

Paris, the Home of Gambier

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The year 1780 was always considered to be the year in which the Gambier factory in Givet (Ardennes – France) was founded. This is not surprising, as the company itself frequently mentioned ‘Fondée en 1780’ (founded in 1780) on advertising cards and brochures (Fig. 1). In all publications on the history of Gambier, including Léon Voisin, this date was used (Voisin 1950, 5 and Duco 1980a, 1). The year 1780 also fitted well with the opening of a clay mine in Nivèrlée in 1779 where clay of excellent quality was extracted (Voisin 1950, 5 and Duco 1980a, 2). Nevertheless, no hard evidence to prove 1780 as the founding year of Gambier in Givet was ever found. In this article the history of Gambier is reconstructed and the early years of this well-known company becomes more clear.



Figure 1: Envelope with advertising: ‘Société Anonyme de la fabrique Gambier’, 1908-1914. Collection author.

In a number of publications, it is mentioned that Jean Gambier, the founder of the company, originally came from the Dieppe area in the Northern part of France. The passionate Gambier collector Guy Declef has also written in his publication ‘Les pipes en terre de Givet’ from 1987 that Jean Gambier came from this region to Revin (Ardennes) and later to Givet. Genealogical research made it clear that the name Gambier was common in the area ‘Nord-Pas de Calais’. Possibly there were people with the name Gambier working in one of the many small factories producing clay pipes in this region in the eighteenth century. Perhaps archival research has shown this and probably a link has been made to Gambier in Givet. Research in Guy Declef’s archives did not provide any proof that this story could be confirmed (in June 2011 the author was given the opportunity by Luc Declef to study the archive of his father). A search in the archives and genealogy websites were also unable to prove the Gambier family lived and worked in Givet. No marriages, births or deaths with this family name have been registered in the city. Because almost every pipe from Gambier is marked ‘Gambier à Paris’ a search in Paris was started. The expectation and hope was to find more information there. This theory was correct and, although not complete, has brought back a piece of the history of this pipe factory.

Rue de l’Arbre Sec, Paris

The start of the search began at the address in Paris where the wholesale warehouse was at 20, Rue de l’Arbre Sec

(Fig. 2). It has been assumed until now that the wholesale warehouse at this address was opened in the first *arrondissement* (administrative district) of Paris around the year 1850 (Duco 1980, 11). This street is located between the Rue Saint Honoré and the Quai du Louvre (formerly Quai de l’Ecole). The back of the medieval church Saint Germain-l’Auxerrois is diagonally opposite number 20.



Figure 2: No. 20 Rue de l’Arbre Sec. Paris, in front of the church (blue arrow).

There are several so-called ‘Almanach du commerce de Paris’ with the registered active companies in French cities. There are several references in these almanacs from the beginning of the nineteenth century proving Gambier had been represented in this street for much longer than previously assumed (Almanach du commerce 1805, 1806, 1809, 1811 and 1827).

The following entries are important here:

Almanach du commerce de Paris.		
Year:	Name and address:	Profession:
1805	Gambier - Rue de l’Arbre Sec, 39.	Fayencier.
1806	Gambier - Rue de l’Arbre Sec, 39.	Fabricante et Marchand de Porcelaine.
1809	Gambier - Rue de l’Arbre Sec, 20.	Fabricante et Marchand de Porcelaine.

The earliest almanac mention of the name Gambier dates back to 1805. The company was then located at number 39 on Rue de l’Arbre Sec (Fig. 3). Between 1806 and 1809, Gambier moved to the larger building at number 20 in the same street. A striking fact is that Gambier was mentioned in these almanacs as a manufacturer and trader in porcelain. No mention has been found so far from this initial period proving Gambier was involved in the trade or production of clay pipes (Almanach du commerce 1805, 1806, 1809,



Figure 3: Rue de l'Arbre Sec, Paris. Photo author.

1811, 1827 and Adresses de Paris, 1816). Apparently, the activities of this famous pipe manufacturer were mainly in the production and trade in porcelain.

Porcelain from Sèvres

The notifications from Gambier as a manufacturer and trader in porcelain are remarkable and were reason enough to find out more about the history of the French porcelain industry. The famous porcelain of France was initially made in Vincennes and later in the Manufacture Nationale de Sèvres. In the first years the porcelain was made of soft clay and many years of experimenting would follow to make the hard porcelain as it was known from China. After finding the right raw materials and frequent experimenting, around 1770 it was possible to produce hard, thin-walled porcelain. Because of the popularity the porcelain made of soft clay it remained in production for a long time. This porcelain was a luxury product and difficult to produce because of the fragility; a lot of losses occurred during production and baking in the oven (Dauterman 1986, 16).

The porcelain was marked by the employees involved in the shaping and processing of clay by scratching one or more letters in the soft unbaked clay with a sharp object; the decorators of the porcelain painted their initials on the glaze. This way of marking was important to record the quantity of the work of the employees and their payment. Fortunately, several payrolls remained from this leading eighteenth-century porcelain industry.

Family Gambier working in the porcelain factory of Sèvres

Various writers have published these payrolls, including Carl Christian Dauterman in his book 'Sèvres Porcelain, Makers and Marks of the eighteenth century'. Already in 1749 we come across the name Gambier (Dauterman 1986, 82). Antoine Gambier was employed in Vincennes, in that year; he was on the payroll as a student 'aniseur ou becteur'. The *aniseur* specialized in the making and fitting of handles and the *becteur* in the making and hanging of pouring spouts. In 1752 he was called 'répareur', a specialist in repairing cracks and holes after taking an

object out of the mould, and from 1754 to 1762 as 'mouleur en pâte', or forming of porcelain objects with moulds. In another publication Gambier 'jeune' is mentioned, the son of Antoine who is on the payroll from 1769 to 1778 as 'répareur d'ornements', a repairer of ornaments (Lesur et Tardy 1967, 506). So, working with clay was the discipline of the Gambier family in the mid-eighteenth century.

Gambier marked the porcelain with a lower case or upper case letter G in different variants (Dauterman 1986, 197 and Lesur et Tardy 1967, 506). The letter G is also used by other families from the porcelain industry with a surname starting with a G (Figs. 4 and 5).



Figure 4: Examples of the letter 'G' mark used by Gambier, second half eighteenth century.



Figure 5: Terrine, Sèvres porcelain, approximately 1753, marked with g. Sold on Ebay, 2017.

Could Gambier Jeune be the same person as Jean Gambier, founder of the Gambier factory? The proof of this is still missing. Dauterman (1986) mentions that around 1800 large quantities of white porcelain was sold, which was painted with gold and other glazes outside the factory in small or large workshops. It is known that this so-called *surdécoré* porcelain was mainly decorated and sold in Paris in large quantities.

Gambier Jeune is mentioned from 1769 to 1778 but after this he is no longer on the payroll of the porcelain factory. If we assume that Jean Gambier, who until now has been considered the founder of the pipe factory, initially had experience in the manufacture of porcelain at the factory in Sèvres, then this seems to fit well with the start of his own workshop around 1780. The circumstances were apparently favourable in that period in view of the increase of the workshops that were active in decorating and selling *surdécoré* porcelain. As evidenced by the aforementioned almanacs, Gambier moved his activities to the Rue de L'Arbre Sec around 1805. During this period, several workshops were established in this flourishing street, all engaged in the decoration and trading of porcelain.

Among others, are the companies of Meslier (no. 37), Parant (no. 46), Froment (no. 47), Bernon (no. 49) and Rihouet (Dauterman 1986 and Lesur et Tardy 1967, 262).

