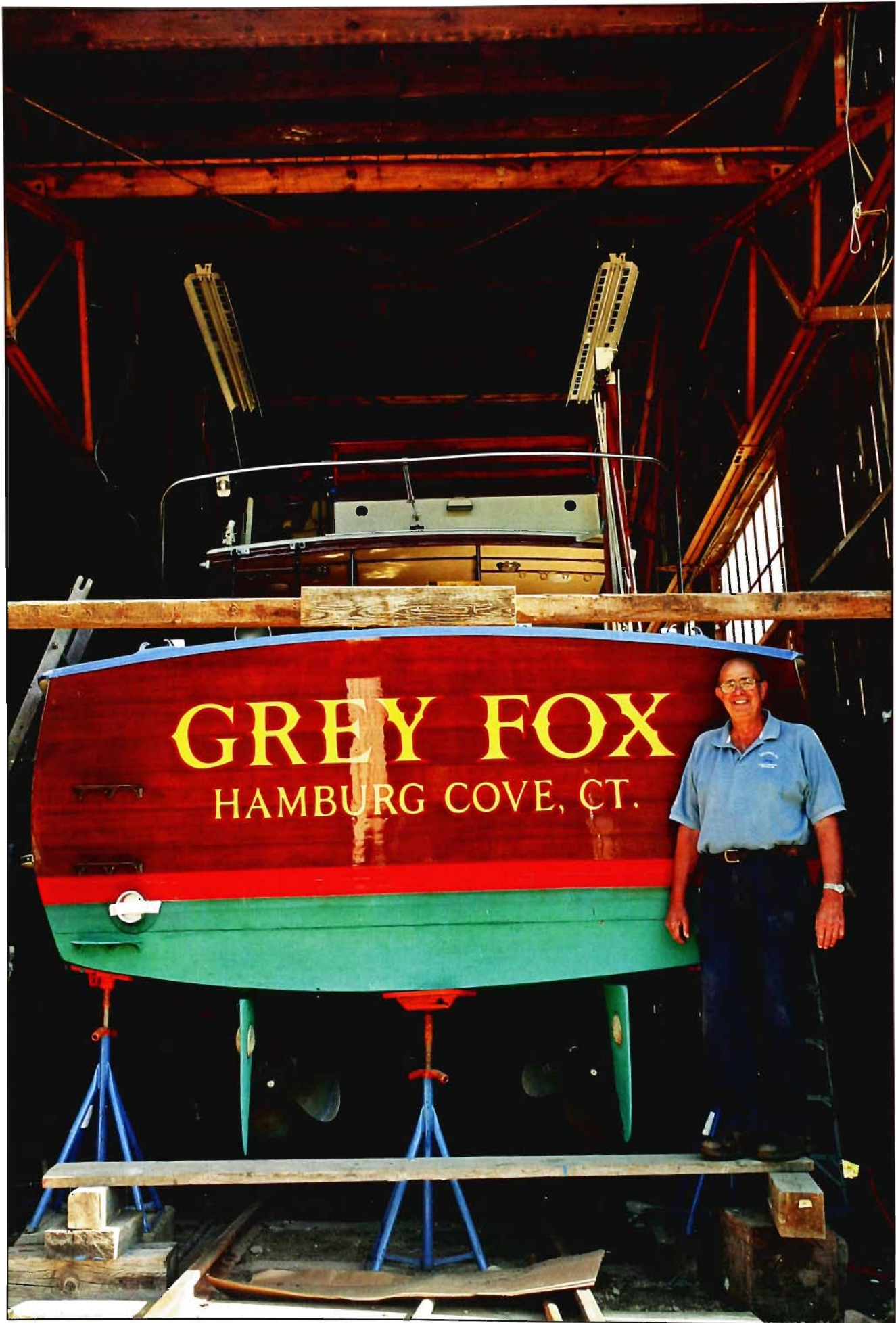
Service technician John Cashman (left) and Master Yamaha technician John King at work on a Yamaha outboard engine, 2008



Leland Reynolds with homemade tractor made in 1928 that served the boatyard for over fifty years, 1994



Gary Reynolds starting the 1908 Bridgeport automatic engine, 2008



Fifth generation, Gary Reynolds, in boatshed continuously tinkering with his boat, *Grey Fox*, 2008



The seventh generation of Reynolds, from left: Julia Reynolds, Teddy Wayland, Kaleigh Reynolds, Izzadora Reynolds and Laura Lee Wayland, 2008