In addition to what is mentioned in the almanacs, there is also physical evidence that porcelain was manufactured or traded by Gambier in the Rue de l'Arbre Sec. It is important to note that until around 1812 the company of Gambier was known as *atelier de decoration* and also as *marchand de porcelaine* (Dauterman 1986 and Lesur et Tardy 1967, 262). A full name mark appears to have been used at this time (Fig. 6; Tardy 1967, 261). There are also examples known of porcelain from Gambier from his workshop in Paris (Fig. 7). Jean Philippe marked his products in the beginning of the nineteenth century with his name and sometimes with the address in iron-red or gold glaze.

Gambier

Figure 6: Makers mark from Gambier, first quarter of the nineteenth century. From Lesur et Tardy (1967, 261).



Figure 7: Two richly decorated porcelain vases by Gambier. Marked on the bottom with iron-red glaze: 'Gambier Rue de l'Arbre Sec'. Koller Auktionen AG, Zurich, 15-09-2008.

The Gambier family

Looking at the results of the research, it is not obvious that Gambier started producing pipes since the year of founding

(1780). The sale of Gambier's products went through the address 20, Rue de l'Arbre Sec., but whether physical manufacturing was done here is not known. Perhaps the decorating was done in his workshop and for the firing he used one of the kilns of one of the larger manufacturers in the neighbourhood of the Rue de l'Arbre Sec.

Genealogical research also showed that number 20, Rue de L'Arbre Sec was more than a workshop for decorating and selling porcelain, it was also the home of the Gambier family. In this initial period of the firm, this house was inhabited by Jean Philippe Gambier and his wife Marie Rosalie Baquet.

On 23 April 1811, their daughter Marie Rosalie Gambier, living at 20 Rue de l'Arbre Sec, married Jean Beaumont (Fig.8). Jean Philippe Gambier, the father of Marie Rosalie, was recorded as deceased (*Fille de Jean decédé*) at the time but Marie Rosalie Baquet, Jean Philippe Gambier's widow, was still alive.

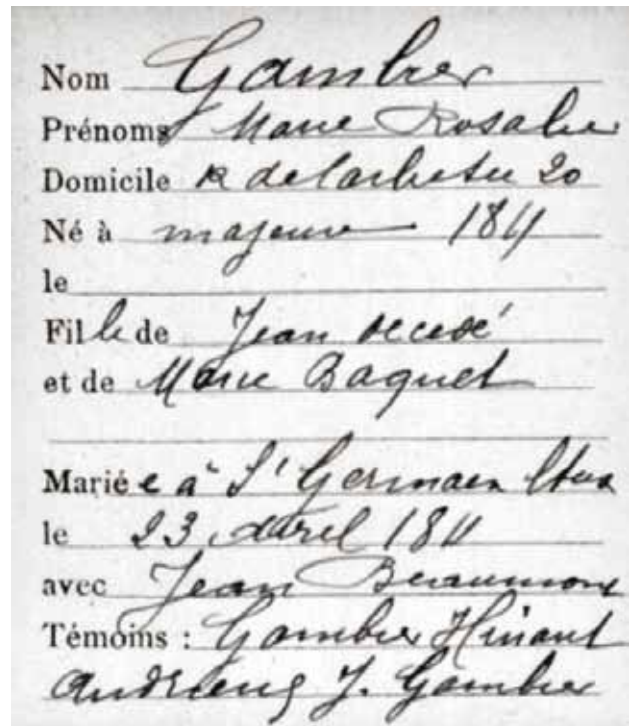


Figure 8: Marriage of Gambier's daughter, Marie Rosalie, to Jean Beaumont, 23 April 1811. Etat-civil Reconstitué de Paris 1798-1860 (www.genalogie.com).

As well as a daughter, Marie Rosalie, Jean Philippe Gambier and his wife also had a son, Pierre Joseph Gambier, who took over the company from his father, although the exact date of this is not known. Following the death of Pierre Joseph in 1817, the running of the firm was taken over by his son, François Joseph, who also lived at number 20 Rue de l'Arbre Sec (Fig. 9).

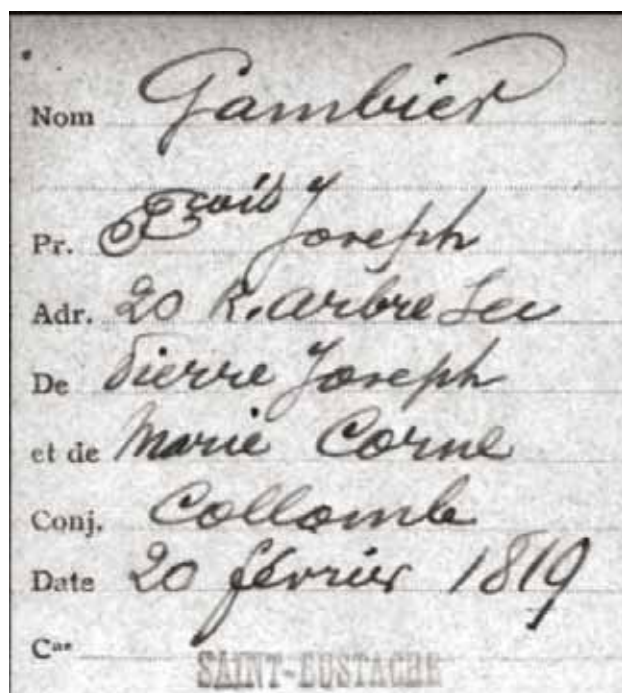


Figure 9: Marriage of François Joseph, grandson of Jean Philippe Gambier, 20 February 1819. *Etat-civil Reconstitué de Paris 1798-1860* (www.genealogie.com).

In 1827, when grandson François Joseph was the owner of the company, the production of pipes already occupied a very important place. In a satirical book from 1829 called *Le Livre Noir de Messieurs Delavau Et Franchet, Ou Répertoire Alphabétique de la Police Politique Sous Le Ministère Déplorable*, all kinds of articles were produced regarding events which involved the government or politics. These include two articles from 1827 and 1828, called *pipes à l'effigie de Bonaparte* (Delavau et Franchet d'Esperey 1829, 356-357 15-12-1827 and 04-01-1828). This article describes the conversation between the chief of police and Mr Gambier, and found that Gambier had sent pipes to the 'departments', or administrative divisions of France, with the portrait of Napoleon Bonaparte.

This is the first record proving Gambier was involved in the production and trade in pipes. The company was described in the 1828 article as follows:

Grand agasin érable, ainsi désigné: 'Grand magasin the confiance à prix fixe; fabrique et seul grand entrepôt the pipes de France, the Hollande, d'Allemagne et d'Orient' [Large stockroom, so designated: 'Big stockroom with fixed prices; manufacturer and only large warehouse of pipes from France, Holland, Germany and East]

So in that year there was already a factory with large wholesale capabilities where pipes from different countries were sold. A nice detail from the article is that further research by the chief of police revealed that there were a large number of pipes in the warehouse with images of

S.M. Charles X, king of France and Navarra from 1824 till 1830; Général Maximilien Sébastien Foy (1775-1825) a French military leader, politician and writer and Mgr. Le duc de Bordeaux. However, the pipes with the Bonaparte image are missing. The story ends with the remark that these pipes can be found in a small room on the first floor where Gambier himself lived. So the article also confirms that in 1828 the house was still inhabited by the Gambier family.

In addition to the production and sale of pipes, porcelain was still part of Gambier's trading activities, as evidenced in the *Almanach de Commerce* from 1827:

Gambier, porcelaine et cristaux, fab. et grand entrepôt the pipes and tout ce qui concerne les débit. the tabac, pacotilles pour les îles, R. de L'Arbre-Sec 20.

This means that Gambier, in addition to the trade in porcelain and crystal, was a large pipe wholesaler and was a supplier of articles for the well-known tobacconists.

On a drawing from the register of the city of Paris, the ground floor of the building can be seen with a central corridor and a large room on both sides (Fig. 10). Behind the stairwell is a courtyard with a well.

Briefly, it can be said that Jean Philippe Gambier started with the manufacture and sale of porcelain and that he died before 1811. Whether Jean Philippe had the initial impulse to start making pipes or whether his son Pierre Joseph did is not known. It is certain that grandson François Joseph continued the activities from his father in 1817 and he was involved in the production and sale of clay pipes. There are a number of reasons why the company started the production of clay pipes. For a long time, Gambier had the expertise in clay modelling and the demand for good quality pipes had increased due to the import restrictions Napoleon created. This allowed French companies to expand rapidly in a sector with growing popularity. In addition to the production and sale of the precious porcelain, the pipes may have been a good product to sell, and became an increasing share in the trade of the Gambier company. How these products looked in the beginning, is still unknown. It is certain they produced copies of the famous Dutch clay pipes with long stems but soon they began to produce figural pipes. The pipes described in the *Le Livre Noir* article are also unknown. The oldest images or examples from pipes dates from a later period, they are shown in the catalogue of 1840. At the time of the appearance of this catalogue, the Gambier family was no longer involved in the company. Around 1835 Hasslauer and Fiolet took over the activities in Givet.

The fact that the Rue de l'Arbre Sec was a well-known street in the trade of pottery, porcelain and pipes is clear. Another remarkable detail is that in 1811 the famous pipe maker Fiolet from Saint Omer also had a shop in the same street at number 64 (*Almanach du commerce de Paris* 1811). It cannot be excluded that the models of the older

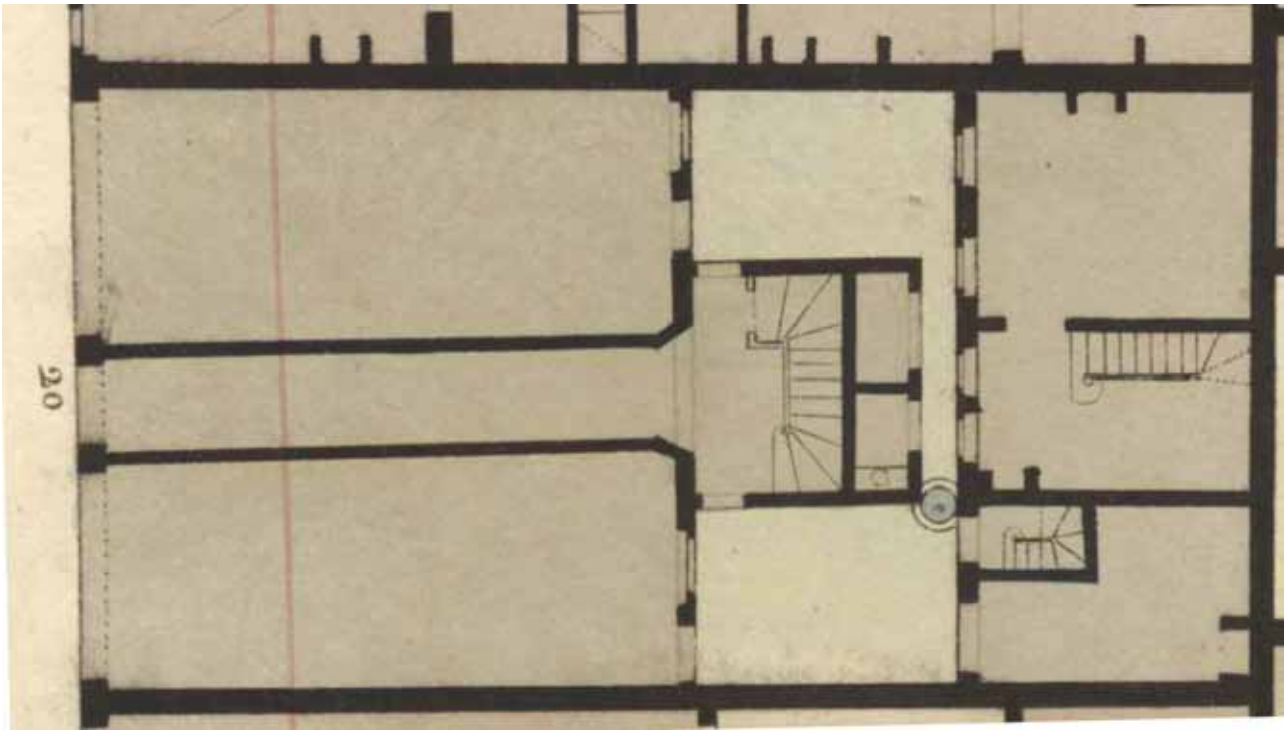


Figure 10: Drawing from the ground floor of No. 20 Rue de l'Arbre Sec. from the register of Paris, 1810-1836.

company of Fiolet, being sold in the same street, were a source of inspiration for Gambier to start the production of clay pipes.

Production of pipes in Givet

With the production itself, Gambier will have distinguished himself and quickly gained a reputation as a quality pipe maker. At this particular time, a search was made for a favourable place to manufacture pipes outside busy Paris - they found it in Givet. Whether the first pipes for Gambier were made here or whether they were produced in Paris is not known. Why they opted for Givet is not yet clear but this town was very convenient to make ceramic products. A clay mine was opened near Givet in 1779 where high quality clay was extracted. Furthermore, it was possible to transport pipes and raw materials easily via the nearby rivers *La Meuse* and *Houille*. A lot of wood was available in the neighbourhood for fueling the kilns. Gambier was not the first and not the only manufacturer to recognize the favourable location of Givet for the production of ceramics and pipes. According to Declef (1987), the pipe factory of Agnes Denison was the first to start a pipe factory in 1720. Another pipe factory, de Behr Lannoy, was located on Rue Royale. An advertisement from 1818 mentioned this company produced clay pipes exceeding the quality of Dutch pipes, and that pipes were delivered in various genres such as heads in all kinds of designs and colours (Bulletin de Commerce, 16-06-1818). In 1830 this company was for sale.

In a newspaper advertisement it was mentioned that this

was a thriving pipe factory with 60 employees (Journal des Ardennes, 22-07-1830). Another pipe factory of Vaudoit et Massé is mentioned in 1835. Very little is known about these companies and their pipes are also unknown. In the porcelain museum of Sèvres in 1845 there was an exhibition where pipes from a number of these factories were shown. In the catalogue, a dozen pipes from Vaudoit et Massé were mentioned. These pipes were shown at an earlier exhibition in 1834 (Brongniart en Riocreux 1845, 227. N.B. The name of the company Vaudoit et Massé is incorrectly spelt Vaudorr et Massé).

Around 1834, the pipe factory of Blanc-Garin & Guyot was opened. This company also developed into a pipe factory of interest, which for years was a strong competitor to Gambier. Blanc-Garin had been active for several decades. Until now, 1867 was thought to be the year the company was taken over by Gambier (Declef 1987, 23 and D. Duco, 'Blanc-Garin & Guyot, <1823-1856/1867' (Website Amsterdam Pipe Museum, 26-08-2017). (<http://www.pipemussum.nl/index.php?hm=3&sm=2&th=4&accat=7&item=96>) both report 1867 as the year of the acquisition of Blanc-Garin by Gambier. However, it now appears to have been more than ten years earlier, in 1852 or 1853. In a newspaper advert from 1852, the entire factory is up for sale.

A pipe factory on Rue Saint Grégoire is on 1.3 hectares of land and in full activity, complete with all materials and tools, a steam engine, an oven [kiln] and an enamelling oven [kiln].