NATIONAL AUTOMOBILE DEALERS ASSOCIATION
8400 Westpark Drive • McLean, Virginia 22102
703/821-7100 • FAX 703/821-7030 • e-mail: pbrady@nada.org

Phillip D. Brady
President

February 13, 2009

Mr. Gary H. Reynolds
President
Reynolds Garage & Marine, Inc.
264 Hamburg Road
Lyme, CT 06371

Dear Gary:

On behalf of the National Automobile Dealers Association, it is a privilege and a pleasure to congratulate the entire Reynolds family for your extraordinary accomplishment of providing uninterrupted superior transportation services to your community for 150 years. This remarkable milestone underscores the fact that the retail transportation business is truly a family business and one that is passed on from generation to generation. It also underscores how truly integral the transportation business is to every community in this country.

Again, warmest congratulations on the sesquicentennial of "Reynolds Garage & Marine" and we all wish the Reynolds family many, many more years of success in our great industry.

Sincerely,

*And my best
personal regards* —

Phillip D. Brady

PDB/cas

Big Enough to Serve You Small Enough to Know You



Vivian and Tim Keenan traded in their 1986 Peugeot for a 2009 Impreza Sedan. Their first purchase from Reynolds was a 1946 Studebaker which began a lasting friendship



Kalinowski Family with their fleet of Subarus: 1992 Legacy, 1996 Legacy, 1998 Legacy, 2001 Outback Wagon



Salesperson Joseph Barlow and Sallie Boody, who won a new kayak from Reynolds' Garage in a test drive raffle



Employee Marty Radomski with his 1989 Subaru GL Wagon



Al Cappy, Jr., in his 2006 Skeeter IClass boat was first a customer and now a marine salesperson at Reynolds



Brent Walker, taking delivery of his 2007 Subaru Impreza Sedan before going to serve in the Armed Forces



Salesperson Joseph Barlow with Brian and Anna Witt with son Curtis taking delivery of their 2006 Subaru Forester



Gay Blair with her 2006 Subaru Legacy Sedan, a used car purchase



Loyal customer Evelyn Foster with her latest purchase, a 2006 Subaru Outback Wagon

Reynolds' Garage & Marine Inc. is a proud supporter of the following organizations.

Big Brothers, Big Sisters of Southeastern CT
Bryan Kerchal Kids Camp, Danbury, CT
Chestnut Hill Concerts
Child and Family Agency, New London, CT
Colchester Civic Orchestra, Colchester, CT
Connecticut LPN Association
Connecticut River Museum, Essex, CT
Deep River Little League, Deep River, CT
Ducks Unlimited, Ivoryton, CT
East Haddam Lions Club, East Haddam, CT
Estuary Council of Seniors, Old Saybrook, CT
Florence Griswold Museum, Old Lyme, CT
Hadlyme Hall Garden Club, Hadlyme, CT
Hamburg Fair Association, Lyme, CT
High Hopes Therapeutic Riding, Old Lyme, CT
Lyme Ambulance Association, Lyme, CT
Lyme Art Academy, Old Lyme, CT
Lyme Boy Scouts, Lyme, CT
Lyme Garden Club, Lyme, CT
Lyme Library, Lyme, CT
Lyme School PTO, Lyme, CT
Lyme-Old Lyme Lions Club, Old Lyme, CT
Lyme-Old Lyme Junior Women's League, Old Lyme, CT
Lyme-Old Lyme Middle School and High School, Old Lyme, CT
Lyme-Old Lyme Social Services, Old Lyme, CT
National Automobile Dealers Association Charitable Organization
Musical Masterworks, Old Lyme, CT
Old Saybrook High School Safe Graduation Night, Old Saybrook, CT
Old Saybrook Ram Boosters
Robbie Collamore Music Series, Chester, CT
Rotary Club of Old Saybrook, CT
Sound Community Services, New London, CT
UConn Athletic Club, Storrs, CT
United Church of Christ, Newington, CT
Veterans of Foreign Wars of the United States (VFW), Glastonbury, CT

Reynolds Garage & Marine, Inc. is a participating member of the following Associations:

Connecticut Auto Retailers Association
Connecticut Marine Trades Association
National Automobile Dealers Association

Thank you so much to the following photographers who took specific photographs for this book or supplied us with images for this book. Of note: Many images are historical and named recognition of these photos was impossible.