The price was 50,000 Francs. Sale was made as soon as a bid was made (Le Constitutionnel: journal du commerce, politique et littéraire 16-06-1852). The notary public from Givet performed the sale from the pipefactory. Apparently, the factory was sold not long afterwards, because in the *Annuaire de Commerce et de l'Industrie* from 1854 the following is mentioned:

Pipes de terre (fab de) - Hasslauer, successor de Gambier et de veuve Blanc-Garin, sous la raison commerciale Hasslauer et L. Fiolet, dépôt à Paris, chez Déportes Frères, Rue de l'Arbre sec 20 [Pipes of earth (fab) - Hasslauer, successor of Gambier and widow Blanc-Garin, under the tradename Hasslauer and L. Fiolet, depot in Paris, at Deportes Frères, Rue de l'Arbre sec 20]
(*Annuaire de Commerce et de l'Industrie*, 1854).

In this yearbook, we read Blanc-garin was taken over by Hasslauer, the owner of the Gambier factory. The yearbooks were produced in January and means that the data used was inventoried and registered in 1853.

After the takeover in 1852 or 1853, the name Blanc-Garin was used for two or three years in advertisements and this seems to indicate that in this period Gambier continued to produce pipes from the moulds of Blanc-Garin. In the *Annuaire* of 1856 Blanc-Garin is no longer mentioned so the Blanc-Garin brand slowly disappeared from the publicity. Although Blanc-Garin is no longer mentioned in 1856 (1855), a number of models were still sold in the *depot* in Paris. This can be seen from the inventory list of 1858 which includes a separate chapter with 'Têtes BG' or Têtes Blanc-Garin '. Possibly this concerns old stocks that came into the possession of Gambier with the acquisition. After 1858, the name Blanc-Garin as a brand of clay pipes is no longer used.

A few years after the sale of the Blanc-Garin pipe factory the name appears again in collaboration with the manufacturer Bruneau, who was a pipe maker working in the small village of Fromelennes, close to Givet. This company was founded in 1856 by Messrs Désiré Blanc-Garin and Louis Bruneau. From archaeological finds it is known this company mainly made decorated stemmed pipes that were marked Bruneau & Cie à Givet (Figs 11-12).



Figure 11: Stamp Bruneau & Cie à Givet used to mark the stems. Archaeological find from Fromelennes. Collection author.

It is clear that since the end of the eighteenth century several pipe makers have been active in Givet. After studying all the facts and dates, it would appear that the grandson of Jean Philippe Gambier started in Givet a few years before 1817. Perhaps Gambier had the opportunity to take over an existing pipe-making plant in order to immediately have workers, tools, buildings and kilns at his disposal. The Gambier company started on the site at the foot of the Mont d'Haur, located between the then Rue St.Grégoire (now Rue Jules Gilbert), Rue Royale (now Rue Oger), Rue Gomérée (now Rue Estivant) and the Rue des Soupirs (now Rue Bouzy). Little is known about the shape of the original company. This is probably on the Rue des Soupirs or on Rue Royale (Declef 1987, 34). Near this location, the Behr-Lannoy company was also established. After the sale of their pipe factory in 1830, the Behr brothers still owned a number of buildings on Rue Royale which were sold in parts to Gambier and later to Hasslauer in the following years.

Due to all activities in the growing factory in Givet, a successor had to be found to lead the sales depot in Paris. Charlemagne Beaumont took over the activities in Paris. He was the son of Marie Rosalie Gambier (the sister of Pierre Joseph) and Jean Baptiste Beaumont. According to a notarial deed, clear agreements were made between Charlemagne and Joseph Gambier about the sale of the pipes. In a notarial deed from 1850 between Beaumont, Fiolet and Hasslauer, reference is made to the deed between Gambier and Beaumont. The deed from 1850 is in the author's collection. The company grew rapidly. According to an entry from 1827, 15,000 gross pipes were made annually, which amounts to a daily production of approximately 6,000 pipes (Dupin 1827, 193).

In a later edition of the *Almanach de commerce de Paris* from 1833, Gambier was mentioned twice. Once as a manufacturer of faience with a depot in Rue de l'Arbre Sec and once as a pipe manufacturer: '*Pipes façon d'Hollande et autres, Gambier, Maison à Paris, Rue de l'Arbre Sec 20* (*Almanach du commerce de Paris*, 1833, 425). Even though the production of pipes became increasingly important to the company, the warehouse in Rue de l'Arbre Sec remained active in the trade of porcelain and also crystal, according to an advertisement from 1834 (Fig. 13).

François Joseph Gambier remained the owner of the company until 1835. In the same year, Marie Louis Amable Minervin Hasslauer became the owner. After this year, no members of the Gambier family are involved in the pipe factory.

There are various indications from 1835 suggesting a collaboration between Hasslauer and L. Fiolet from Saint-Omer. In 1840 Hasslauer published the oldest known catalogue of Gambier. On the front page of this catalogue is 'Hasslauer & L. Fiolet Successeurs de Gambier'. It was Louis Maximilien Fiolet who became director of the Fiolet factory in 1834. This business cooperation was agreed



Figure 12: Pipes from Bruneau & Cie. Archaeological finds from Fromelennes. Collection Maurice Japin.

after the marriage in 1835 between the sister of Minervin, Marie Marcelle Amable Clémentine Hasslauer and Louis Maximilien Fiolet. From that year onwards there are simultaneous entries from both the Fiolet pipe factory in Saint Omer and the Hasslauer & Fiolet pipe plant in Givet. Fiolet's expertise in pipe making and management of a pipe factory was needed where the experience of François Joseph Gambier had disappeared. From that moment on, the name Gambier became just a brand name.

The cooperation between Hasslauer and Fiolet was very successful. The number of models increased every year and the pipes with their beautiful designs and high quality became more and more well known. The trade in porcelain and crystal no longer belonged to the activities of the company. In 1838 an article was published about the store in Paris, in *Etudiant, Journal des Ecoles* in which the pipes of Gambier are praised. It was written that the Gambier store was more like a museum, where you could see the

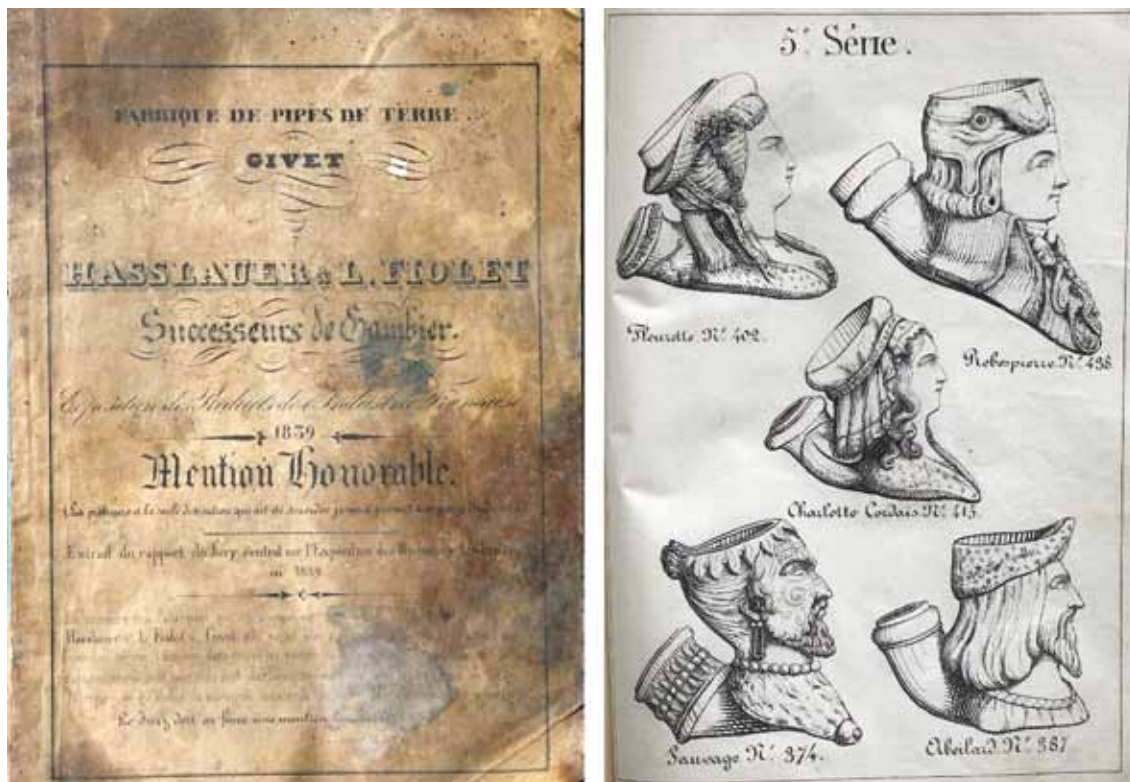


Figure 13: Advertisement: *Le Négociateur*, 1834.

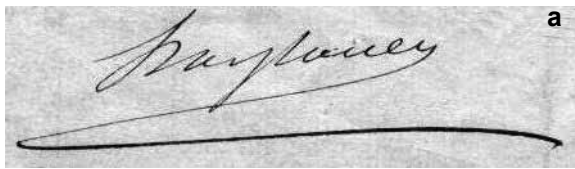
pinnacle of perfection in the pipe making industry since the beginning of the nineteenth century. The store was a gallery of a large number of famous men and characters; from Robespierre and Napoleon to the Grogard and the dog Munito (*Etudiant*, *Journal des ecoles*, 15-05-1838, 224). Shortly after 1839 the first company catalogue of Hasslauer and Fiolet appeared. There were 287 pipes in this catalogue divided into 11 series of long stemmed pipes and 6 series of short stemmed pipes with a collar. The highest model number was 455. This catalogue dates from a period when the Dutch models or 'Hollandaises' were still popular and a lot of Dutch models are shown but there are also a lot of entirely figural pipes displayed. The figural short stemmed pipes, with a collar to mount a wooden stem in, already occupy an important place in the range of models. On the cover is the honourable mention of the jury of l'Exposition des produits de l'Industrie (Fig. 14).

Around 1845, the sale of pipes in Paris and the surrounding area of both factories Gambier and Fiolet went through the same depot at the well-known address 20, Rue de l'Arbre Sec, where Charlemagne Beaumont remained as manager. In the aforementioned notarial agreement, arrangements were made by L. Fiolet and M. Hasslauer for the trade in pipes by Charlemagne Beaumont on the Rue de L'Arbre Sec. It was determined that both manufacturers in Paris, up to a radius of 60 kilometres, were only allowed to supply pipes to the wholesaler Beaumont. On the other hand, Beaumont was only allowed to sell pipes from Fiolet and Gambier in his wholesale trade. This agreement was signed in December 1850 and became effective on 1 January 1851 for a period of 20 years (Fig. 15).

This document stated that this agreement replaced two previous agreements, one from 1845 between Fiolet and Beaumont and the other between Hasslauer and Beaumont. The same document also mentions that earlier, in 1835, there was already an agreement between J. Gambier (Joseph) and Beaumont. These notarial deeds prove the wholesale business of Charlemagne Beaumont was its own business and not the property of Gambier. From the moment the depot becomes the property of Beaumont, the agreements are notarized. A small advertisement in the magazine *le Constitutionnel* from 1845 announced that on the 1st July 1845 the products of both manufacturers are for sale in Beaumonts depot in Paris (*Le Constitutionnel*, 07-08-1845). In this it notes that you can find there the most complete assortment of pipes in France. A month later, a similar announcement was published in *La Presse* (Fig.16) (*La Presse*, 1845)



Figures 14: Catalogue from Hasslauer & Fiolet, 1840. Collection David A. Higgins.




Figures 15: Signatures on the notarial document from Hasslauer (a) and Fiolet (b), 1850. Collection author.



Figure 16: Advertisement: *La Presse*, 1845.

The factory of Hasslauer and Fiolet in Givet expanded several times between 1835 and 1850. A number of notarial deeds are known in which the purchases of land and buildings have been recorded. The last mention of L. Fiolet indicating a cooperation between the two families' dates from 1865. It is a letter sent by a pipe trader from Heer-sur-Meuse in Belgium and addressed to Fiolet & Hasslauer.

Rue de l'Arbre Sec, succession of Beaumont by Déportes Frères

Shortly after signing the agreement of Fiolet and Hasslauer, Charlemagne Beaumont died and a succession was sought for the important depot in Paris. An agreement followed with Déportes Frères, a tobacco trading and tobacco-related business in Paris. They took over the business in Rue de L'Arbre Sec in 1852. Old agreements such as those made with Fiolet and Gambier were maintained. Although pipes from Fiolet were also traded at this address in Paris, the building was known as the old house of Gambier. In an advertisement from 1852 there is an announcement regarding a special series of pipes with a double flue, in which an extra air inlet was installed on top of the stem to smoke fresh and cool (Fig. 17). A patent was granted for this invention for 15 years. It gave some protection against copying by other factories and these were unknown pipes until now.



Figure 17: Advertisement from: *Journal des débats*, 09-09-1852.

An 1856 invoice from Déportes frères is interesting because it shows pipes from both Fiolet and Gambier (Fig. 18). On this invoice we can read 'Seul dépôt des pipes de mr. Hasslauer' and a group of clay pipes displayed. We see a number of well-known Gambier models including Bou Maza and two 'Marseillaises'. On the right-hand side of the invoice we see 'Seul dépôt des pipes de mr. L. Fiolet' and also a number of Fiolet pipes.

No photos were known from the house and depot in Rue de L'Arbre Sec, Paris. After a lot of research, a unique photo from 1856 where the building is visible, was located (Fig. 19). The photograph was taken during the demolition of a number of buildings around the Église Saint Germain L'Auxerrois. By zooming in on the photo, the former home and workshop of Jean Gambier became visible. On the façade at the first floor the large letters the house number 20 and the text 'Anc: Maison Gambier', (the old house Gambier) above the windows of the ground floor the letters of 'Déportes Frères'.

This unique photo shows the building where first porcelain and later pipes were sold and where founder Jean Philippe Gambier and his family lived the upper floors. This picture was taken when the houses in the Rue de L'Arbre Sec seen from the Place du Louvre became visible for a short time due the demolition of a number of buildings. Later, new buildings were placed here. For a number of years, the building remained the place where the wholesaler for Gambier pipes was located in Paris. The collaboration with Fiolet stopped in the 1860s, probably around 1866. Correspondence bearing the names of both Fiolet and Hasslauer and also advertisements with the names of both manufacturers are only known from the period 1835 to 1866. After this year the pipes from Fiolet were no longer available at the wholesale warehouse in the Rue de L'Arbre Sec.



Figure 18: Invoice from Déportes frères, 1856. Collection author.



Figure 19: Rue de L'Arbre Sec 20. Photo Édouard Baldus, 1856.