Ariescope Pictures
Bob Dunn
Whitey Jenkins
Kathryn Reynolds Wayland
Robert Benson
Robert Patterson
Wayne Fleming



In celebration of the Reynolds Family 150th anniversary of doing business in Hamburg, Gary Reynolds is hoisting the original carriage made by his great great grandfather, Ephraim, to the third floor gallery at the Connecticut River Museum for an exhibit titled *The Reynolds of Hamburg Cove: 150 Years on the River*, opens April 16, 2009.

ENDNOTES

- ¹ A supercargo is an agent on board of a ship sent by the owners of the cargo to have charge of and sell it overseas.
- ² Mandana Merriss was the daughter of John and Eliza Sheffield Merriss.
- ³ *Deep River New Era*, Aug 3, 1906, 3. It is possible that the two families were related through the Sheffields.
- ⁴ Lyme Land Records and Deeds, Vol. 37, 163, microfilm, Connecticut State Library. The farm cost \$1,800 and was situated in the Third Society of Lyme. It is described as follows: "bounded on the North by the highway, on the East by the highway and John C. M. Brockway's land and Allen W. Griffen & Henry Jones land, on the West by John Woods land and Joseph C. Ely's land to the highway near Elisha Emerson's house, with a dwelling house, barn, and other buildings thereon." Henry purchased three other plots of land in subsequent years, two adjacent his farm and one on Lord's Cove. See *Ibid*, Vol. 35, 180, 485; Vol. 37, 316. The Connecticut State Library is hereafter cited as CSL.
- ⁵ The church dissolved in the 1920s, the property sold to the town, and is now the town hall.
- ⁶ North Lyme Baptist Church Records, Vol. 1 passim, CSL.
- ⁷ *Connecticut Valley Advertiser* (Moodus), Apr. 13, 1872, 3.
- ⁸ Henry Billings Lafayette (1826-1909), Gideon Perry (1829-1897), Mary Emeline (1831-1904), John Merriss (1834-1864), Ephraim Otis (1837-1916), Susan Elizabeth (1840-1859), Wilson Cogswell (1842-1920), Giles Lucius (1846-1927), and Frances Merriss (1849-).
- ⁹ Marion H. Reynolds, ed., *The Reynolds Family Association of American, 1892-1922 Thirty-First Annual Report* (Brooklyn: Press of the Brooklyn Eagle, 1922), 168; *The Day* (New London), June 1, 1916, 8.
- ¹⁰ Lyme, Conn. First Congregational Church Records, Vol. II, 38, CSL.
- ¹¹ Margaret Buckridge Bock, *The Hayden Family of Potapaug, Connecticut* (Westbrook 1995), 26-27.
- ¹² The other children were Alden Henry, Wilson Sumner, John Merris, Anna M., Cordera Lord, Mandana Merriss, Carl Schurz, and Louis Ephraim Reynolds. John Merriss died in infancy. *Ibid*, 27.
- ¹³ Doris "Doad" Reynolds Jewett, *Things Remembered* (Deep River: Printed by Valley Press & New Era Co., 2005), 35.
- ¹⁴ Lyme Land Records and Deeds, Vol. 35, 549.
- ¹⁵ *New London Day*, June 1, 1916, 8.
- ¹⁶ Salem, formed from parts of Lyme, Colchester, and Montville, was incorporated in 1819 and East Lyme in 1839.
- ¹⁷ *State of Connecticut Register and Manual 1941* (Hartford: The Secretary of the State, 1941), 324-25. The population increased to 717 by 1940.
- ¹⁸ Record Group 002, General Assembly Papers, 1841, Box 33, folder 6, CSL.
- ¹⁹ The first petition was dated May 1848, but was not incorporated until three years later. *Ibid*, 1848, Box 52, folder 14; 1851, Box 60, folder 1, CSL.
- ²⁰ Newspapers consulted: *Connecticut Courant* (weekly), *East Haddam Journal* (weekly), *Hartford Daily Courant*, *Hartford Daily Times*, *New-London Daily Star*, *Norwich Daily Courier*, and *Norwich Weekly Courier*.
- ²¹ *The Connecticut Register for 1860* (Hartford: Brown & Gross, 1860), 20, 24, 91.
- ²² Eighth Census of the United States: Connecticut, Lyme, Vol. 6, 1367, CSL.
- ²³ Ninth Census of the United States: Connecticut, Lyme, Vol. 5, Lyme, 25, CSL.
- ²⁴ Industry for the Year 1870 in the State of Connecticut, 293, CSL.
- ²⁵ 1870 Census, Lyme, 23, CSL.
- ²⁶ Thirty-four year old David E. Bigelow was listed as a wagon maker in the 1870 census. *Ibid*, 11, CSL.
- ²⁷ *Ibid*. The satinet mill burned in early 1872. *East Haddam Commercial Advertiser*, Mar. 3, 1872, 3.
- ²⁸ *Connecticut Register 1941*, 325.
- ²⁹ 1870 Census, Lyme, 1-30, CSL; Industry, 1870, 293, CSL.
- ³⁰ *Advertiser*, June 10, 1876, 3; Sep. 9, 1876, 3; Apr. 26, 1879 supplement, 2; Oct. 4, 1879, 2; Apr. 17, 1880, 2.
- ³¹ *Ibid*, Nov. 15, 1873, 3; Dec. 8, 1877 supplement, 2.
- ³² *East Haddam Commercial Advertiser*, Apr. 13, 1872, 2; *Advertiser*, Feb. 22, 1873, 2; May 10, 1873, 3; May 17, 1873, 3; Nov. 29, 1873, 2; Feb 28, 1874, 2.
- ³³ *Advertiser*, Apr. 26, 1873, 3; Kathryn Reynolds Wayland, "The History of Reynolds' Garage and Marine Inc.," 1, unpublished manuscript based upon reminiscences of Leland H. Reynolds.
- ³⁴ *Advertiser*, Nov. 15, 1873, 3.
- ³⁵ Wayland, "History of Reynolds' Garage," 1.
- ³⁶ *Advertiser*, Jan. 20, 1877, 2; Nov. 3, 1877, 3.
- ³⁷ *Ibid*, Jan. 26, 1878, 2; Feb. 2, 1878, 3; May 31, 1878 supplement, 2. The newspaper featured a two paragraph article on the prosperity of the community. Others mentioned include boat builders Thomas C. Brockway and E. A. & W. H. Ely; blacksmiths Beebe Bros.; merchants Bigelow & Rathbun, Judah H. Lord, Walter S. Ely, and A. J. & R. S. Griffin; timber mill B. P. Bill; and struggling carriage builder H. A. Brockway who moved his shop to Centerbrook later that year.
- ³⁸ *Ibid*, Oct 5, 1878, 2; Apr. 26, 1879 supplement, 2; Oct. 4, 1879, 2.
- ³⁹ *Ibid*, Jan. 25, 1879, 2.
- ⁴⁰ 1880 Census, Manufacturers, Lyme, 547, CSL.
- ⁴¹ *Advertiser*, Oct. 12, 1779 supplement, 2; Apr. 24, 1880, 3; Sep. 4, 1880, 3; July 16, 1881, 3; *Deep River New Era*, Oct. 15, 1886, 3; May 18, 1888, 3.
- ⁴² *Advertiser*, Aug. 25, 1883, 2.
- ⁴³ *New Era*, Feb. 18, 1887, 3; Sep. 2, 1887, 3. In an article published after the death of Reynolds, it was reported that "Western competition became severe and he finally went into the mercantile business." *Day*, June 1, 1916, 8.
- ⁴⁴ *New Era*, Aug. 16, 1889, 1; May 15, 1891, 2.
- ⁴⁵ *New Era*, Oct. 15, 1886, 3; *Advertiser*, Nov. 12, 1886, 3. After the delivery, potential customers were advised, "parties wishing anything in this line will do well by calling on Mr. Reynolds."
- ⁴⁶ *New Era*, Dec 16, 1887, 2; July 27, 1888, 2; Nov. 16, 1888, 2.