Hourdou & Cie

Déportes frères did not remain for a long period as the owners of the pipe depot, which was supplied weekly with Gambier pipes from Givet and Fiolet pipes from Saint Omer. For reasons unknown until now, the wholesale trade was sold eight years later and in 1860 Alexandre-Adrien Hourdou becomes responsible for the wholesale

trade. Hourdou was an accountant and, together with two unknown financiers, the depot was sold for 210,000 Francs on 1 July 1860. In a newspaper dated 5 July 1860 it is announced that the *société Déportes frères* (ancienne maison Gambier) will be continued as Hourdou et Cie. It is mentioned this concerns a wholesaler in pipes from the factories in Givet and Saint Omer. The duration of an agreement, of which Hourdou and the two financiers become owners, was set for a period of 14 years. After this period Hourdou & Cie remained the owners. This appears from a deed from 1875 where this is recorded (*Journal officiel de la République française*, 03-02- 1875).

Rue de Bondy 22, the new address in Paris

Exactly how long Hourdou & Cie remained as owners is not known. It is certain that by 1893 the building was owned by the new owners of the Gambier company. The owners since this date were the widow Hasslauer, Louis Aimé Quentin and Louis Albert Levesque de Champeaux. The official name of the company became 'Société Vve. Hasslauer, the Champeaux & Quentin'. Quentin was a wholesaler in Paris and the Champeaux was a landowner. Julie Leroy, widow of Minervin Hasslauer, left the day-to-day management of the factory in Givet to the production manager Groto, who had already held this position since the 1880s.

Before the cooperation with Hasslauer and the Champeaux, Quentin had a company building in Paris, located at Rue de Bondy No. 22, opposite of the Place de La République. After the new collaboration, the pipe depot remained for some time in the Rue de L'Arbre Sec, but after a few years the activities were moved to the building in Rue de Bondy (Figs 20-21). Here, in addition to various tobacco-related articles and pipes from Gambier, ceramic tiles were also sold from the ceramics factory in Givet.

At the end of the nineteenth century, various manufacturers of cake, chocolate and tobacco released lithographed advertising cards often with a comic picture on the front and advertising on the back. Quentin had several series of these cards printed and Figures 22 and 23 show the older cards the old address in the Rue de L'Arbre Sec 20 which was later changed to Rue de Bondy 22. Rue de Bondy,



Figure 20: Entrance Rue de Bondy 22. Photo Eugène Atget, 1909.



Figure 21: The shop at the Rue de Bondy 22. On the right the entrance (see Fig.20). Detail from a letter, Quentin, 1895. Collection author.

was the name of this street between 1771 and 1944. After 1944 the name is changed in Rue René Boulanger. In this building a ‘manufacture de porcelaine’ by monseigneur le Duc d’Angoulême was established at the end of the eighteenth century. In the stairwell of the building there is a tableau of tiles with advertising for Quentin.



Figure 22: Advertising card, end of nineteenth century. Collection author.

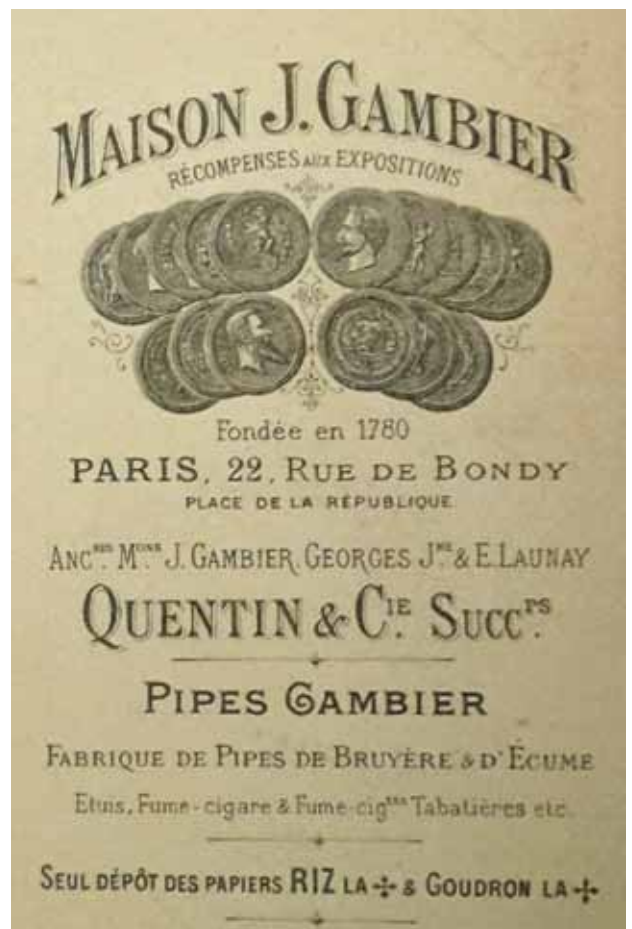


Figure 23: Advertising card, end of nineteenth century. Collection author.

Brief history about the pipe factory in Givet

Little is known about the early years in Givet where the son or grandson of Jean Gambier started the production, and further research is required. Gambier started their activities at the foot of the Mont D’Haur, on the site between Rue St. Grégoire, Rue Royale, Rue Gomerée and

Rue des Soupirs (Fig. 24). The period after the succession by Hasslauer in cooperation with Fiolet brought the company to fruition. Expansions were being made by buying buildings and land in the neighbourhood of the factory. Expansion in the direction of the river Maas took place in 1853 after the acquisition of the pipe factory from Blanc-Garin & Guyot.

The company was expanding year on year and reached its

peak around 1860. There were about 600 people working at Gambier. Stunning production numbers were being realized; around 50 million pipes per year. The range of models was 1,400 with beautiful designs of all kind of themes such as politics, history, theatre, flora and fauna (Fig. 25) The series of pipes had unique names, developed by Gambier: Fantaisies, fantaisie extra, taxiles, néogènes, aristophanes, marseillaises, pompadours, viennoises and others (Fig. 26).



Figure 24: Former pipe factory Blanc-Garin, in use by Gambier 1899. Collection author.



Figure 25: Rare pipes from Gambier 1830-1855, *le poète*, *la première République*, *Titi la talocheur* and an unknown model. Collection author.



Figure 26: *Fantaisie extra Arabe Bou Maza, Diane de Poitiers and le Zouave, fantaisie le Pendu and Taxile le Chinois. Gambier 1850–1880. Collection author.*

The main pipe factory was a large building with three floors (Fig. 27). There were three kilns on the site where the pipes were fired. The largest building is currently in use as a school, the Lycée Vauban.

The acquired buildings and land of Blanc-Garin offered the opportunity to make ceramic products besides pipes. Refractory tiles and pipe pots to fire the pipes in the

kilns were already being made, a new production line for decorative glazed tiles could be installed in the new buildings. These tiles or ‘Carreaux Gambier’ were marked on the back with a sun and the JG mark in relief. A number of catalogues are known with the ‘Produits Ceramiques Gambier’ with coloured pictures of beautiful glazed tiles (Fig. 28), including an example of a well-known tile with advertising for Gambier pipes (Fig. 29).



Figure 27: *Pipe factory in full activity, main building on the left, pipe kiln in the background. Photo 1880, private collection Givet.*

In 1890 Gambier took over the pipe factory Noël Frères from Lyon, a company whose history dates back to 1808. This takeover improved Gambier’s market position in the south of France and a production line for the manufacture of Bruyère pipes could be added. Noël was a popular brand, after the acquisition the mark Noël continued to exist until the last year of pipe production in 1926. In the 1894 catalogue from Gambier there are pages with Noël marked pipes called ‘Pipes Magnétiques’, later Gambier also sold their own models with the Noël mark on the stem, often these pipes were exported to America.

Various catalogues were released in the years when the business blossomed and the pipe models were beautifully illustrated. For example, catalogues and supplements were published in 1868, 1871, 1875, 1879, 1886, 1894, 1905 and 1908 (Fig. 30).



Figure 28: Gambier catalogue of ceramic products.