- ⁴⁷ *Ibid*, Feb. 8, 1889, 2; Jan 31, 1890, 1;
- ⁴⁸ *Ibid*, Jan. 30, 1891, 2; Apr. 24, 1891, 2; Aug. 14, 1891, 2.
- ⁴⁹ Wayland, "History of Reynolds' Garage, 1-2.
- ⁵⁰ *New Era*, Nov. 30, 1894, 2; *Advertiser*, May 31, 1901, 1.
- ⁵¹ Wayland, "History of Reynolds' Garage, 2.
- ⁵² *Day*, Feb. 7, 1902, 3.
- ⁵³ *Hartford Courant*, Oct. 29, 1900, 12.
- ⁵⁴ *Advertiser*, Nov. 19, 1892, 4; *New Era*, May 26, 1893, 3; Oct. 7, 1919, 4.
- ⁵⁵ A tenement is a rental property and should not be equated with a slum.
- ⁵⁶ *Advertiser*, Aug. 23, 1901, 3; Feb. 17, 1903, 5; Dec. 6, 1912 *New Era*, Apr. 7, 1904, 5; Aug. 7, 1914, 3; Feb. 26, 1915, 3.
- ⁵⁷ *New Era*, Oct 7, 1910, 4; Oct. 6, 1911, 4.
- ⁵⁸ *Ibid*, Jul. 14, 1911, 4; Aug. 11, 1911, 4.
- ⁵⁹ E. O. Reynolds, Essex Probate Records, Vol. 10, 466-73, microfilm, CSL.
- ⁶⁰ *Day*, May 19, 1916, 8; *New Era*, May 26, 1916, 1. Obituaries were also printed in the *Hartford Courant*, May 27, 1916, 11, *Advertiser*, June 2, 1916, 1, and *New London Day*, May 27, 1916, 5.
- ⁶¹ Jewett, *Things Remembered*, 4. This work contains a copy of an obituary from the *New London Day*.
- ⁶² Gideon Perry Reynolds was a physician who served in the Civil War and practiced primarily in Guilford. Marion H. Reynolds, ed., *The Reynolds Family Association of America, 1892-1922, Thirty-First Annual Report* (Brooklyn, N.Y.: Press of the Brooklyn Eagle, 1922), 166
- ⁶³ *Ibid*, 165-66; *New Era*, Apr. 16, 1909, 4.
- ⁶⁴ *Reynolds Family*, 166-69.
- ⁶⁵ *Ibid*, 171-72. He married Mary Raymond Fosdick, widow of Frederick S. Fosdick, on May 24, 1918.
- ⁶⁶ Wayland, "History of Reynolds' Garage," 1.
- ⁶⁷ His younger brother Wilson Sumner Reynolds married Harriet's sister May Belle Warner.
- ⁶⁸ *Advertiser*, Apr. 14, 1883, 2; June 2, 1883, 2; Oct. 20, 1883, 2; Aug. 23, 1884, 2.
- ⁶⁹ *Ibid*, Apr. 11, 1885, 2; Dec. 12, 1885, 2.
- ⁷⁰ This building was later converted into the house that is now owned by Jane Rowland Dewolf.
- ⁷¹ *New Era*, Sep. 24, 1886, 4; Oct 18 (2); *Advertiser*, Oct. 16, 1886 (2). The other two stores were probably those owned by Judah H. Lord and E. O. Reynolds. *Ibid*, Jan. 26, 1878, 2.
- ⁷² *New Era*, Nov. 19, 1886, 2; Nov. 26, 1886, 2; *Advertiser*, Dec. 4, 2.
- ⁷³ *New Era*, Jan. 21, 1887, 2; Oct. 2, 1886, 2; Oct 14, 1887, 2; Dec. 9, 1887, 2.
- ⁷⁴ *Ibid*, Sep. 26, 1890, 1.
- ⁷⁵ *Advertiser*, Mar. 22, 1901, 3; Mar 3, 1902, 6; Aug. 14, 1903, 5; Sep. 11, 3.
- ⁷⁶ *Advertiser*, Mar. 3, 1905, 8; Feb. 23, 1906, 5; Apr. 13, 1906, 8; Feb. 7, 1908, 5; *New Era*, Feb. 14, 1908, 7.
- ⁷⁷ *New Era*, Oct. 30, 1903, 2; Aug. 19, 1904, 1; Nov. 23, 1906, 6; *Advertiser*, Dec. 4, 1903, 4; Nov. 23, 1906, 3.
- ⁷⁸ *Ibid*, July 5, 1902, 5; Feb. 20, 1903, 3.
- ⁷⁹ *Advertiser*, Nov. 16, 1906, 4; May 31, 1907, 5; *New Era*, May 31, 1907, 2.
- ⁸⁰ *New Era*, Oct. 25, 1907, 3; Apr. 21, 1911, 2; Mar. 8, 1912, 7; *Advertiser*, May 15, 1908, 5; Oct 21, 1910, 5; Apr. 4, 1913, 1.
- ⁸¹ *New Era*, Mar. 17, 1905, 7; Nov. 20, 1908, 6
- ⁸² *New Era*, Oct. 12, 1906, 6; Dec. 6, 1907, 2; Oct. 16, 1908, 6; July 15, 1910, 2; May 14, 1915, 7; Aug. 27, 1920, 7.
- ⁸³ *Ibid*, Feb. 2, 1906, 6; Dec. 15, 191, 2; May 23, 1924, 1; *Advertiser*, Sep. 15, 1908, 5; Sep. 15, 1911, 2; Mar. 28, 1913, 4; June 12, 1914, 5.
- ⁸⁴ *Advertiser*, Aug. 8, 1902, 8; *Day*, June 10, 1902, 3. As the *Day* reported, "an automobile party consisting of 11 young men in four chug-chugs buzzed through the quiet town this morning, enroute from New Haven to New London."
- ⁸⁵ *New Era*, Apr. 28, 1905, 8.
- ⁸⁶ *Advertiser*, June 21, 1907, 5.
- ⁸⁷ *New Era*, Jan. 3, 1908, 6; May 7, 1909, 6.
- ⁸⁸ *Advertiser*, Sep. 23, 1910, 1.
- ⁸⁹ *New Era*, Aug. 11, 1911, 1; *Advertiser*, June 1, 1913, 1-3; *Day*, Aug. 11, 1915, 8.
- ⁹⁰ *Advertiser*, Jan. 30, 1925, 5; Mar. 16, 1928, 8; *New Era*, Dec. 21, 1928, 14.
- ⁹¹ *Register and Manual 1941*, 325.
- ⁹² The store of E. O. Reynolds was originally leased to his youngest son Louis E. Reynolds, but he did not remain in that capacity for very long. *Day*, Feb. 7, 1902, 3.
- ⁹³ *Advertiser*, Jan. 27, 1905, 1; Apr. 28, 1922, 5.
- ⁹⁴ *Day*, Sep. 3, 1924, 4.
- ⁹⁵ *Advertiser*, Dec. 6, 1908, 2; *New Era*, Nov. 11, 1910, 7; May 23, 1924, 1; *Day*, Oct. 3, 1917, 8; May 19, 1924, 4. Harold and Margaret had three children; Eleanor, Russell, and Maurine.
- ⁹⁶ The inventory of the intestate estate of Harold Reynolds noted that the merchandise in the store was worth just over \$8,000 and the fixtures at around \$1,240. Evidently, the building was still owned by his father. Harold H. Reynolds, Lyme Probate Records, no. 457, 1924.
- ⁹⁷ *New Era*, Mar. 12, 1915, 6; Apr. 27, 1917, 7; May 11, 1917, 7; June 28, 1918, 7; Feb. 10, 1922, 9; July 18, 1924, 2; *Day*, Aug. 10, 1917, 2; Fifteenth Census of the United States: 1930, Connecticut, Lyme, microfilm CSL.