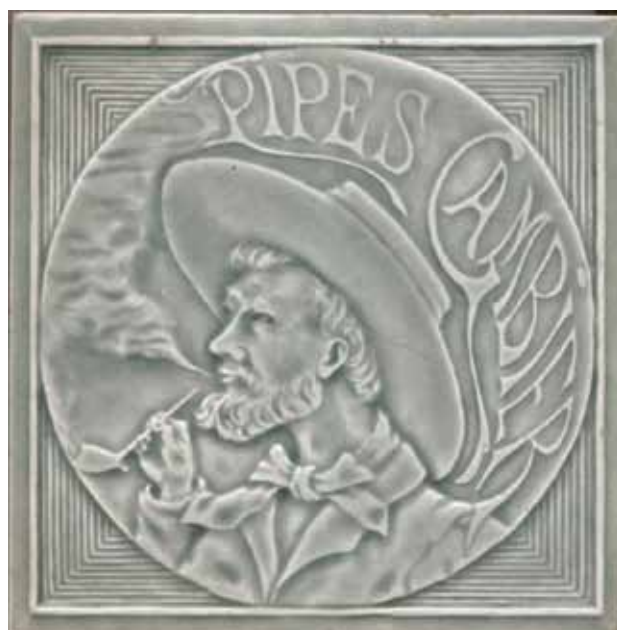


Figure 29: Advertising tile from Gambier for pipes.

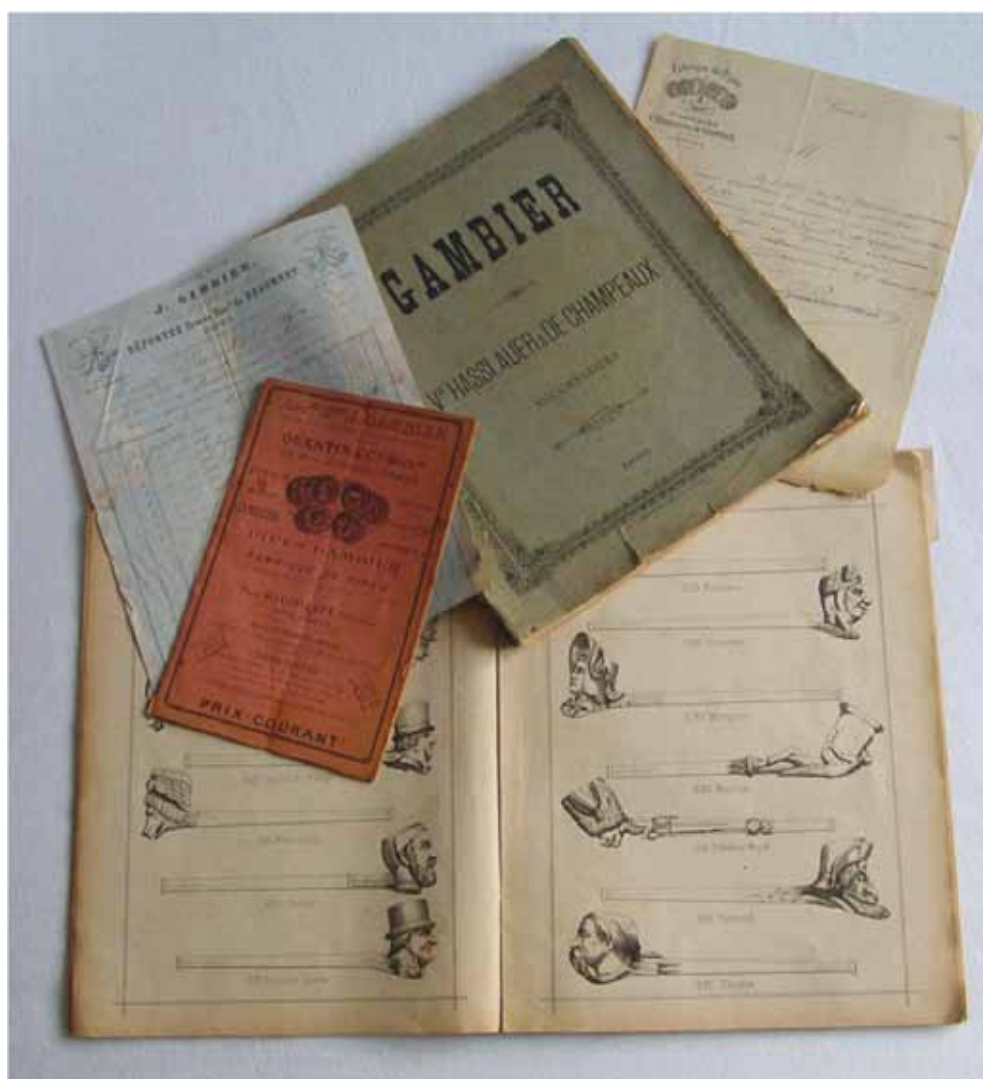


Figure 30: Catalogues from Gambier. Collection author.

Until the First World War, Gambier's company was still able to produce successfully, although the sales volume decreased, as did the number of employees year by year. The First World War had huge consequences for the company. When the war broke out in 1914 and as a result the production stopped. In 1917 the factory was taken over and used by the German troops as a military hospital (Fig. 31). Immediately all tools and other materials of usable metal were seized by the occupier and taken away to be melted down into weaponry. As a result, almost nothing has been saved from the enormous stock of pipe moulds Gambier once had. A very small number of the moulds were carried taken away by residents of Givet before they fell into the hands of the occupiers and hidden in the neighbourhood of the factory during the war years. This activity was a major risk and in 1918 a penalty of 10,000 Mark or a prison sentence of 5 years, was given for stealing metals from the Germans. Some of the mould parts have been found in a cave of the Mont D'Hairs with a metal detector (Fig. 32).

Before the First World War there were still more than 100 workers in the pipe factory, but by 1923 the number had fallen to just 40 people. The author's collection includes a number of pipes from this last period. They were bought by a collector in Paris in the early 1930s and are notable for their poor quality. There are a number of pipes from the 'Crème' series, made of clay with a rough, calcareous structure. The label 'Crème Gambier' is still on the stem, but the JG mark is missing on the heel. Gambier had to deal with competitors selling cheap pipes on the market like Scouflaire in Onnaing. Manual time-consuming work was needed to produce quality pipes, and there were also fewer and fewer experienced workers available to make pipes. Plans to make pipes automatically were never realized since the investment needed was too large to recoup with the production of the clay pipes. The production of pipes was no longer profitable and in 1926 the pipe factory closed; the buildings were sold to two coal merchants. Even though 1926 is the official closing year of the pipe factory, sales continued for a number of