- ⁹⁸ Lawrence W. Reynolds, Lyme Probate Records, no. 523, 1933, CSL.
- ⁹⁹ *Advertiser*, June 12, 1914, 5; Oct. 8, 1915, 2; *New Era*, Mar. 12, 1915, Marion H. Reynolds, ed., *The Reynolds Family Association of America, 1892-1922, Thirty-First Annual Report* (Brooklyn, N.Y.: The Press of the Brooklyn Eagle, 1922), 187.
- ¹⁰⁰ *Advertiser*, June 19, 1914, 5; Jan. 25, 1918, 2; *New Era*, July 9, 1926, 2; *Reynolds Family*, 181; *Courant*, Feb. 13, 1960, 6.
- ¹⁰¹ *New Era*, Nov. 26, 1920, 3; Jan. 7, 1921, 2; Mar. 2, 1923, 2; Dec. 19, 1924, 5; *Advertiser*, July 25, 1924, 2; Nov. 14, 1924, 4; Apr. 16, 1927, 7; *Day*, Sep. 26, 1924, 4.
- ¹⁰² *New Era*, Jan. 26, 1945, 4.
- ¹⁰³ *New Era*, Aug. 11, 1893, 2; Aug. 25, 1916, 1; Nov. 22, 1918, 3; *Advertiser*, Nov. 2, 1894, 8; Nov. 9, 1894, 8; Dec. 24, 1897, 2; Mar. 3, 1902, 6; *Connecticut Register and Manual 1923*, 84.
- ¹⁰⁴ *Advertiser*, Sep. 13, 1912, 2; *New Era*, June 7, 1918, 7; Nov. 5, 1920, 3; Sep. 30, 1921, 2; Sep. 29, 1922, 6; Aug. 31, 1928, 11.
- ¹⁰⁵ *Advertiser*, Sep. 26, 1919, 8; *New Era*, Nov. 28, 1919, 6.
- ¹⁰⁶ *New Era*, May 6, 1921, 2; Sep. 2, 1921, 6; Nov. 25, 1921, 2; Jan. 27, 1922, 2; Feb. 23, 1923, 2.
- ¹⁰⁷ *Day*, Sep. 27, 1915, 8; Nov. 6, 1917, 8; Feb. 10, 1933, 4; *New Era*, Oct. 16, 1914, 6; Jan. 14, 1916, 7; Jan. 26, 1917, 3; July 11, 1919, 3. Her estate consisted of cash and bank deposits worth \$3690. The inventory was taken by two employees at Reynolds Garage, Wells Hallock Martin and Reginald W. Stark. Hattie F. Reynolds, Lyme Probate Records, no. 457, 1924, CSL.
- ¹⁰⁸ *New Era*, Feb. 2, 1906, 2; Sep. 6, 1907, 4.
- ¹⁰⁹ *Ibid*, Jan. 3, 1908, 6; May 7, 1909, 6; July 8, 1910, 2; *Advertiser*, July 8, 1910, 2.
- ¹¹⁰ The house is now owned by his daughter Doris (Doad) Reynolds Jewett.
- ¹¹¹ *New Era*, Mar. 3, 1911, 3; May 14, 1915, 7; Jan. 30, 1920, 3; *Advertiser*, Feb. 14, 1912, 3; Feb. 19, 1916, 4; *Day*, Nov. 6, 1917, 8. The GHADA was founded in 1908 and is the oldest such organization in the United States.
- ¹¹² *New Era*, Dec. 24, 1915, 6; *Advertiser*, June 2, 1916, 8.
- ¹¹³ *Day*, Aug. 11, 1915, 8.
- ¹¹⁴ Jewett, *Things Remembered*, 24-25; *Day*, Nov. 11, 1916, 4. Reynolds was called up for a draft physical in the fall of 1917, but was rejected for service. *New Era*, Oct. 12, 1917, 8.
- ¹¹⁵ *New Era*, June 14, 1918, 7; Mar. 12, 1920, 7; Apr. 6, 1921, 6; *Day*, Oct. 10, 1923, 4; Fifteenth Census of the United States: 1930, Connecticut, Lyme, microfilm, CSL. The census was taken by J. Warren Stark in April 1930.
- ¹¹⁶ *New Era*, Oct. 26, 1923, 5; *Day*, Nov. 3, 1923, 4; *Advertiser*, Nov. 16, 1923, 5; *Day*, Nov. 3, 1923, 4; Nov. 15, 1923, 4. The Hamburg Church voted on Sunday, October 31, 1915 to sell the old stone church at auction on November 9. At that time, however, townspeople purchased the granite for use as a future library. *Day*, Nov. 4, 1915, 8; Nov. 11, 1915, 3.
- ¹¹⁷ *Day*, Dec. 1, 1924, 4; Dec. 23, 1924, 4; *Advertiser*, Dec. 5, 1924, 8.
- ¹¹⁸ Jewett, *Things Remembered*, 25.
- ¹¹⁹ *Advertiser*, Apr. 4, 1924, 1; May 15, 1925, 5; May 22, 1925, 8.
- ¹²⁰ *Day*, July 19, 1923, 2; Aug. 2, 1923, 2.
- ¹²¹ Recollections of Frank Stark, June 4, 2008. Gary Reynolds heard about the pool tables and his father told him the reason why they were removed from the garage.
- ¹²² Recollections of Frank Stark, July 2, 2008.
- ¹²³ Reg Stark came home to his frightened family to change his wet clothes and then returned to the dock. Recollections of Frank Stark, June 4, 2008.
- ¹²⁴ *Day*, Sep. 26, 1949, 3.
- ¹²⁵ *Ibid*, June 18, 1977, 22D.
- ¹²⁶ Jewett, *Things Remembered*, 25.
- ¹²⁷ Frank Stark, June 4, 2008.
- ¹²⁸ *Ibid*, 26.
- ¹²⁹ *Courant*, June 8, 1976, 12D.

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