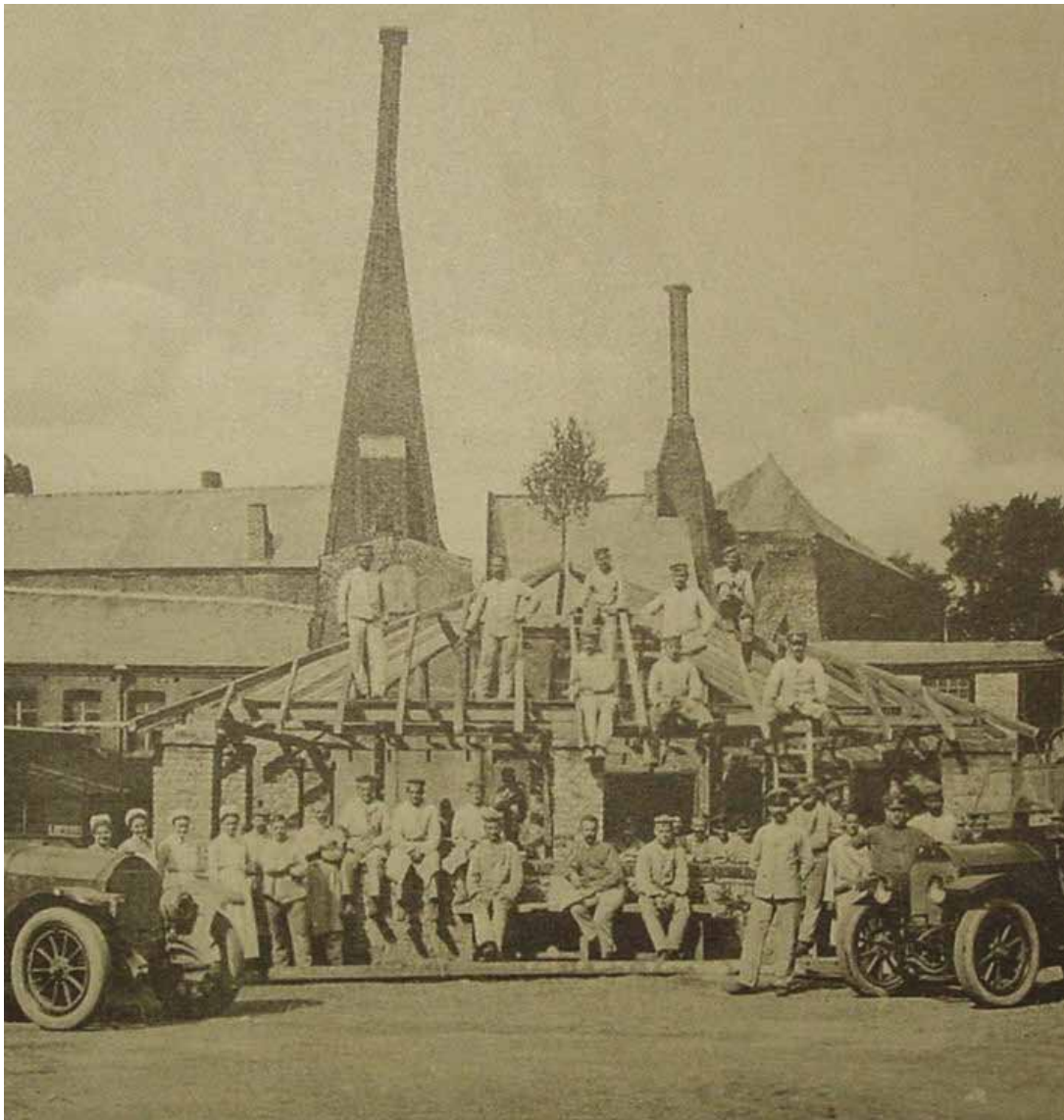


Figure 31: German soldiers in front of the pipe kilns on the Gambier site, 1914. Photo collection author.



Figure 32: Part of a pipe mould, model: Crème Cupidon, no. 1290. Collection author.

years. An enamelling kiln also remained in use for several years to enamel pipes from the stock. This was done by Monsieur Badre and three ladies.

There must have been a large stocks of pipes in the factory from which sales were made for a couple of years. From a number of sources, it has been confirmed these old stocks were in the cellars stored in wooden cases; pipe production had been stopped 19 years earlier. In December 1944 eleven thousand US soldiers were stationed in Givet, and the Gambier factory was one of a number of buildings used as a shelter. During the very cold winter of 1944/1945, the cases with stocked pipes were emptied in the courtyard

of the Gambier factory to get wood to burn for heating. Various soldiers took complete pipes and fragments as a souvenir. The following is the story from the descendant of one of these soldiers:

These clay pipes were found by Lawrence V. Compton in the town of Givet, France. He was in the Army Corps of Engineers during the Second World War, and was assigned the task of having sidewalks built. He was told to use these pipes as building material by the Major in charge. They were piled up in a huge pile in one corner of a factory and the courtyard where they were manufactured. The factory was closed, and the machinery was disconnected and pushed over to one end of the room. He rescued some of the unbroken ones and had them shipped home (Report from the family of Laurence V. Compton, Army Corps of Engineers).

Rue de L'Arbre Sec 20, the last chapter

When the activities were moved to the new address of Quentin in the Rue de Bondy, the old Gambier building was left empty. Warehouse Samaritaine grew rapidly in the 1890s and bought several buildings in the Rue de L'Arbre Sec which had to be demolished for the expansion of the warehouse. In a photo from 1910 we can see the sidewall from No. 20 Rue de L'Arbre Sec, taken just before the demolition that year, and a large sign with the announcement of the enlargement of Samaritaine (Fig. 33). The back of the church of Saint Germain L'Auxerrois is visibly opposite this building.



Figure 33: Rue de l'Arbre Sec, 1910. (<http://www.parisrues.com/>)

Conclusion

Jean Philippe Gambier initially started with the decoration and sale of porcelain in Paris, having previously worked in the porcelain factory in Sèvres. The Gambier family lived and worked at no. 20 Rue de l'Arbre Sec. The company was continued by the son and later the grandson of the founder, Jean Phillippe. Production and trade in pipes started after 1800 and the trade and decoration of porcelain continued until 1835. In 1835, the acquisition of the production company in Givet by Hasslauer, together with L. Fiolet, brought success and international fame. The pipe depot in Paris became the property of Charlemagne Beaumont, son-in-law of the Gambier family. After 1852 there was continuation of activities in Paris by Déportes Frères and then by Hourdou & Cie in 1860. The old building at No. 20 Rue de l'Arbre Sec was sold in November 1893 for 130,000 francs (Le XIXe siècle: journal quotidien politique et littéraire, 02-11-1893). Around 1895 the final move took place from Rue de l'Arbre Sec to Rue de Bondy. The house and company of Jean Gambier was demolished in 1910.

Appendix 1. Chronological summary.

1745-1778	Family Gambier worked in the porcelain factory in Sèvres.
1780-1800	Jean Philippe Gambier started a company trading and decorating porcelain.
1800-1808	Rue de l'Arbre Sec nr. 39, first known address of Jean Philippe Gambier.
about 1809	Rue de l'Arbre Sec nr. 20, moving of family Gambier and company.
about 1810	Pierre Joseph Gambier took over the company after death of founder Jean Gambier.
1811	Daughter of Jean Gambier; Marie Rosalie Gambier married Jean Beaumont. They lead the company in Rue de l'Arbre Sec. Birth of son Charlemagne in 1812.
1817	François Joseph Gambier, grandson of Jean took business, first activities in Givet.
1817-1835	Official notarial deed between Charlemagne and Francois Joseph Gambier for sale of pipes at Rue de l'Arbre Sec nr.20
1835	Minervin Hasslauer successor pipe factory in Givet, Charlemagne Beaumont is owner of the depot in Rue de l'Arbre Sec. No activities involving trading of porcelain anymore.
1835	After marriage of daughter Hasslauer and L.M. Fiolet collaboration between the company in Saint Omer (Fiolet) and Givet. 'Hasslauer & L. Fiolet Successeurs de Gambier'.

1845 and 1850	Official notarial deed for selling pipes between Beaumont, Fiolet and Hasslauer in Paris.
1851	Death of Charlemagne Beaumont.
1852	Déportes Frères, successors of depot in Rue de l'Arbre Sec nr. 20.
1860	Death of Minervin Hasslauer, collaboration with Fiolet stopped in 1866.
1860 - 1880	Hourdou & Cie, successors of depot in Rue de l'Arbre Sec nr. 20.
about 1895	Moving the pipe depot to Rue de Bondy nr. 22.
1910	Demolition of house in Rue de l'Arbre Sec nr. 20.

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